

Nisol accelerates business growth with the HP Integrity Server and Prestige Atlantic ERP solution



Nisol Corrugated Carton Limited is a major player in Colombo's booming packaging industry. In order for the company to stay at the forefront of the market, it decided to consolidate its previously disparate IT infrastructure. Working closely with HP, the company deployed the HP Integrity Server and Prestige Atlantic ERP solution to achieve the performance, stability and scalability it was looking for.



HP customer case study: A new mission-critical HP Integrity and CPS/Enterprise ERP solution positions Nisol Corrugated Carton Limited for robust growth.

Industry: Packaging

Objectives

- Implement a flexible and scalable IT infrastructure for long-term growth.
- Align and integrate IT processes with business needs.
- Improve product quality, boost the speed of delivery, and speed up customer response times.
- Lower the total cost of ownership.

Approach

- Installation of:
 - HP Integrity rx1620 Server
 - HP-UX 11i v2
 - HP DAT 72 Tape Backup Storage
 - HP Jet Direct Print Servers
 - HP Laser Jets
 - CPS/Enterprise ERP for Corrugated Packaging

Business technology improvements

- The HP Integrity Server platform now ably supports a highly integrated ERP system.
- Improved interdepartmental workflows have boosted workforce productivity.

Business outcomes

Accelerate business growth

- Comprehensive management reports have improved decision-making processes.
- Improved time-to-market and product quality have strengthened customer satisfaction levels and relationships.

Lower costs

- Accurate forecasts for raw material requirements reduces wastage.
- Lower total cost of ownership.

Mitigate risks

- Enhanced IT infrastructure stability minimises downtime.



Established in Colombo in 1979, Nisol Corrugated Carton Limited is one of Sri Lanka's leading manufacturers of corrugated cartons. Nisol's wide range of products is used extensively by various large manufacturing companies such as those in the apparel and FMCG sectors, and Nisol is an important player in providing corrugated packaging solutions to the country's export-oriented economy.

In fact, Sri Lanka's highly developed apparel manufacturing sector alone accounts for more than half of the country's total exports, and the apparel manufacturing sector alone employs one-sixth of the country's working population.

With the manufacturing industry playing such a big part in Sri Lanka's economy, the packaging industry is an equally crucial component that goes hand in hand with the country's export business. Nearly all the large apparel and tea manufacturers export their goods globally, and corrugated cartons are essential to ensure that the products reach their destination in good condition and on time.

For Nisol to maintain and improve its market position in the highly competitive packaging industry, the company decided that it had to invest in technology solutions to integrate its fragmented IT infrastructure.

Customer solution at a glance

Primary application

- Mission-critical HP Integrity and CPS/Enterprise ERP for Corrugated Packaging

Primary hardware

- HP Integrity rx1620 Server
- CPS/Enterprise ERP for Corrugated Packaging solution
- HP DAT 72 Tape Backup Storage
- HP Jet Direct Print Servers
- HP Laser Jets

Primary software

- HP-UX 11i v2

The challenges

Nisol's previous IT infrastructure was developed on a SCO Unix platform. Deployed back in 1998, the existing system was adequate for Nisol's current requirements. However, the company realised that a major revamp would be needed in order to support long term business growth and adapt to dynamic market demands.

To help it revamp its IT infrastructure, Nisol engaged the services of HP and Prestige Atlantic Sdn Bhd – the latter an HP Premium Business Partner. Prestige Atlantic is a Malaysian-based business solutions developer and provider, offering customised vertical business solutions including those tailored for the corrugated packaging, paper mills manufacturing and waste recycling businesses.

"After careful consideration of various solutions from several vendors, we felt that the HP Integrity rx1620 Server running HP-UX is the perfect fit because it is designed to support a business critical environment. Additionally, Prestige Atlantic's CPS/Enterprise ERP for Corrugated Packaging solution is the best combination that gives us the performance, stability and scalability that we are looking for. Another important reason why we have chosen HP and Prestige Atlantic is because the solution has a proven track record."

Mr. Nigel Austin
Deputy Chairman
Nisol Corrugated
Carton Limited

The implementation of the project will take approximately 12 months and is due to be completed in May 2008. To date, a large part of the success of the implementation is attributed to the approach that was taken by Prestige Atlantic which involved rolling out the ERP application on a module-by-module basis. This approach has proved useful because it enables Nisol to familiarise itself with each module of the ERP application before moving on to the next stage of implementation. Visual Computing Systems Pvt Ltd, the HP Channel Partner in Sri Lanka, is also on hand to assist in the installation of the HP Integrity rx1620 Server.

Return on investment

Although the implementation of the solution is still ongoing, Nisol feels that it has indeed made the right choice. The CPS/Enterprise ERP for Corrugated Packaging system is highly integrated with all of Nisol's business processes, allowing for a better integration and workflow between the various internal departments, suppliers as well as the manufacturing floor. This has contributed directly to an increase in workforce productivity.

The new system can now support up to 40 concurrent users and is backed by a 3-year, 24x7, same day HP support programme. The rich feature set from the newly deployed ERP solution that wasn't available previously is also empowering Nisol's management team to make better and quicker business decisions. Among others, comprehensive management reports and accurate forecasting for raw material requirements are easily available to the management. Furthermore, the efficiency of the ERP solution enables Nisol to streamline its IT headcount.

"One of the most significant returns on investment since the implementation of the CPS/Enterprise ERP for Corrugated Packaging solution on the HP Integrity Server platform is that we can now better serve our customers. Our products can be made to the customer's exact specification and delivered on time. Ultimately, the solution does add a positive value to our bottom line,"

Mr. Nigel Austin



Mr. Nigel Austin
Deputy Chairman
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