



**SIEMENS**

*Ingenuity for life*

Energy and utilities

# Narayan Powertech

Transformer device manufacturer uses Opcenter APS to increase capacity utilization and improve response to customers

## Product

Opcenter

## Business challenges

Manage dynamic mix of diversified product developments

Efficiently address dynamic customer demand and rush orders

Improve productivity and facilitate value chain synchronization

## Keys to success

Use Opcenter APS to implement an efficient predictive planning system

Meet customer delivery requirements with existing resources and manpower

## Results

Increased capacity utilization and inventory turns by 15 to 20 percent

Delivered dynamic and proactive response to customers

Improved on-time deliveries by 95 percent

Reduced customer lead time by an average of 4 weeks to 2.5 weeks

Provided improved communication with internal teams and customers

**Siemens Digital Industries Software solution enables Narayan Powertech to raise inventory turns by 15 to 20 percent.**

## Leveraging expertise

Narayan Powertech Pvt. Ltd. (Narayan Powertech) designs and manufactures custom-engineered instrument transformers for the energy and utilities market. The company was founded in 1996 and has a presence in 43 countries. It is an International Organization for Standardization (ISO) 9001, 14001 and Occupational Health and Safety Assessment Series (OHSAS) 18001 company.

Narayan Powertech has significant manufacturing and design experience, which has enabled the firm to participate in the smart grid, optical sensor and energy management sectors. This expertise has allowed Narayan Powertech to transform its relationships with customers from being just a supplier to a strategic partner. They have been growing at 20 percent compound annual growth rate (CAGR), in part due to the diversification provided by their digitization and sensor technology products.

The firm's products include medium-voltage transformers, low-voltage transformers, bushing-current transformers, fault-pass





“By using Opcenter APS, we have improved our on-time deliveries by more than 95 percent. We have used better inventory returns and resource utilization to improve our productivity by 15 to 20 percent. Our communication with customers and between management and operations has also improved significantly.”

Sandip Shah  
Director  
Narayan Powertech Pvt. Ltd.

indicators and Rogowski, cast-resin components and current and voltage sensors.

#### **Facing technical and business challenges**

The company had major technical challenges with production efficiency, delivery deadlines and synchronizing the value chain. The company was also faced by business challenges, included producing and delivering a dynamic mix of large- and small-order quantities; a hybrid mix of make-to-order and engineer-to-order products; high-product variants with new diversified product developments; dynamic customer demand and rush orders as well as a lower percentage of make-to-stock items.

Additionally, the company was facing issues related to inconsistent data maintenance, manual and Excel spreadsheet software based planning and scheduling systems, lack of proactive solutions and long production meetings. The methods adopted to deal with ongoing issues were inadequate because of the dynamic rescheduling required to handle a high product mix, rush orders and capacity constraints; limitations of the in-house custom ERP system, which was insufficient to carry out finite capacity scheduling, and time-consuming systems prone to human errors.

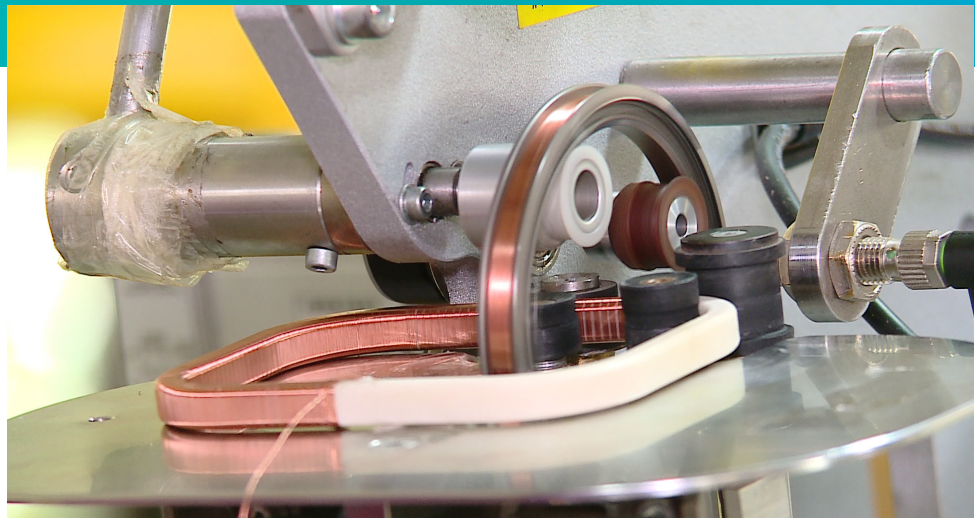
*“Opcenter APS is helping us meet our global customer requirements such as reducing lead times, improving resource utilization, identifying bottlenecks and predicting accurate resource requirements.”*

