Customer Evidence Case Study

Microsoft Dynamics

PWIMS
Investing Technology to Serve Better than to

MIDC
Maharashtra Industrial Development Corporation

Industrial Development Authority Revamps Tendering Processes as a Comprehensive eTendering Solution for all Stakeholders

Customer: Maharashtra Industrial Development Corporation (MIDC)
Website: www.midcindia.org
Number of Employees: 10,000
Country or region: India
Industry sector: Government

Customer Profile
MIDC is the nodal agency for industrial development in India's most industrialized state, Maharashtra. It develops industrial plots with infrastructure like land, roads, water supply, drainage facility, and street lights. MIDC also develops Infotech and biotech parks.

Software and Services
- Microsoft Dynamics
- SoftTech Works Management System
- Microsoft® Server Product Portfolio
  - Microsoft® SQL Server 2008
  - Microsoft® Windows Server 2008
- Technologies
  - Microsoft® .NET Framework 3.5

"Tendering is one of the prime business activities related to procurement of goods and services. MIDC eProcurement system is secure, robust and transparent system that can handle every functional unit of the tendering process."

CEO, MIDC

Maharashtra Industrial Development Corporation (MIDC) is the nodal development agency for the state of Maharashtra. Their mission is to achieve balanced industrial development of the state. Along with infrastructural development of each and every district of Maharashtra, it also facilitates entrepreneurs in setting up industries at various locations.

Business Needs

Maharashtra Industrial Development Corporation (MIDC) was constituted on August 1, 1962. In the first year of its existence, MIDC came up with 14 industrial areas to initiate action for infrastructure and help entrepreneurs set up industrial units. These historical policy decisions taken by MIDC changed the socio-economic scenario of the state and helped its rapid industrial development.

MIDC's IT vision is to migrate to an integrated Web-based solution that encompasses all activities of the organization, permitting businesses to access relevant information and services over the Internet.

MIDC has set out to achieve following goals towards its vision:
- Integrate all key information sources across the corporation to provide strategic information to the management for better decision making.
- Provide better customer service through information, and eventually online transactions, for businesses to ensure

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that the state continues to attract industrial investment from the private sector.
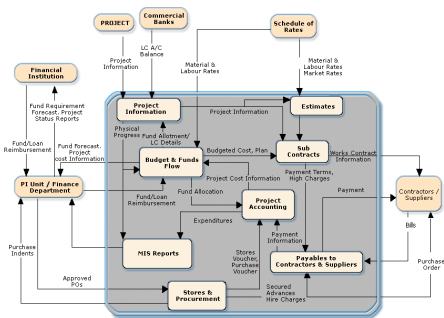
- Maintain a lean organization that empowers its employees with information and decision making.
- To provide more secure and reliable processed to improve on efficiency. Hence, Change in Perception – Progressive Organization.

Solution

Two key reasons for selecting the Microsoft solution were interoperability and the comfort of MIDC's employees with the platform. "People are more comfortable with the Windows environment; therefore adoption is faster and easier. Also, our other applications that currently run in silos will become interoperable, and therefore be far more cost effective," explains Deshmukh.

MIDC began a project to transition its complete IT infrastructure to Microsoft technologies. The company worked with Microsoft to define a migration path. Additionally, MIDC partnered with SoftTech Engineers, a Microsoft Certified Partner that provides software solutions for civil, structural engineering, architecture and construction industry.

Solutions from Microsoft and our partner allows more time to be spent on your core mission by streamlining government administration functions.
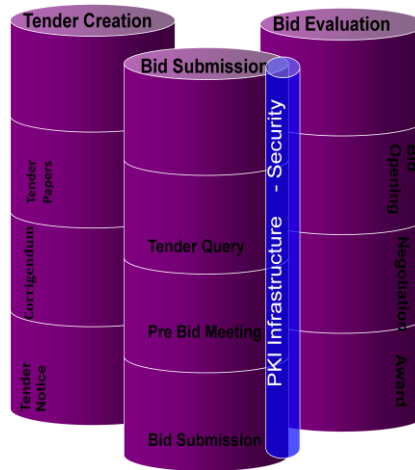

