

Construction Sector

Case Study

Business Challenge

The client is one of the largest private sector construction companies in India and specializes in pioneering large-scale civil constructions and developing new age construction technologies in diverse areas such as power, roads and bridges, dams, buildings and environmental projects.

Our engagement with the client began during a major growth phase for the company. The management had the vision to realize that their processes & systems for availability of information would have to undergo a major re-haul to support their ambitious plans. This included streamlining supply chain dynamics, capacity planning and cost optimizations.

Also the management realized that a significant portion of their competitive advantage lay in the ability to safeguard their Intellectual property.

Integrated Solution

MSSG engaged with the client to study the existing information flow and the supporting hybrid systems which were mostly homegrown over a period of time. Our first step was to articulate the cost of status quo. This was done by calculating opportunity loss and instances of sub-optimal decisions because of lack of in-time and accurate information.

The management was convinced about the ROI of investing in a secure ERP system. We helped the client implement a structured framework to evaluate the implications of the implementation in terms of Total Cost of Ownership, resource utilization, process refinement and cultural issues.

A de-risking strategy was developed prior to the implementation, in order to ensure a smooth transition in terms of technology, operations & culture. This was achieved by setting measurable parameters which directly mapped to the functional and business requirements of the client.

This methodology also helped to establish a measurable ROI on the investment made.

Benefits to the Client

There was a **dramatic reduction in the cost** of administering the several core processes achieved by smoothening the information flow and integrating many applications and legacy systems to **support changing business processes**.

Three years later, the client's turnover has increased fourfold.

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It's essential to quantify the total cost of ownership of the initiative, so that stakeholders can see a clear return for every dollar spent in terms of reduction of risk and enhancement of efficiency.

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