Lohiya Group: Pursuing Excellence with SAP S/4HANA® and SAP Fiori®

From baking to frying to spreading and more, millions of cooks across India use Gold Drop oils, shortening, and margarine from Lohiya Group to prepare healthy, tasty food. The edible oils market is highly dynamic, and demand fluctuations are frequent. Products must be available whenever and wherever consumers need them. Quality control and logistics are key. So, when it needed to simplify and streamline operations and improve access to customer and vendor data, Lohiya Group turned to SAP.

Partnering with Infiniti Techlabs LLP, Lohiya Group deployed SAP S/4HANA® and SAP Fiori® apps to enable user-friendly reporting and analytics in real time. SAP S/4HANA allows the creation of contracts by stock-keeping unit and by material groups, streamlining the distribution process. Better visibility into operations and product costing helps accelerate decisions and increases productivity. The result? Lohiya Group is running better – which means vendors can count on speedy payments, and customers can be sure to have the products they need to make every meal delicious.

Accelerated growth with real-time visibility

Company
Lohiya Group

Headquarters
Hyderabad, India

Products and Services
Shortening, table oils, margarine, and other edible fats and oils

Employees
500

Revenue
Rs 22 billion (US$232 million)

Web Site
www.lohiyagroup.in

Partner
Infiniti Techlabs LLP
www.infinititl.com

Objectives

- Simplify, automate, and streamline business processes
- Achieve real-time integration of business processes across logistics, supply chain, manufacturing, and finance
- Determine profitability of different product categories across regions

Why SAP

- Comprehensive capabilities of SAP S/4HANA®, providing a robust solution
- SAP Fiori® user experience to enhance usability

Resolution

- Deployed SAP S/4HANA by partnering with Infiniti Techlabs LLP
- Integrated the manufacturing business process with other areas of logistics, procurement, and finance
- Automated freight determination based on customer region from point of delivery, as well as order-wise tracking in pricing, enabling immediate reconciliation of bills payable to the freight vendor
- Implemented controlling and profitability analysis, enabling top managers to evaluate market segments across products, customers, and orders
- Automated the contract management system through SMS and e-mails

Benefits

- Reduced reconciliation efforts by integrating the weighbridge with SAP solutions for all inward and outward goods movement
- Eliminated the need for reconciliation between warehouse and accounts, resulting in fully integrated inventory and accounting transactions
- Eliminated the need to exercise credit controls manually through the automation of blocking and unblocking customers by system

"SAP S/4HANA is very strategic to our current operations and growth plans. The simplicity of usage and real-time visibility has greatly improved our operational efficiency and overall productivity."
J. Gopala krishna, CFO, Lohiya Group

>1,200
Worker days saved per year

60%
Faster transaction processing time

70%
Less time spent on decision making

100%
Visibility of inventory across all locations

Accurate
Product costing, leading to optimized pricing

Clear
Visibility for customers into material deliveries and payment realization through automated SMS alerts