



Creator



How a textile manufacturer automated his entire business process with Zoho Creator.

# FROM CONCEPT TO MERCHANDISE

With **zoho** Creator

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## ABOUT **TEK TEXTIL**

A Mexico-based fabric manufacturer, Tek Textil began as a sales agency to help local businesses. However, with a team of experts from different areas of the textile industry, they soon started developing and supplying high-performance fabrics for active performance wear, sports wear, outdoor wear, and work wear. Today, thanks to their dedication and high-quality products, Tek Textil has become a trusted partner of some of the largest clothing brands in the world.

## INFLUENTIAL **BUSINESS MODEL**

Tek Textile has a very unique way of doing business and includes several processes before the final product is delivered to the customers. Usually, the fabric development process begins when a brand or the garment manufacturer requests a particular material of certain specifications. That is, Tek Textil caters to two types of customers: an indirect customer (the brands) who provides the material request themselves, as well as the garment manufacturer who buys the fabric from Tek Textil, manufactures and sells the finished product to the brands. A project is considered completed only when the final material is produced and delivered by the vendor factory. A series of interrelated processes happens in between, which involves various stakeholders - customers, vendors, quality control divisions, production, and R&D teams.

## ROADBLOCKS TO SUCCESS

Like most businesses, Tek Textil relied on Excel spreadsheets to manage processes and organize their data. That's no surprise, given that spreadsheets are simpler and less expensive than any packaged software. But as Tek Textil grew, the management realized the limitations of spreadsheets. They're ideal to track basic information and perform simple calculations, but they don't scale as a real business does.

**Here are few reasons why Tek Textil could not excel with Excel:**

### ROADBLOCK 01 - Details dispersed everywhere.

In a business where customer input affects the product's design, data is key. Though a small company at their outset, Tek Textil attracted a lot of business. And with that business came a lot of information. They gathered data from clients, partner factories, and vendors in order to carry out projects smoothly. But there was no single place to store it; everything was scattered.

We spent so much time tracking down information and tracking down statuses. We realized we needed something better than what we were doing.

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As a result, when an employee needed to access information about an ongoing project, they had to search endless email threads and dig through multi-page requirement documentation. Even customers and manufacturers had difficulty finding what they needed and were constantly bombarding the Tek Textil team with phone calls and emails. The team needed a tool that would end this madness and help them better manage their information.

## ROADBLOCK 02 - Time wasted on routine tasks.

There's plenty to do in the manufacturing industry, and Tek Textil soon found their services in high demand.. As they grew, Tek Textil found themselves juggling more and more clients and projects. The list of tasks and processes just kept getting longer.

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Creating status reports and status updates consumed our days.

Excel spreadsheets were not making things any easier. For example, every time a new client request was received, the product team had to manually calculate the overall project cost. It was far from productive; they had to dig through multiple spreadsheets to calculate the cost of each raw material and add the cost of required machinery and process to generate the final cost. Only then could they submit it to customers for approval. It was daunting to go through all these steps for every single client. Moreover, it consumed a lot of their time.

## ROADBLOCK 03 - Spreadsheets don't do sharing.

When different teams work together on a single project, spreadsheets aren't the best solution. At Tek Textil, the various teams involved in fabric development often had to wait a long time to get the information they needed to complete their share of the work. And the only way they had to share data was email. This resulted in a communication impasse, multiple versions of the same file, and delayed output.

