

Emirates Printing Forms UAE revolutionizes workflow with a fully integrated ERP



Siloed legacy systems led to wasted time, inconsistent data, and duplicate work

Emirates Printing Forms UAE is one of the top packaging manufacturers in the UAE. It specializes in a range of printing and packaging solutions, including multilayer flexible laminates, cold seal, and other types of packaging materials for diverse clientele from pharmaceuticals to personal care products.

Before deploying Orion 11j ERP, Emirates Printing Forms UAE used multiple legacy systems to manage purchasing, accounting, and sales within the company. While the accounting team used Oracle-based accounting software, system limitations forced the sales team to use Excel spreadsheets and manually transfer data to the accounting system. Data entry errors and multiple information sources caused inaccuracy in job costing, duplicate work for employees, and problems with quality control.

"Purchasing was outside of this software, and sales as well," explains Sanjay Sanghai, Finance Manager for Emirates Printing Forms UAE. "They were doing these in Excel, and then we had to accumulate that information into the accounting package. We had multiple data entries for every step of the process."

At a glance

80%

Increase in data accuracy

60%

Reduction in manual data entry

35%

Reduction in paper wastage

Transforming operations through a tailored ERP solution

Emirates Printing needed to eliminate information silos and give its team a single source of truth for improved operational efficiency, increased data accuracy, and better quality control. It needed an ERP that could handle much more than just the accounting functions and could provide a comprehensive solution for the entire company. It found that solution with Orion 11j ERP, Azentio's enterprise resource planning system.

Emirates Printing considered several ERP platforms before selecting Azentio's ERP. "We explored the market and found Azentio," explains Sanghai. "It fit into our budget and was Excel-based, which we liked from the start."

Orion 11j ERP is a scalable enterprise resource planning system that includes solutions for finance management, inventory, sales, job costing, and other components critical for Emirates Printing Forms' operations. These capabilities made Azentio the ideal partner to help Emirates Printing revolutionize internal processes and streamline operations.

Custom integration to power every process

Azentio's team handled every aspect of implementation and integration. Its team members worked closely with Emirates Printing employees to understand their processes and what they required from the ERP to become more effective. Based on this detailed understanding of the client's needs, Azentio built a complete Orion 11j ERP implementation and mapped the end-to-end solution, which included:

- Complete inventory management
- Batch uploads through Excel sheets
- Master planning chart
- Manufacturing/printing tracking for each stage
- Integration with Excel for sales quotes and orders
- Finance, job costing, and quality control

"We integrated everything from purchasing to sales to delivery—everything," says Sanghai. The resulting system has transformed the way Emirates Printing Forms UAE handles almost every aspect of its processes.



Time savings is definitely there. All these systems pull from the sales order or delivery note. Accounting can prepare an invoice in just one click because they already have everything they need."

Sanjay Sanghai
Finance Manager

Orion 11j ERP leads to increased operational efficiency across teams

Emirates Printing Forms UAE has seen incredible improvements across its company since implementing Orion 11j ERP. "It's a big impact," says Sanghai. "We don't have to keep re-entering information from one document to the next. It's just flowing automatically."

Orion 11j ERP is a single system, from sales entry to exit of finished goods. "Our biggest impact is that all these are integrated completely," he explains. "Now, I know that when the sales team issues a sales order, the order goes to production, where it will be produced. Then it goes to the stores and is entered as finished stocks. Finally, it goes to delivery and the system automatically prepares the delivery note, with no need for anyone to re-enter the data. Again and again, we can all pull the same data that was entered only once at the beginning of the process."

This automatic connection and flow of key data between systems has resulted in an incredible 60% reduction in data entry, saving countless hours of labor and improving data accuracy by 80%. And thanks to the improved data accuracy, paper and printing wastage has been reduced by 35%.



"It's a big impact. We don't have to keep re-entering information from one document to the next. It's flowing from one place to another."

Sanjay Sanghai
Finance Manager

Monthly closing reports generated earlier

Monthly closing reports used to be a labor-intensive process: Employees had to go through the data and cross-check it against other records to be sure everything was entered and correct before sending reports for approval. Now, these same reports can be generated effortlessly—and up to 10 days earlier. "Before, we couldn't close the month until the 15th," notes Sanghai. "Now we can provide managers with the closing report by the 7th or earlier."

Single data source for generating quotes, invoices, and delivery notes

Accurate data is essential for billing, order production, and quoting, as even small errors can lead to delays, incorrect invoices, or production issues. By centralizing and automating data flow, the ERP eliminates manual entry mistakes, ensures real-time updates across departments, and provides a single source of truth for faster, more reliable transactions and smoother operations.

"Orion 11j ERP pulls quotes out of Excel, so we can provide customer quotes immediately," says Sanghai. "The system picks up data from the Excel costing sheet and then gives me actual versus standard costings when the job is done in our production."

Previously, employees had to physically take paper purchase orders to supervisors for approval—but now the entire process is online through Orion 11j ERP. Approvals flow automatically to the next step, speeding up the approval process and reducing unnecessary delays.

"Time savings is definitely there," says Sanghai. "All these systems pull from the sales order or delivery note. Accounting can prepare an invoice in just one click because they already have everything they need."

Expanding capabilities and ensuring continued support

As Emirates Printing Forms UAE looks to its future, it hopes to add additional capabilities to increase job-costing accuracy. It also would like to improve accountability in the production process by adding reporting tools to track operator and machine efficiency.

In the meantime, Sanghai is pleased with the improvements and the level of service his team receives from Azentio. "Any challenges that come with the software, Azentio gives us the support we need," he says.



"Our monthly closing was delayed before, because we had to go through everything to see if it was entered properly. Before, we couldn't close the month until the 15th. Now we can provide managers with the closing report by the 7th or earlier."

Sanjay Sanghai

Finance Manager

Learn more about how Azentio ERP can transform your operations.

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contactus@azentio.com | www.azentio.com