IMPulse
INTEGRATED MANUFACTURING

ERP FOR TEXTILE INDUSTRY

1- AWM SYSTEMS (a brief summary)

AWM Systems is an emerging provider of flexible and tailor-made ERP and customized Business Software development firm. AWM serves mid-size manufacturers and distributors that specialize in Processing, Discrete, Make-to-order, Assemble-to-Order, and Job Order manufacturing environments.

We are aware that our industry is pretty irresistible. It is full of complex terminologies, loads of statistics and figures, unlikely situations and best practice scenarios. We would like to think we are little more human than that. So, instead of Best Practice, we like to practice listening. Next we adapt what we already have to make sure it fits your business perfectly. We know that best solutions are the product of revisions and improvements, fine-tuning and perfecting.

AWM provides fast ROI as a result of it's simple and easy to learn IMPulse ERP combined with sophisticated implementation methodology. Many organizations have chosen AWM as their long term ERP partner and working effectively to finding ways to control costs, optimize productivity and streamline their business processes.

MISSION
- Provide effective and efficient business software to our customers.
- Enhance service levels through constantly improve ourselves.
- Grow and prosper through long-term relationships with our clients.

OBJECTIVES
- To exceed customers expectation consistently.
- To be ethical, sincere, objective and open in business transactions, and thereby earn trust and respect.

WHY US
- Rapid Application Development
- Strong Project Monitoring Mechanism
- Unbiased Solutions, Specific to Your Needs
- Experienced Professionals with Specialized Project Track Records

2- WHY IMPulse IS BETTER THAN OTHER ERPs

Textile industry follows a 'Make-to-Order' manufacturing strategy, where no manufacturing takes place without a firm order from customer. Textile products are configurable products whose product specifications, manufacturing specifications and raw material requirements change with passage of time. This causes two major difficulties to arise which normal packaged ERPs do not meet:

✓ *Product specifications change with each new customer style/order.*

✓ *The process lead-times change with each new product, thus the production planning, capacity planning and scheduling become extremely complex.*

With the above constraints, no packaged ERP, even the best of the breed, can be readily adapted to the **Manufacturing Planning** needs of this industry. The proof of this claim lies in the fact that none of the Western packaged ERPs have had a full-scale implementation in this sector, except perhaps for financials or inventory modules.

The IMPulse continues to be the ERP in this region that addresses the Manufacturing Planning needs of this sector. The **Western packaged ERPs or other local lose-structured ERPs** would have a very hard time in adapting themselves to the special requirements of textile manufacturers and exporters.

The truth is that without massive changes to the basic product, they can perhaps only operate their financial, limited materials and inventory management and human resource modules for this industry.

See Schedule-I for *"Our Premier Clients"*

See Schedule-II for *"Testimonials"*

3- IMPACT OF IMPulse FOR BUSINESS

▪ **General**

The software is extremely adapted to the needs of the manufacturers of textile products. And yet at the same time it does not represent what they actually do. **That would not have improved anything and would have sealed the fate by institutionalizing wrong business processes on the software.** Instead, our software tells the manufacturers what they should be doing to improve their bottom line.

▪ **Clarity & Uniformity in Product & Customer Order Specifications**

The industry deals with too many products that have too many specifications that constantly evolve over time. There is always this risk of committing an error or omission, especially whenever the operations are scaled up. The risks of such errors and misunderstandings can rapidly multiply. The **Product's Company Catalogue Module** has a potential of minimizing such risks by sharing clear, concise, latest and uniform information across all functions.

▪ **Master Scheduling**

Whenever the industry tries to scale up its operations, things start to go out of control, orders are delayed or rejected and relations with customers are strained. As more orders and more product lines mean more information, more articles, more product specifications and more planning etc. As the things scale up, cracks begin to appear in the systems. The software's **Master Scheduling** functionality serves as a first line of defense against taking unrealistic order commitments. This helps in taking order acceptance and order confirmation decisions quickly and realistically.

- **Manufacturing Resource Planning**

The product's major strength is its **Manufacturing Resource Planning (MRP)**. This has the ability to create and maintain detailed resource plans for orders including major Raw-materials, accessories procurement requirements and work centers and sub-contractors required to execute the orders.

- **Recycling the leftover Products/Materials**

One important capability of MRP is to take into account projected stock and scheduled receipts (goods already ordered) and subtracts them from the gross requirements(what's needed) before creating a fresh purchase requisition. This capability allows **Ready Finished and Semi Finished articles** to be recycled and reduces the overall cost of manufacturing. The netting capability is used for all those types of materials where reusability from the left over stock is possible.

