



## CASE STUDY

### Creating a Virtual Private Network for Relaxo Footwears

#### Abstract

A case study shows how a line of sight broadband Wireless Network system successfully serves a manufacturing Company. Maksat's MMS MAX is deployed in Relaxo footwears, New Delhi. MMS MAX is providing Point to Multipoint connectivity at 5 locations in the range of 50 Kms. These sites include manufacturing plant at Bahadurgarh, Rewari and Head office at Inderlok New Delhi.

#### Our Client

Relaxo Footwear, is a premier Indian brand manufacturing Slippers, Joggers, Casuals and School shoes. The Relaxo brand itself has built a domestic reputation of product quality and operational reliability, which it offers its International partners as the Relaxo Advantage. The combined production capacity of Relaxo's manufacturing plants is over 100 million pairs per annum.

#### The Challenge

At Relaxo, Quality is the watchword, right from the semi-skilled workforce up to the Directors of the company.

Expert Quality Control Managers required to connect all departments to monitor the entire production process to scan every stage of their production. This connectivity need to begin from the preliminary stage of production to the final stage of finishing at all the manufacturing units.

The ERP setup at Relaxo comprised of independent systems at each of their plants and each site had its own quality control practices.

The challenge before Relaxo was to have a standardized quality control system across all their manufacturing plants and a monitoring system so as to trace any issues related to this aspect of production directly to the source as soon as they arose. They also wanted to monitor all processes from the Head Office at Delhi.

This came at a time when the company was looking to expand manufacturing capabilities and also looking towards foreign markets which meant that their processes had to be very efficient to make them competitive enough.

#### The Solution

***MakSat MMS Bridge & Router with OFDM Technology and long range connectivity.***

After conducting a requirement gathering study and analyzing Relaxo's needs we proposed a VPN to connect their plants near Delhi to the Head Office, using our Wireless Equipment. Since Relaxo wanted to run ERP applications over the system and interchange data, we offered them a high bandwidth connectivity solution over which they could run their ERP and VOIP applications as well.

"We didn't have clear visibility across the length of our supply chain which in turn increased our time-to-market and made us less responsive to quality issues at our plants. We decided that there was some communication gap between the plants and the HO which needed to be addressed". – A Manager at Relaxo said.

The management wanted minimum downtime while the system was being installed hence wireless was a good option because of distance between the different units and Head Office.

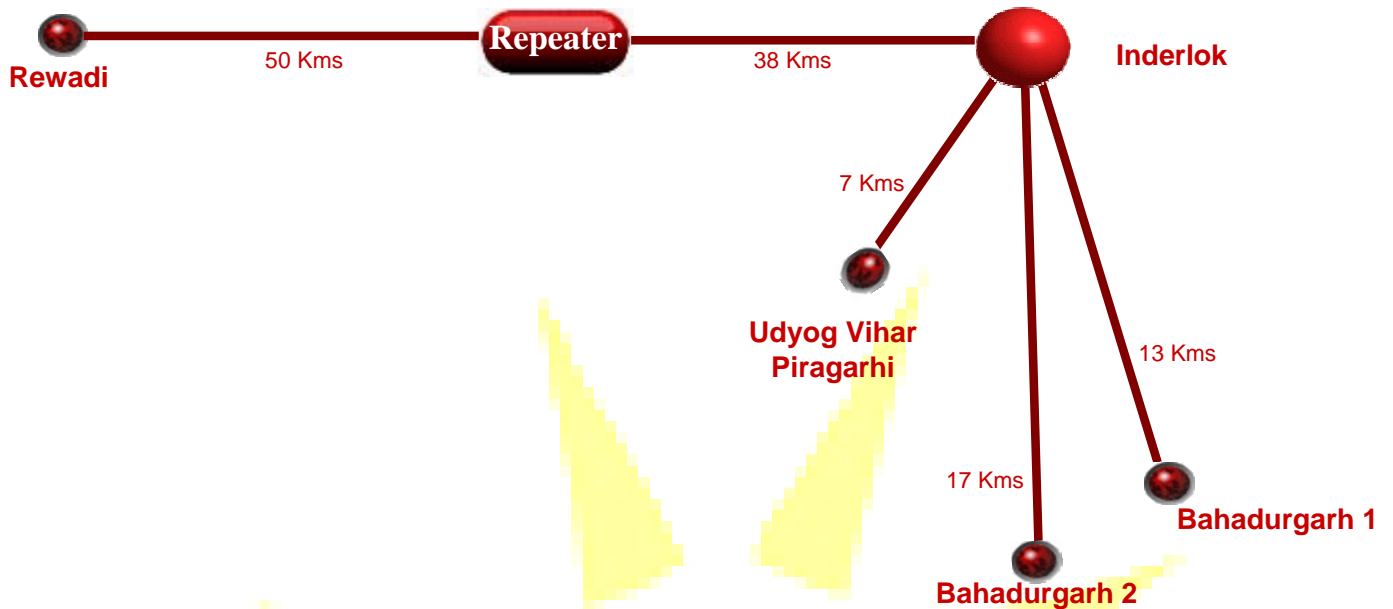
The administration was also impressed with the ease of installation and long range connectivity. *"Implementation was easy,"* said an official, *"And we were surprised by how strong and complete the coverage. When we measured signal strength and data through put at the different locations, we discovered that we had very good connectivity like local LAN, even at the link of around 20 Km between Inderlok and Bahadurgarh. Now, we are connected to all units and that made our work very easy and fast".*



