

MANISH CHHEDA

SENIOR IT & TECHNO-COMMERCIAL OPERATIONS PROFESSIONAL

Over 2 decades' rich & unique experience with impressive success in managing materials management functions of Transformer manufacturing Co. and in setting-up IT departments, driving end-to-end IT operations & implementing & administrating ERP Systems in FMCG Co.

Targeting assignments as Materials Management & Planning Head / ERP Implementation Manager



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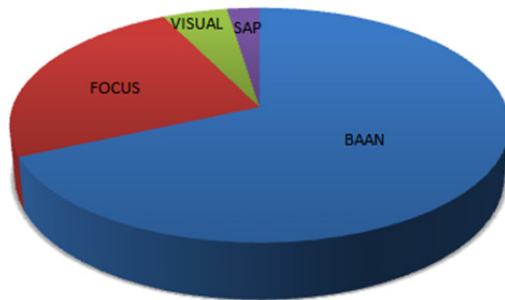
Key Skills

- Materials / Inventory Management
- Budgeting & Cost Estimation
- Sourcing & Procurement
- Vendor Development & Appraisal
- Demand & Supply Planning
- ERP Systems Implementation
- IT Infrastructure Management
- IT Security & Governance
- Networking, Servers Management

Profile Summary

- ▶ A keen strategist with over 20+ years of experience in Materials Management, Production, Planning, Procurement, Vendor development, Commercial Operations, and Systems Implementation in ERP
- ▶ Expert in managing entire breadth of Vendor operations right from Planning, Sourcing, Order processing, Vendor Development, and Material Management, etc. for Transformer Industry
- ▶ Experienced in vendor evaluation, tendering activities, techno-commercial negotiations and contract finalization & execution.
- ▶ An effective communicator with exceptional relationship management skills with ability to relate to people at any level of business.
- ▶ Skilled in full life cycle implementation & administration of ERP systems from stage of AS- IS Study till key user training, involving analysis of organisation areas, estimation of cost, license & hardware requirements
- ▶ Excellent track record of heading ERP Department involving troubleshooting of escalations, creating and administrating users, Roles & Responsibilities, Patch management, Report level Customizations
- ▶ People-friendly, collaborative & approachable leader with in-depth sensitization to expectations of people

ERP Skills



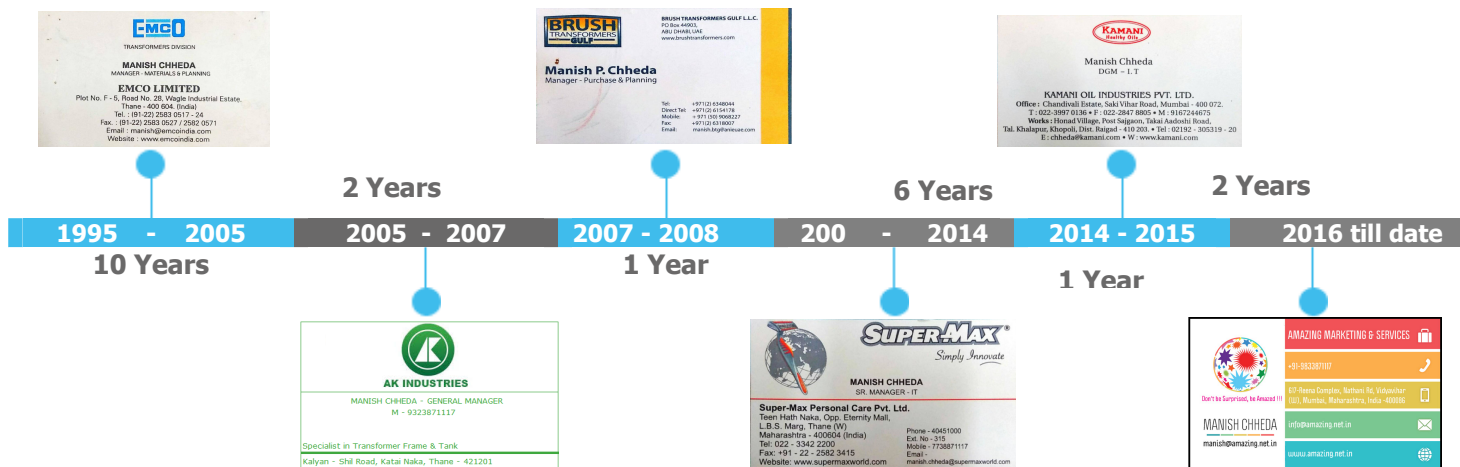
Baan ★★★★★
Infor VISUAL ★★★★★
Enterprise Resource Planning

FOCUS ★★★★★
SAP ★★★★★
Modules – ABAP & MM

Soft Skills



Career Timeline



Work Experience

Dec'14 – Dec'15



Kamani Oil Industries Pvt. Ltd. (Now known as AAK Kamani), Mumbai as Deputy General Manager - IT