- **Calculating Actual Cost and Variance of an Order in real time**

The product has the ability of recording and maintaining actual raw material consumptions, actual wages, actual hours of work performed and wastages during manufacturing related to a particular order. Based on this information it **calculates an actual cost of the order and its variance with the standard cost (budget).** This powerful functionality provides a high element of control over efficiency and productivity to the senior management.

- **Dashboards and Business Intelligence(BI) Unit**

The ultimate purpose of this exercise will be BI Unit as it will enable you to have the ability to take all its capabilities and convert them into knowledge. This produces large amounts of information that can lead to the development of new opportunities. Identifying these opportunities, and implementing an effective strategy, can provide a competitive market advantage and long-term stability within the organization's industry. It will enable you to have a wide range of highly-customizable and interactive charts, gauges, maps, scorecards and more, right out of the box. This means you always have quick and easy access to the best data visualizations for your business metrics to tae on-spot decisions. **Traffic Dashboard is one example of our BI Unit where articles/orders are divided into Red, Green and Yellow divisions based on their projected level of delay.**

> See Schedule-III for *"Efficiency Gains after Implementation"*
>
> See Schedule-V for *"Detail of Modules"*

4- OUR PEOPLE EXPERTISE

Recruiting, training, directing, controlling and retaining specialized work force is the biggest challenge for any organization. The staff expertise alone created this complex product. We had to bring together professionals of **three separate disciplines**. The following expertise made the creation of this product possible:

▪ Manufacturing Planning and Control Systems (MPC)

The modern day Manufacturing Planning and Control Systems are based on a fully mature body of knowledge known as **operations management.** Unfortunately, in Pakistan, there is no formal education and qualification available in these subjects at large scale.

▪ Expertise in Accounting Practices

We have accounting professionals with the necessary **expertise for the financials and costing modules** of our product. Our clients also prefer that financials module should be handled by accounting professionals.

▪ Software Engineering Expertise

We maintain a pool of qualified software engineers. Upon joining, they are **required to qualify a 4-week in-house training course** on current technologies, before they are assigned any operational duties.

> **See Schedule-IV for *"Our Executive Team"***

∞ Schedule –I
PREMIER CLIENTS

Textile Industry	Others
KM Ashraf & Sons (Pvt) Ltd.	Sialkot International Airport Limited
Padana Garments (Pvt) Ltd.	Anwar Khawaja Industries (Pvt) Ltd.
Forta Industries (Pvt) Ltd.	Dr. Frigz International (Pvt) Ltd.
First American Corp. (Pvt) Ltd.	Sublime Soccer (Pvt) Ltd.
Unik Products	Ali Trading Co. (Pvt) Ltd.
Garmor Industries	Tecno Instruments (Pvt) Ltd.
Kicker Sports	Comet Sports (Pvt) Ltd.
Helicon Enterprises	Laser Sports (Pvt) Ltd.
Pak Gilani Industries	Frangoz – Pizza & Fried Chicken

∞ Schedule –II
TESTIMONIALS

"After two failed attempts at ERP implementation, we finally signed an agreement with AWM for IMPulse. This was one of the best decisions we ever made & we have never looked backwards since. AWM's team has always been quick in responding to our needs, whether they be in the form of development, implementation, or support. IMPulse has allowed us to become more versatile in the global health industry by allowing quicker decision making, efficient resource planning & helping reduce delivery times."

Rehan Raiz
Dr. Frigz International (Pvt) Ltd.

" I give AWM Systems my highest recommendation for any business seeking a cost-effective, quality, and timely solution. We tried couple of times to store information under one umbrella but faced many problems in doing this, Thanks to AWM business solutions; we now have accurate information available to make timely and correct business decisions. It is really an achievement of AWM that they managed our export operations. I hardly saw such concrete concepts of company working in Sialkot. "

Muhammad Kashif Qamar
KM Ashraf & Sons (Pvt) Ltd.

"We are working on a system since last many years but it is the need of hour to upgrade it. After a critical analysis based on technical skills, implantation methodology, industry knowledge and level of understanding; we finally select AWM Systems as our software development partner."

Ashraf Butt
Anwar Khawaja Industries (Pvt) Ltd.

"We are working without any software system since last many years, but now we realize that our stocks are pile up beyond limits, our accounts were un-managed and Trims sheets had big variance after implementing AWM's solution. We are working now to handle these things and AWM is our partner in this."