Benefits

More Secure and Reliable

"Once the new solution is up, we will have an advanced network architecture that is more secure and easier to manage than with the previous environment," comments Jadhav. "This will permit us to offer facilities for making secure transactions through the portal."
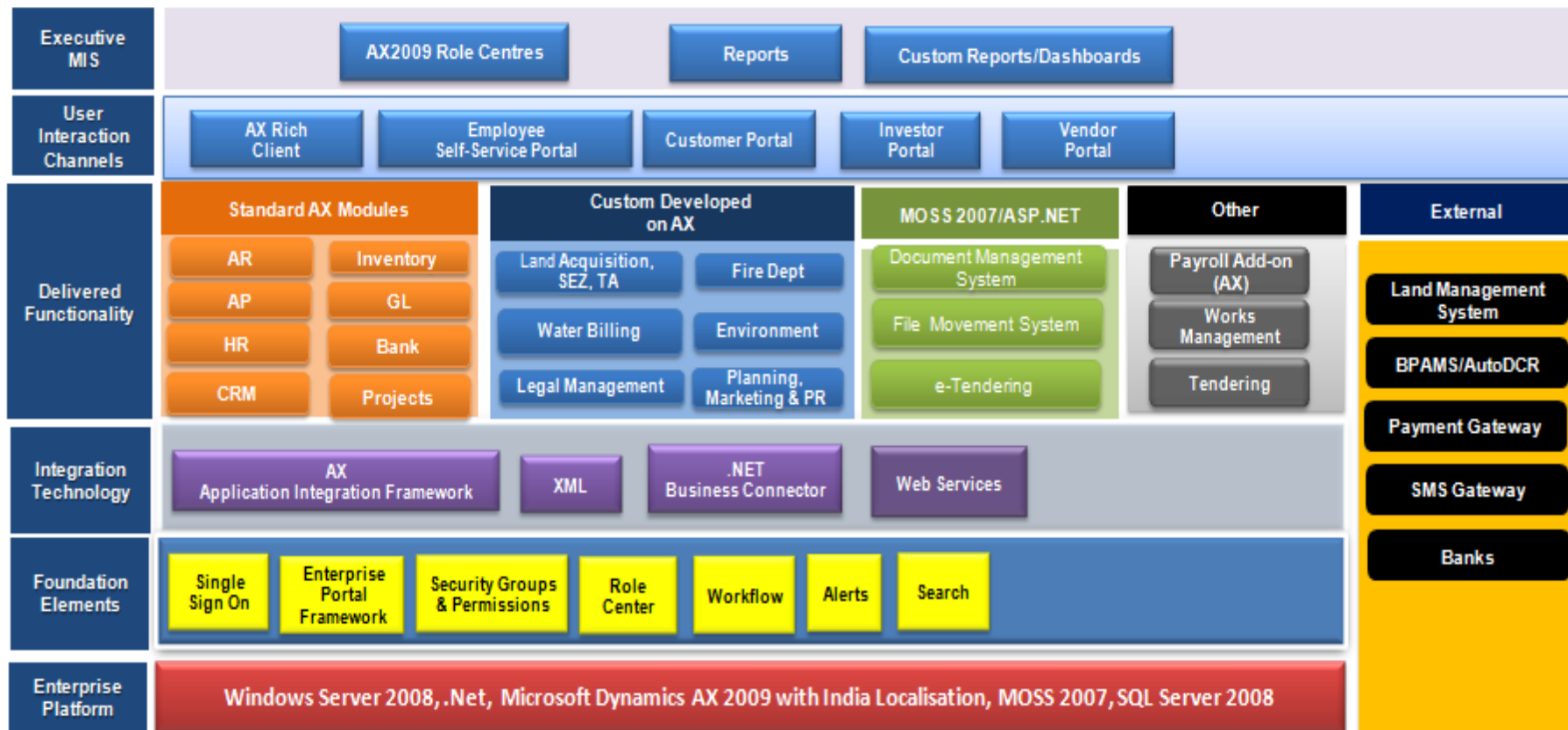
Easier Data Management