Achievements

Significant Accomplishments:

- Set-up complete IT Function from scratch
- Built 3 year IT road-map includes SAP Implementation
- Formulated IT policies related with ERP Change Process
- Implemented ERP "FOCUS" across branches, depots and distributors
- Integrated PLC based systems with ERP
- Led migrations & business continuity/disaster recovery exercises
- Upgraded to CISCO ASA5505 firewalls

- Set-up the IT Department from scratch which included System Administrator, Software Developer, ERP Executives and 3rd Party Support Engineers
- Formulated & implemented new IT policies related with ERP Change Process, IT requests, security aspects, and fair usage of organizational resources & assets
- Managed overall infrastructure involving installation, configuration & maintenance of servers, configuration of servers in Data Centre, forecasting & upgrade of hardware, network equipment & IT assets (Phone, Tab, iPad, Laptop, Desktop, Dongles, E-Mail, Portable Drives, Software, so on)
- Served as single point of contact for Infrastructure Management and implementing Infrastructure policies, processes & procedures
- Led overall IT operations involving business process & solution design, vendor management and budgetary control; implemented new strategies and systems to enhance business operations
- Drove major projects from the stage of creating & managing budgets to keeping close track of delivery related schedules
- Developed IT Infrastructure (across 3 locations) i.e. approx. 6 physical servers (8 virtual servers) with 100TB Storage (SAN, TSM Back-up of Workstations & Servers); this helped business owners to make important cost-benefit decisions
- Upgraded traditional Firewall to CISCO ASA5505 firewalls; implemented Microsoft's O-365 E-Mail solutions, Microsoft SCCM server & IBM Tivoli storage
- Facilitated implementation of in-house ERP "FOCUS" across all branches, depots, warehouses and dealers / distributors to enable 24 X 7 stock control & billing
- Enabled integration of PLC based systems with ERP to obtain real time data
- Planned & executed migrations and business continuity/disaster recovery exercises for application, server, cluster and data centre
- Established 3 year IT road-map with budgeted figures
- Managed the entire gamut of Business Applications as enterprise-wide single point of contact; facilitated requirement gathering & need analysis for deployment of SAP ERP systems
- Co-ordinated with SAP and its implementation partners for SAP demos and getting price estimates for SAP licenses and various hardware requirements.

May'08 – Nov'14



Achievements

Managed PAN India IT Operations of 3 mfg. units

Implemented Manufacturing Module in Baan for the 1st time

Replaced "FOXPRO" with "FOCUS" in Sales

In-house software development for Various MIS

SuperMax Personal Care Pvt. Ltd., Thane as Senior Manager - IT (Role: Head – IT)

Significant Accomplishments:

- Managed PAN India IT Operations of 3 manufacturing units in Mumbai, Hyderabad and Himachal Pradesh, supported by a team of 1 Administrator, 1 Engineer and 1 Software Developer at each location
- IT system -Design, Development, Procurement, Installation and maintenance of all infrastructure systems including Local Area Network (LAN), Wide Area Network (WAN), Internet, intranet, Lease Line, Email System & software
- Managed data for large user base (360 users); tracked infrastructure assets and ensured security of infrastructure & applications. Facilitated better control of centralized data and protection through firewall
- Technology up-gradation from P-IV to N- computing devices (Thin Client) connected to central server systems; minimizing human interference, better control on data and with reduced cost
- Implemented "FOCUS ERP" in Sales Department, replacing "FOXPRO", and saved on License cost of Baan (per sales user), thereby leading to improvement in business, by getting sales information on real time basis
- Re-implemented ERP - Baan IV w.r.t. business objects in Manufacturing Module
- Executed existing and new customizations; added and deleted new users in Baan with authorized control. ERP Backup management, Roles & Responsibility matrix
- Online integration of biometric machines with outsourced payroll System
- Converting analogue EPABX to IP based EPABX System (VOIP enabled EPABX) reducing cost of ISD calls & negotiated PAN India CUG Plan for mobiles & Landlines, achieved cost saving of Rs. 36 Lakhs per annum
- Regularized Microsoft Licenses through Microsoft SAM audit conducted by KPMG; formed 3 year Microsoft Service Agreement and brought the company under Microsoft's Office365 Platform for Office & E-Mail Exchange

Mar'07 – Feb'08



Achievements

Setting up – Entire New Operations of Transformer Manufacturing Company

Negotiation & Finalisation of Entire IT Requirements

Purchase & Stores Policies formulations and ERP Implementation

Brush Transformers Gulf L.L.C., Abu Dhabi, UAE as Manager - Purchase Planning & IT

Significant Accomplishments:

