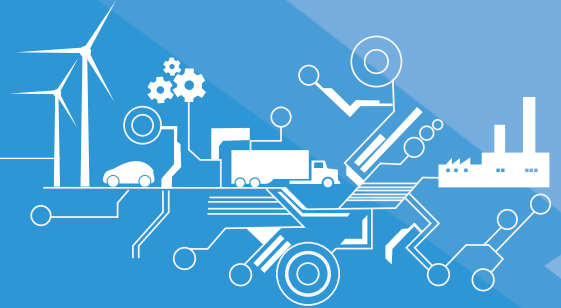


Case Study

KPIT drives business efficiency with customized IOT solutions for a large North American bike manufacturing company



Customer Overview

The client is a large American bike manufacturing company, and one of the biggest bicycle manufacturers in the world. Its products are marketed through more than 1700 dealers across North America, subsidiaries in Europe and Asia and distributors in more than 90 countries.

Business Challenges

The customer had an existing setup of legacy systems requiring manual intervention for most functions. This affected processes like purchase orders and employee orders causing productivity and employee efficiency issues. Lack of correct information at critical junctures also hit customer satisfaction levels leading to loss of business.

Business challenges included:

- Manual checking of bins for decal levels
- Pickers notified buyers via emails about shortages
- Missed reorder points
- Long lead times on ordering decals
- Employee orders overflowing in the pickup area
- Mail-room employee notified other employees via email to collect received orders

KPIT's Solution

The customer's existing legacy system implementation was complex and inefficient due to multiple factors including requirement of manual intervention at critical points. KPIT had to go back to the drawing board to work on an automation strategy that ensured that these existing issues were mitigated.

Highlights

Industry

- Consumer and Industrial Goods

Project Footprint:

- Migration from legacy systems to custom IOT solutions
- Complete automation across functions
- Repurpose manual checking time with other value add work

KPIT collaborated with the client to ensure legacy data synchronization and adoption of best practices for the automation process. KPIT's expertise helped in working with the client and enabled the creation of custom IOT tools that matched all requirements specified by the client.

With proven IOT experience and proficiency, KPIT was able to lead the project and make a constructive transformation to the customer's business operations.

Some solution highlights are as follows:

- Removed manual checking of bins by deploying sensors
- Reduced the risk of missing reorder points with automation
- Buyers are notified automatically due to automated systems
- Employees are automatically notified when their order leaves the warehouse and on arrival at the mail room

Benefits/Objectives Realized

KPIT created a specific automation strategy for the customer and completed the entire migration process with a short turnaround time. The key benefits that the customer gained from this IOT implementation project include:

- Bins were never empty during migration process ensuring no loss of business revenue
- Repurpose manual checking time with other value add work
- Improved communication with customers resulting in higher customer satisfaction levels
- Sizeable cost savings for the company
- Established the automation strategy and worked as a strategic partner for the client
- Higher employee efficiency and increased business productivity

About KPIT

KPIT is a fast growing Product Engineering and IT consulting partner to Automotive, Manufacturing and Energy & Utilities companies. A leader in technology solutions and services, KPIT currently partners with 200+ global corporations enabling them to become more efficient, integrated and innovative enterprises.