

Strategie  
TEAM  
SOFTWARE

ERFOLG

REPORTING  
ANALYSE  
Management



B&T Solutions-HUB Innovation Exchange

Technologies, Solutions, Processes, Products

Business Intelligence

Unternehmen  
ZIELE  
Mitbewerber

PLANEN

Daten  
Wissen  
Sales



“SInX” the “B&T Solutions-HUB Innovation Exchange”  
Information Technology Solutions...

ERP Solutions and Services – SAP / ORACLE

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SInX



B&T Solutions-HUB Innovation Exchange

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# “SInX” the “B&T Solutions-HUB Innovation Exchange” is a platform for SAP and Oracle based customised solutions .....

- ERP Solutions & Services
  - SAP Portfolio
  - SAP Offerings - Products
  - SAP Offerings - Consulting
  
- Contact

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# ...using established and the continuously developing technologies and tools as SAP / Oracle as well as other players strive to meet mkt. needs

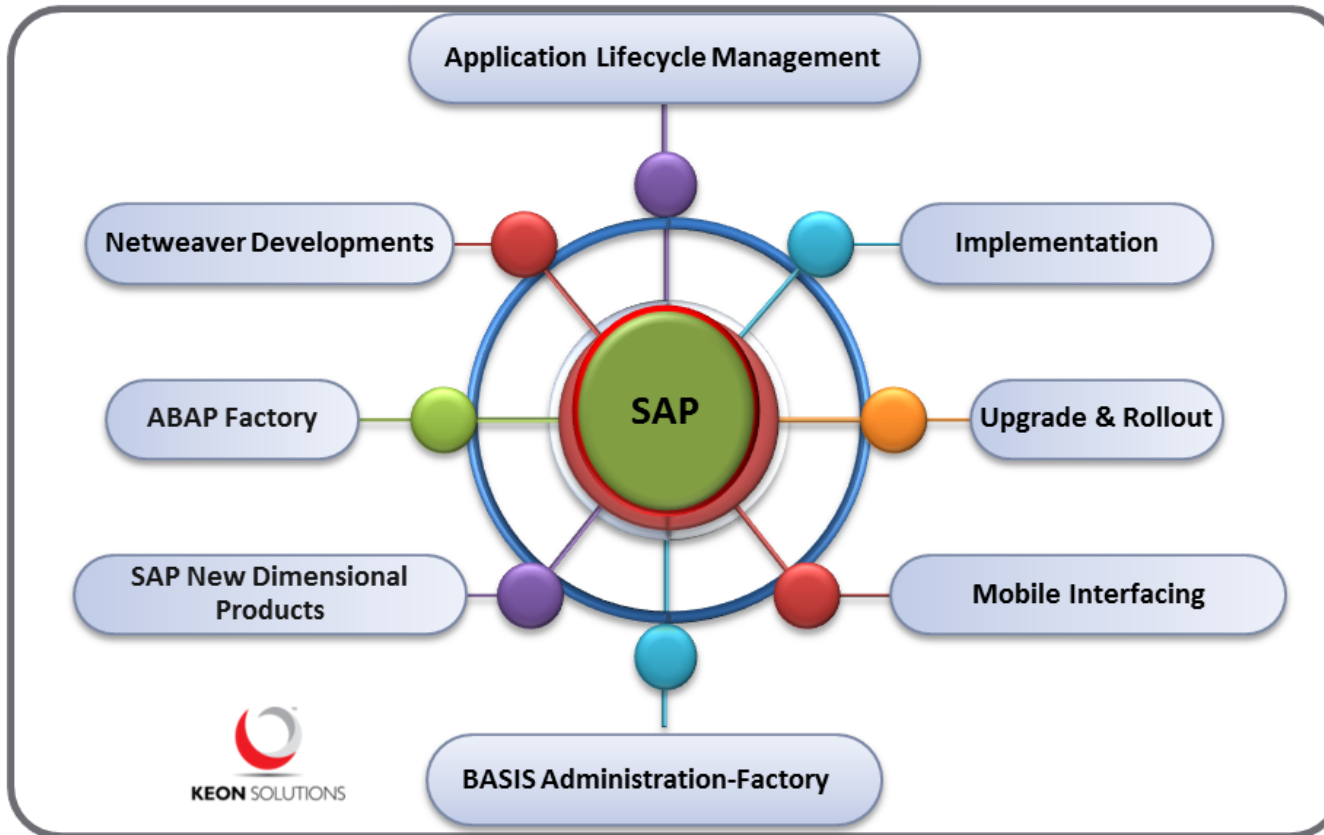
- **Solutions:** SAP, Sybase SUP, iBOLT, EAI, .NET, Java J2EE, Infor
- **Areas of Expertise** – Core SAP Modules, ABAP, Basis, SRM(EBP, SUS, CLM, LAC, MDM etc.), Netweaver EP, Netweaver PI/XI, Solution Manger, HCM (OM, PA, TM, LSO, TEM, ESS/MSS), Netweaver System Administration, ABAP Web Dynpro, Adobe Forms
- **Services** – E2E Implementation, Support, Technical/Functional Upgrade, Process Enhancements, New Dimensional Extensions, Staff Augmentation