- Purchasing of Major Production Equipment like Cranes, Ovens, Filter Machine, Fixtures for Core, Testing equipment etc. required to start new set-up
- Negotiation and Purchasing with supplier for factory capital Assets like Plant, Building, and Furniture etc.
- Purchasing / negotiating complete IT infrastructure which includes Networking solution, Telecom Solution, Hardware including servers, switches, Routers, Computers, Laptops etc.
- Worked on a Target to build a separate vendor base in UAE for Major Accessories like Tank Fabrication, Core clamps & Insulation cutting.
- Material Planning and Scheduling for different items & Interaction with foreign/local vendors and transporters for timely delivery of the purchased goods/items at the manufacturing unit from the vendor location.
- Inventory management including Min & Max. levels, Checking of demand from Bill of Materials and releasing purchase orders to satisfy demands and re-order levels for standard items through MRP.
- Formulated various policies with regards to Procurement Process, Inventory Management & Stores & warehousing functions.
- Generation of Design & Drawing requirement plan through scheduling to Meet customer requirement.
- Process development for Material Inwards, Process development Material kitting and Issue to Shop floor
- Bin wise / Location wise inventory storage
- Cycle counting after 6 months and inventory record updating
- Progress monitoring of Jobs and updating to customers involving Marketing Dept.
- Done As-Is study in Brush Transformer UK, and Led the entire project of Implementing full cycle of business i.e. from sales order to Project Billing through –ERP (Visual Enterprises – From Infor).

May'05 – Feb'07



Nov'95 – Apr'05



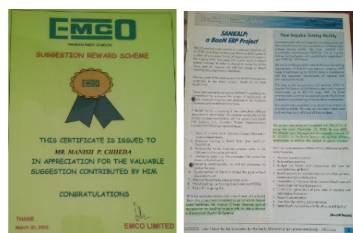
Achievements

Supply of Material in KIT form there by avoiding delay in Production

Awarded for Best Suggestion scheme in Year 2001 & 2002

Establishing Fixed Vendor credit limit of Vendor thereby reducing Cost

Reimplementation of Baan on Time and rewarded by Management



A.K Industries, Thane as Production In-charge

Significant Accomplishments:

- Undergone entire stage of Vendor approval system, for enlisting the company as the preferred source of Vendor for Transformer Frame part
- Training and skill development of Weldors, Fitters and fabricators for making Transformer Tanks
- Managed production operations of Engineering and Fabricated parts required for Transformer industries
- Developed & implemented production plans and ensured timely accomplishment of production targets; enabled reduction in cost and energy consumption

EMCO Transformers Ltd., Mumbai

Joined as a Trainee Engineer – Production; promoted as Key User - ERP Manufacturing Module in Nov'3 and as Manager - ERP in Dec'03

Significant Accomplishments:

- Procurements of items required for Transformer – Tanks, Frames (All Fabrication), all type of insulation (Perma wood, Pressboards Insulation), control panels, Radiators, RTCC & M Box, OLTC, Bushings, Metal Parts, CT, accessories etc.
- Developed new vendor in Fabrication and Job workers in Insulation manufacturing.
- Preparation of Annual Budget plan for –Resources, Inventory, and Finance.
- Preparation of monthly plan for Shopfloor activity, inventory requirement and design and drawing requirement plan.
- Payment requirement plan, LC allocation to vendor on weekly basis.
- Main Responsibility** – Smooth working of various Work orders in shop floor. Complete balance of Material availabilities vs. production plan. No shortage of stock materials, controlled through MRP. To reduce inventory turnover ratio in shop floor by keeping fixed numbers of jobs in shop floor. Availability of Material in **Kit form**.
- Close coordination with marketing department for cash-flow planning and with Finance department for fund allocation to suppliers.
- Key Result Area** - Ensuring availability of Materials required for site, in 2 Weeks' Time after dispatch of main Transformer
- Participating in various meetings - "**Production meeting**" on daily basis, "**Design review meeting**" on weekly basis, "**Operation Review Meeting**" on weekly basis, "**PQG meeting**" on monthly basis & "**Management review Meeting**" on Quarterly basis, for smooth functioning of Production, Vendor Quality issue and any issues which needs to be highlighted to management
- Worked for ISO-9000- Preparation of Work Instructions Processes, and Formats required in Manufacturing
- Implement full cycle of business through –ERP (**Baan IV C4**) i.e. from sales order to sales invoice through centralized department –Planning and Coordination and was rewarded for completion of Project on Time
- Reduced variety of many Stock items for simplifying the purchase activity / inventory management by introducing standardisation process with the help of Design Department
- Reduced non-moving inventory by 1/4th in a period of six months, in close co-ordination with the Engineering & Quality Departments

Bachelors in Engineering (Industrial Engineering) from Shivaji University, Kolhapur, Maharashtra with First Class marks in year 1995



Education

Personal Details

Date of Birth: 7th June 1973

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Languages Known: English, Hindi, Marathi & Gujarati