

3i Infotech's ORION Enterprise Suite enables Dammam-based sealing solutions provider to consolidate its operations at a group level



Industry
Sealing material

Number of employees*
100

Locations
GCC and MENA

Revenue:
Approximately
50 million Saudi Riyals
(US\$13 million)

Customer since
2014

The customer

Technical Seal Company Limited is a wholly owned subsidiary of Zamil Chemical and Plastic Industries Holding Company (Zamil ChemPlast), the plastic and chemical industries division of Zamil Group. Technical Seal was established in 1984 at Dammam, Saudi Arabia as the pioneer in sealing solutions to the building industry, especially the aluminium fabrication sector in the Gulf Cooperation Council (GCC) and neighbouring countries of the Middle-East and North Africa (MENA region). Over three decades of experience in catering to the sealing requirements of construction and industrial sectors has made Technical Seal (also known as Zamil Rubber) a well-known name for rubber gaskets and mouldings.

Challenges

Prior to the implementation of ORION ERP solution, the client was using a home-grown ERP system with only six modules. This legacy ERP system lacked advanced functionalities that most ERP systems in the market were offering. Additionally, the client's business was growing across geographies. The legacy ERP system was unable to handle the growing production and transaction volumes. Hence, the client decided to move to a new, more advanced ERP solution.

Source: The data is updated for 2017*

Solution

The ORION ERP solution was being used successfully at the group level across many companies owned by Zamil Group. Technical Seal decided to implement the ORION ERP solution as they had received a positive feedback about the product.

The team of specialists from 3i Infotech carried out a Functional Development Study (FDS), which essentially involved gathering information from ERP users at all levels and conducted audits to analyse the gaps in the existing ERP system. The client required some personalisation in the ERP system and the ORION 10.6 version ERP system was fully deployed. This was followed by an on-site training programme for all the ERP users. The last stage of the implementation process was the data migration from the legacy ERP system to ORION ERP. The entire implementation process took six to seven months to go live.

The ORION ERP suite included the following modules:

- Finance
- Purchase management
- Inventory control
- Manufacturing
- Sales

Benefits

The client experienced the following business benefits:

- Data synchronisation with the head office leading to more informed decision-making
- Streamlined manufacturing processes
- Error-free inventory control resulting in lower cost of operations
- Financial consolidation across the group for deeper insights of company performance

“ We have benefitted greatly with the ORION ERP 10.6 Suite. This has prompted us to consider upgrading to the ORION 11j ERP solution. On the whole, the system is efficient and user-friendly. ”

Abdul Gaffur Sheikh, Finance Manager, Technical Seal Company Limited



For more information, talk to us today.
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