eXensys
Business Performance Sustained

eXensys Micro Vertical Solution

Micro-Vertical – Pulp & Paper

SEI CMMi 5

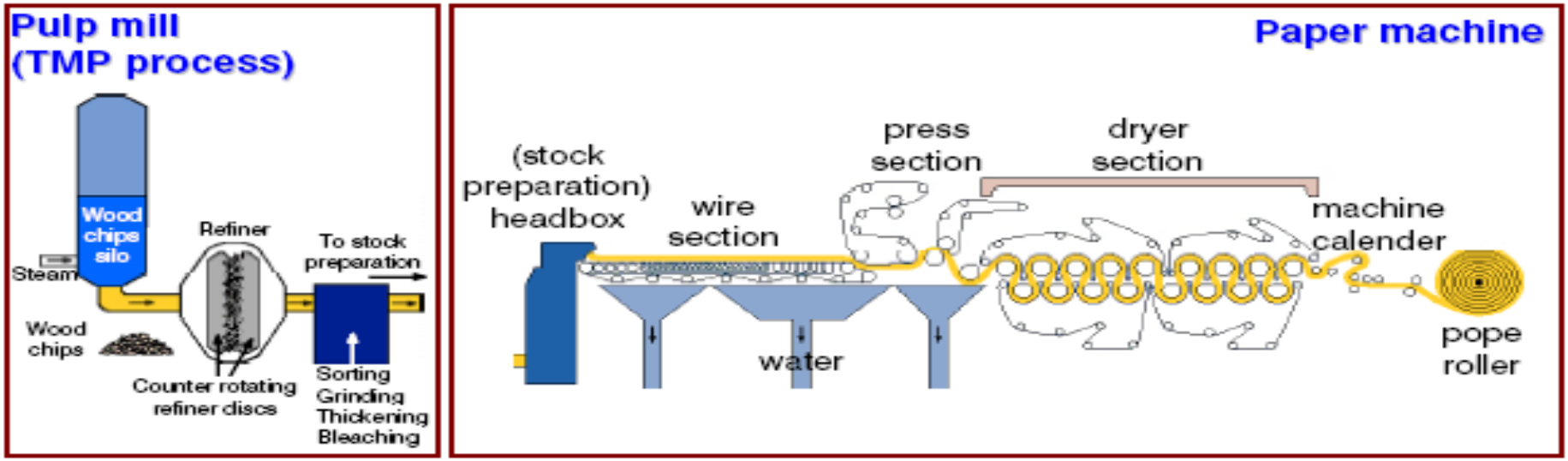
Agenda

- *Industry Overview*
- *Industry Characteristics*
- *Key Processes 'n' Challenges*
- *eXensys Best Practices*

Industry Overview

Pulping is the process of converting wood or lignocelluloses nonwood material to separated pulp fibers for papermaking. Processes range from purely mechanical, in which the wood is ground into fibers by disk refiners or grindstones, to chemical, in which the fibers are separated by chemically degrading and dissolving the lignin that binds them together in the tree. Mechanical pulping is energy intensive.

