Product
SIMATIC IT

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 SIMATIC IT Preactor 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

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...
“SIMATIC IT Preactor 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.
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 PLM Software partner, could swiftly configure and customize SIMATIC IT Preactor to meet the specific requirements of Narayan Powertech. Narayan Powertech chose Siemens PLM Software’s SIMATIC IT Preactor over other software because of its significant product capabilities. The aim of installing SIMATIC IT Preactor 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

“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.

“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 Brahmbhatt
Senior Planning Engineer
Narayan Powertech Pvt. Ltd.
By implementing SIMATIC IT Preactor, Narayan Powertech sought to improve customer confidence and position themselves as a key strategic partner and an end-to-end solution provider.

Further, by using SIMATIC IT Preactor, 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.”

“SIMATIC IT Preactor 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 SIMATIC IT Preactor, 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 Brahmbhatt, senior planning engineer.”