About Foseco India Ltd. :

Foseco is a world leader in supply of foundry consumables & solutions.

Their solutions and advanced computer simulation techniques allow foundries to reduce casting defects such as pinholes & shrinkage cavity.. Hence Foseco products reduce labour-intensive fettling and machining, minimise metal usage requirements, influence metal solidification process and automate moulding and casting, thus reducing cost, energy usage and mould size.

Client Quote :

"Earlier, we used to do production planning using various excel sheets. Process was cumbersome, time taking & prone to errors.

Switching to custom software provided by Keur has saved us 2 hours of work daily. This adds up to a saving of around 50 man hours per month.
We are able to use this capacity to do other productive tasks.
In addition to this, there has also been a significant reduction in time spent in meetings to resolve internal arguments or conflicts.

As software has been developed using open source technologies, there is no licensing fee.
That makes it easily affordable for long term use with considerable cost saving.
Further, there is no restriction on number of users. Thus, we have freedom to give access to as many users as we would like.

We also used to maintain stock with traditional approach with the help of Microsoft Excel and decide on Make to Stock and Make to Order for total FG portfolio.
With the help of software we were able to reduce our non moving & slow moving inventory from Rs. 1.4 Crores to around Rs. 40 Lakhs.

With Keur on board, we were introduced to the concept of "Theory of Constraints" which helped us in establishing MTS MTO model, suitable to our business and customer needs with respect to market volatility and helped us in serving our customers within required time.
OTIF (On Time In Full) improved – From 82% to +90%."

Lalit Kolhe
Supply Chain Manager – Foundry India
Foseco India Limited

<u>Comments from keur :</u>

In many cases, software is sold as a product. Software Development companies are reluctant to customize these products based on need of end users. This is because they have challenges in maintaining different versions of software – especially when manpower turnover is high in their company. The person who made original customizations knows the details but someone taking over from that person finds it very difficult to maintain. Thus, customer support is affected.

Without sufficient customization, software doesn't become user friendly enough for everyone to use. Then people either don't use it at all or do some bare minimum transactions, which over a period of time, causes garbage in – garbage out kind of situation.

We have figured out a way of coding which enables us to customize as well as provide effective support. Thus, we do not put any restrictions on extent of customization that our clients desire.