

EAM Maliban Shifts 80% of Sales Order Processing Staff from Manual to Strategic Activities with WFX Cloud ERP

And saves 2% material costs by
integrating demand and production functions
across factories in Sri Lanka and Jordan



EAM Maliban Textiles (pvt) Ltd.
WE ARE WOVEN WITH FOCUS



www.wfxcloud.com

ABOUT MALIBAN

EAM Maliban Textiles (Pvt) Ltd. is a leading apparel manufacturer in Sri Lanka. It employs over 10,000 skilled employees and has over ten factories in Sri Lanka and Jordan. The company specializes in manufacturing woven garments and wet processing solutions. Maliban produces around 20 million woven garments per annum and is a supplier to GAP, the well-known American clothing retailer, its flagship customer.

Maliban produces around 20 million woven garments per annum and is a supplier to GAP, the well-known American clothing retailer, its flagship customer.



MALIBAN'S GROWTH CHALLENGE

Due to the rising number of customer orders, Maliban was struggling to manage sales orders, production planning, and material sourcing processes. A lot of manual data entry was necessary. The different stages and functions common to apparel manufacturing (such as sampling, budgeting, projection, inquiry orders, confirmed orders, destination delivery orders, material procurement, inventory management, production planning, shipping, and invoicing) were operating in silos and lacked insights from each other. This disconnected information flow among their different order processing stages and manufacturing operations led to wastages of time and errors. They were also losing money in some styles as there was no real-time view into style profitability to optimize procurement or set correct budgets for new orders. Maliban had far outgrown their existing processes. That's when they decided to upgrade to WFX Cloud ERP for a touch-free, digital transformation.

Maliban had far outgrown their existing processes. That's when they decided to upgrade to WFX Cloud ERP for a touch-free, digital transformation.

TRANSFORMATION WITH WFX CLOUD ERP

With the help of WFX consultants, Maliban underwent a total re-engineering of their process-flow to digitize and align manufacturing and supply chain operations. The process revamp eliminated repetitive, low-value manual processes from sales order management, integrated production teams and unlocked a massive cost saving of staff who could now focus on productive activities and material cost management.

AUTOMATION OF SALES ORDERS & INVOICING

Today, Maliban has fully automated sales order management. Their staff doesn't need to manually process sales orders on spreadsheets, merely to keep the information flow consistent across different order execution stages and business departments. WFX integrates with GT Nexus to make sure order data is up-to-date and accurate. From projections and bookings to sampling and final destination orders, the need for repetitive data entry is eliminated at every subsequent step. All documentation is digitized and automated. Different teams can now focus on managing their Key Result Areas (KRAs) and do not struggle with documentation. For example, final summary orders are automatically generated and later converted into invoices. At all times, the system also remains integrated with Maliban's custom freight management system. It further helps them account for quality checks or penalties based on garments unloaded at the final destination where invoices are adjusted accordingly. The company also integrated WFX with their production planning tool 'Fast React' to push sales projections and order quantities across different factories for better production planning and synchronized Time & Action tasks across ERP and planning functions.



INTEGRATION WITH PRODUCTION & SHOP FLOOR

The WFX Cloud ERP automatically fetches all order details (complete with style, color, size, and quantity details) from the buyer's portal to keep the production and procurement teams in different offices informed. It has removed challenges of distance and real-time communication among Maliban's dozens of factories worldwide (in Sri Lanka, Jordan and going forward, Haiti). WFX compares Maliban's inventory data against projections or bookings to inform the respective production shop floor of shortages or excesses. This 360-degree coordination helps alert critical stakeholders of what they need to do and when. This has improved planning and time management. The procurement teams can now more accurately purchase quantities with clarity of budget so production costs are managed within a predetermined margin while delivering the committed quality. Also, the production teams can now better estimate machine and workforce requirements in advance – this improved planning means manufacturing happens on-time.

With WFX's technology and the adoption of best business practices, Maliban has achieved a smoother workflow as well as reduced product lead-times and material costs. In addition to process improvements and integrations, the WFX Cloud Enterprise Suite has enabled more data-driven decision making based

on **metrics**. With a new Style Closure Report, Maliban can determine projection-to-delivery conversion ratios and profitability for every style they manufacture. With WFX, Maliban has shifted 80% of its personnel, previously engaged in manual sales order processing, to more strategic activities. They have also saved upwards of 2% of their material costs.

With WFX, Maliban has shifted 80% of its personnel, previously engaged in manual sales order processing, to more strategic activities. They have also saved upwards of 2% of their material costs.

Learn more about
WFX at wfxcloud.com

“

WFX's Cloud Enterprise Suite has catapulted us to a more digitally run organization, and enabled us to manage our business more intelligently.

”



- Sharaz Hilmi-Farouk
General Manager,
EAM Maliban Group