

## ISHRAQAT AL FURQAN PAPER PRODUCTS COMPANY

“ISHRAQAT AL FURQAN PAPER PRODUCTS COMPANY” a specialized in tissue papers manufacturing and distribution . They need a software to handle their day-to-day production , sales and its finance and inventory.

# Overview

Client into manufacturing and selling distribution of tissue papers to various sectors such as wholesalers, distributors & Van sales. They do production on day-to-day basis using the various combination of required raw materials . To do track inventory of this raw materials , it has become hard for them. They didn't had a fully digitalized system to have this entire process in place for manufacturing, accounting, stock maintenance, supply stock to production and selling it to distributors.

Here we proposed a solution through Zoho products for all of their pain areas such as Inventory , Production (Zoho Creator) , Finance, Van sales . The product we suggested here are Zoho Inventory , Zoho Creator for "Production" & Zoho books.

# Executive Summary

**Location :** Riyadh

**Business History :** Client into Manufacturing & distribution selling of Tissue papers to various sectors such as wholesalers, distributors & Van sales

**Field of Business :** Manufacturing & Distribution

**Nature of Business :** Tissue paper manufacturing and selling

**other customer business-related information :** We had similar kind of clients had production and selling of product where they required inventory tracking, accounting and production process

**An opening quote from the customer:**

We solved our key Finance & Operation problem through Zoho & Arabian software.

# Problem Statement & Key Challenges

## Problem Statement:

**Client was lacking in 100% digitalization of their whole end-to-end process of Manufacturing & Distribution Selling**

Due to their manufacturing process involves combination of raw material usage and after production done selling the product , They need to keep track of their cost elements to arrive at the selling unit price. As they don't have fully digitalized process in place they were spending lot of time and man power to do this raw material usage calculation to arrive at the cost price of each Finished good and also to keep track of stock after every production. Due to manual calculation of raw material consumption, they always ended up with incorrect usage of materials . All of these has to reflect in finance as well which is again a manual workings for their staffs.

## Key Challenges:

1. Maintaining inventory for Raw materials & Finished Goods after every production and selling.
2. Maintaining accounting through manual entries
3. High usage of Man power
4. Data discrepancies
5. Time consuming for raw material usage calculations
6. Data Redundancy
7. Manual entries for Purchase and receiving goods
8. Manual handling of inventory and finance separately
9. Reports for management was not easy as the process is not in one place
10. Production process was not well defined
11. Lack of automation between production and Finance & Inventory

# Evaluation of the Problem

We have evaluated and understood the problems which are listed below,

1. Lack of well defined production process
2. Lack of connectivity between inventory & production
3. Human errors in raw material consumption calculations
4. Invoices are not automated as per zatca
5. Salesorder & invoices are not connected to have shipment and delivery after invoice
6. Purchase received goods are not reflected in production to understand the stock availability
7. Expenses in different departments such as production , sales, are not in one place
8. Overall lack of flow connectivity between inventory , production , sales , finance

# Proposed Solution

We have provided 100% digitalization to their whole end-to-end business process and made their day to day life easy.

1. We provided the well defined production process starting from Sale order > Issue to production > Receive from production > Bundling > Selling the finished goods.
2. We provided the Integration between Production, Inventory & Sales
3. We provided the bundling feature from zoho inventory integrated with production application in zoho creator.
4. In zoho creator , we automated the raw material consumption calculation and made it reflected in zoho inventory through Bundling.
5. During receive from production we updating both finished goods and raw material stock, by the way it will hit finance as well due to configuration we have done for the same.
6. Due to Zoho books and inventory sync, their selling finished goods together with inventory maintenance is made easy.
7. We provided the flow connectivity from inventory >> Production >> inventory >> finance >> Sales >> finance through zoho integration between apps under one roof
8. We posted manual journal for every receive from production

# Implementation

1. **Duration** : 3 months
2. **Bottlenecks** : Custom development of production application and integrating it with zoho inventory consumed API calls
3. **Mitigation** : We have suggested client to purchase api calls add-ons
4. **Additional services** :
  - Transaction of migration of orders, invoices, payments before go-live
  - Customization of Zoho books & Inventory
  - Custom Development in Zoho Creator

# Result

1. Client per day will post 500+ receive from production journals
2. Client increased there revenue twice than before they don't have any manual work in their production from 500000 SAR to 1000000 SAR now
3. The biggest pain area of their production is been automated for them
4. Seamless integration of production and finance&inventory



# Final Output

”ISHRAQAT AL FURQAN PAPER PRODUCTS COMPANY” business is now digitalized by us to have a automated single solution for all of their day to day activities in “ZOHO”