



Sundaram Clayton Limited, India's leading supplier of automotive components, is on the fast track to being an Adaptive Enterprise.

Sundaram-Clayton – Always the winner

Sundaram-Clayton Ltd. (SCL), a part of the TVS group, established in 1962, pioneered the manufacture of air brake systems in India. Today, the Company has two divisions - Brakes Division (at Chennai) and Die-casting Division (at Chennai & Hosur), enjoying a major share of the Indian automotive market. SCL is on a continuous journey towards excellence and works on total quality culture. Having demonstrated distinctive performance improvements through company wide quality control, SCL-Brakes division had won the Deming application Prize (the fourth company outside Japan and the very first in India) and the Japan Quality Medal (second company outside Japan and the very first in India).

The desire to be always at the forefront has pushed SCL to continually invest in state-of-the-art-systems and networks. However in its quest of being a global player, SCL was aware that new markets and dynamic business scenarios called for greater agility. To achieve this, they needed the right partner. They chose HP.





Mr. T. G. Dhandapani,
CIO, Sundaram Clayton Limited



"In our aim to become more organisationally capable, and to be ready to take on the changing market conditions, we realised that it was HP's Adaptive Enterprise approach that best met our needs, for tomorrow and beyond."

SCL's Business Challenges – Charting the course to leverage Information Technology

SCL was looking forward to building a more robust and dynamic organisation by:

- Linking all SCL manufacturing units with SAP systems and standardising business processes
- Integrating various processes in all business units
- Aiming for faster response times and reduced transaction costs by bringing suppliers and customers closer using the Internet
- Building robust integrated information engine and linking all manufacturing and stocking points
- Installing a scalable enterprise system to support business growth

Mr. Dhandapani, says, "We are constantly looking to streamline all processes. We had streamlined our shop floor management, and networked over 75 suppliers and 200 distributors. With SAP in place on a robust platform, we wanted to be ready for challenges that the dynamically shifting market could throw at us. And HP's Adaptive Enterprise approach clearly defined this scenario and actively ensured that we will be ready for change and that market demands would be met at all times."

Why HP?

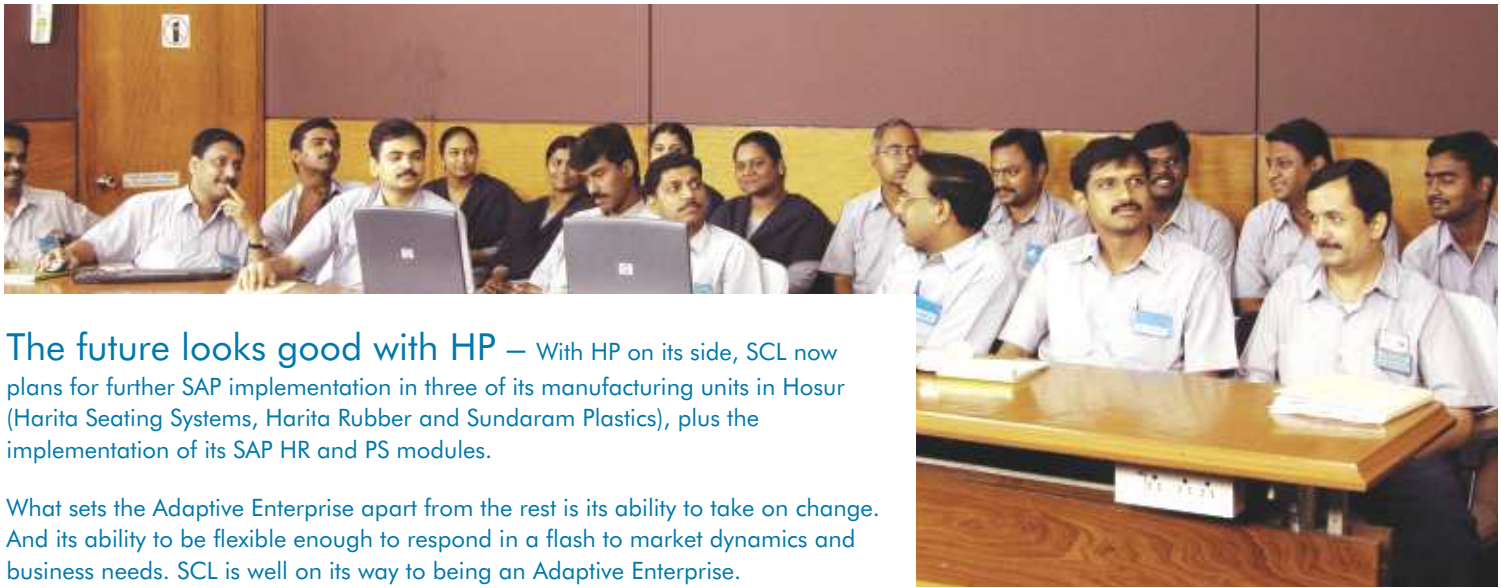
SCL chose HP based on its market leadership. Also, HP's reputation of being a technology leader and an innovation-driven company stood it in good stead, as did HP's track record of implementing similar solutions for market leaders across industries, and its proven international experience. Added to this was the fact that HP products and solutions provided the perfect price-performance balance that SCL was looking for.

