



Vectus Industries: Reducing Operational Costs by 15% with SAP® S/4HANA Enterprise Management

Homes and agricultural facilities across India trust the ecofriendly and durable water storage solutions and piping systems provided by Vectus Industries. Vectus has been a pioneer in manufacturing and supplying a range of plastic piping systems and water storage tanks for plumbing and sanitation. With manufacturing facilities, offices, and depots spread across 13 locations in India, Vectus needed a consolidated digital core that would streamline operations and increase transparency for the business, distributors, and customers.

Custom-developed solutions were not meeting the specific demands of the business, so Vectus, trying to simplify its expanding business and accelerate performance, turned to SAP® solutions. In just over four months, the company deployed the SAP S/4HANA Enterprise Management solution, with implementation support from vCentric, and started experiencing total ease in managing business operations. It has decreased its days sales outstanding and can deliver accurate, instantaneous customer invoices. Customers now experience excellent service and on-time delivery, which will remain unchanged during rapid expansion.



Vectus drives business outcomes in real time

Company

Vectus Industries Limited

Headquarters

Noida, India

Industry

Industrial machinery and components

Products and Services

Pipes, plumbing fittings, molded items, and water storage products

Employees

1,300

Revenue

US\$75 million

Web Site

www.vectus.in

Partner

vCentric

www.vcentric.com

Objectives

- Make decisions that benefit the business, distributors, and customers
- Manage processes such as financial close, invoicing, and supply chain
- Implement an enterprise resource planning solution
- Prepare for future requirements

Why SAP

- Improved integration between postings and reports with the SAP® S/4HANA Enterprise Management solution
- Used the solution in departments such as finance and controlling, sales and distribution, materials management, production planning, and HR
- Delivered maximum uptime at a low capital expenditure
- Engaged implementation support from vCentric and SAP Enterprise Support services, including a tailored support plan

Resolution

- Centralized real-time data management company-wide
- Increased transparency across the business, from planning to inventory
- Detected authenticity of claim requests made for manufacturing defects
- Optimized sales performance with an integrated solution
- Used dealership assignments in remote areas and established the connection with customers through digitization

Future plans

- Introduce additional functionalities of the SAP S/4HANA suite
- Deploy the SAP BusinessObjects™ Analytics portfolio, SAP SuccessFactors® and SAP Ariba® solutions, and the SAP CRM Interaction Center rapid-deployment solution

"SAP S/4HANA Enterprise Management has made our operations more efficient by standardizing controls and reducing risk. Our decisions are better, faster, and information driven, giving us a definite competitive edge. We look forward to expanding our SAP portfolio."

Manish Sinha, Head of IT, Vectus Industries Limited

15%

Reduction in operation costs

Real-time

Year-end financial close (down from a few months)

50%

Faster access to and visibility of real-time data

60%

Increase in operational efficiency

© 2016 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://www.sap.com/corporate-en/legal/copyright/index.epx#trademark> for additional trademark information and notices. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.

