RUN BETTER WITH SAP

Indus Novateur Softech Pvt Ltd
SOLUTION BROCHURE
ABOUT INDUS
Indus Novateur Softech Pvt Ltd is one of the fastest growing IT consulting firm in India managed by a team of highly qualified and future visionary professionals having more than 2 decades of experience in various industry sectors both in India and overseas, delivering cost effective business solutions by employing domain knowledge, applicable technologies and best practices. Indus Novateur is an ISO 9001:2000 certified company.

As experts in ERP solutions and software development, our expertise and process approach facilitates the customers increase their business values through business process integration, transformation, cost reduction and process re-engineering. Indus Novateur’s “Ready Fit” solution caters the following industries:

- Process / Discrete / Non-Standard Manufacturing
- Trading
- Automotive
- Textiles & Garments
- Pharmaceuticals & Life Sciences
- Chemicals
- Foundry & Casting
- EPC (Engineering, Procurement and Commissioning)
- Food Process Industry
- Oil & Gas
- Granite
- Media & Service Industry
- Heavy Metal Manufacturing
- Project based Company
- Printing & Publication
- Packaging

ERP - An Overview
ERP provides SME’s with world-class business management solutions to become best-run businesses. Although Enterprise Resource Planning (ERP) systems have been around for quite some time, there is still a common misperception that they’re one and the same as accounting systems. And, there are still companies which believe that if the accounts are in order, there’s no requirement for Enterprise Resource Planning (ERP).

ERP integrates your key operational and customer-centric divisions, from production through to sales and service, enabling them to operate more efficiently. In fact, Enterprise Resource Planning (ERP) is so effective in planning, integrating and controlling the business that good accounting is just one of the by-products of ERP.
Key characteristics of an ERP system include the following

- Integrated – all core functions are integrated in a single system
- Real-time – information is up-to-date with no batch processing
- Single database – data should be stored in a single database, eliminating data duplication and multiple data definitions
- Consistent ‘look-and-feel’ – systems should be intuitive, easy-to-use, and consistent across all areas
- Process oriented – a modern ERP system is configured around business processes (example: Order to Cash) rather than functionally; each stage of the process is monitored for exceptions based on business rules and feeds into the next level processing. Configuring an ERP system is largely a matter of balancing the way you want the system to work with the way the system lets you work.

By configuring the system appropriately you can achieve the best possible fit to your company’s processes. However, you should always consider the advantages in changing your processes to match the ‘best-practices’ inherent in the system. ERP implementations are complex, and should be properly planned and staffed for timely completion. The benefits though of a successful ERP implementation are huge, and are manifest in long-term business improvement and growth.

ERP Benefits

- Improve alignment of strategies and operations
- Improve productivity
- Reduce costs
- Increased flexibility
- Support changing industry requirements
- Improve financial management
- Enhance corporate governance
- Gain insight to all areas of business
- Optimize IT spending

What is SAP Business One

People who are familiar with competing business management solutions often ask this question. The main reason for this question is that when people think of SAP their first thought is “we are too small to run a SAP system.” In a way they are correct, because SAP Business Suite, one of the product’s in SAP’s portfolio, is solely aimed at Small and Mid-sized Enterprises (SMEs).

What many people do not know is that 77% of SAP’s customer base consists of small businesses! SAP realized the need for a completely different product for this market as they knew that you cannot put the same system that caters for 2000 users into a 20 user business and expect it to be efficient, affordable and easy to implement. That’s why SAP decided to develop SAP Business One.
SAP Business One is a solution built from the ground up for the needs of Small to Mid-sized Enterprises (SMEs). SAP knew that the solution they developed had to be something that could be sold, implemented, trained and supported by small teams in small businesses. It needed to be extremely easy to use, while at the same time, ensure it had rock solid reliability and followed all the stringent country tax and accounting rules.

Why choose SAP Business One
So, why choose SAP Business One? Designed specifically for small businesses and sold exclusively through SAP Extended Business Members (EBM), SAP Business One helps you to streamline processes, act on timely information, and drive profitable growth.

