



Vedicare achieves security, efficiency and peace of mind at low cost with SaaS

Customer

Vedicare Ayurveda Pvt. Ltd.

Industry

Natural & Organic products

Location

Shahpur Jat
New Delhi, India

Solution

BatchMaster ERP
on SaaS

Company Overview

Founded in 2002 and incorporated in 2006, Vedicare Ayurveda is a pioneer in the Natural & Organic products industry, establishing synergy between the principles of Ayurveda, Organic Movement and Sustainable Development.

What started as an engagement with small farmers and protagonists of development in the Himalayas has grown into a formidable enterprise which is integrated from cultivation of organic herbs to manufacturing of Ayurvedic natural & organic beauty products and herbal supplements. Their key achievements include bringing out the first range of Certified Natural cosmetics in India & being one of the first to produce a range of Ayurvedic supplements with Certified Organic herbs. Their product range includes Organic & Natural personal care certified by the BDIH, Organic Ayurvedic herbal remedies & Organic ingredients like herbs and cold pressed oils certified by OneCert Asia. Vedicare is currently exporting to Europe, North America, Middle East & Oceania.

The scenario before BatchMaster ERP

Vedicare was satisfied with the financial capabilities of its legacy system- Tally. But, being a processing company, it craved for other process manufacturing capabilities to manage their formulas, process batch, control inventory, handle sales and procurement while also

keeping a check on the quality of their products which wasn't possible with Tally. Along with this, cost pressures on input materials, expenses on redundant Inventory, quality concerns of overseas (export) market, competitive market, etc. made Vedicare think of an automated system that could handle their manufacturing and distribution operations at low cost to maintain competitiveness & be profitable.

The major areas of their concern were:

- Secured Environment:** Data manipulation and theft was increasing. Transactions could be edited at any level, increasing the scenarios of financial and inventory discrepancies.
- Growth hampering manual methods:** Manual methods were used to maintain and manage their various operations resulting in errors, delays and chaos.
- Reducing Inventory Wastage:** Inventory discrepancies between actual Vs on papers was increasing due to lack of raw material tracking; leading to conditions of over-stock or under-stock. Moreover, paper-based planning was error-prone, lacked accuracy and thus waste was common.
- Ensuring quality of products through every production run:** As they produce skin care and hair care products, having a system that could aid them in their Quality Management was paramount to them.

The Silver Bullet- BatchMaster ERP as SaaS

The company's leadership evaluated the narrowed solutions. They were looking for a system that could do what they needed, but at considerably lower cost.

Selecting BatchMaster SaaS integrated with Tally was like finding the silver bullet- the direct and the effortless solution to their problem. With footprints in the personal care industry from last 25 plus years, the product had all the abilities, Vedicare was looking for. Additionally, BatchMaster's integration with Tally saved them from going back



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Mr. Vishal Bhandari, Director

(in terms of data backup and migration) instead took them ahead right from where they were. Moreover, acquiring BatchMaster ERP as SaaS enabled them get the benefits of ERP at a lower cost along with predictable expenditure cycle, faster implementation, and reduced need of technical support.

Role based permissions, automatic upload/download and approvals put a full stop on data manipulation and discrepancies. As per Mr. Vishal Bhandari, Director, “Because of the win-win (Tally and BatchMaster SaaS) combination we acquired, there was a high level of confidence that it will work- and it worked, giving us greater capabilities and better results. Acquiring SaaS model was like a cherry on the cake”.

Being more responsive by eliminating unnecessary complexities

The best part of the game was that it can be accessed from anywhere and at any time. They didn't have to spend high on IT infrastructure. Just a computer, an internet connection & the Remote Desktop application connected them to the world of ERP. It gave everyone an accurate, real-time picture of the business, no matter where they were. Being a SaaS model, complete maintenance, updates, backup tasks, etc. were all done by- and at BatchMaster. Their IT team had to solely focus on the product and their work. This enabled them to put all their energy and alertness into managing their operations resulting in higher productivity and minimum or no distraction caused due to handling IT infrastructures. “BatchMaster has definitely improved on our abilities to run our business efficiently. It reduced complexity, was up and running quickly, made us more responsive internally as well as externally, and decreased on-going operational costs.” said Mr. Vishal Bhandari. He adds, “ They stayed on their promise of 99.9% uptime. From almost two years, we never faced issues with data maintenance, backups, services, latency, updates and upgrades. We are glad we chose BatchMaster ERP as SaaS, it's the reason of our Peace of Mind.”