- **Partners:**



**Global Knowledge, Local Solutions**

# Technology and Solutions providers are validated and integrate seamlessly with “SInX” Subject Matter Experts.....



Proof Of Concept

Solution Manager

Extension of Business Processes

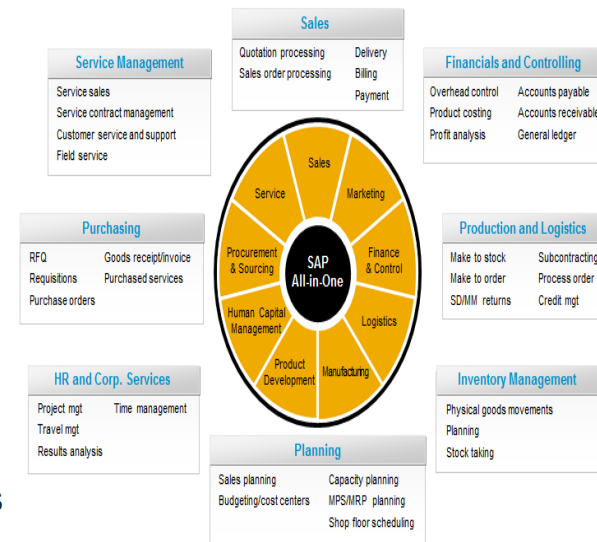
Heterogeneous Systems' Integration

SAP HCM

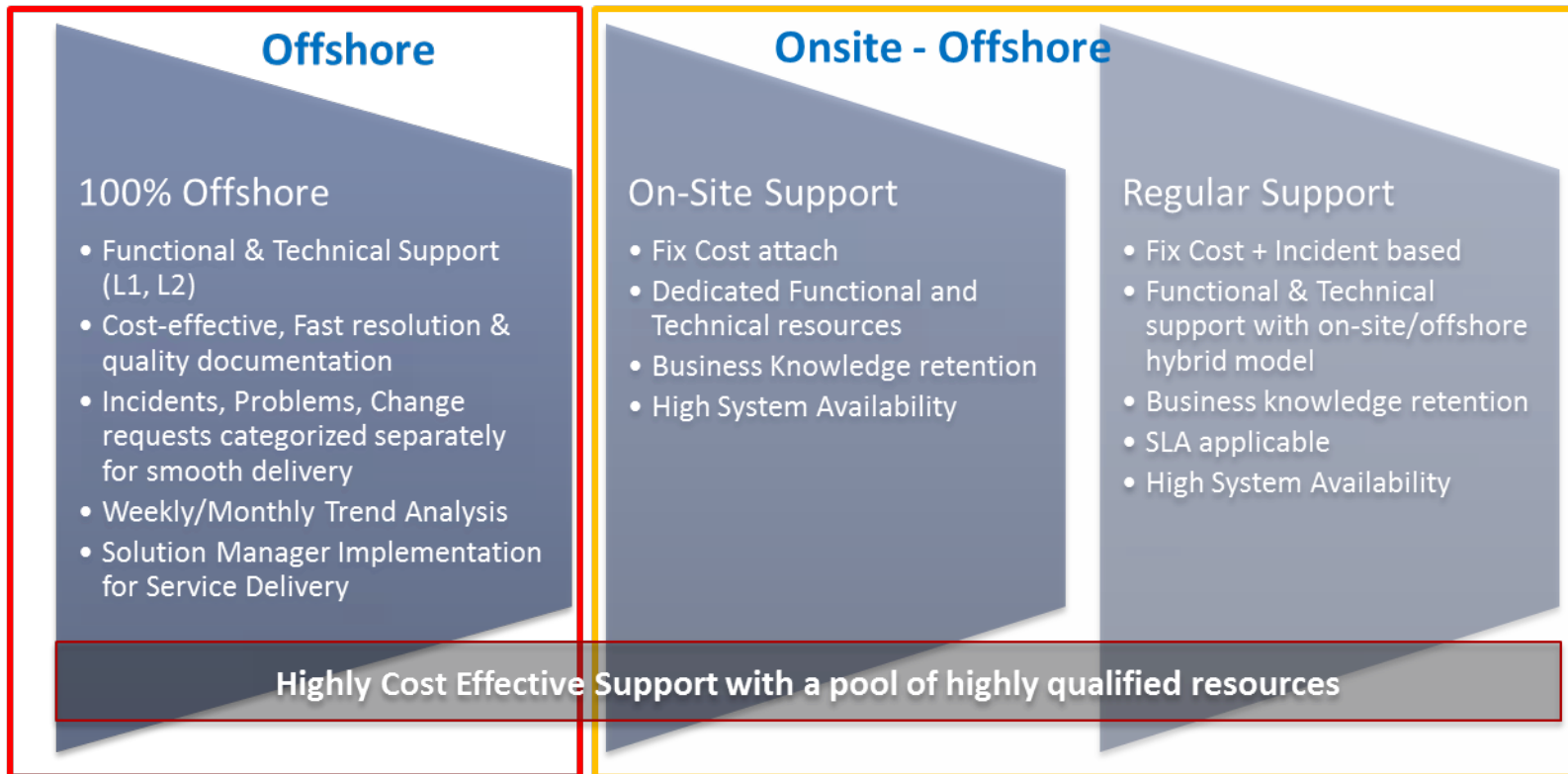
SAP SRM

# .... for engaging in designing and realising Business Processes on the SAP / Oracle ERP platforms.....

- Installation/Customization/Realization of ECC 6.0
- Localization(CIN)
- Strong Competency of Domain and SAP Experts in MM, SD, PP, FI, CO, QM, WM, PS, PM
- Strong ABAP & Basis Competency
- In house ECC system configured with key Business Processes of different Industry Verticals
- Key Team having experience in delivering global Projects/Programs across multiple geographies
- Implementation methodology based on SAP Best Practices
- Custom Reports and Forms in all the above areas
- Version Migrations from all the older versions to ECC 6.0
- Legacy/Third Party Integrations with SAP  
via ALE/EDI/IDOC, .NET/Java Connector, PI/XI
- Strong Project Management to have a perfect combination of time, quality and budget
- Business Process re-engineering in the course of implementation
- Flexible resource ramp-up and ramp-down approach
- Innovative ideas to cater to complex business scenarios
- Expertise in integrating SAP ECC 6.0 with other new dimensional products



# ...and for engaging in “Application Lifecycle Management” using “Global Knowledge” & “Customer Proximity”, for ensuring customer acceptable Price / Effort ratios



