



**Tailoring Growth for organizations that impact the future!**

## Our Lineage

Part of **110+** year old global, diversified industrial conglomerate that has

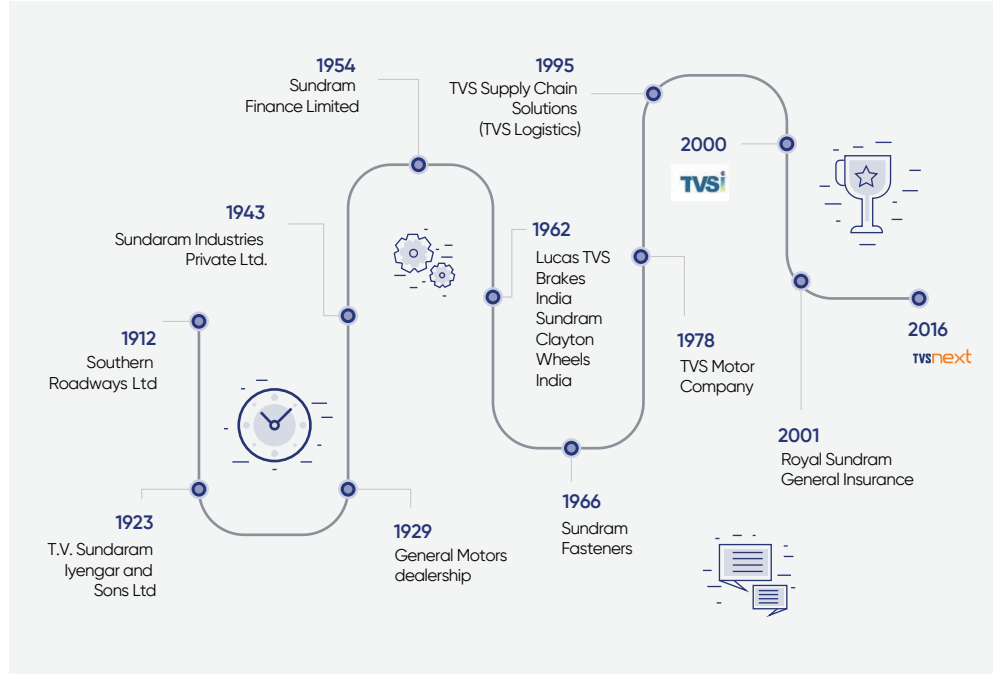
**80+**

Companies

(Specialized in manufacturing of automotive, logistics, financial services, auto-electrical components, high tensile fasteners and electronics)

in **30+**

Countries



## We Are Next

**7+**

Years of Success

**1000+**

Product / App Releases

**400+**

Technology Experts

**70+**

Happy Customers

TVS Next is the trusted digital consulting & technology partner for our customers.

