

Bridging the Execution Gap

Operational Excellence &  
Business documentation



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# Agenda



1. Objective
2. Corporate snapshot
3. Business need for governance and compliance
  - 3.1 Documentation
4. Products and packaged services
  - 4.1. Solution Map
  - 4.2. Product Road Map
  - 4.3. Governance & Compliance
  - 4.4. Product Road Map
5. Reward – The new Add-on
6. Summary


- **Very often the objectives of implementing SAP is not defined in terms of measurable value.**
- **The norm is “Successful Implementations” being defined by processes configured and working ! While that is a starting point, to realize optimum value, you need much more.**
- **Organizations needs to be in a process of continuous improvement.**
- **Improving processes, enabling additional functionality and models for planning , optimizing resources and various documentation and statutory compliance is of paramount importance.**

# Corporate Snapshot



- **Provider of IT Solutions & Services globally since 1991**
- **Global Headquarters: Morristown, New Jersey USA**
- **Revenues: \$ 300 Million with 4000 employees and growing**

- **22 Locations globally**
- **7 Delivery Centers**
- **SEI CMMI Level 5**
- **ISO 27001 Certified**

- 
- **Preferred Partner to Global 2000 companies**
  - **Recognized as fastest growing company by Deloitte**
  - **Voted as one of the best companies to work with**

# Introduction

(IVL Group of Companies is now Collabera)



- Pioneered as the first company to start in India for SAP based Product and solutions development since 1995
- The first company in India to get "Powered by Netweaver" certification.
- Participated in more than 300+ SAP projects
- Over 500 + consultants ( 300 offshore + 200 Onsite)
- Unique in developing and marketing SAP add-on products and enjoys a market leadership in leading market segments.
- Aligned completely with the future SAP ESA vision
- Fortune 500 clientele

## Service Offerings

- SAP implementation
- SAP Consultancy
- Turnkey Data migration
- Data Archiving and Optimization services
- SAP Enterprise Integration
- Delta Services (3.x to ECC 6.0)
- Basis consultancy
- Netweaver - WAS, EP, BW, XI, MI, SEM
- Application Maintenance Services
- Offshore Development services
- Help Desk & Support

## Engagement Model

Onsite/Offshore

Time and Material / Fixed Bid

Centre of Excellence

# Bridging the gap between 'what you want to do' and 'what gets done'



- Gaps occur between...
  - Managerial objectives & operational reality
  - Business & IT
  - “feel good” versus measurable value of IT
  - what your vendor commits and what gets done
  - skill-sets of what you have and what you need
  - “more” , “better” , and “cheaper” propositions
  - Statutory compliance and trade documentation

- ... resulting in

- Over 70% of system integration projects failing to meet objectives (Gartner, 2007)
- Over 55% of software projects failing to meet objectives (Forrester, 2007)

## Key design principles to bridge the gaps

- **Strategy** – bridging business-IT gaps; validating the business needs by making the “invisible” – “visible” through an objective external intervention
- **Solution** - needs analysis; defining sourcing streams, methodologies, partners, assets & platforms required for the realization
- **Roll-out** – implementing solution; and bridging sourcing gaps through effective program and risk management



- Product / Services to Sell
- Conducting transactions with the customers and various partners or entities
- Compliance with the statutory regulation, compliance and documentation
- Corporate governance framework
- Using IT systems to facilitate the business
  
- Gaps or non-compliance can results in loss, penalty and loose business

How do we fill this gap?

# Business need for governance and compliance



- Business requirements
  - Avoid costly delays
  - Faster response to opportunities
  - Corporate governance and to be in “Good books”
  - Factors related to workers incentive agreements, policies, duties and taxes, legal and regulatory requirements, etc.-must be taken into consideration when making strategic, tactical, and operational decisions.
  - Electronic documentation, Auditable process & integration with core business system
  
- What companies should implement?
  - Companies must adapt system and solution for compliance documentation, achieve operational excellence and meet financial objectives in today’s increasingly global, complex, and risky business environment.
  - Companies need to act Proactively, Consistently across multiple regions & systems and create Business intelligence information for better decision making
  
- *The answer lies in implementing Add-Ons and package services catering to these specific business need.*

# Plethora of documentation



## **Customs**

Customs Invoice  
Packing List  
Shipping Bill  
Bill of Lading  
Letter of Credit  
Import Licence  
Bill of Entry  
Bond  
Re-warehousing certificates  
Installation certificate  
Bank Realization Certificate  
GR form  
SDF Declaration

## **Central Excise**

Excise Invoice  
ARE1/ARE2/ARE3  
ER1/ER2/ER5/ER6  
Bond Register  
PLA/ TR6  
Nepal Invoice  
RG Registers  
CENVAT Registers  
CT1/CT2/CT3  
57AC/D3 Registers  
DTA Register  
Wastage Register  
Consumption Register  
Purchase Register  
Sales Register