SAP Business One is designed with flexibility in mind. The Solution can be accessed on the move using SAP Business One mobile apps and as the business grows, this can be customized and can be extended it to meet the market evolving needs.

- A single integrated solution, that provides clear visibility into entire business and enables complete control over every aspect of day to day operations.
- It captures all critical business information for immediate access and used any time and any where.
- This helps to manage the key business areas of any SME’s.

SAP Business One analytics powered by SAP HANA
SAP HANA is an in-memory data platform that is deployable as an on premise via appliance engine. It is a revolutionary platform that’s best suited for performing real-time analytics, and developing and deploying real-time applications. At the core of this real-time data platform is the SAP HANA database which is fundamentally different than any other database engine in the market today.
Delivers in-memory technology and analytics innovations without disruption to the customer’s business

- Seamless user experience
- Semantic Layer
- Interactive Analysis
- Superior performance
- New analytics content

SAP Business One Modules
- Administration
- Financials
- Sales Opportunities
- Sales (A/R)
- Purchase (A/P)
- Business Partners (BP)
- Human Resource
Indus Novateur has an enormous experience in developing Industry specific add-ons with the help of software development kit (SDK) provided by SAP. These add-ons are built considering the best business practices and the value proposition that is delivered to SME's by implementing around SAP Business Solution.

Further in this regard Indus has already made a remarkable road map in developing over 50+ Industry specific Add-Ons implemented for various SME’s.

Indus Add-On Modules

- Manufacturing
- Sub Contracting
- Gate Pass Management
- Quality Control
- Purchase
- Plant Maintenance
- HRMS / Payroll
- Project Management
- Vehicle Management
- Service Management
- Dealer Management System
- Costing

Manufacturing Module

Production is the process of producing one or more products from start to finish, by means of equipment, materials and resources. This manufacturing process could consist of a number of well defined stages of production. Each stage is called a material conversion or process stage.

For each material conversion, there are

- Input materials that are to be processed
- Process units, that process the input material
- Resources that could help operate the equipment, feed the input material and assist in regulating the output material. Resources are not mandatory for every material conversion.
• Output material, which is a result of the input material being produced. The main output material is also termed the primary output.

The actual input items in the material conversion will depend on the recipe/BOM used for carrying out the material conversion. Each recipe/BOM may specify a different combination of input items to be processed to produce the same primary output. For the same material conversion, multiple recipes/BOMs can be used to produce the same primary output.

The output material from one material conversion could serve as the input material for the next consecutive operation. Such material is also known as Work-in-progress or Intermediate item.

Essentially production includes in its scope all work from the raw material stage to the finished goods stage for producing the product.

Module Key Features

• Bill of Material
• Process Sheet / Component Routing Master
• Machine Center
• Standard operating Procedure
• Machine / Equipment Master
• Capacity Planning
• Scheduling
• Work in Process (WIP)
• Recording of Salvage
Sub Contracting Module

Subcontracting process involves sending raw components to a vendor for specific manufacturing processes and receiving the value-added finished material back into inventory.

- A Subcontract process involve a manual service request by a requestor during the Process stages of any Manufacturing (WIP)
- A Buyer will validate the accuracy of the Purchase Requisition and convert it into a Purchase Order or Subcontractor job order
- The Job Order is subject to approval based on predefined parameters prior to being issued to a vendor.
- The consumption of sent components is recorded upon receipt of the value-added finished material.
- The vendor sends the invoice for the services provided which is paid during the normal payment cycle.
A standard Subcontracting Process will have the following:

- Cost of raw materials supplied to the vendor that are used to manufacture the subcontracted material.
- Vendor charges for processing these raw materials.
- Cost of the freight, duties and other purchase expenses.
- Overhead involved in procurement.

