



Dear Renoir

This is just to share the changes I perceive from January 2007-January 2008.

Frankly, during the project, I did not feel that it would help the company much. But now, when I look back, I feel we have progressed by leaps and bounds during this year.

Departments are communicating between each other strongly like they have never done before, friction between sales and supply chain management (SCM) has reduced drastically, visibility in the whole planning process has been increased and everyone knows now exactly what is to be made and when it is to be made.

We are getting production plan compliance of 80% or more consistently, inventory is down to approximately 50 days from a mindboggling 195 days and we are regularly hitting billing of 23 crore/month, up from a petty 2.5 crore/month.

Debtor days have come down significantly and the company now has the cash to run the day-to-day business. We are now winning railway tenders, which was once a distant dream, and this has happened primarily due to a joint effort of sales and SCM, which had seldom happened in the past.

Work is getting done faster and people now have time to think about how to make further improvements.

For all of this to have happened, I can't take credit away from the Fibcom employees, but you definitely provided the trigger.

Regards

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Fibcom Task Force Member

Fibcom India Ltd are leaders in the field of SDH equipment and optical fiber network solutions, from concept to commissioning.

**Click here ( <http://www.renoirgroup.com/casestudy/50.pdf> ) ]** to read a full case study about our work with Fibcom India.