## **Customer**

Letter of Credit  
Pro-forma Invoice  
Commercial Invoice  
Packing Lists  
Insurance Documents  
Certificate of Origin  
Bill of Lading  
Bank Guarantees

## **Bank**

Letter of Credit  
Invoices  
Forex  
Bill of Exchange  
BRC

# Products & Packaged services



- OptiSuite Add-On : SAP Certified - Powered by Netweaver
  - Exports, Imports, Excise, Insurance, Forms Tracking
- ProActivate :
  - Risks and Compliance Management System
- OptiVAT :
  - Value added Tax package service
- OptiEPF :
  - India specific Provident fund management
- OptiTest :
  - SAP application testing management service
- Rewards :
  - Incentive Management system

# Solution Map

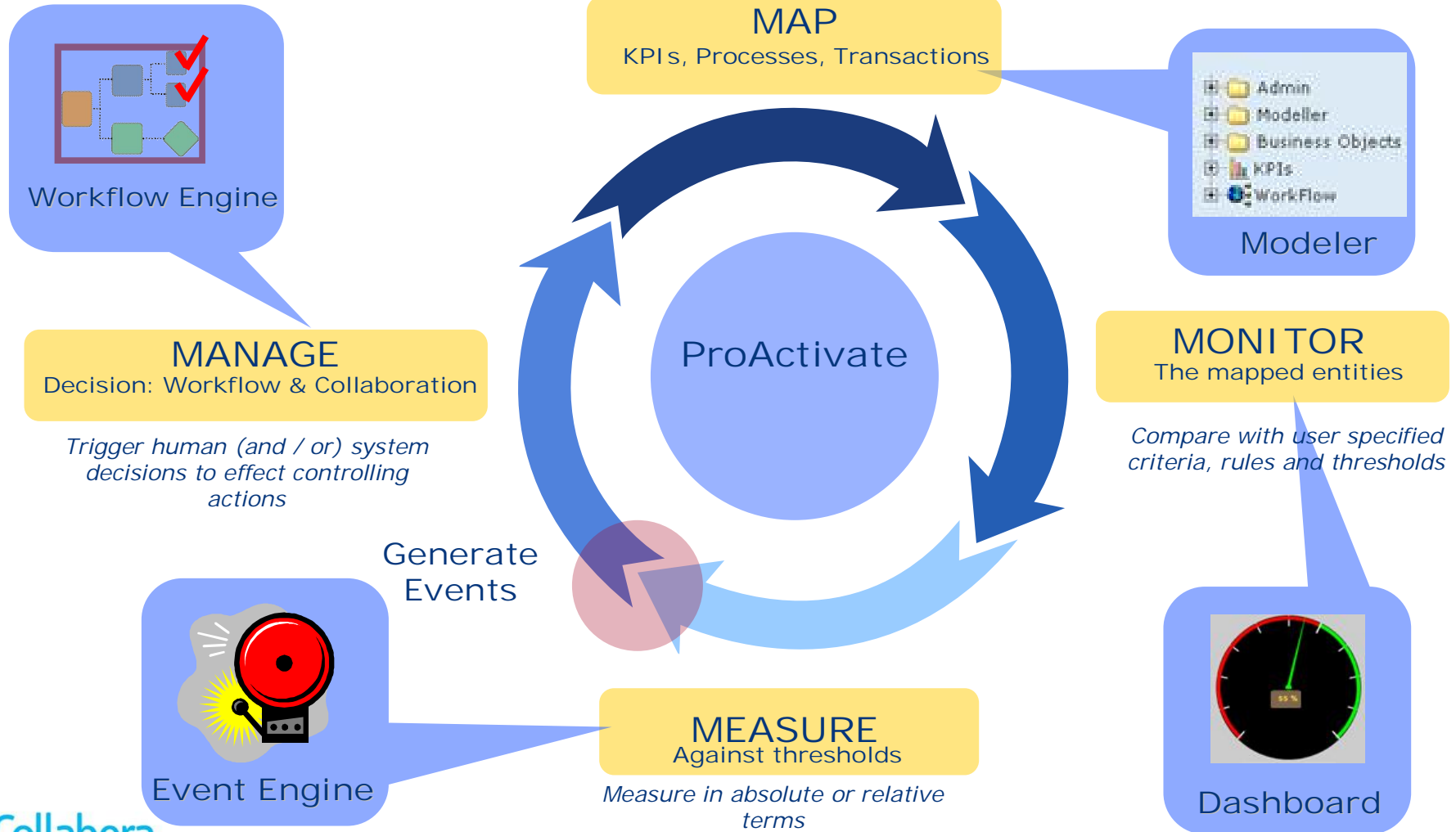


<b>OptiSuite™ Solution Map</b>							<b>SAP® Certified</b> Powered by SAP NetWeaver®
<b>Exports</b>	Document Set	Letter of Credit	Container Tracking	Packing Credit	ECGC	Forex	
<b>Imports</b>	Import License	Letter of Credit	Document Set	Bill of Entry / Bond	Duty Drawback		
<b>Insurance</b>	Proposal	Policy	Endorsement	Declaration	Claims Management	Registers / Reports	
<b>VAT</b>	Batch Update	Tax Returns	State Specific Forms	Reports	Registers		
<b>Excise</b>	Purchase	Sales	Registers	Documents	Service Tax	MIS Reports	
<b>Forms Tracking</b>	Forms		Octroi		Road Permit		