Mohsin Ali Padana
Padana Group

"Our compliance system is focal point for customer and we don't have room for mistakes, AWM knows what we need and our customers as well and they achieve what we expect. We change our software development partner and we are happy on it. The good thing about AWM is their pace."

Usman Javid
Sublime Soccer (Pvt) Ltd.

∞ **Schedule –III**
EFFICIENCY GAINS AFTER IMPLEMENTATION*

Sr.	Business Imperative	Relative importance to Business	Before Implementation	After Implementation
1.	Dashboard and Business Intelligence Unit	Critical	Directors/GMs usually need to get data from their sub-ordinates in shape of different report and then make decisions.	On one screen you can see each division's data(HR, Finance, Stock, Merchandising, Production) in summarized form and then can easily go into detail with a single click. System also generates alerts on different promise dates.
2.	The order must be shipped in time.	Critical	Order shipments that get late due to unsound planning are eventually shipped by air at an additional cost.	By using modern planning techniques incorporated in this ERP (Fabrications, Trims and Leftover Stocks), the air shipment bill is eliminated.
3.	Order/Article Profitability (Budget of Order and Job Order Costing Comparison.)	Critical	Textile industry deals with number articles and number of ordering and it is very difficult to track the trim's rate and contractor's rate, find out previous rates, rate of similar product, and rates of other source. When this information is demanded it take too much time.	With one screen you can see all process costs and analyze the profitability.
4.	Maker Payments (Pay whatever has been offline)	Critical	Manual records are processed and it is very time consuming to prepare the payment and then verify it; which sometime cause over payments, payment of rejected pieces and payment of undone operations.	Online Billing system enables you to print Verified Maker payment sheet at any time without any delay.

5.	Paper-free QMS record	Very Important	Large amount of time spent on near audit to create documentation.	Customer complaints, feedback, audits, NC, CAPA, Document Control, Repair & Maintenance Log, Calibrations, Meetings and all other QMS record will be updated and ready to present every time.
6.	Ready Finished Leftover items in the inventory should be re-used wherever possible.	Very Important	This is done manually at very cost conscious factories only. However, an opportunity to recycle up to 2-3% of raw materials is ignored.	With MRP and its ability to recycle leftover materials, you can save up to 2% in manufacturing costs. That is usually around Rs 200-300 million per year in case of Rs. 500 million company.
7.	There should be no misunderstanding or confusion regarding product specifications.	Important	A failure almost every month that costs on the average 1% of annual revenues.	Completely eliminated. Improving the bottom line by 1% of revenues.

*Assumptions:

- That the system is neither bypassed nor ignored by the senior management and the managers who do, are relieved of their responsibilities and replaced by managers who adhere to the system.

∞ Schedule – IV
EXECUTIVE TEAM

Name / Designation	Qualification	Expertise
Muhammad Wasiq Manager Business Services	Master in Finance ACCA	Have 7+ years experience of implementation in FMCG, Instrument, Textile, Sporting Goods, Food, Wholesale & Distribution, Retail and industry. He is responsible of making business strategies and leading the team of Project Incharges. He has worked with **"AF Fergusan"** for implementation of **"Oracle Financials"** in **Haleeb Foods.**
Asim Arif Manager Software Development	Master in Computer Sciences Microsoft Certified	Have 9+ years experience of development in Textile, Soccer, Surgical, Retails and Food industry. He has led the development of complex projects like barcode based production of Soccer in **Sublime for Nike.**
Muhammad Ali Manager Information Systems	Master in Computer Sciences Microsoft Certified	Have 9+ years experience of in IT industry. He is also working with **Microsoft** for their leading ERP namely "MS Dynamics".
Muhammad Arfan Project Manager	Master in Computer Sciences Cisco Certified	Have 6+ years experience of in IT industry. He has worked with **Moblink, Telenor, PTCL, PEL, Coca-Cola and Standard Chartered Bank** for building their IT infrastructure.
Usman Arif Project Manager	Bachelor of Sciences	Have 5+ years experience of ERP Implementation in Banking **(Habib Bank)** and Textile Sector.
Muhammad Imran Project Manager	Bachelor of Commerce	Have 9+ years experience in Textile, Instrument and Sporting Goods industries **(Worked 5 years in KM Ashraf)**.
Muhammad Usman Manager Business Development	Master in Business Administration(Marketing)	Have 1+ years experience in Local Business Development **(Worked 1 years in Telenor Pakistan)**.