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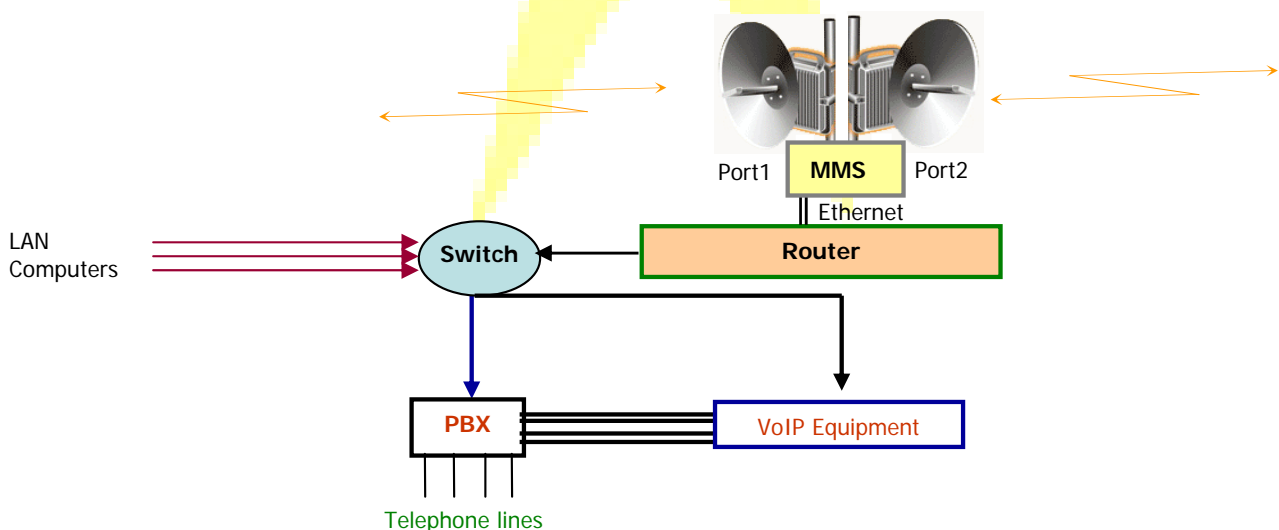
### VPN NETWORK FOR RELAXO FOOTWEARS



MakSat MMS is a Pre-WiMAX Technology with the features like XR of (-)105 dBm (best in the industry), Watchdog timers, Bandwidth management tools and inbuilt router with operational temperature of (-) 40 C to (+)80 C.

MMS wireless network also provides the Relaxo with a safer level of security not typically found in other wireless products. MMS's 128-bit encryption up to 3 keys, deliver the highest security available in the industry.

MakSat MMS equipment is connected to the switch through a router. The system at each location is shown in figure given below:





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#### THE BENEFITS

- Centralization of operations with Wireless connectivity made it possible to
  - Access the day to day records of production and
  - Access stock reports of different plants and hence
  - Take fast decisions
- Voice services helped to access all the units and office which reduced the dependability on PSTN service (up to 0%).
- All manufacturing locations at Bahadurgarh, Rewari and head office at Delhi are available through local EPBX system, at no extra cost.
- They are also planning to start Video conferencing in near future. Which will help in day to day meetings between top level management at different units or locations.
- Employee efficiency has gone up. Finally it helped to increase the overall production and profit of the company.

