

# Case Study



## A Machine Shop Enhances Sales & Operations Efficiency

### Client Overview

A MIDC-based machine shop, manufacturing unit specializing in industrial products, with multiple production lines and a workforce spread across shifts.

### Challenges

- Manual order and shipment handling
- Limited visibility into production performance
- Disconnected operations across departments
- Slow workforce onboarding and training

### Solution

- Web & mobile apps for orders, catalogues & shipments
- Real-time production & performance tracking
- Integrated manufacturing, accounting & logistics
- On-demand training & process guidance

### Benefits

- Faster sales cycles & improved customer service
- Optimized production with reduced costs
- Seamless, end-to-end operational control
- Consistent workforce performance & quicker onboarding



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