



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.



Picture Credit | Lohiya Group, Hyderabad, India. Used with permission.

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

© 2017 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies. See <http://www.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.