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**Process Flow Chart – Subcontracting**

1. **Input** received from Work order or direct job order
2. **Job Order**
3. **Job Order Amendment**
4. **Delivery Schedule**
5. **Job Order DC**
6. **Subcontracting GRN**
7. **DC for Rejection**
8. **DC for Rework**
9. **Without Process Material Receipt**
10. **Scarp Receipt**

**Right Side:**

1. **Require Equipment/Machine service**
2. **Service Order**
3. **Service Order Amendment**
4. **Service Order DC**
5. **Service Order Receipt**
6. **Returnable DC**
7. **RDC Receipt**
8. **Non Returnable DC**
9. **Gate Inward**
10. **Gate Outward**
11. **Quality Inspection**
12. **Customer Material Receipt**
13. **Customer Material Return**
Module Key Features
- Approved supplier / Vendor List
- Sub contracting BOM
- Job Order
- Delivery Schedule
- Job Order Amendment
- Job Order DC
- Sub Contracting GRN
- DC for Rejection
- DC for Rework
- Without process material Receipt
- Scrap receipt

Gate Pass Management Module
Tracking of the movement of Materials and Resource is very essential for any industry, whether hospitality, Service, Trading or manufacturing vertical. It is because materials play an increasingly critical role in the profitability of any business operation.

Gate Pass Module is programmed to keep track of materials moving in and out of the facility. By automating the entire process of tracking the movement, companies can reduce loss of material and also prevent unauthorized access to materials. Gate Pass Module not only tracks the movement of materials, but also tracks the visitor's movement. Only on mail authorization of the employee or the management the visitor can move inside else the visitor cannot enter the premises.

Module Key Features
- Gate Inward
- Gate Outward
- Visitors Entry
Quality Control Module

The Quality Control Module supports tasks associated with quality planning, quality inspection and quality control throughout an enterprise. It sets the specifications for quality and standard testing procedures, controls the creation of quality certificates and manages notifications related to quality.

Quality Control Module not only monitors quality by control plans in purchasing and manufacturing but also provides real-time process capability index for quick review. Quality Control facilities are versatile and offer support for every phase of the operations, from receipt and acceptance of raw materials, through production of intermediates, to inspect finished goods before shipment to customers.

Module Key Features

- Inward Inspection
- In-Process / Final-Stage Inspection
- Non Conformation Register
Purchase Module

Purchase Module streamlines procurement of required raw materials. It automates the processes of identifying potential suppliers, negotiating price, awarding purchase order to the supplier, and billing processes. Purchase module is tightly integrated with the inventory control and production planning modules.
Module Key Features
- Eliminate the manual purchasing process
- Reduce inventory
- Eliminate stock outs
- Reduce material and inventory costs
- Reduce inventory to minimum required without interrupting production
- Automate reordering of stock inventory
- Time phase material receipts to achieve just-in-time production
- Automate clerical functions of purchasing, receiving and accounts payable
- Integrate to accounts payable and inventory control
- Monitor vendor performance for meeting delivery dates and quality
- Minimize the cost per transaction of issuing a purchase order and receiving the products
- Produce Material Requisitions and Purchase Orders with a minimum of data entry

Plant Maintenance Module
Plant Maintenance Module provides solution for all maintenance activities that are performed within a company and captures information of equipment maintenance, breakdown analysis. Maintenance module lets you schedule maintenance task calendar for all equipments and History of Machine.

Module Key Features
- Option to Breakdown assembly and sub assembly from an equipment
- Checklist Planning Equipment wise for Preventive Maintenance
- Option to Plan / Predict a future maintenance plan
- Requisition of Spares required against a maintenance Plan.
- Entry of job done during shutdown / Breakdown
- Equipment History Card
HR and Payroll Module

HR (Human Resources) is another widely implemented ERP module. HR and Payroll Module streamlines the management of human resources both in-house and contractual labour routinely maintain a complete employee profile including contact information, salary details, attendance management, performance evaluation, appraisal of all employees and their respective payroll process.

