

# ORION ERP Suite enables Jumbo Group (Doha), an electronics retailer, make accurate sales and production forecasts, and improve revenue



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Industry  
Electronics retail

Number of employees\*  
500

Revenue\*  
QR 500 million  
(US\$ 140 million)

Locations\*  
Qatar

Customer since  
2006

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Source: The data is updated for 2016\*

## The customer

The Jumbo Group (Doha) is a subsidiary unit of Ahmed Bin Saif Al Thani and Partners. The client has two business wings - one arm is a popular chain of electronic retail outlets spread across Qatar, and the second arm is a B2B electronic solutions provider offering HVAC installations, firefighting equipment and security systems. The company is involved in MEP contracting, trading, services, manufacturing, project installation, telecommunication and IT products supply, safety and security systems, restaurants, real estate, home automation systems and ELV solutions. Today, Jumbo Group (Doha) manages and organises multiple profitable businesses in Qatar and is expanding into many verticals.

## Challenges

The client's business was growing, and business automation was critical to support this development. A robust ERP software was required as the client was using a home-grown ERP system that was not compatible with the business. The legacy software could not be integrated with several essential business operations, leading to inefficiency and a high level of dependence on manual data entry.

## Solution

The client's key requirement was a new system with highly configurable modules that could manage increased business transaction volume. The client required a business management system that provided an integrated platform with the infrastructure to support continued growth.

The ORION team conducted a comprehensive business study with "process owners" or functional heads to understand their requirement. Critical functions were then grouped under modules. Once the required modules were identified, the team of specialists from 3i Infotech suggested industry best practices and grouped the clients processes under two groups: "current process" and "to be process" and created a solution blue print in line with the process groups.

The following was implemented:

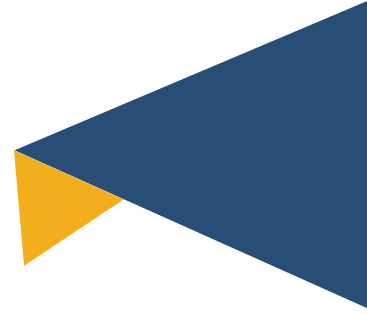
- ORION Enterprise Distribution Suite
- ORION POS
- ORION Project Costing Suite which included Financial Management, Procurement Management, Inventory Management, Sales Management, and Payroll Management

The primary reason the client chose ORION was due to its popularity in the local market. Unlike other ERP systems, ORION could easily adapt to the unique requirements of the client's business. The SCM, Payroll, Finance, MIS, and Administrative departments received the maximum benefits from this solution. The client also received regular upgrades and hands on support from the 3i Infotech team.

## Benefits

The client experienced the following benefits after the implementation of the ORION Enterprise Suite:

- Accurate sales and production forecasts through analytics
- Improved revenue



The ORION Enterprise Suite is a single source solution that could be leveraged to meet our critical business requirements.” -

Mr Padmanabhan, CFO, Jumbo Group (Doha)



For more information, talk to us today.  
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