According to Mr. Dhandapani, "HP's clearly illustrated leadership performance offered to SCL, and its compelling value proposition was the key. We were very sure that Itanium was the right platform as the EPIC architecture provided future investment protection. Further, Itanium also delivered the best SAPS per CPU, which was clearly illustrated by our own technical studies".

The HP Solution

The backbone of the solution for SCL was based on HP's Intel® Itanium® 2-powered Integrity range of servers – an architecture that supported No Single Point of Failure (NSPoF) and ensured that the entire system was highly available, with maximum uptime.

Mr. Pallab Talukdar, Director-Enterprise Marketing & Alliances, HP, adds, "HP Integrity servers present multi-OS compatibility. This one-platform approach also helps companies standardise all assets, skills and training. With it also comes the most comprehensive transition services, including planning, porting, migration, implementation, support and education. Itanium also offers a price-performance advantage as compared to all other processor architectures currently available in the market".



The future looks good with HP – With HP on its side, SCL now plans for further SAP implementation in three of its manufacturing units in Hosur (Harita Seating Systems, Harita Rubber and Sundaram Plastics), plus the implementation of its SAP HR and PS modules.

What sets the Adaptive Enterprise apart from the rest is its ability to take on change. And its ability to be flexible enough to respond in a flash to market dynamics and business needs. SCL is well on its way to being an Adaptive Enterprise.

HP Integrity servers: The perfect platform

The IT initiatives at SCL were implemented targeting following major benefit areas: Digitising pull system to facilitate Lean manufacturing, Improving response times and reduced transaction costs by bringing suppliers and customers closer using the Internet, Improving productivity and elimination of waste through Decision Support System, Improving white collar productivity through reduced documentation process time etc. The HP integrity servers created the perfect platform for the above initiatives at SCL.

HP & SAP: Better together

HP believes in being a partner to its customers, and not just a vendor. In keeping with this philosophy, the HP team, apart from technical consultation and pre-implementation support, also collaborated with the SCL SAP team to be on-site for post-implementation support for servers. This resulted in an incident-free and smooth transition to SAP for SCL.

HP's SAP support services: Expertise at work

Knowing that SCL's requirement went beyond mere implementation of SAP, HP recommended to SCL the HP Proactive 24 for SAP service. HP Proactive 24 is a service that helps clients in SAP implementation, from installation and integration, and more importantly, upgrades to operational 24x7 support.

HP's global alliance partnership with SAP stood it in good stead, allowing HP to provide SCL with the best services available for its SAP support solution. What also helped make SCL's decision to come to HP for support services was the fact that all HP specialist support teams are trained and certified by SAP as SAP Technical Consultants. This technical SAP knowledge on top of the platform expertise (hardware, operating system, and network) allows faster problem isolation and resolution through a better understanding of interactions between the HP and the SAP layers.

Today, SCL is seeing the benefits of HP's SAP support services:

- Reduced financial and productivity losses associated with downtime due to expert problem prevention
- Fast and seamless problem resolution through integrated support processes between HP and SAP
- Access to HP Services technical SAP expertise and experience
- Expertise on demand for SAP technical Services

Reaping the benefits

With the solution in place SCL has been able to realise the process benefits and improvements in transaction time. This was evident within a span of just 2 months since go-live.

A look at the time taken to complete some common tasks at SCL, before and after the solution was implemented will give a fair idea of the effectiveness of the solution. For example, the Material Transfer Request (MTR) generation which consisted of 8 processes and took 773 seconds, almost 13 minutes, before the implementation of SAP. After go live, this was brought down to just 2 processes taking a total time of just 20 seconds, a drop of almost 98% in MTR generation times.

Similarly, other tasks like Delivery Advice (DA) generation saw a drop of almost 67% and the time taken to generate an Excise Invoice came down from 123 seconds to just 27 seconds, a drop of almost 78%.

Today SCL is able to do a lot more in a lot less time, which has immensely added to its market advantage. Like before, a change in the market dynamics or a change of process is not something to be feared, but something to be taken advantage of. Today, every change is a potential opportunity for SCL. Because today, SCL is well on its way to being an Adaptive Enterprise.



To know more about HP's Adaptive Enterprise approach,
visit www.hp.com or
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