Sandip Shah  
Director  
Narayan Powertech Pvt. Ltd.



“Our sales have increased and we have gained strategic advantages. In these type of projects and implementations, you need to choose the right partners and SNIc has very good knowledge of manufacturing and shop floor practices. Along with their knowledge of ERP systems, background and expertise, they enable us to integrate our planning software very efficiently and quickly.”

Chirag Shah  
Managing Director  
Narayan Powertech Pvt. Ltd.



Narayan Powertech was in need of a better predictive planning systems that could help them deliver on time as well as allow the company to balance the efficient utilization of their resources. With product portfolio diversification, the customer delivery requirements become stringent. The challenge was to meet the demand with the existing resources and manpower.

#### **Choosing the right partner and product**

Narayan Powertech found SNIc Solutions to be an excellent partner because of its sound domain knowledge, shop floor practices and experience. As system integrators, SNIc Solutions, a Siemens Digital Industries Software partner, could swiftly configure and customize Opcenter APS to meet the specific requirements of Narayan Powertech. Narayan Powertech chose Siemens Digital Industries Software's

Opcenter APS over other software because of its significant product capabilities. The aim of installing Opcenter APS was to provide:

- Proactive predictive planning and scheduling instead of reacting to problems
- Proactive communication with customers on delivery dates
- Accurate delivery dates to customers
- Accurate machine loading plan
- Demand-centric identification of bottlenecks in advance
- Supply demand synchronization
- Visibility into a single plan across different departments
- Effective resource utilization

By implementing OpcenterAPS, Narayan Powertech sought to improve customer

*“By improving our on-time deliveries by more than 95 percent, we have given our customers more confidence in our ability to handle more product variants and deliver on time.”*

Hardik Brahmhatt  
Senior Planning Engineer  
Narayan Powertech Pvt. Ltd.

## Solutions/Services

Opcenter APS  
[siemens.com/opcenter-aps](http://siemens.com/opcenter-aps)

## Customer's primary business

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[www.narayanpowertech.com/](http://www.narayanpowertech.com/)

## Customer location

Vadodara, Gujarat  
India

## Solutions Provider Partner

SNic Solutions  
[www.snicsolutions.com](http://www.snicsolutions.com)

confidence and position themselves as a key strategic partner and an end-to-end solution provider.

Further, by using Opcenter APS, Narayan Powertech reduced the average customer lead time from four weeks to 2.5 weeks, and customer response time from three days to one day.

"Our sales have increased and we have gained strategic advantages," says Chirag Shah, managing director of Narayan Powertech. "In these type of projects and implementations, you need to choose the right partners and SNic has very good knowledge of manufacturing and shop floor practices. Along with their knowledge of ERP systems, background and expertise, they enable us to integrate our planning software very efficiently and quickly. This has led us to become strategic partners with our customers rather than just suppliers and has helped us achieve 20 percent CAGR growth."

"Opcenter APS is helping us meet our global customer requirements, such as reducing lead times, improving resource utilization, identifying bottlenecks and predicting accurate resource requirements," states Sandip Shah, director of Narayan Powertech. "By using Opcenter APS, we have improved our on-time deliveries by more than 95 percent. We have used better inventory returns and resource utilization to improve our productivity by 15 to 20 percent. Our communication with customers and between management and operations has also improved significantly."

"By improving our on-time deliveries by more than 95 percent, we have given our customers more confidence in our ability to handle more product variants and deliver on time," says Hardik Brahmabhatt, senior planning engineer."



## Siemens Digital Industries Software

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