

# HARSHAD GROUP CASE STUDY

*A case study demonstrating how a customized Zoho procurement module streamlined operations and reduced costs for Harshad Group.*



*How Harshad Group Streamlined Procurement Operations with ZOHOS Solutions.*

## OVERVIEW

In this case study, we explore how Zopreneurs partnered with Harshad Group to develop a robust procurement module that addressed their growing operational complexities. The implementation facilitated efficient tracking of purchases and improved overall procurement processes. Key takeaways include enhanced efficiency, reduced costs, and increased visibility.

## EXECUTIVE SUMMARY

Harshad Group has been a leader in the gold machinery industry for over 50 years, serving diverse markets with a wide range of products. As the company expanded, it faced significant challenges in managing procurement operations, particularly due to the complexities of purchasing products for various markets and logistical arrangements.

*With Zopreneurs' support, we were able to take control of our procurement processes and drive efficiency like never before."*

**— Harshad Group, CEO**

# PROBLEM STATEMENT & KEY CHALLENGES

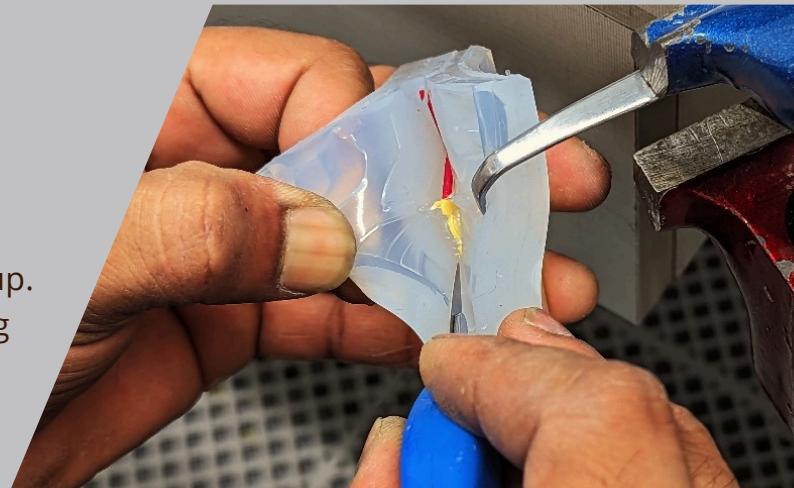
Harshad Group faced several critical challenges:

- **Complex Order Management:** Managing multiple purchasing scenarios (sales, imports, exports, & back-to-back orders) made effective tracking difficult.
- **Inefficient Processes:** Manual tracking of procurement activities led to errors, delays, and increased operational costs.
- **Limited Visibility and Reporting:** The absence of structured reporting made it challenging to monitor performance and identify improvement areas.

*"Our previous methods were inefficient and prone to errors, causing delays and increased costs."*

## EVALUATION OF THE PROBLEM

Zopreneurs leveraged its Zoho expertise to evaluate the challenges faced by Harshad Group. Experts analyzed existing processes, identifying critical gaps that hindered productivity, which informed the tailored solutions provided.



## PROPOSED SOLUTIONS

Zopreneurs developed a customized procurement module using Zoho CRM, including:

- 1 **Centralized Procurement Tracking:** Real-time visibility into order statuses and stock levels.
- 2 **Streamlined Procurement Processes:** Clear workflows categorized purchases, simplifying operations.
- 3 **Automation and Alerts:** Notifications for critical procurement tasks ensured timely responses.
- 4 **Comprehensive Reporting:** Customizable reports monitored procurement performance and assessed ROI.
- 5 **Improved Escalation Procedures:** Structured processes addressed procurement issues promptly.



# IMPLEMENTATION

The implementation process took 8 weeks. Zopreneurs navigated bottlenecks such as data migration challenges due to the volume of historical procurement data and integration issues with existing systems, which were mitigated through a phased migration strategy and close collaboration with Harshad Group's IT team. Additional services provided included migration of existing procurement data into the new module and customization to meet specific operational needs.

# RESULT



### Enhanced Efficiency:

Streamlined operations reduced manual processes and improved response times



### Cost Reduction:

Optimized workflows lowered procurement costs and enhanced inventory turnover.



### Increased Visibility:

The centralized tracking system provided real-time insights into procurement activities.

*"Thanks to Zopreneurs, we've transformed our procurement processes and set the stage for future growth."*

*- Harshad Group, CEO*



+971 52 470 7919

marketing@zopreneurs.com

www.zopreneurs.com