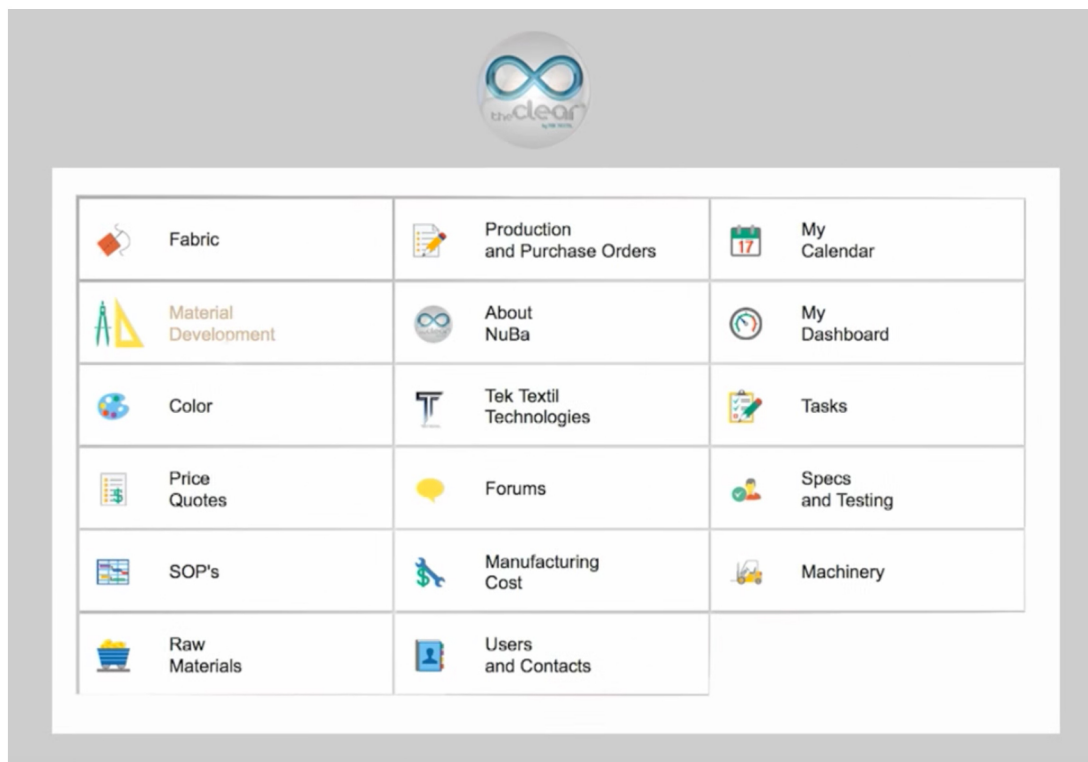
## A transformation for the **better.**

Recognizing the inefficiency of their current system, Richard Davis, president of Tek Textil, began looking for a more robust solution—a solution flexible enough to accommodate his business processes. After a long struggle with MS Access and spreadsheets, he found Zoho Creator. In no time, he and his team were able to come up with a completely customized solution to support their unique business model. And from then on, things changed: The company was able to automate recurring activities, reduce paperwork, and improve overall productivity.

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Excel spreadsheets were too difficult to manage and Access was too complicated to program with.

It was **all clear** with Zoho Creator.



"The Clear" is the name of the custom solution they built on Zoho Creator. As the name implies, the system is known for its transparency. Using "The Clear," they were able to bring all the different modules, from development to production, to a single platform. Client requests, material specifications, test results and their virtual catalogue can all be found in a single place. Factories, manufacturers, and brands view and access information with just a few clicks. And since Zoho Creator is a cloud solution, collaboration across borders is a breeze.

*I'm very excited with this solution that we've developed. As our business has grown, and our manufacturing partner base has expanded beyond Mexico into Central America, it has become apparent that we need to take our R&D process and make it not only consistent, but also manageable from anywhere, anytime. That's what this application does.*

- RICHARD DAVIS, PRESIDENT, TEK TEXTIL.

## How does **The Clear** work?

Tek Textil's app, The Clear, has separate modules to accommodate the following processes:

### **Material Request**

The brand or the sales team enters the materials required and initiates the new request.

### **Virtual Material Development**

Next, the team designs a virtual material to match the request. Based on these specifications, the engineers create a Bill of Material report, including details like the vendor and knitting machinery.

### **Costing**

The engineers then enter data about raw materials, machinery, process, and all the details necessary for development. The system then calculates the cost, and the initial Bill Of Material is generated.

### **Process Engineering**

The engineering team uses this module to create the processes that are required to complete the project.

### **Material Testing**

Once the price is approved, the team uses the virtual material as a reference to begin production and testing. They enter the results in the Specification and Testing module, where they are compared with previous versions.

### **Approval and Notification Systems**

When the vendor develops a virtual material, it is automatically submitted for testing. As soon as testing is completed, customers receive notifications about the results, which they can then approve for production.



### Color Development

If the material is approved, brands begin creating color requests or defining color standards for the product.

### Production

In its final stage, the material is produced. And every aspect of the final production depends on the routing processes supported by The Clear.

## Return on investment in a quick and affordable solution.



### Increased productivity

The app eliminates paperwork and automates manual tasks, letting the Tek Textil team focus on more pressing issues.



### Real-time updates

Team members are able to monitor their progress in real-time and send status updates to managers via email and SMS notifications.



### Faster response times

Brands can immediately approve or reject price quotes and material specifications without holding up the production process.



### **Collaborative workspace**

Members of a project engage in real-time communication in live forums.



### **Greater mobility**

Users have the flexibility to access information and complete tasks from their mobile devices, no matter where they are.



### **Unified dashboard**

The Clear dashboard provides a unified view, allowing users to quickly identify different modules.

Running a business can be overwhelming when you've got tons of data to manage and countless processes to oversee. For Tek Textil, that's not the case anymore. With Zoho Creator, they have built a solution that not only automates their end-to-end business processes but also helps them save money and time.

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It has reduced our stress and allowed us time to develop more business, less time managing it.

## ABOUT ZOHOCREATOR

At Zoho, we study the past, observe the present, and envision the future of how software communicates with businesses. And so to empower today's business owners, we have ingrained Zoho Creator with modern functionality like low-code and rapid development. With Zoho Creator, users can cater to their custom requirements with apps that automate day-to-day tasks, and let them tackle tomorrow's problems.

## POPULAR BRANDS USING ZOHOCREATOR



## GET IN TOUCH WITH US

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