Easier traceability that simplifies compliance

With BatchMaster's Inventory module they had complete traceability which is quite essential to their industry type. They can now trace back from a finished good lot to know in which batch it was

produced, which raw material lots were used, from which warehouse they were issued, what was the vendor lot number, and who was the Vendor.

The system was able to maintain all the details of an item, including vendor lot number, Lot number, Expiry Date etc. And also generated a report of upcoming expired lots. This gave them complete control of their inventory at multiple locations.

Improved visibility of the production-to-shipping process

By acquiring BatchMaster, mundane paper work was eliminated and every process got connected for Vedicare, giving them a complete view of their supply chain. Mr. Mukesh Singh, Accounts Head, quoted “It's also easy to monitor information flow now.” They can keep a track of the process transaction by transaction and get alerts whenever there is a problem. Like, when FORM C is not received from a customer, or when a customer is reaching its credit limit or even when the payment is not received from him. As Mr. Jagan Roy, Sales Head, mentioned, “ Our staff is dependent on these alerts to proactively respond to the situation. We are always assured that nothing important is being missed out.”

Ensuring quality products

After implementation, every item received at the dock of Vedicare is automatically assigned “HOLD” status and is kept in an assigned quarantine bin till QC is performed and released by QA. Lot tracking through QC statuses based on Quarantine, Rejected or Hold is done. The system only allows lots with Accepted or Active statuses to be issued to production, thereby, ensuring quality products.

On the production side, the system allowed to perform QC on every production run to check quality on various parameters including issued weight of raw materials and intermediates. In case of Shampoos, they have filling and labelling stage also, which require QC and needed additional staff to handle just this.

With BatchMaster, QC can be applied at these additional stages automatically without the need of additional resources.

Moreover, system very well handles QC rejected material, material return and automatic debit note creation, in case advance payment is already done, thus saving money/cash. All the QC related information of raw materials, intermediates and finished goods now is maintained within the system with the facility of printing them on the COA, if needed.

Reducing wastage and optimizing costs

Vedicare wanted a SO based system which could automatically plan production and material based on demand. BatchMaster did for them robust planning, generated plans based on demand (SO + Forecast + Inventory Safety Stock) and executed scheduling of batches. They are now able to negotiate properly with their vendors as there is visibility of future

batches/orders. Moreover, there is an immense cut down in the inventory wastage plus they now never face production halts due to shortage of materials. Where efficient planning saved them the money by cutting inventory wastage & reduced expenses, Cost Analysis tool of BatchMaster helped them analyze various costs contributing to the cost of the product. This helped them in identifying the problem areas, cut the overheads and come up with a competent product price that's both, profitable to them and acceptable to the customer.



Ease of Handling of Organic Materials:

Vedicare dealt in organic material also. They maintained organic materials separately. For this, BatchMaster enabled them to create a separate product group to maintain and track their organic inventory. Moreover, to check for the authenticity of organic materials, they receive a number of certificates from vendor. With BatchMaster, they applied validation at the Receipt, restricting receiving of material until all the certificates have been received.

The bottom line

Vedicare realized operational and performance benefits with BatchMaster. Its seamless integration with Tally, availability as SaaS and process manufacturing capabilities turned the game for Vedicare helping them in cutting costs, increasing margin and gaining profits. As the Director, Mr. Vishal Bhandari said, "BatchMaster ERP as SaaS is the coming-of-the-age solution; solution that's fit for today and prepares you for the future through its efficient use of technology and ever-growing industry expertise."

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, Speciality Chemicals, Paint & Coatings, Foundry, and other process industries. BatchMaster ERP is seamlessly integrated with SAP Business One, Tally, and Sage 100 & 300 ERP, and is available on both - on premise and on cloud.

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