



## BatchMaster molds Heattrans to better meet the customers' specifications and quality demands

### Customer

Heattrans Equipments Pvt. Ltd.

### Industry

Foundry

### Location

Ahmedabad, India

### Solution

BatchMaster Manufacturing for SAP Business One

Heattrans Equipments is a known name in the foundry industry. The company is located in Ahmedabad, Gujarat, which supplies quality products in domestic as well as international market. Heattrans is a subdivision of Fluidtech group with its own infrastructure. The company's philosophy is to satisfy the customers' needs and they thrive for improved communication with the customers to understand their requirements better. The company focuses on deploying latest process manufacturing tools and methods such as ISO, FMEA, and six sigma to deliver quality to their clients.

### Challenges

Heattrans is involved in various foundry processes such as casting, molding, pouring, fettling and finishing, along with third party sub-contracting. Previously, Heattrans used Tally software for their financial issues but it didn't touch their other mission-critical operations like

Production, Quality, Formulation, etc. Working with thin-margins, precision is crucial to foundry industry and so was to Heattrans, both in their manufacturing and costing processes.

Their customers expect quality goods from them, for which, applying and tracking quality control measures at all stages was one of their prominent challenges.

Moreover, the company produced 300-400 products each year, while also accommodating hundreds of new products, requiring them to define numerous new formulas and sometimes revisiting the older ones. "Managing these numbers of formulas & keeping a track of the older ones, required a substantial manpower and a great effort by us." - Mr. Mukesh Patel, Director, Heattrans Equipments.

Absence of a connecting platform among various departments led to a lot of miscommunication and delayed information transfer, ultimately resulting in a discontinuity in business processes. There was an immediate need of inventory management as a lot of wastage was occurring due to unplanned inventory procurement. With multiple finished goods, accurate and real-time calculation of job costs was needed. Moreover, because of non-availability of production and packaging optimizing tool, the customer experience started suffering to a great extent.

"Our paperwork needed an update because managing them was getting costly and time consuming day-in, day-out. This was also affecting our timely-deliveries, one of our no-compromise policy from years." , said Mr. Patel.



***“With N number of raw materials and finished goods, efficient planning is the key to steer through the wastage and inefficient utilization of resources, BatchMaster made it possible for us”***

Mr. Mukesh Patel, Director

### Solution

Heattrans' hunt for a solution, which was focused and understood the needs of foundry industry ended with BatchMaster Manufacturing for SAP Business One. Mr. Mukesh Patel, Director, Heattrans Equipments, “The new system has changed and supported our working for the better in so many immeasurable ways. The labor, time and cost savings along with on-click availability of the accurate business information has started improving our bottom line.”

### Making Quality and Cost Act Inversely

The foundry is an industry where quality and cost are considered to be proportional; making them work inversely i.e. achieving higher quality at a lower price was what Heattrans targeted to stay ahead of its competitors. And, BatchMaster became its strategic partner in achieving the same by enabling inspection and in-process quality check of all its processes, identification of defects and zeroing-in on the issues right on the shop floor.

They need to perform extensive QC checks at the time of procurement, as they purchase raw materials in the form of scrap. Adding to the complexity is massive unit conversions involved. According to Mr. Mukesh Patel, “BatchMaster helped us to take a leap in customer satisfaction because of its immense quality control abilities”. It synchronized the quality control operations at all levels. Raw materials are automatically transferred to the production floor after clearing the QC tests. In case of a failed QC, NC/CAPA is automatically generated for the rejected finished goods in order to improve the productivity. The rejected materials to be scrapped are taken well care of, too.

Precision in job costing, product costing, losses and re-work costing is essential to survive with the controlled margins in the foundry industry. BatchMaster helped Heattrans reduce costs by giving a greater control and deeper visibility into every transaction. By maintaining the technical integrity of their product, Heattrans is now able to deliver accurate and quality products at competitive pricing.

