

Synchronising A Diverse Business



POWER OF SIMPLICITY



Shantilal Shah
Vice Chairman

“We are able to file our quarterly Balance Sheet with the stock exchange only because of Tally; Tally is very easy to use and customise.”

RESULTS

- Credit management
- Enhanced inventory management
- Availability of business critical information in real time
- Statutory compliance
- Zero learning curve

**“Aarti Industries – a diversified manufacturer
Manages Working Capital effectively using Tally”**

The first unit of Aarti group, Alchemie Laboratories, commenced commercial production of Dimethyl Sulphate (DMS) in the year 1975. Today Aarti is amongst the largest producers of Benzene based basic and intermediate chemicals in India.

Aarti Industries a part of Rs.1400 crore Aarti Group, with flagship companies Aarti Industries Limited (AIL) & Aarti Drugs Limited (ADL) listed on Stock Exchanges. Aarti has manufacturing units at Gujarat and at Maharashtra, India.

THE CHALLENGE

Aarti Industries has more than 10 units across the states of Gujarat and Maharashtra, some units their own and some acquired. Each of the acquired units had their own business processes and software systems. Their objective was to synchronise the various units and the corporate office and make business critical information easily available.

Aarti industries implemented Tally at minimal cost using the default features, and have steadily built on it. Mr. Nevil Sanghvi, of Antraweb Technologies Pvt Ltd.—a leading provider of Tally solutions and services, says: “Our customer has been looking forward to a simple, easy to manage, scalable ERP solution, and our approach was to optimise the software capabilities and customise for specific requirements.”

THE SOLUTION

Mr. Mangesh Naik, Project Manager of Aarti, proudly claims, “We have used all the default capabilities of Tally very effectively and incrementally implemented as our needs grew”. The schedule VI Balance sheet is generated using the default groups, for example under capital accounts, and further sub groups like shareholders fund, share capital etc. Have been created. A Group balance sheet of all units of Aarti gets generated at the click of a button, in a single report, with a drill down till voucher level.

Various levels of security have been implemented with password protection and all modifications are tracked in an audit trail.

Aarti uses the credit limit facility and blocks the invoice generation for a customer who has exceeded the credit limit. A report of age-wise outstanding is generated and a reminder letter gets emailed to the customer. Further linking a salesman to a group of customers facilitates the collection of outstanding payments and also tracks the salesman performance. Payment Performance of Debtors helps in analysing and collecting the Receivables.

Aarti effectively reduced the inventory holding cost across their units by redeploying unutilised stock to other units by using the Stock Ageing Analysis. This report lists the age-wise break-up of Inventory to point out old stock, with flexibility to define the ageing slabs. All the users who access Tally from various locations remotely access Tally for their specific needs,

Product-wise and location-wise stocks are matched every month, closing stock matches perfectly with the physical stocks.

The location wise landed cost of raw materials procured across the group is available for ready reference and any price variance is tracked; this has helped in the procurement process and cost management.

Being a public listed company, Aarti needs to file its Balance sheet before the last day of each quarter—something they do seamlessly and with hardly any effort, something Aarti attributes entirely to Tally. Also the “Fertilizer produced and shipped” report is generated from Tally and filed, to avail of subsidy from the government.

Availability of Tally trained professionals across India has eliminated the cost on training and new manpower recruitment even in remote places like Kutch, Gujarat.