



### Overview

**Country or Region:** Pakistan

**Industry:** Manufacturing

**Company Profile:**

Ijaz Enterprises is a leading exporter and manufacturer of work wear, leather and cotton gloves.

**Scenario:**

Manual processes delayed opening orders for weeks, and then their progress couldn't be tracked. When the company began a rapid growth, leadership realized the old system would not accommodate their operations. Ijaz Enterprises needed a system that provided accurate, real-time information and would handle their needs.

**Software Used:**

Microsoft Business Solutions- Great Plains

Financial Series

Supply Chain

Manufacturing

Payroll

Human Resource Management

Business Portal

Microsoft SQL Server 2000

Microsoft Windows 2003 Server

Microsoft Visual Basic

**Solution**

Microsoft Business Solutions-Great Plains was selected. The Financial and Supply chain modules was implemented first, followed by the Manufacturing, Payroll and Human Resource Management modules few months later. Maison also implemented Time Card Integration with Great Plains.

“We truly re-created the way we operate and manage our business. Technology helped us attain a new level of performance that we can now expand on.” Waqar

Saeed, General Manager, Ijaz Enterprises

Ijaz Enterprises (Pvt.) Limited is sister concern manufacturing company of Fortress Products, LLC. in Pakistan. It was incorporated on February 26, 1990 in Lahore. Since 1990, Ijaz has been a leading Exporter of Industrial Leather and Cotton Gloves, Work Wear and exporting to different customers in United States of America.

**Situation:**

Ijaz Enterprises (Pvt.) Limited is a two division manufacturing organization includes in-house and outsource processing. Ijaz Enterprises (Pvt.) Limited exports gloves and Work Wear to different customers in USA and other parts of the world. Its main office is in Lahore, which is maintaining all the processes starting from manufacturing to export. Initially there was not any integrated system for keeping the records. They were using Microsoft Excel for keeping their records. Everything was being handled manually. They needed multi-faceted views of sales, employees, productions, deliveries and vendors. Timely, obedient, and analytical reporting was paramount.

**Solution:**

Ijaz Enterprises (Pvt.) Limited was looking for a system which could provide them a fully integrated process with powerful reporting capabilities. Maison Sales team contacted Ijaz Enterprises (Pvt) Limited and introduced them with Microsoft Business Solutions. After one year communication and presentations Maison succeeded in convincing Ijaz Enterprises (Pvt.) Limited for Microsoft Business Solutions. It was at this point that the company turned to Microsoft Business Solutions. The intuitive nature and flexibility of Microsoft Business Solutions -Great Plains helped to convince Ijaz Enterprises that they had found the solution to fulfill their requirements. Maison team wrote Business Process Mapping and Business Process Reengineering documents which help Ijaz in better understanding of their processes. After the implementation, Ijaz Enterprises immediately saw a vast difference in usability between Excel and

Microsoft Business Solutions. The Straightforwardness of the new solution became apparent when, within two months of implementation, the accounting team was up and running with confidence.

**Key Results:**

- ✓ More disciplined processes
- ✓ Prevention of revenue loss
- ✓ Productivity gains
- ✓ Improved inventory control
- ✓ Positioning for the future
- ✓ Complete HR management record keeping for future information.
- ✓ Reduced payroll processing time to less than one-third the hours it was taking
- ✓ Thousand employee records were imported with ease and employee received month-end payroll checks on time for the first time.
- ✓ Attendance system is fully integrated with Microsoft Business Solutions - Great Plains.

*"The integration with Microsoft FRx, our Microsoft Business solution is even stronger and helps us create accurate and precise financial reports quickly. With more-succinct reporting capabilities, we can see how our business is operating from every angle – that's information we can use to our advantage."* Finance Manager, Ijaz Enterprise

Initially Ijaz Enterprises implemented GL and Supply Chain modules, but by that time Maison consultants told them about other modules Manufacturing, Payroll and Human Resource which could help them to manage future growth. Maison told them that they can make deals on used gear without distracting the customer or guessing. They can check stock without deserting the customer or can offer substitute items. They can get analyses on raw data within seconds. Maison has successfully implemented Financial, Supply Chain, Payroll, Human Resource, and Manufacturing modules at Ijaz Enterprises. Initially there were no Standard Operating Procedures implemented at Ijaz, Maison finalized their SOPs and help them in streamlining their processes. Maison also defined job description for them, which helps Ijaz for hiring more capable persons. Ijaz wanted to tie Human Resource Module with in/out timings of each employee. Maison provided them solution for the integration of time machine with Human Resource Module.

**Benefits:**

Through Microsoft Business Solutions -Great Plains they can get System generated helps to maintain the detail History in terms Of Record keeping. They can do automated stock maintenance, auto updating of receiving issuance now there is no need for manual stocking. Cost evaluation of items is done on the base of Purchasing. They can get Accounts Analysis reports of Profit & Loss, Balance Sheet, Banks Details, and Trials & Summary with in seconds. System provides Analysis reports about minimum Cost Supplier, Lead Times, and Overdue Shipments Supplier Expected Shipments Automated Production Management etc. Now they can see dead stock and make quick decisions.

Once an order enters in system, the system automatically creates pick tickets for stored items and manufacturing orders (MO) for items that require finishing work or configuration. As each stage of the work is completed, the operator closes the MO, moving the item to the next work area and, finally, to shipping. In the past, there were no proper tracking available for Manufacturing Orders. Everything was done on papers. Now, orders move very efficiently through the manufacturing process and work can be completed more quickly. Also, because Microsoft Great Plains tracks each item at each stage of the process, management knows whether it is in work, staged, in shipping, or in transit.

Using Business Portal any employee can enter requisition from anywhere. There is no need of having Great Plains installed on the system. Requisitions are automatically processed by the defined hierarchy. In BP just approved

persons can access the database.

FRx Reports enabled Ijaz to close the books at the end of each month in a much more timely fashion, while giving managers instant access to near-real time financial information.

Microsoft FRx, streamline their financial reporting processes across their entire organization and across multiple borders, giving them better insight into the financial health of their organization .

**Simplicity and Ease of Use:** Getting an order into the system is much easier with the Sales Order Processing module, and the other modules have proven to be easily taught and easily learned. According to Ijaz Enterprises, we can not compare reporting functions in the two system i.e. Great Plains and Excel. Now they can use Report Writer to create customized reports, modify existing reports, and create entirely new reports. They also using it to pull information from multiple data tables and sort the information in unique ways. With the previous system, reports ran behind the scenes and not in real time. Now reports reflect accurate and up-to-date information.

*“Maison provided design, implementation, training and customization, along with all the project management. Maison coordinated and managed implementation not only of the Microsoft Great Plains Solution, but also of FRx Reporter. I think the results really speak for themselves”.* Ijaz Enterprises (Pvt) Ltd.