### Easing Manufacturing Complexities

With multiple products, they have numerous formulas, which are altered continuously to meet the customers' demands. This results in hundreds of specifications, with thousands of materials, and corresponding number of formula revisions; keeping their record was a time-consuming task, but not after using BatchMaster. Scraps, consumables and sand recovered from casting processes can also be tracked, managed and accounted warehouse-wise.

Their immediate need was to focus on effective planning and minimize inventory wastage. BatchMaster offered them both. Exceptionally efficient MPS and MRP modules provides a helping hand towards calculating forecasts, what is to be produced and how much is to be procured for it. It also gave alerts for inventory below a safety stock that in-turn minimized the cases of last-minute shortages and production halts.

“With N number of raw materials and finished goods, efficient planning is the key to steer through the wastage and inefficient utilization of resources, BatchMaster made it possible for us” – Mr. Mukesh Patel.

They need to manufacture a number of casts derived from the same base molten-metal formula by mere addition of different materials to it. BatchMaster automatically calculates the quantity of molten metal based on finished good's demand. Moreover, it simplifies the production process with the help of SuperBatch feature, where multiple sub processes like, melting, casting, knockout, fettling etc., are performed sequentially in just one batch.

Heattrans employed third party, for processes like fettling and finishing. For supporting this, BatchMaster offered them the ability to track incoming and outgoing products, along with automatic transfer of goods to a FG warehouse on receipt. This makes the third party processing simpler. “BatchMaster is even handling and managing our needs of sub-contracting of semi-finished goods by giving us a complete visibility and tracking of what's moving out and what's coming in.”

While the production is in progress, its packaging requirements are also catered simultaneously. Moreover, management of assembly type of BOMs is a strained nerve for them as it involves 30- 40 intermediates in a single formula. BatchMaster handled this too thereby further easing their production complexities.

***“BatchMaster Manufacturing for SAP Business One does almost everything from a financial standpoint and efficiently provides, in-depth visibility into market trends, resulting in better decision making.”***

Mr. Mukesh Patel, Director

As Mr. Mukesh Patel shared, “We hit the bull’s eye by automatic information flow from procurement to production and finally to packaging which saves a lot of rework and time, while also resulting in enhanced productivity, simply fulfilling our purpose”.

### **BatchMaster- The Firm Foundation for Growth**

BatchMaster even touched their service requirements by introducing a Complaint Entry and Follow-up feature to keep records of feedbacks from the customers in order to derive improved customer responsiveness.

Considering the presence in domestic as well as international market, Heattrans' need of a strong technical backup to match up to the customers' demands in terms of quality and quantity is fulfilled with BatchMaster. Moreover, this has successfully boosted their sales, thereby turning Heattrans into a profit center in its own domain.

Seamless integration with SAP Business One platform, it handles Sales and Finances to perfection. “BatchMaster Manufacturing for SAP Business One does almost everything from a financial standpoint and efficiently provides, in-depth visibility into market trends, resulting in better decision making.” – Mr. Mukesh Patel.

Staff at Heattrans is all praise for BatchMaster as it made their routine job convenient, smooth, and fast with its friendly graphical user interface (GUI) and no-complex way of working.

“We have found a stable solution in BatchMaster, which is affordable and value for money too. Due to the exclusive features that BatchMaster offers, makes it indispensable for our industry”. – Mr. Mukesh Patel.



### **About BatchMaster Software**

BatchMaster Software (an ISO 9001:2008 Certified Company) is a leading provider of ERP solutions that help formula based process manufacturers streamline their operations and scale production, while reducing costs and complying with changing customer demands and ever more stringent regulatory mandates. The company delivers industry specific solutions for Food & Beverages, Pharmaceuticals, Cosmetic & Personal Care, Specialty Chemicals, Paint & Coatings, Foundry, and other process industries. BatchMaster ERP can be seamlessly integrated with SAP Business One, Tally, and Sage 100 & 300 ERP, and is available on both - on premise and on cloud.

### **Contact Us**

#### **BatchMaster Software**

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