Module Key Features

- Employee Data with qualification, Experience, Salary and Loan Disbursement
- Asset Issue and Receipt Tracking
- Attendance Automation Capturing from Bio-Metric devices
- Muster Roll with Over Time (OT), Compensatory Off (C-Off)
- Shift Management/ Leave Mgmt./ Loan Mgmt
- Appraisals
- Payroll Generation with Automated Arrears payment
- Statutory Forms of PF/ ESIC/ Professional Tax/ Wage Register etc.
- Gratuity Calculation
- Full & Final settlement of Employee

**Project Management Module**
Projects are distinguished by the fact that they produce unique products. They require the completion of variety of task using various resources, human skills and task performance which all to be well coordinated to complete the project on time and within estimated value. To schedule accurately, a project must first be divided into each fundamental task or activity. Precedence relationships among the tasks and estimates of the time required to complete each task must then be obtained.
Indus Novateur Project Management Add-On Module efficiently handles the creation of projects, tasks and hierarchy which identifies relationship and precedence. For each project / task, it is easy to setup budget, requirement of material & resources, expenses for the financial periods and maintaining employee time card, resources usage and actual expenses will be easier.

**Module Key Features**

- Track Project milestone, costs and resources
- Integration to the Costing, Human Resources and other modules
- Tracking milestones against key dates defined in the project
- Displaying standard WBS
- Scheduling the project
- Project allocation resource wise
- Resource availability in calendar view
- Creating a billing plan
- Displaying project specific details
- Displaying the progress report
- Displaying revenues from project
Fleet Management Module
Fleet Management Module tracks day to day movement of daily trip scheduling, fuel consumption monitoring and maintenance, which helps to improve the visibility of the movement of logistics on a daily basis by reducing the overall cost and improves efficiency in a streamline operation.

Module Key Features
- Accurately Track vehicle movements
- Vehicle maintenance service and repair
- Vehicle wise fuel consumption
- Vehicle booking and scheduling
- Vehicle key maintenance

Service Management Module
Service Management Module is to log and render timely support to the customers post sales. The module helps to meet the demand of customers by providing them the facility to access information and answer to the service request.
Module Key Features
- Equipment card generation
- Streamlines the tracking and management of customer complaints
- Recording of employees turn around time and solutioning of the task assigned
- Solution knowledge database management as a ready reckoner

SAP Business One mobile app for IOS, Andriod & Windows

Mobile Applications
A mobile application, most commonly referred to as an app, is a type of application software designed to run on a mobile device, such as a smart phone or tablet computer. Mobile applications frequently serve to provide users with similar services to those accessed on PC’s.

SAP Business One solution can also be interfaced with smart phones of various operating systems like IOS, Android, Windows and Black Berry. This apps helps to access SAP Business One solution anywhere and anytime helping the user to take decisions faster. Managers, executives, sales reps, and service techs stay informed about their business, view reports, manage contacts, and handle sales and service activities. Ensure critical information is always at the fingertips of those who need it most. Navigate with ease, see data graphically represented.
Key features – Sales documents

Simplify Your Sales Activities

- Create, edit or view Sales Opportunities, Sales Quotations, and Sales Orders
- Search, filter, and manage activities for Sales Documents
- Submit Sales Quotations or Sales Orders for approval

Key features – Sales Catalog

Boost Your Sales Activities with the Sales Catalog

- Showcase products with illustrations and detailed descriptions, search or compare catalog items, and directly create Sales Quotations or Sales Orders via the integrated shopping cart

Key features – Service contracts and service calls

Service Contracts

- View details of service contracts and search for service contracts
- Search for and view customer equipment cards by entering an item’s serial number for a keyword search or by using an item’s barcode to scan a serial number
Key features – Reports and Dashboards

Visualize key information about your business in real-time by customized or predefined reports and dashboards – And share both by e-mail.

