



# Discover Future Ready Enterprise Technology

SAP centric solutions for the Technology Industry

# Future Ready Enterprise Technology HiTechEDGE

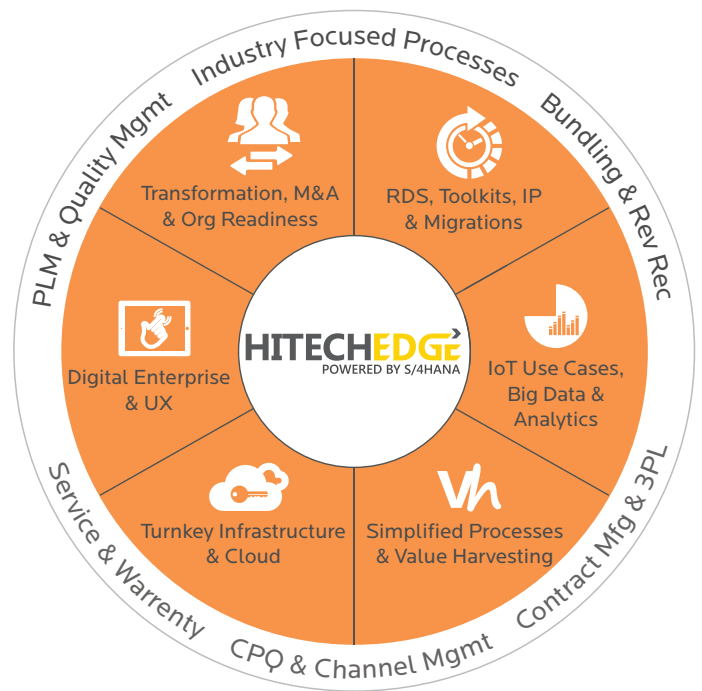
## Business Process Platform for HiTech

For over 20+ years Birlasoft has been at the forefront in driving business innovation with cutting edge technology. Our business strategies allow organizations to adapt to today's ever changing and connected IT landscape with completeness of vision, and product lifecycle management - from implementation to services and support for maximum sustainability and future growth. Our approach lies within co-creating best-in-class solutions that meet all your business needs.

Whether your business is in telecommunications, networking equipment, semiconductors & fabless manufacturing, electronics & high tech components, instrumentation, computer equipment or embedded software, SAP and Birlasoft can equip you with the world's most robust portfolio of business processes and enterprise technology backbone that empower you to operate better and make more insightful, data-driven decisions.

HiTechEDGE automates the core processes that drive your business every day. Launch products faster, streamline quotes and orders, optimize your supply chain, improve service management processes and achieve financial excellence on a single integrated platform. HiTechEDGE provides built-in best practices across Opportunity to Cash, Record to Report, Product Lifecycle Management, Service Management, Procure to Pay, Supply to Market and much more so you can accelerate speed to business value.

Integrated Supplier and Customer Relationship Management processes dramatically cut procurement costs and deliver superior customer service. Effortlessly visualize and address business performance with intuitive BI and dashboards tailored for each decision maker. Master change as it happens with the power of SAP HANA and unleash your workforce with our mobile-infrastructure for productivity anywhere, anytime and on any device.



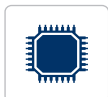
# Business Benefits of HiTechCEDGE



Telecommunications  
& Networking

## Enhanced operational performance and accountability with Supply Chain visibility and control

- Contract manufacturing processes integrated to internal supply chain
  - Multi-tiered inventory visibility and component visibility
  - Fulfillment tracking through 3PL connections and drop shipment capabilities
  - Reduce inventory carrying costs and obsolescence through improved visibility, forecasting and data (VH Tie in).
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Semiconductor &  
Fabless Manufacturing

## Increase revenue and customer satisfaction with collaborative sales and rapid demand response

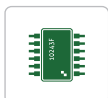
- Real-time capable to promise and backlog management
  - Revenue Recognition with bundled hardware and software sales
  - Project driven sales win and collaborative sales processes
  - Service order, deployment, Warranty and contract integration
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Computer Equipment

## Automated, real-time financial and order

- Processes to increase efficiency
  - Robust automated revenue recognition infrastructure
  - Out of the box deferred revenue calculations tied to orders, projects, or VSOE bundling
  - Management of contracts, pricing, licensing and service terms Configuration management
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Electronics & Components

## Proactive Management of risk and compliance

- Visibility and monitoring of compliance – SOX, VSOE, IFRS
  - Visibility to KPI performance at all levels
  - Reduced cost of compliance/audits
- 



Embedded Software

## Big Data Ready

- Cut data processing time from weeks to minutes with SAP HANA
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## Completely Mobile

- Mobile infrastructure – pre-configured business apps for all platforms and centralized device management capabilities

# A Turn-Key, Rapid & Fully Featured ERP That Works The Way You Do

## **BI and Dashboards**

- Comprehensive methodware with components including SAP BW, SAP Business Objects, SAP Business Objects Planning and Consolidation and GRC solutions.
- Custom Dashboards for multiple - users (C-suite & business leadership)
- Personalized, drag-and-drop functionality, interactive gauges, charts, and widgets for instant access to clear, understandable metrics.

