

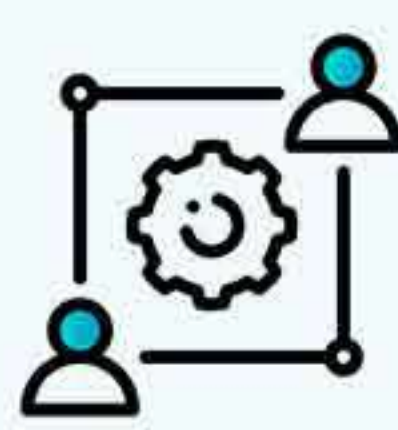


● Customer Success Story

# How Sri Lanka's Rainwear Synchronized Costing & Boosted Profitability WFX ERP



Increased  
Efficiency



Improved Asset  
Utilization



Better Budget  
Monitoring



## About The Brand

📍 Sri Lanka

👥 500+

🏢 Technical Apparel

Established in 1987, Rainwear is a leading Colombo-based global manufacturer of outdoor and technical apparel for the European market.

- Rainwear supplies and trades waterproof, windproof jackets, trousers, vests, and other high-technical clothing.
- Owns 2 in-house manufacturing units with 3 production lines, with a capacity of nearly 18,000 pieces per month.
- Subcontracts work to around 11 production facilities in the region.
- Rainwear's dedication to quality and innovation has made them a top choice for outdoor and technical apparel in the European market.

## Challenges

Rainwear's decision to opt for WFX ERP was driven by a larger mission to streamline the company's own process issues, simplify operations, and increase production capacity to meet growing demand. To achieve this, they needed to free up resources by getting their employees to work more efficiently.



We decided to look for a new ERP because we realized our current one had many limitations.



- Nipuni Kumarapeli

Manager - Key Account and Development, Rainwear





Rainwear was facing many challenges with their existing ERP:

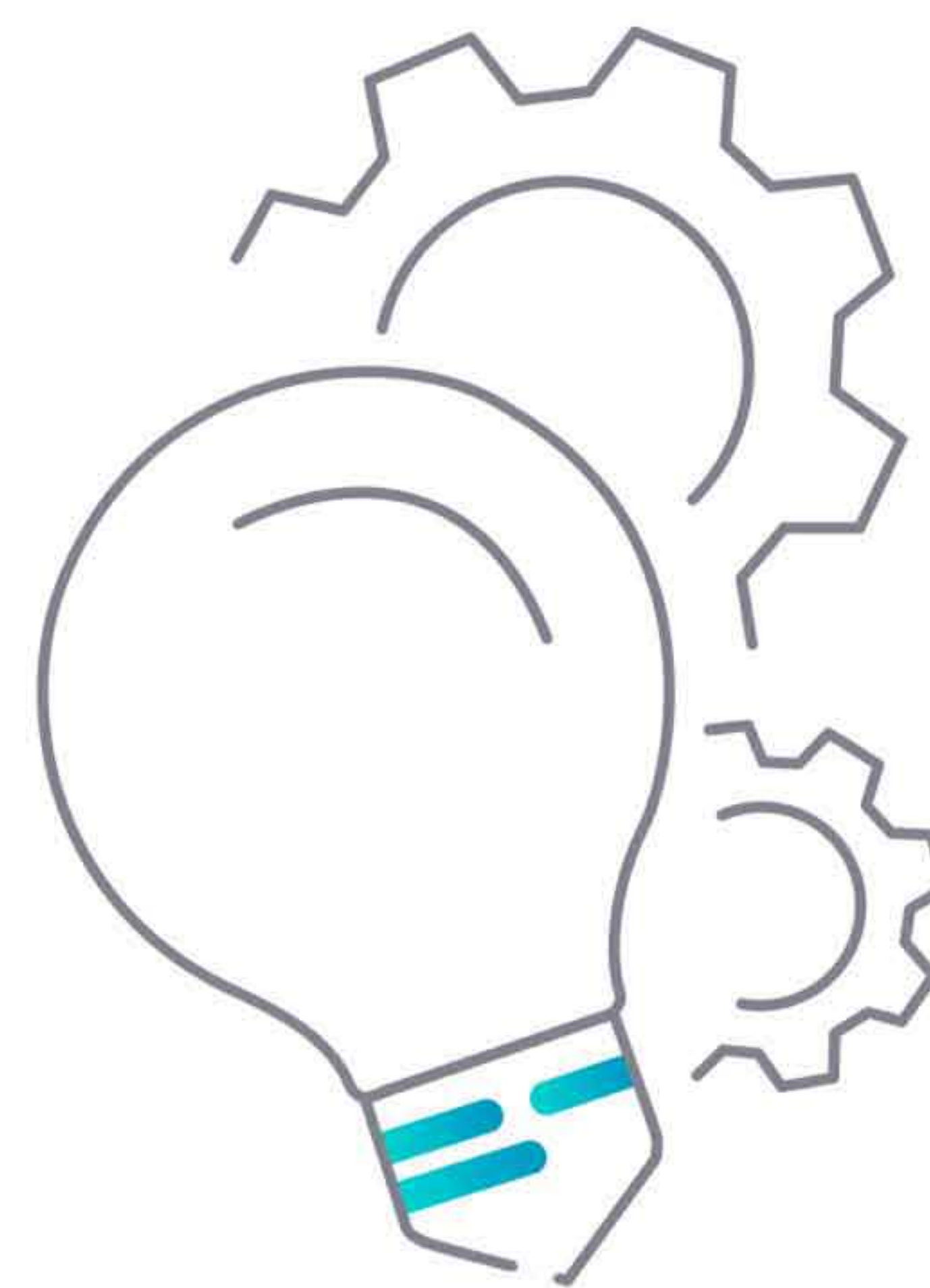
- **Synchronization Issue:** Cost Sheets and BOM not synchronized, requiring separate amendments, causing cost inaccuracies and budgeting challenges.
- **Color-Wise Cost Capture:** Manual cost sheet generation led to errors and time-intensive processes for capturing color-wise costs.
- **Trim Management Challenges:** Lack of interlinking made managing issued trims and excess orders difficult.
- **Sample Order Improvement:** Needed enhanced sample order management for tracking issued trims and their history.
- **Record-Keeping Struggles:** Current ERP lacked file attachment capability for POs, specs, and annexed pages, posing record-keeping challenges.