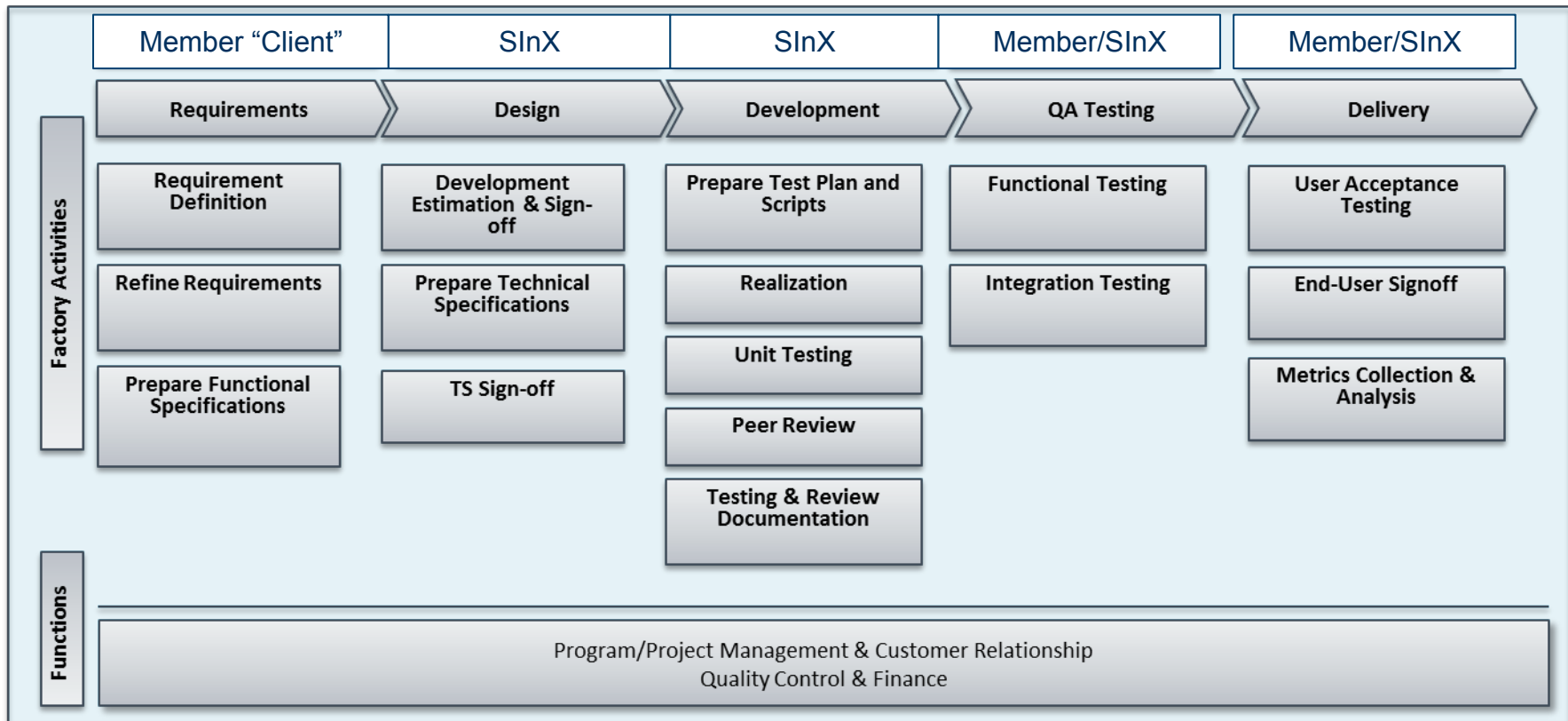


# The ABAB Development Factory engages at the level of individual tasks & projects or at the level of complete Programs having multiple projects

- ABAP developments from offshore ABAP factory through a team of highly skilled ABAP consultants having varied industry experience
- Forms (Smart forms / SAP Scripts / Adobe Forms Designer)
- Reports (ALV Reports...)
- Interfaces (ShopVue, Hyperion,... - using BAPIs, IDocs etc.)
- Conversions, Data Migration (LSMW, eCATT, BDC...)
- Enhancements (Enhance Framework, User Exits, BADIs, ALE / IDocs , RFC, BAPI ..)
- Web enablement through WebDynpro (ABAP & Java)
- SAP Business Workflow
- ABAP Developments for integrating any legacy application
- Mutually agreed effort estimations with the Customer for each deliverable
- Single Point of Contact for smooth communication

- **A team of technically strong and experienced ABAP developers**
- **Key members having 30+ years of ABAP experience**
- **Strong functional team to provide support**
- **Complete delivery can be planned from offshore**

# The ABAP Engineering Factory Model ensures that business requirements are defined and validated and the solution is quality assured



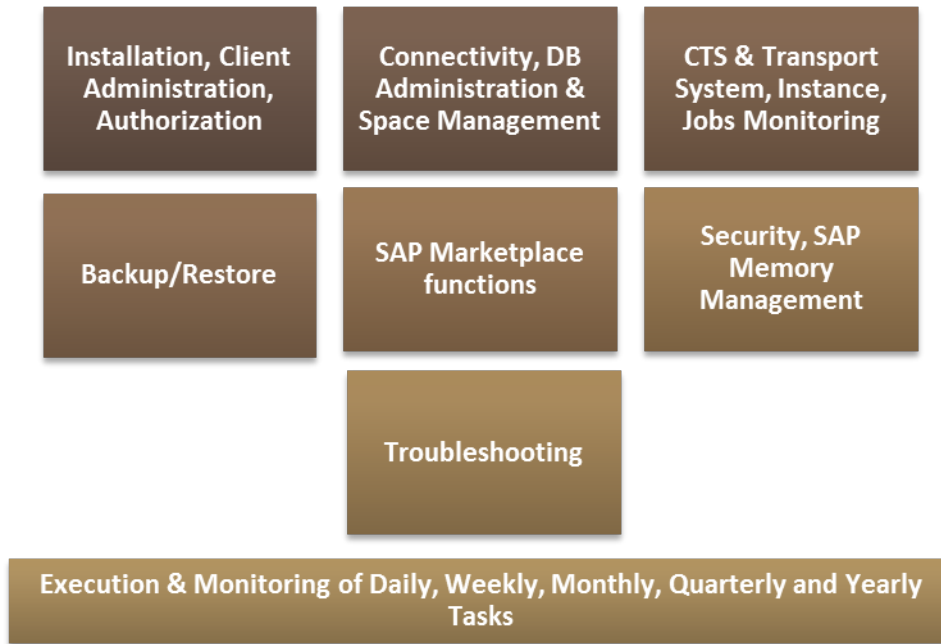


# The “Solutions-Lab Concept” caters to the rapid deployment of SAP Innovations....

- Installation/Customization/Realization of SAP XI/PI, EP & MDM
  - Integration services for connecting disparate applications (SAP and non-SAP) and systems with comprehensive monitoring and alert architecture with PI
  - With PI, Connect to all kinds of applications in heterogeneous landscape to offer uniform Enterprise Integration Layer (EAI)
  - Create and Execute cross application business processes that can be measured for process efficiency
  - ABAP and Java WebDynpro technologies to web-enable SAP and non-SAP applications in EP
  - Custom iView Design & Development in EP
  - Integrate interactive PDF documents into business processes driven by SAP applications Content Aggregation, Delivery & Management in EP
  - Pre-built scenarios to automate paper based forms for common business scenarios in Procurement, HR and Sales
  - Generate forms that contain data extracted from SAP systems & can be submitted back into SAP with data filled in by the users
  - Integrated Enterprise Content Management for SAP transactions and unstructured content plan and Implement process oriented view of documents and transactions via SAP DMS
  - employees access to SAP enterprise business processes and intelligence from within the Microsoft Office environment with Duet
- **Portal Development capability reduces customer dependency on the need to access disparate systems**
  - **Experience in developing interfaces to integrate multiple legacy systems with SAP ensure continuity of support**

# Basis Implementation and Maintenance is clearly recorded, reported and the activities made transparent to the customer / user.....