Reports

- Use built-in, parameterized SAP Crystal reports to present key business information
- Add customized reports

Interactive Dashboards

- See all your key business data
- Maximize each single chart
- Use pre-defined dashboards for Cash Flow, Sales Analysis, and Purchase Quotations

Analytics Reports

Dashboards operate in real time providing a solid foundation for planning and forecasting. Use analytics to forecast cost, revenue, sales volume, manufacturing requirements, etc. Analytics are highly scalable with out of the box applications and the option to customize to get the exact information you want. Options available include: Crystal Reports, Dashboards, Interactive Analysis, SAP Lumira, and KPI Designer.

Process Service Calls

- Handle service activities, from picking up to closing a service call, and track solution details
- Look up related service calls from service contracts or customer equipment cards
1. Financials

1.1. Accounting
- G/L Accounts and Business Partners
- General Ledger
- Customer Receivables Aging
- Vendor Liabilities Aging
- Transaction Journal Report
- Transaction Report by Projects
- Customer or Vendor Ledger
- Sales Invoice Register (JE)
- Purchase Invoice Register (JE)
- Payment Orders Report by Business Partner
- Payment Orders Report by Payment Run
- Bank Reconciliation Report

1.2. Financial
- Balance Sheet
- Trial Balance
- Profit and Loss Statement
- Cash Flow
- Statement of Cash Flows

1.3. Statutory
- Annexure I
- Annexure II
- Annexure 2A
- Annexure 2B
- Annexure 1A-V2
- Form ER-1
- Form ER-2
- Form ER-3
- Form ER-5
- Form ER-6
- BED+CST Breakup
- Excise Duty Register(Sales)
- Excise Duty Register(Purchase)
- RG23A – Part I & II
- RG23C – Part I & II

1.4. Comparison
- Balance Sheet Comparison
- Trial Balance Comparison
- Profit and Loss Statement Comparison

1.5. Budget Report
- Budget Report
- Balance Sheet Budget Report
- Trial Balance Budget Report
- Profit and Loss Statement Budget Report

2. Opportunities
- Opportunities Forecast Report
- Opportunities Statistics Report
- Stage Analysis
- Won Opportunities Report
- Lost Opportunities Report
- My Open Opportunities Report
- My Closed Opportunities Report
- Opportunities Pipeline

3. Sales and Purchasing

3.1. Sales
- Sales Analysis
- Sales Invoice Register
- Pending Sales order
- Pending SO for Production
- Area wise sales
- Delivery performance tracking
- Party wise sales
- Region wise sales
- Sales and outstanding analysis
- Sales Vs purchase
3.2. Purchase
- Purchase Analysis
- Purchase Quotation Comparison Report
- Purchase Indent Report
- GRN Register Note
- Purchase Vs GRN with Graph-New
- Purchase Price Analysis Report-V1.1
- Vendor Rating
- Purchase History Report-New1

4. Inventory
- Inventory Audit Report
- Inventory in Warehouse Report
- Batches and Serials Inventory Audit Report
- Serial Number Transactions Report
- Batch Number Transactions Report
- Stock Turnover Analysis
- Monthly Stock Summary
- Inventory Ageing Report
- Non Moving Items More Than 180 Days

5. Manufacturing
- Manufacturing Order Details
- Department wise Consumption Report
- Actual Cost (Operation Wise)
- Process Card
- Pending Material Request reports
- Project wise Cost Report-V3.1
- Bill of Material History
- COGS for Production Report
- Daily production and inspection status
- Monthly Rejection cost report
- Route card aging report

6. Quality Control
- Inward Inspection in Bought out
- Inward Inspection in Subcontracting
- Pending QC Report

7. Subcontracting
7.1. Subcontracting Reports
- Job Order
- Job Order Amendment
- JO DC Report
- Subcontract GRN Note
- Subcontract Item wise Process Cost Report
- Subcontract Vendor wise Process Cost Report

7.2. Service Reports
- Service Order Report
- Service Order DC

7.3. RDC/NRDC Reports
- Returnable DC Report
- Returnable DC Receipt
- Non Returnable DC
- RDC Aging Report
- Vendor End Stock Report-RDC
- RDC Tracking report