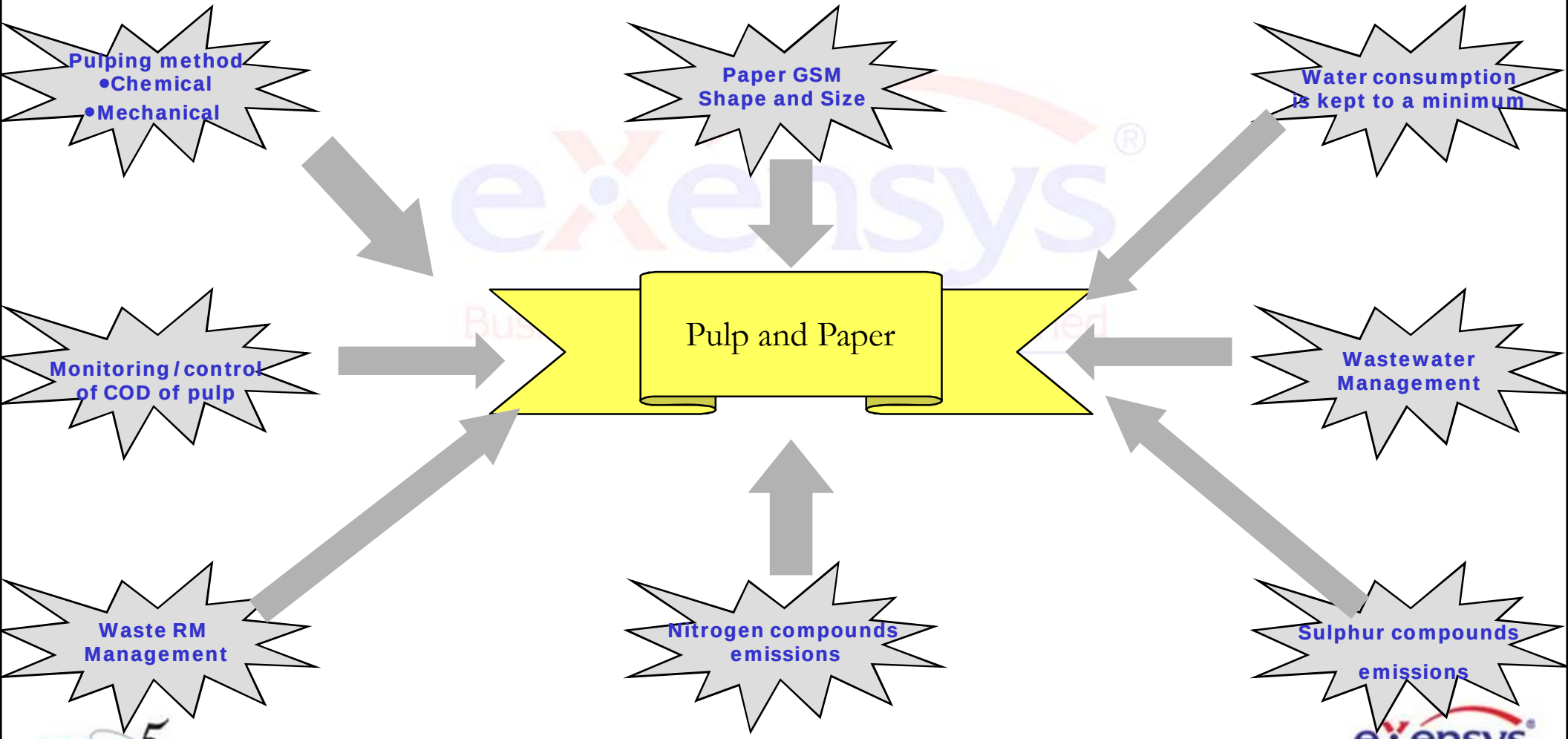
Overview for a paper production process



Industry Characteristics

Pulp and paper industry

During the last two decades, production by the paper and board industry has doubled, but %%1 at the same time emissions have declined considerably. For instance, biological oxygen demand in waters has fallen by 93%. In order to minimize emissions, the production process must be under effective management. The pulp and paper industry processes are designed to use wood, chemicals, pigments and water as economically as possible.



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Key Processes 'n' Challenges

Micro-Vertical – Pulp & Paper

Key Processes

- Pulp Manufacturing
- Recipe Management (Production/Packaging)
- Process Parameter and Control
- Research & Development
- Quality Control
- Inventory and Logistics
- Accounts Management & Legal\Statutory Compliance
- Preventive & Breakdown Maintenance

Challenges\Pain Areas

- Every plant has its own systems, platforms and processes
- Flow of information to the corporate office was not on time
- Losing money due to constant purchasing oversights and no reliable pricing structure
- To manage Item specifications with SKUs with the changing market demands
- Not able to trace the ingredients lot numbers when customers complaints are coming.

eXensys Best Practices

Micro-Vertical – Pulp & Paper

S.No	Pain Areas	Why do companies fail?	eXensys Best Practice
1.	Every plant has its own systems, platforms and processes	Lack of proper integration between various plants	eXensys helps in Streamlining transaction systems across plants thus resulting in better quality
2.	Flow of information to the corporate office was not on time	Compilation of information is taking too much time and that too in a analytical method	eXensys BI solutions helps in instant flow of information to the top management without any delays with the latest updated data
3.	Losing money due to constant purchasing oversights and no reliable pricing structure	➢No updated system to analyze the pattern of the last purchases ➢No scientific methods followed like EOQ for purchasing resulting in more inventory	eXensys helps in overall price reduction on purchased items through better negotiations on the basis of Purchase Price Variance report
4.	➢ To manage Item specifications with SKUs with the changing market demands ➢ Not able to trace the ingredients lot numbers when customers complaints are coming	➢Poor Supply Chain Planning ➢Current system is unable to manage SKUs and specifications as an inherent property of the item ➢Not able to provide any corrective measures for the complaints	✓Strong Planning module to support Items with SKUs and specifications ✓Lot recall report for tracking the ingredients lot number to identify root cause

Thank You!