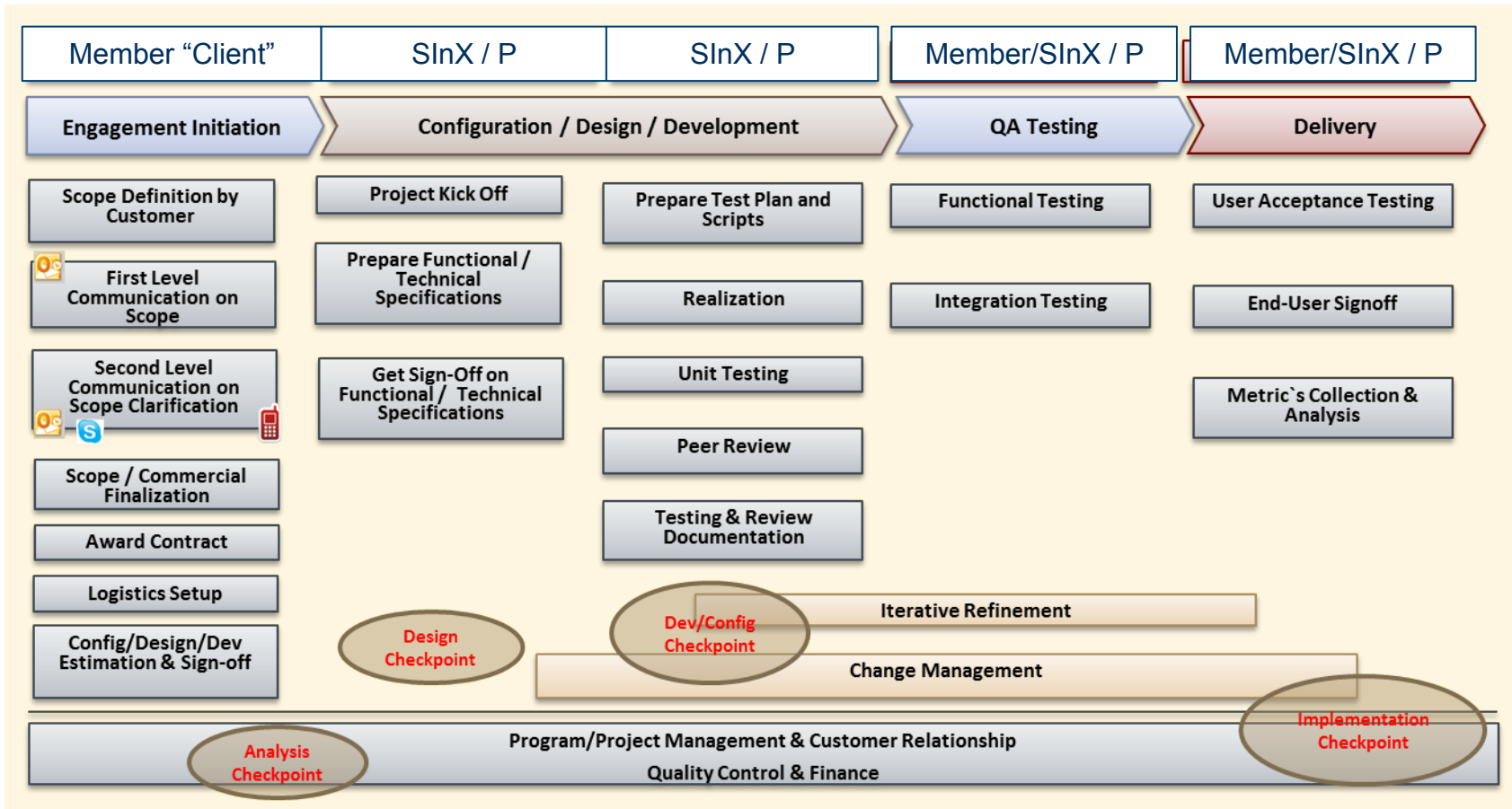
- System Administration in Business Suite of products, SRM, CRM etc.
- OS and Database Administration
- User Management, Security / Profile Administration, Single Sign on / LDAP Integration
- Performance Monitoring / Jobs Scheduling & Monitoring
- Enhancement Pack Installation / Service Pack Installations
- Netweaver Administration / Identity Management / UME Administration
- CoE Certification
- Solution Manager Installation and Configuration (MopZ, EarlyWatch, Business Process Documentation, ITSM)
- SAP Technical Upgrade from older versions to ECC Ehp5



## The “SInX” services engagement model (SEM) has a well defined escalation process that kicks in at predefined trigger points