### Vision

Drive growth for organizations that impact the future

### Mission

Accelerate transformational outcomes for clients



### Technology Partnership

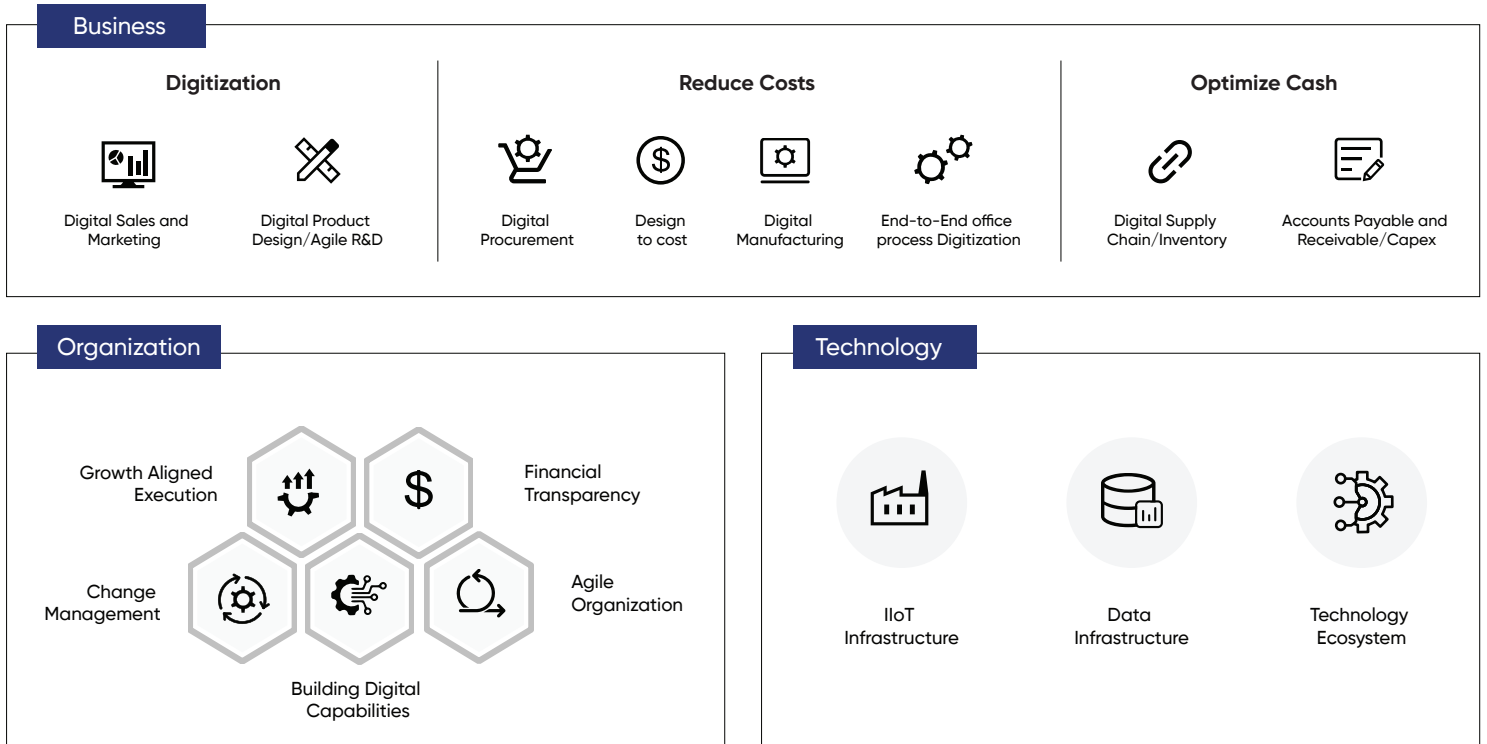


# TVS Next's Manufacturing Capabilities

Enterprise transformation in manufacturing is more than upgrades- it's about reshaping operations. From smart factories and predictive maintenance to streamlined supply chains, it's leveraging digital technology to drive connected innovation and operational excellence. On the shop floor, IoT and automation unlock smarter, more efficient production systems.

## Accelerating Growth for Manufacturing

Capitalizing on digital technology requires an integrated approach for driving end-to-end transformation across business, organization, and technology.



## Holistic Transformation Approach for Manufacturing

Unlock innovation, optimize operations, empower workers, and enhance the customer experience

- Transform B2B Customer Engagement
- Connected Field Service
- Connected Products
- Product Lifecycle & Design



- Production Monitoring & Optimization
- Maintenance and Quality
- Connected & Enabled Workers
- Forecasting & Planning
- Warehousing & Fulfillment
- Visibility & Risk Management

### Digitized

**CX** – Customer Journey's, Digital Catalogue and Commerce  
**OX** – Enterprise & Shop Floor Automation & Connectivity  
**RS** – Enhance Visibility Across Inventory, Suppliers & Distribution

### Connected

**CX** – Customer 360  
**OX** – Dynamic Production & Optimization  
**RS** – Integrated Forecasting & Planning, Traceability and Route Optimization

### Cognitive

**CX** – AI Enabled Sales Optimization  
**OX** – Intelligent Enterprise & Shopfloor  
**RS** – AI Infused Demand Forecast and Fulfillment



# Transforming Manufacturing for Operational Excellence and Growth

## About The Client

A global fasteners manufacturing company with operations in over 50 countries, offering a diverse range of products. Facing increasing market demands, technological advancements, and sustainability pressures, the company recognized the need for an enterprise-wide transformation to maintain its competitive edge.

## The Challenges

The client faced several challenges affecting growth and efficiency. Limited end-to-end traceability and visibility of production execution led to inefficiencies and production delays. The lack of data integrations and reliance on outdated systems hindered real-time decision-making. Unplanned downtime resulted in further production disruptions, while low utilization and suboptimal OEE, coupled with no intelligence to identify the root cause, compounded the issue. Challenges in forecasting and planning, managing the opportunity pipeline, and building a resilient supply chain further impacted the client's ability to drive operational excellence.

