

# TALLY IS UNIVERSALLY ACCEPTED SOLUTION

## OUR CA ALSO RECOMMENDED IT HIGHLY.

**E**stablished in 1994, Vital Electronics and Manufacturing co. (VEMCO) is a leading EMS provider located in Navi Mumbai (Mumbai Suburb). Spread over sprawling 12000 Sq Ft., the company houses facilities of auto insertion, SMT, ICCT, FT and a dedicated lead free process assembly line. The company provides total solutions for the electronic industries from sourcing components (worldwide and local) to final assemblies of mechanicals and end product as per design and specification provided by the customer. 50% of its sales are exported to UK and Europe and 50% to local market. The company houses 100 staff comprising two managers, seven executives, eight staff, eight engineers, forty skilled operators & assemblers, thirty five unskilled labours. As the company is into contact manufacturing of PCB assemblies and sub-assemblies, the company also has deployed computers in most of its departments including accounts, stores, sales, dispatch, production and quality assurance, etc. 14 employees are deployed to work on computers. Probably 90% of factory activities are done through computers. It saves a lot of time and effort in interacting with the clients including the users and service provider. The company has a lot of proprietary and open source software for a variety of applications. Among other software tools, the company has also deployed Tally for enabling the accounts. But the company also had some pain points from the perspective of accounts.

### Business Challenge

Normally Vital Electronics & Manufacturing was doing the business analyses terms of production analysis, purchase analysis, MIS, etc. without the tools it happens with most of the small co-



**MAHESH MAROO**  
PARTNER, M/S. VITAL ELECTRONICS  
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panies but as the company grows they required some tool to do it for them.

Mahesh Maroo, Partner, M/S. Vital Electronics & Manufacturing Co., says, "We also had some pain points. Our business growth had made it difficult to coordinate/link purchase, production and accounts activity of the company. We were not able to have control over inventory. There was no tool to help us make requirement analysis pertaining to production and purchase for ensuring continuous production. So we had to take help of professionals. We touch based with Antraweb Technologies Pvt. Ltd., Nevil K Sanghvi who is the Director of the company suggested us to go for Tally.ERP 9."

Nevil says, "Before offering them any solution, we studied their requirement. They wanted Inventory Controls i.e. Proper Ordering systems, with value based authorizations, On-Line Quality Checks, Requisition-cum-issue notes as per Bill of Materials, Negative stock Blocking, Excise Reports, VAT reports etc."

### Solution

He added, "We suggested and helped them deploy Tally.ERP 9, which smoothened the inventory control to ensure the accuracy of stocks and provided for on line valuation of materials /Goods. Their Purchase system was implemented to

avoid tedious job of purchase provisions, speeding up the accounts finalization. The Company's sales plans and pending orders after due consideration of minimum stock in hand and finished goods in process the production requirements were worked out."

The entire project was completed in a record time of four months to put on line. However the settling down with the system for smooth flow of data entry & reporting took about a year for the company.

Mahesh adds, "We also had evaluated similar solutions from other vendors but found Tally.ERP 9 was better especially when it comes to migrating Critical Data. It is not only simple and flexible but also very smooth. We found many features in the software are useful but on top of everything were price advantage followed by the personalised touch of the service provider of Tally. We are really happy about it."

### Finally...

Mahesh adds, "We had been using tally since 2003 so it was not difficult to migrate data to Tally.ERP 9. It took us only one year to convert all data to Excel format and upload. We knew that Tally is universally accepted platform and on top of it, our CA also recommended it highly." **SME**