- engagement model is designed to support operational efficiency and cost effectiveness
- capability in architecting of SAP operational processes and the business logic, facilitates a decentralised, tightly controlled service delivery model.
- SInX OnSite / Offshore Value Proposition includes:
  - 3000 Sq. ft. - 24\*7 development facilities in India with state of the art infrastructure
  - Secure environment – Physical & Network
  - SAP specific tools and accelerators

# The “SInX” Services Engagement Model (SEM) leans on the ABAP Factory Model



# SAP Offerings – Products (1/5) Enterprise Asset Management

## Know your returns per asset



### Technologies:

SAP Controlling, SAP Plant Maintenance, SAP Production Planning, SAP Financials, SAP Asset Accounting

### Products:

SAP ECC 6.0

### Challenges:

- What is the actual maintenance cost of the assets?
- What is the preventive maintenance cost of the assets?
- How much utilities are consumed by every asset?
- Which are my best performing assets and which are the worst performing ones?
- How should we decide to subcontract work rather than do it through a non-performing asset?

### Solutions:

- Integration of equipment's to asset masters
- Integration of Maintenance orders to equipment assets
- Automatic cost collection for utilities consumption by Assets
- Asset performance analysis

### Services

- Business process Monitoring & Audits
- Business process Audits
- Business process Enhancements
- Application Incident Management using SAP Service desk
- Application Upgrade for enhanced functionalities



# SAP Offerings – Products (2/5)

## Product Cost Control

### Know the cost of every action

- All expenses are incurred in value adding work streams to produce the finished product or service we want to sell to our customers. We will help you bring clarity to every expense that is incurred for production.
- Get one version of truth for Finance and Production on raw material consumption and finished product produced that is ready for sale



\* SAP Solutions based on Product Costing, CO, MRP, PP, PS and QM

### Technologies:

SAP Controlling, SAP Product Costing SAP Production Planning, SAP Financials, SAP Profitability Analysis

### Products:

SAP ECC 6.0



### Challenges:

- To get one version of truth for Finance and Production departments on raw material and utilities consumed per unit of production output. For instance,
  - How much raw material did we consume per unit of final product that is ready for Sale?
  - What are the electricity and water overheads at every production step?
  - How do I distribute external consultancy charges to product unit?
  - What is per hour cost of quality checks required?
  - Was the production run profitable?

### Solutions:

- Configuration of product cost structures to capture raw material and utilities consumption
- Collection of relevant costs in cost centre's as the production steps progress
- Allocation of expenses per unit of the finished product
- Settlement of Financials with updated inventory of production output

### Services

- Business process Monitoring & Audits
- Business process Enhancements
- Application Incident Management - SAP Service desk
- Application Upgrade for enhanced functionalities



# SAP Offerings – Products (3/5)

## Procurement Work flow

### Secure approvals for Procurement



### Technologies:

SAP Business Workflow, SAP MM-Purchasing, SAP-SRM, SAP-Controlling

### Products:

SAP ECC 6.0, SAP SRM

### Challenges:

- Automatic determination of approval authorities based on the transaction values and business lines to approve procurement decisions. For instance,
  - Will I need approval for the business class travel request I raised to attend vendor technical evaluation meeting. How can I convince the probability of this big deal?
  - Cost centre manager of the Product group should approve purchase requisitions.
  - Purchase orders above 50000 Euro's should be additionally approved by the CFO
  - I need to get approvals to clear invoice after I confirm the services rendered by my service vendor

### Solutions:

- Configuration of Business workflow for approvals
- Enhancements of Business objects to capture procurement request events
- Configuration of Notifications and Reporting

### Services

- Business process Monitoring & Audits
- Business process Enhancements
- Application Incident Management - SAP Service desk
- Application Upgrade for enhanced functionalities

# SAP Offerings – Products (4/5)

## SAP Portfolio Manager

### Challenges:

- View performance of the organization in terms of portfolio of projects?
- How can I group hundreds of projects into a portfolio of investment buckets and monitor them?
- I need to have a consolidated view of the amounts actually spent by the projects vs the amount that is budgeted.
- I want to monitor the critical milestones reached by a project?
- I want to re-distribute the budget among the projects and then synchronize them with the projects and subprojects

### Solutions:

- Portfolio Manager
- The Portfolio Manager combines best-practice experience in the area of project and portfolio management with a modern and easy-to-use web technology
- The main focus lies on a most flexible organization and grouping of projects and an efficient financial, capacity and milestone planning. By assigning a project to different hierarchically structured portfolios and/or programs (at the same time) a multi-functional view - e.g. from production and sales - can be provided easily.
- The Portfolio Manager is fully integrated in the SAP ERP landscape and offers various opportunities for customer-specific extensions.