Earlier, MIDC had several stand-alone applications built on different generations, platforms and operating in silos. Data management was a key challenge.
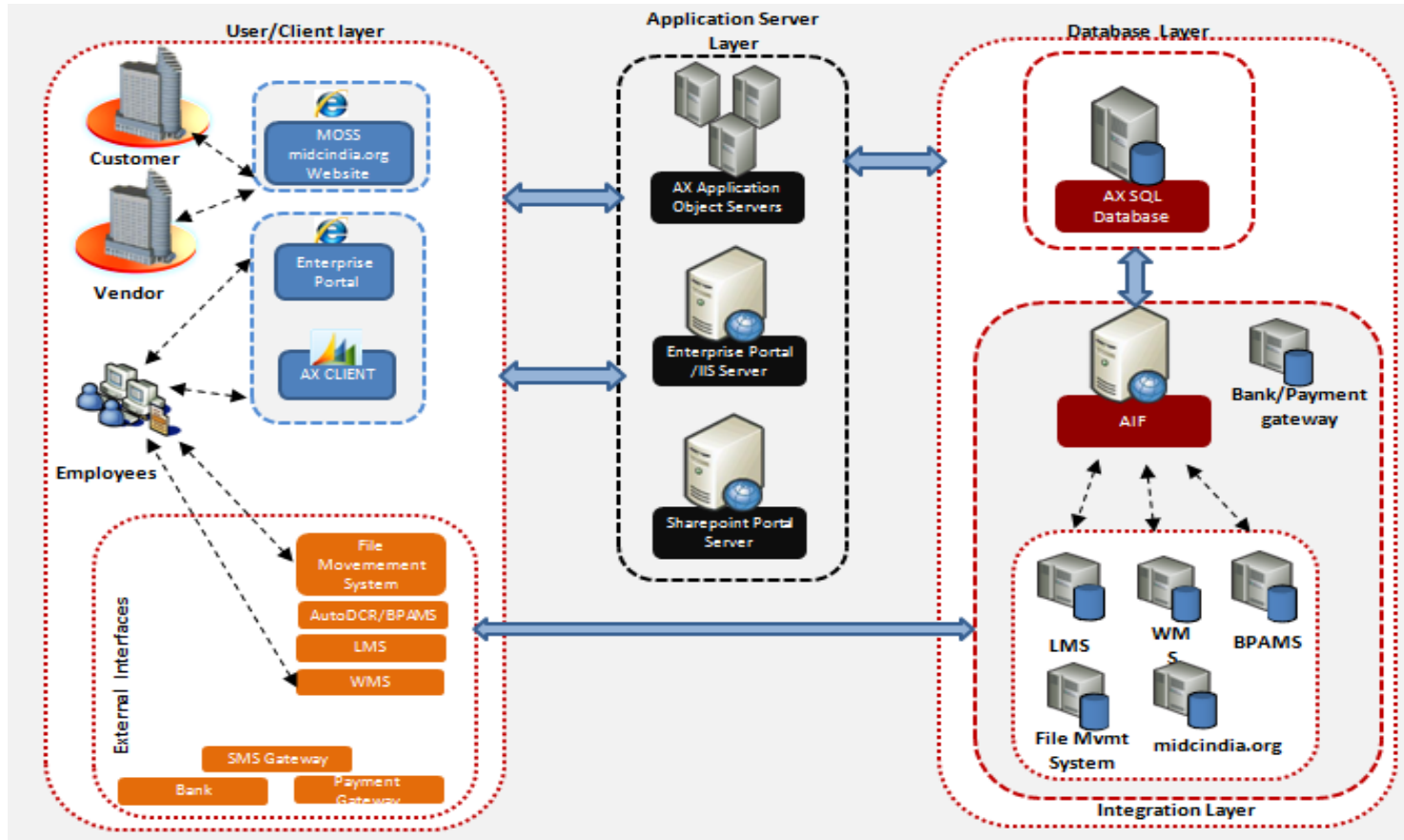

Conclusion

The new solution built on the Microsoft platform is a big step forward in MIDC's journey towards its mission of facilitating development in the state of Maharashtra.

Integrated Solution

Executive MIS	AX2009 Role Centres		Reports	Custom Reports/Dashboards		
User Interaction Channels	AX Rich Client	Employee Self-Service Portal	Customer Portal	Investor Portal	Vendor Portal	

Delivered Functionality

Standard AX Modules		Custom Developed on AX		MOSS 2007/ASP.NET	Other	External
AR	Inventory	Land Acquisition, SEZ, TA	Fire Dept	Document Management System	Payroll Add-on (AX)	Land Management System
AP	GL	Water Billing	Environment	File Movement System	Works Management	BPAMS/AutoDCR
HR	Bank	Legal Management	Planning, Marketing & PR	e-Tendering	Tendering	Payment Gateway
CRM	Projects					

Integration Technology

AX Application Integration Framework	XML	.NET Business Connector	Web Services	SMS Gateway

Foundation Elements

Single Sign On	Enterprise Portal Framework	Security Groups & Permissions	Role Center	Workflow	Alerts	Search	Banks

Enterprise Platform

Windows Server 2008, .Net, Microsoft Dynamics AX 2009 with India Localisation, MOSS 2007, SQL Server 2008

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Integrated Solution

PWIMS Functions