8. Human Resource
- Employee List
- Daily Attendance Report
- Monthly Attendance Report
- Salary Statement
- Bank Wise statement
- Pay slip
- ESI Statement
- EPF Statement
- Bonus Statement
- Leave Register
- Leave salary disbursement report
- Increment history report
- Additions / Deduction history
**INDUS Key Customers**

**Ramraj Cottons: Tiruppur, Madurai, Erode**
- End to End Implementation of SAP B1
- Implemented in Trading, Manufacturing and Showroom Unit
- SAP Modules – Sales, Purchase, Stores, Accounts, Manufacturing, Subcontracting, Job Work, POS and Customer Portal

**Alkraft Thermo Technologies: Chennai**
- End to End Implementation of SAP B1
- SAP Modules – Sales, Purchase, Stores, Finance & Banking, Manufacturing, Subcontracting, Job Work, Machine Integration, Quality, Plant Maintenance, Costing and Fixed Assets

**Petron Emirates: Dubai, Oman**
- End to End Implementation of SAP B1
- SAP Modules – Sales, Purchase, Stores, Finance & Banking, Manufacturing, Subcontracting, Job Work, Project Management, Quality, Plant Maintenance, HR & Payroll, Costing and Fixed Assets

**Arabian Maritime and Navigation Aids Services (AMNAS), Oman**
- End to End Implementation of SAP B1
- Implemented in Middle East & African Countries
- SAP Modules – online Navdues Certificate, Sales, Purchase, Stores, Finance & Banking, Fixed Assets, Customer Portal and HR & Payroll

**Addhia Trading and Contracting LLC, Oman**
- End to End Implementation of SAP B1
- Implemented in Middle East & African Countries
- SAP Modules – Project Management, Sales, Purchase, Stores, Finance & Banking, Fixed Assets, Customer Portal and HR & Payroll

**Despec: UAE, Africa**
- End to End Implementation of SAP B1
- Implemented in Middle East & African Countries
- SAP Modules – Sales, Purchase, Stores, Finance & Banking, Fixed Assets, Customer Portal and HR & Payroll
Jayem Automotives: Coimbatore

- End to End Implementation of SAP B1
- SAP Modules – Sales, Purchase, Stores, Finance & Banking, Manufacturing, Subcontracting, Job Work, Project Management, Quality, Plant Maintenance, HR & Payroll, Costing and Fixed Assets

Al Ghurair Group: Dubai

- End to End Implementation of SAP B1
- Implementation in process on group companies
- SAP Modules – Sales, Purchase, Stores, Finance & Banking, Manufacturing, Subcontracting, Job Work, Project Management, Quality, Plant Maintenance, HR & Payroll, Costing and Fixed Assets

Prasad Group: Chennai

- End to End Implementation of SAP B1
- Implementation in process on group companies
- SAP Modules – Sales, Purchase, Stores, Finance & Banking, Mobile Service and HR & Payroll

Jasper Industries: Hyderabad, Vijayawada

- End to End Implementation of SAP B1
- Branch Consolidation (Around 25 Branches)
- SAP Modules – Sales, Purchase, Stores, Finance & Banking, Insurance WorkShop, Spares, Vehicle Finance, HR & Payroll and Fixed Assets

Josh Tech Services: Bangalore

- End to End Implementation of SAP B1 and B1 HANA
- SAP Modules – Sales, Purchase, Stores, Finance & Banking, Mobile Service and HR & Payroll
• Received Special Recognition from SAP as Best Partner

• Our Add-On’s have been showcased at SAP Summit in 2012

CLIENT TESTIMONIALS

It has certainly been a rewarding experience working with committed and dedicated team of Indus Novateur Softech Pvt Ltd. - IT Manager, Jayem Automotives

I thank Indus Novateur Softech Pvt Ltd for support services rendered in implementing SAP Business One at Saroj Agro Industries. - AGM, Saroj Agro Industries

Good Support by Indus team has enabled us to control and manage our business process in efficient manner which has added value to our business.

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Grow with Us

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