### Services

- Business process Monitoring & Audits
- Business process Audits
- Business process Enhancements
- Application Incident Management using SAP Service desk
- Application Upgrade for enhanced functionalities

### Technologies:

SAP Netweaver, Webdynpro

### Products:

SAP ECC 6.0

# SAP Offerings – Products (5/5)

## SAP SRM

### Challenges:

- To organize procure-to-pay best practices that can help reduce procurement costs by enabling supplier communications, streamlining operations, and improving cost management
- Generate sustainable savings by streamlining procure-to-pay processes
- Eliminate risk of procurement noncompliance
- Achieve greater visibility into supplier relationships and performance
- Standardize and centralize procurement processes

### Solutions:

- Spend analytics – Capture, consolidate and present data from across the enterprise
- Sourcing – Reduce cycle times, costs, and maverick buys with bidding, auctions, and supplier collaboration
- Contract management– Extract maximum value from contracts through better compliance and execution
- Operational procurement – Accelerate processes and shorten the order cycle; foster standardization for self-service, plan-driven, and services procurement
- Supplier management – Continuously develop suppliers as you transact over the lifecycle from discovery to phase-out.

### Services

- Business process Monitoring & Audits
- Business process Audits
- Business process Enhancements
- Application Incident Management using SAP Service desk
- Application Upgrade for enhanced functionalities

### Technologies:

SAP SRM, SAP EBP, SAP SUS, SAP PI, SAP BI

### Products:

SAP ECC 6.0



**B&T Solutions-HUB Innovation Exchange**

Technologies, Solutions, Processes, Products

# SAP OFFERINGS – Consulting

SInX



**B&T Solutions-HUB Innovation Exchange**

# ERP Focus: SAP – Functional Modules Consulting Solutions Offerings (1/5)

## Proof of Concept

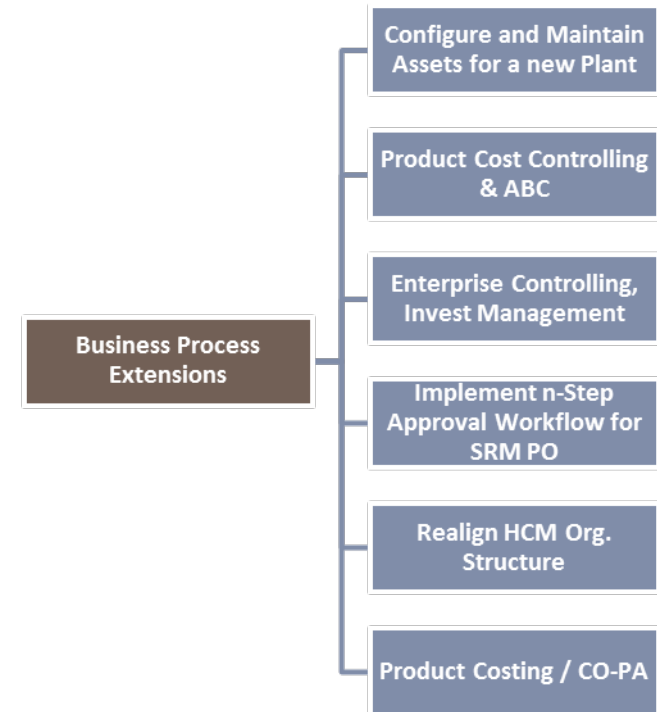
- Develop and test ideas within a structured project environment. There are three critical phases for a successful proof of concept approach: evaluation, feasibility and prototyping.
- **Evaluation** : In order to maximize the proof of concept approach it is vital to have a thorough understanding of the outline problem/requirement. Once the requirement is clear, SInX / P will work closely with customer to identify potential approaches and solutions that will satisfy the baseline requirement. At the end of this phase the baseline requirement will be clearly understood and played back to the customer with potential solutions/approaches.
- **Feasibility**: Once the evaluation phase is completed the feasibility of an approach/solution can be assessed from a technical, operational and business case perspective.
- **Prototyping**: Once an appropriate approach has been identified prototyping can begin. SInX / P starts developing the POC based upon the brief defined as part of the Evaluation phase and ratified in the Feasibility phase. Prototyping is an iterative process of development, assessment and refinement. This cycle continues, developing the solution in parallel as the requirements continue to mature and evolve.

- **Complete POC development delivered from Offshore**
- **Ideal for Customers who have yet to define the detail of their processes or need to achieve a result that is technically challenging**
- **Flexible Costing Model**

# ERP Focus: SAP – Functional Modules Consulting Solutions Offerings (2/5)

## Business Process Extensions

- Many times organizations have to plan that 2nd phase of vanilla SAP implementation where they need to extend the basic business processes in Finance, Controlling, Logistics execution, production, HCM and Sales and distribution - to harness the 'extended benefits ' of SAP.
- Aimed at customers looking to take up business critical activities with very limited scope e.g. few man days
- Might not be feasible for current service provider/in house team to take the activity on priority
- Execution done with ease while keeping current business processes intact
- Helps in smoothening and enhancing current business processes while saving on the cost
- Helps in streamlining processes in most of the functional and technical areas of SAP; some of them are out lined here