<b>Employee Fund Manager</b>	Provident Fund	Gratuity	Super-Annuation	Pension	Investments		

# Risk & Compliance Management



*Model the attributes and variables of transactions, processes, metrics and their associations*





## Reward

### (Incentive Management System)

- In any manufacturing scenario, the productivity of each individual employee is a vital challenge.
- This productivity can be increased by instituting incentive schemes and there by initiating a positive response.
- SAP captures various productivity and employee linked parameters required for incentive schemes.
- This provides the opportunity for a system which can integrate the core SAP/business system to the ever changing requirements of incentive schemes.

# The Solution

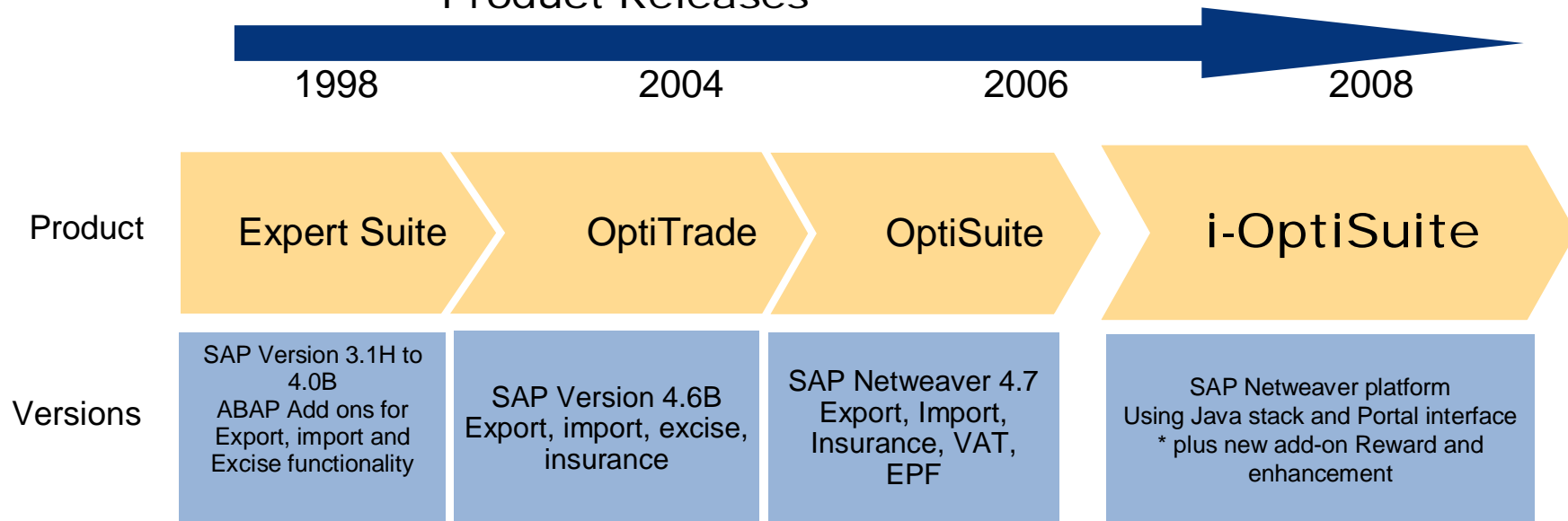


- **Reward** the perfect SAP Add-on package to handle multiple Incentive Management Schemes. It facilitates easy and centralized management of multiple incentive schemes for employees and also computes these incentives as applicable for each employee on a scheduled or on an “as required” basis.
- **Reward** has two modules the Incentive Schemes Manager, where the Incentive Schemes are created and activated and the Incentive Processing Module where the actual computation of the incentives that are payable to the employees are calculated.