## Solution

In their ERP hunt, Rainwear found that most ERP systems in the market did not meet their expectations—they were either too complex, not suitable for apparel businesses or lacked the flexibility they wanted.

Rainwear evaluated several ERPs during their search, but ultimately, found that WFX had all the necessary features, and the WFX team seemed to be the most reliable in helping them solve their problems.

- **Dual Implementation Success:** Rainwear initially implemented WFX ERP in apparel units, later extending it to machine manufacturing units.
- **Flexible WFX Team:** WFX ERP team accommodated Rainwear's requirements, configured the system to suit their needs, and provided expert guidance.
- **Excellent Implementation:** The implementation process was smooth, with the WFX team readily available to address inquiries and issues.
- **Enhanced Decision-Making:** Efficient reporting and analysis enable Rainwear to set accurate profit and loss targets and make well-informed decisions.



## Challenges

- Synchronization Issue
- Color-Wise Cost Capture
- Trim Management Challenges
- Sample Order Improvement
- Record-Keeping Struggles

## Solution

- Dual Implementation Success
- Flexible WFX Team
- Excellent Implementation
- Complete Problem Solution
- Enhanced Decision-Making

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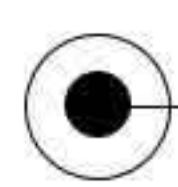
*The [WFX implementation] team was very helpful in guiding us, flexible in addressing our issues, and always available to respond to our inquiries. Overall, it was an enjoyable process.*

- Nipuni Kumarapeli

Manager - Key Account and Development,  
Rainwear



# Results



With decades of experience working with apparel businesses of all sizes, WFX was able to configure a perfect-fit solution for Rainwear's specific needs. Not only did this ensure a smooth implementation, but it also sped up adoption of the system. Some of the major improvements that Rainwear has enjoyed from WFX ERP include:

- **Costing and BOM Synchronization:** WFX ERP seamlessly synchronizes costing and BOM, saving time and improving accuracy, enabling budgetary limitations.
- **Color-Wise Costing:** WFX allows color-wise material requirements, streamlining material generation.
- **Efficient Cost Sheet Conversion:** Cost sheets are easily converted into BOM with one click, simplifying merchandising.
- **Order-wise Cost Management:** WFX's order-wise costing feature handles consumption deviations and resolves procurement issues.
- **Budget Monitoring:** WFX enables easy budget monitoring against actual costs, enhancing problem identification and precautions.
- **Sample Order Efficiency:** BOMs can be copied from previous ones, saving time, and attachments for specs and reports are supported.
- **Efficient Reporting and Analysis:** WFX captures all activities, providing in-depth reports for process monitoring.
- **User-Friendly Interface:** WFX's intuitive interface boosts efficiency and productivity for the Rainwear team.

## Results

- Costing and BOM Synchronization
- Color-Wise Costing
- Efficient Cost Sheet Conversion
- Order-Wise Cost Management
- Budget Monitoring
- Sample Order Efficiency
- Efficient Reporting and Analysis
- User-Friendly Interface

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*From a merchandising standpoint, WFX has simplified the process of creating cost sheets. We can implement all our changes in the cost sheet and just convert it into a BOM with just one click, saving us a lot of time.*

- Nipuni Kumarapeli

Manager - Key Account and Development,  
Rainwear





WFX has made our lives easier. Our staff now leverages digitalization to work smartly, giving them more time to look for new suppliers and connect with new customers. WFX also allows us to capture all requests, entries, and other activities—properly monitoring them through the system, so we can get in-depth reports about our processes.



- Nipuni Kumarapeli

Manager - Key Account and Development, Rainwear



Discover how our digital transformation solutions can help you get to market faster, become more sustainable, and streamline your operations for scalable success.

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