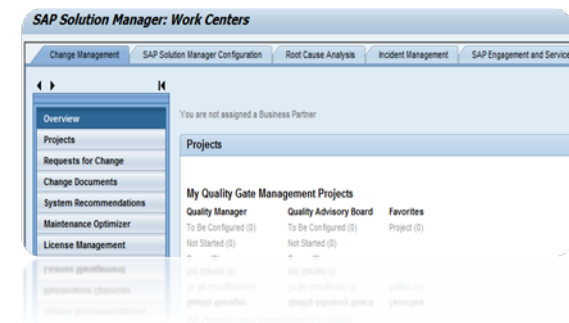




# ERP Focus: SAP – Functional Modules Consulting Solutions Offerings (3/5)

## SAP Solution Manager

- Installation/Customization of SAP SolMan
- Assistance in Customer CoE certification from SAP
- Activation and Configuration of the subcomponents in SolMan
- Business Process Documentation & Monitoring
- Solution Implementation via SolMan
- Test Management (Business Process Change Analyzer & Test Planning, Execution & Reporting)
- Maintenance Optimizer & Early Watch
- Service Desk Configuration
- Business Process Operations
- Change Control Management
- Upgrade Management

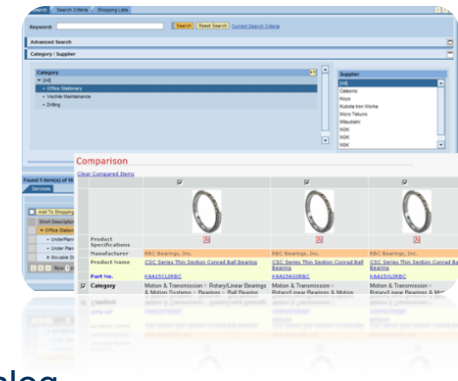


- **A very strong competency in Solution Manager and Netweaver Administration**
- **Experience of delivering 3 Solution Manager projects**
- **Complete service delivery with seamless integration within SolMan**

# ERP Focus: SAP – Functional Modules Consulting Solutions Offerings (4/5)

## SAP New Dimensional Products: SAP SRM

- Installation/Customization/Realization of SAP SRM 7.0
- Custom developments in SAP SRM
- ESOA based integration with other SAP Modules (MM, FI, CO, PP, PS, PM, IM, FM) with SRM
- Portal Integration and Personalization
- Supplier Portal for direct integration with Suppliers for Order Collaboration
- Central Procurement and Sourcing with Bidding and Live Auction activities
- Global Template preparation
- Public Procurement (SRM PPS)
- Implementation of e-Sourcing
- Implementation of Complex Approval Workflows with BRF
- Implementation of Contract Lifecycle Management above SRM
- Effective Data Harmonization and efficient procurement with Netweaver MDM Catalog
- Complete Application Lifecycle Management of SRM



- **A very strong SRM Competency with one of the Key Members**
- **Experience of delivering 6 SRM projects including 3 implementations, 2 Support and 1 upgrade**
- **Innovative ideas to address some technically most complex business scenarios**

## ERP Focus: SAP – Functional Modules Consulting Solutions Offerings (4/5)

### SAP New Dimensional Products: SAP HCM

- Implementation and Support Services in SAP HCM
- Customization for country specific Payroll
- Customization and Implementation of various sub-modules e.g. OM, PA, TM, TEM, LSO, ESS/MSS, Recruitment, Travel Management
- Custom Developments in all the sub modules of HCM
- Custom Approval Workflow
- Custom developments in ESS/MSS Portals
- Employee Kiosk development
- Integration of 3rd Party Time Keeping M/Cs with Time Management in SAP with real time, accurate interfaces
- Org Structure Migrations

- **Strong HCM Competency**
- **Experience in delivering all HCM sub modules**
- **Experience in integrating third party tool BCOMM with Time Management for German auto major**
- **Experience in delivering Payroll integration with SAP**



## COMPANY PROPOSITION

Data is a commodity; each element of data has a price. Data is converted into Information and information is mined. “Data Elements” and “Information Packages” are saved and are communicated . The Challenge is the deployment of Methods and Tools for the Management of Data, the Structuring and Interpretation of Data into usable Information, the communication and the use of the Information for improving and sustaining Life is crucial but expensive, complex, disparate, and ever changing across community boundaries.

Our solutions addresses the needs for Integration of data / information creation, data / information management, data / information recycling, data / information communication technologies, development of the Data and Information building blocks / innovative use of the available technologies and their evolution.

Expression of “Executive, Strategic and Commercial Interest in a Partnership / Collaboration” should be directed to ***Tony Wadhawan***. This interest can be for Deployment, for Technology, for Manufacturing, for Financial (Commercial) partnership or for partnership that is Specific to project/s and could be in the form of: Joint Ventures / Partnership/s / License Agreements Franchisee Agreements, not limited to one Country / Region.