



## eXensys Micro Vertical Solution

Micro-Vertical – Leather Products

# Agenda

*Industry Overview*

*Industry Characteristics*

*Key Processes 'n' Challenges*

*eXensys Best Practices*



# Industry Overview

## Micro-Vertical – Leather Products

The leather is a material created through tanning of hides and skin of animals. The tanning process convert the puterscible skin to long lasting durable. The leather industry occupies a place of prominence in the Indian economy in view of its massive potential for employment, growth and exports. There has been an increasing emphasis on its planned development, aimed optimum utilization of available raw material for maximizing the returns, particularly from export. Various product like Leather Footwear, Foot wear components, Leather garments and leather goods (Including harness & Saddlery, Leather gloves etc) are available in market to full fill the requirement.



# Industry Characteristics

Micro-Vertical – Leather Products

Sales  
Forecasting

Managing  
Export /  
Dispatching

High  
Environmental  
Challenges

Sampling  
Process

Managing  
High growth

High Foreign  
Competition

Ordering  
Process

Managing  
Customer  
grievances

Production Planning > Process Parameter monitoring > Production Execution

# Key Processes 'n' Challenges

Micro-Vertical – Leather Products

## Key Processes

- Forecasting management
- Managing Sampling Process
- Production Process Management
- Batch Management
- Material Planning
- Export Management
- Managing Order fulfillment

## Challenges\Pain Areas

- Forecasting Accuracy
- Inventory Management
- Packing Of Finish material
- Export process
- Foreign currency handling



# eXensys Best Practices

## Micro-Vertical – Leather Products

S.No	Pain Areas	Why do companies fail?	eXensys Best Practice
1.	Forecasting	Forecasting takes lot of time & manual intervention which cause error in forecasting	Exensys can provide the actual data in short span of time, and user can correct forecast with the help of forecasting error in last periods
2.	Foreign currency Handling	In Manual System foreign currency handling is not proper	Exensys support the multiple currency in transaction so there is no need to put extra effort to managing these
3.	Export Process	Lather industry have high volume of export, export process consume much time in manual system	Exensys export integration help to cut the documentation time and all the information in standard forms avoid duplication of work
4.	Inventory Management	Inventory Management takes lot of time due to not integration of data	Exensys through MPS, and MRP tool gives the proper picture of inventory to the planner at any time with inventory reports