## The Solution

TVS Next partnered with the client to drive a comprehensive transformation strategy. By integrating CRM, CPQ, and commerce solutions, we modernized customer engagement, enhanced intelligence, and significantly accelerated the price quoting process. After-sales capabilities were strengthened, while lean manufacturing principles, automation, and IoT solutions improved real-time monitoring and boosted production speed. The supply chain was strengthened by diversifying the supplier base and leveraging data analytics for proactive demand forecasting. Automated quality management systems were integrated to enable real-time defect detection and reduce defect rates. Lastly, we supported sustainability initiatives by investing in eco-friendly practices, sustainable materials, and robust reporting mechanisms.

## Business Outcomes

**42%**

Increase in Customer Satisfaction: Faster responses and improved accuracy.

**30%**

Reduction in Lead Times: Streamlined operations, cutting production costs by 20%.

**25%**

Reduction in Supply Chain Disruptions: More resilient supply chain with diverse suppliers

**2%**

Defect Rate: Automated quality control reduced defect rate boosted customer trust.

**16%**

Reduction in Carbon Emissions: Eco-friendly practices supporting sustainability goals.

**12%**

Market Share Increase: New product lines driving market growth.



## Harnessing MES to Elevate Aerospace Manufacturing Traceability

### About The Client

A global leader in aviation, our client specializes in aerospace component manufacturing and exclusively exports to aeroengineer manufacturers. They aim to drive sustainability and efficiency to shape the future of flight with unparalleled excellence and commitment.

### The Challenges

The client's lack of real-time machine data and manufacturing performance metrics led to significant cost overruns. This hindered efforts to boost labor and machine efficiency. Operators couldn't fully document reasons for machine downtime, delaying resolutions. Moreover, the lack of a unified system to access technical information and record production & quality data created operational challenges.

### The Solution

With real-time machine visibility, TVS Next strengthened Lean actions and enhanced operational efficiency through a comprehensive Manufacturing Execution System (MES). By integrating ERP with MES, we streamlined quality management, labor tracking, and supply chain operations, enabling better financial outcomes. The system introduced route management, real-time operator alerts, maintenance scheduling to boost OEE, and Non-Conformance Management to ensure uninterrupted production. Operators were empowered with 3D work instructions, tools to record production and quality data, and the ability to notate downtime. Cross-functional teams analyzed machine data to identify improvement opportunities, reduce downtime, and drive productivity, supported by customized reports delivering actionable insights.

### Business Outcomes

**33%**

Increase in OEE: Boosted productivity through enhanced machine connectivity and tracking.

**95%**

Machine Uptime: Achieved via proactive maintenance and optimized process tracking.

**60%**

OEE for Connected Machines: Improved from 45%, reducing downtime and increasing efficiency.

**25%**

Cost Savings: Includes multi-million-dollar cost avoidance for a single CNC machine.

**40%**

Reduction in Machine Downtime: Driven by integrated machine data and real-time visibility.

## Why us?

**Big Enough**  
to be impactful

**Small Enough**  
to be Agile



### We tailor-make for our customers & their eco-system

- **Ready** to scale **platform** layer from **'Day 1'**
- **Accelerated Testing** & Certification
- Leverage **pre-canned journeys** & templates for accelerated discovery and **business needs alignment**
- Proximal Product Managers to enrich the journeys to drive **adoption**
- Bolster backlog with pre-canned user stories, test cases & designs



### Ability to attract, train & retain talent

- The Brand & New Technologies
- Inclusive & Empowered Culture
- NexVersity



### Best-In-Class Facilities

- Grade A campus
- State-of-art infrastructure & network
- Innovation Lab & Design Studio (NexGarage)



### Leadership Commitment

- Structured governance cadence
- Hotline access to the leaders

## What we offer to our customers?



Bootstrap period on TVS Next



Hyper personalized engagement model (Onsite, Near Shore and Offshore)



Advisory & Governance Oversight

## Our Commitment



Quality



Excellence



Customer Centricity



Efficiency



## Tailoring Growth



**110+**  
Year History

**30+**  
Countries

### New Jersey

Lake Farrington Plaza II, 1604 US highway 130,  
North Brunswick, NJ 08902-3040  
United States of America

### Chennai

21/22, Olympia Cyberspace, Alandur Road,  
Arulayiammanpet 2nd Street, Guindy,  
Chennai, TN, 600032, India