



UNIMAC is a specialized Class 1 heavy civil contracting company and is capable of independently designing and self-executing projects ranging from airport infrastructure to inter-city highways and professional world-class race tracks.

They need a Integrated solution to have a well defined flow of goods, purchase and supply into their workshops in various locations to do vehicle maintenance and repairs.

Overview

Client is into heavy civil contracting business, which requires an automated system for “Vehicles and Machinery Management” and “Supply chain Management”. The requirement is to accommodate the user with an automated Issuance process for the Vehicles and Machinery Management, Procurement process and to manage the project wise Inventory, Along with the approval process.

Here we proposed a solution through Zoho products for all of their pain areas such as Inventory Management, Procurement & Issuance and reporting.

The product we suggested are:

- Zoho Inventory
- Supply Chain management (Zoho Creator) - Customized App by Arabian Softwares
- Workshop management (Zoho Creator) Customized App by Arabian Softwares
- Zoho Analytics (Reporting tools for management)

Executive Summary

Location : Riyadh

Business History : United Maintenance and Contracting Company (UNIMAC) was established in 1979 with very limited resources, taking on small to modest-sized projects. With continuous reinvestment of profits throughout the years, today UNIMAC has grown to a first-class operation, owning and operating more than 700 plants, equipment, and vehicles. The projects in our portfolio have grown to construction of infrastructure of the airports and Air Bases, design and execution of major highways, as well as full scope land developments.

Field of Business : Contracts

Nature of Business : Construction

other customer business-related information : We had similar kind of clients which are in the same domain and wanted to maintain their business activities using the Zoho Products.

An opening quote from the customer:

Problem Statement & Key Challenges

Problem Statement:

Client was lacking in 100% digitalization of their whole end-to-end process

The Main core issue faced to the client was managing the inventory, Vehicles and Machinery Maintenance, Store Management and the Procurement automation as the client was managing all data on excel. Due to which the client was facing a loss of inventory as well as not been able to evaluate the Profit and loss of the projects.

Key Challenges:

1. Maintaining inventory for the different stores was manual
2. Maintaining accounting through manual entries
3. High usage of Man power
4. Data discrepancies
5. Data Redundancy
6. Reports for management was not easy
7. Vendor details were not maintained regularly to have a future Purchase analysis
8. Manual maintenance of location/warehouse and its ledgers in inventory
9. Manual entries for Expenses

Evaluation of the Problem

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

1. No Inventory management.
2. Payments to the vendor and not are being recorded with the Purchase documents.
3. Products database was not maintained properly
4. Vendor Database was not maintained properly
5. Company Vehicle database was not maintained properly
6. Machinery database was not maintained properly
7. Accounting Ledgers with inventory and vendor payments were not automated with the proper documents
8. Expenses not automated
9. Issuance not automated
10. Procurement not automated.
11. No Approval Process for Issuance & purchase request
12. Wrong Reporting to the Higher Management

Proposed Solution

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

We provided the highly integrated Zoho Solution to the client:

1. Zoho Inventory > For Managing the Inventory
2. Zoho Creator (Customized App)
 - Workshop Management > Vehicle & Machinery (Preventive and Corrective Maintenance)
 - Workshop Management process accommodate the users for the Preventive and the Corrective Maintenance of vehicle and machinery along with the Notification and updates.
 - Supply Chain Management > Inventory Issuance & Procurement Management
 - Supply Chain management process accommodate the users for Project wise inventory management along with the issuance and Purchasing details.
3. Zoho Books > Managing the Financial Activities
4. Zoho Analytics > To get the reports for Analysis.

Implementation

1. **Duration** : 3 months
2. **Bottlenecks** : No
3. **Mitigation** : No
4. **Additional services** :
 - Data migration of all the Master Setups Including the Vehicles and Machinery data before go-live
 - Customization of Zoho books & Inventory

Result

1. Client Purchase more users as implementation was smooth and need to provide access to all the users.
2. Now the procurement is synced and facing no inventory loss
3. Taking reports on daily basis for the analysis, now they are able to move unused inventory to other projects before that the unused inventory have no records.

Final Output

”UNIMAC” procurement & Inventory process is now digitalized using Zoho apps to have a automated single solution for all of their day to day procurement activities in “ZOHO”