



NAV 2016 and CRM Online Deployment.

About Titan Labs:

Titan Laboratories Pvt. Ltd. is a pharmaceutical manufacturing company with a dedicated state of art WHO GMP facility for producing high quality Sustained and Modified Release Pellets, DC Granules & Taste Masked Granules. You can read more about Titan Labs at www.titan-lab.com.

Business Requirement:

Titan Labs' Managing Partner, Piyush Shah, wanted a solution that would –

1. Handle all aspects of their Manufacturing Operations from Production to Inventory Control.
2. Provide critical Regulatory Compliance with Auditing capabilities.
3. Easy to use.
4. Provide robust Business Intelligence with Reports, Dashboards and KPIs.
5. Provide the Titan Labs' sales team with a complete Sales Management platform from opportunity Management to Sales Goals tracking.

Solution Delivered:

The CloudFronts team setup NAV 2016 with Pharmaceutical industry customizations and workflows for the Operations team and CRM Online for the Sales team.

Key Benefits:

Titan Labs went live on October 1st with the NAV and CRM platforms. Key benefits –

1. Entire Operations is now being managed in NAV 2016. From Purchasing to Production and Inventory Control to Sales and Logistics, key operations are now running on NAV.
2. The Sales team is using CRM setup specifically for the Pharma vertical to keep track of Opportunities, Quotes, Samples, Sales Orders and Goals.
3. Reporting and Dashboards built on top of Power BI provide rich insights into critical business operations and for faster decision making.

Post Go Live:

The various teams at Titan Labs are using the NAV and CRM solutions to manage their work. Since Go Live, Titan Labs has also hired an in house NAV ERP expert to further assist with ERP adoption across the business.

At the time of this writing, the client has started implementing CRM for their R&D team as well with CloudFronts.

"The CloudFronts team enabled us to move from manual and paper based processes to a state of the art ERP platform with NAV 2016. From Purchasing to Manufacturing and Logistics, all aspects of our operations are now running on the NAV platform and we have deep visibility across our entire supply chain."

- Piyush Shah,
Managing Partner,
Titan Labs

Key Technologies:

- Dynamics NAV 2016
- CRM Online
- Power BI

Connect with us!

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