# Product Road Map



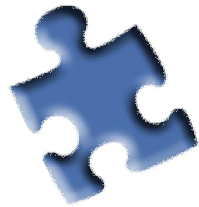
## Product Releases



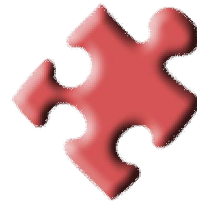
- The products are certified by SAP AG and received “Powered by Netweaver” Certification
  - Currently being used by all the industries verticals
  - Tailored to suit India specific business processes, regulations and policies

Expert suite maintenance stopped and customers transited to the NetWeaver version  
Products have been enhanced with the functionality and technology upgradation

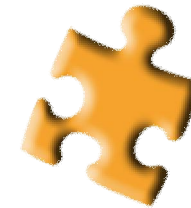
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Services



Industries



Delivery  
Infrastructure



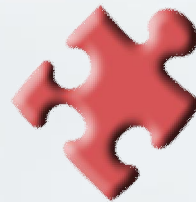
Success Stories



Alliances &  
Partnerships



Technology



Models & Methodologies



Ecosystems &  
Asset Based  
Services

# Summary



- SAP certified solutions for your Indian business specific documentation requirements covering export, import, excise, tax forms tracking and insurance
- Compliments the functionalities of SAP and Country India version (CIN)
- Large companies in diverse industries and domains have already benefited from these solutions.
- Product incorporates the best industry practices through implementation in hundreds of customer locations.
- Uses SAP standards, guidelines and tools thus ensuring consistency, GUI, integration with same look & feel
- Investment protection guarantee for future upgrades, releases and support.
- Dedicated help desk to provide customer support

***These product and solutions helps in  
“Bridging the execution gap”  
for  
better compliance and governance***

# Partial Customer List



Automotive	FMCG & Foodstuff	Metals / Mining	Textiles
Bajaj Auto	Dabur India Limited	BALCO	Aditya Birla Nuvo-Madura Garment
Brakes India	Hindustan Lever Ltd.	Bhushan Steel & Strips	Alok Industries
Hero Honda	ITC Ltd.	Essar Steel Limited	GTN Textiles
Lucas India	VST Industries	Jindal Stainless	Indorama Synthetics
Rane Brake Linings	Britannia Industries	TATA Steel	Jayshree Textiles
Shriram Pistons & Rings	Heinz India	VISA Steel	Madura Coats Pvt. Ltd.
Sundaram Clayton	Mohan Breweries & Distilleries		Patspin Textiles
Sundaram Fasteners		<b>Oil &amp; Gas</b>	Siyaram Silk Mills
Wheels India	<b>Manufacturing</b>	Bharat Petroleum	
Lumax Industries Ltd.	Andhra Pradesh Paper Mills	Essar Oil Limited	<b>Power</b>
	Apollo Tyres	Haldia Petrochemicals	Areva
<b>Bio-Technology</b>	Balakrishna Tyres	Kochi Refineries	National Thermal Power Corp.
Panacea Biotech	Crompton Greaves Ltd	Numaligarh Refineries	Suzlon Energy
	Dimexon Diamonds	Oil India Ltd.	
<b>Defence</b>	Graphite India Limited	Tamilnadu Petrochemicals	<b>Trading</b>
Bharat Electronics	Hindustan Sanitaryware Ltd.		Adani Exports
	Honeywell Turbo Technologies	<b>Publishers</b>	Tata International
<b>Chemicals</b>	Philips Carbon Black Limited	Navneet Publications	Vinmar
Asian Paints	Polyplex Corporation	<b>ISV's (Software Vendors)</b>	<b>Others</b>
Clariant Chemicals	Saint Gobain Glass	BI Proceed, U.K.	American Express
Excel Crop Care Limited	Samtel Color Ltd	<b>Pharmaceuticals</b>	Bed Bath & Beyond
Galaxy Surfactants Limited	Sterlite Optical Limited	Dr.Reddy's Laboratories	Capital One
Kansai Nerolac Paints	TVS Electronics	Intas Pharmaceuticals	Fannie Mae
Rallis India	Videocon International	Lupin Ltd.	Goldman Sachs
Sudarshan Chemicals Ltd.	JK Tyres & Industries	Matrix Labs India	Johnson & Johnson
United Phosphorous	CEAT Tyres	Strides Arcolabs Ltd.	JP Morgan Chase
	APAR Industries	Torrent Pharmaceuticals	Puma
<b>Engineering</b>	Rohm & Haas Company	Wockhardt Pharmaceuticals	KRAFT
Bharat Heavy Electricals	MRF Tyres	Cadila Healthcare	
Carrier Aircon	Phillips Electronics India Ltd.	<b>Telecommunications</b>	
Eicher International	Hi-Tech Carbon (Aditya Birla)	Drive India Ltd.	
Kirloskar Brothers Limited		TATA Teleservices	
TAFE		Verizon	
Voltas India		VSNL	
Havells India			
Praj Industries			

Thank You!



Questions?

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