## **Birlasoft Simple: SAP Hybris eCommerce & CPQ**

- B2B Accelerators RDS
- Dealer Portal & Guided Selling
- (CPQ)- Configure Price & Quote, (VC) Variant Configuration
- UX Design/Usability

## **SuccessFactors (SFSF)**

Leverage Birlasoft's multi-certified consultants and experience with over 900 SFSF projects to optimize your HCM solution across Employee Central, eBIZ modules, Benefits and Payroll.

## **Organizational Change Readiness**

- OCM Program Planning
- Organizational Readiness/Risk Analysis
- Attrition Risk Assessment
- Staff Skills & Competencies Assessment
- Integrated Training & Development Programs

## **StratosM&A Approach: Birlasoft M&A Value Driven Integration Approach**

- Birlasoft's M&A Delivery Methodology
- Org Readiness for M&A
- Birlasoft IP, Tools, Templates, Accelerators
- Risk Management & Governance Approach
- Heat Map Process Analysis for various LOB's

## **Tools for Lean Mftg- Sample List**

- Product Attributes based Mass Scheduling
- Shopfloor Sequencing
- Work Center work Dashboard

## **Transformational AMS**

Birlasoft Managed Services encompasses traditional AMS to transform and drive value in the business. We offer a mature yet flexible delivery model that provides average TCO savings of 30 – 40% over the life of the engagement.

- Mobility & UX Fiori
- Custom Applications
- SRM
- SNC
- FSCM
- PLM
- Fiori Cloud
- StratosCollaborate
- Customer
- Ariba
- Hybris
- Social
- StratosCRM
- SuccessFactors
- SCM - APO

<p><b>Opportunity to Cash</b> Account Mgmt.   Global Trade Services Marketing Opportunity Mgmt.   Order Processing</p>	<p><b>Record to Report</b> Asset Accounting   Cost Mgmt.   Enterprise Performance Mgmt.   Financial Closing &amp; Consolidation   Financial Supply Chain</p>
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<p><b>Product Lifecycle Mgmt.</b> Product Development Strategy   Manage Innovation Program Management</p>	<p><b>Service Management</b> Customer Service Service Delivery Service Sales &amp; Marketing</p>	<p><b>Procure to Pay</b> Contact Mgmt.   Operational Procurement   Strategic Sourcing Supplier Management</p>
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**Supply to Market**  
Inventory Optimization | Logistic Execution | Operations Execution | Operations

<b>Accounting, Logistics &amp; HR</b>	<b>Reports for Accounting &amp; Logistics</b>
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<b>SAP ERP Central Component</b>	<b>SAP Business Objects</b>
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 Telecom & Network Appliances	 Semicon & Fabless	 Embedded Software	 Electronics & Components
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**HANA** BW & Suite on HANA • HANA Live • Sybase • HANA Apps • Non-SAP/Text Data/Hadoop

**Implement** Upgrade • Global Rollout • Migration • M&A &D • AMS

**POWERED BY SAP NetWeaver™**

SOA Management	MDM	Portal / Content Management	Business Warehouse
Integration Management	Security & Identity Management	Business Process Management	Mobile Infrastructure

### SAP S/4HANA

As a recognized HANA leader, Birlasoft's S/4HANA experience, with multiple customers, certified HANA experts and proven tools can help you transform your business and execute the S/4 HANA roadmap. Whether for ECC, S/4, Migrations, HANA EDW reporting or HANA Apps to manage Non-SAP and Unstructured Data with Hadoop integration.

### Vh- Value Harvesting™

- Simplify and gain more value from current Enterprise Systems
- Identify KPI's and utilize Birlasoft monitoring tools to analyze business process with Industry Standards/guidelines
- Build Processes/Solutions to achieve target KPI's

### Data Manager Tool

- Migrate JDE to SAP, Oracle to SAP, QAD to SAP)  
Powerful data profiling engine
- Identify duplicate records
- Real time address validation powered by Google
- Onscreen and batch data validation
- Option for real time data load simulation

### ERP

- Best-of-breed processes for Product Lifecycle Management, Supply to market, Record-to-report, Opportunity-to-cash, Procure-to-pay, Quality Management, Plant Maintenance and Revenue Recognition with bundled HW/SW sales
- Contract manufacturing processes integrated to internal supply chain
- Diverse Mix of Channels, CM, 3PL, OEMs
- Multi-tiered Inventory visibility and Price Protection
- Supports flexible manufacturing processes including make-to-stock, make-to-order, configure-to-order, or engineer-to-order
- Fulfillment tracking through 3PL connections and drop shipment capabilities
- Service Management (Repairs, Returns, Claims and Warranty) capabilities
- Configurable roles, processes and applications
- Improved usability - using SAP's NetWeaver Business Client (NWBC) as standard front-end
- Over 70 Pre-developed deliverable templates
- Implementation accelerators: 95+ SAP Best Practice Scenarios and over 60 additional value added scenarios configured
- Turn Key and Rapid Deployment ready
- Deployable on-premise, private cloud, public cloud or hybrid environments

## Rapid Deployment Solutions (RDS)

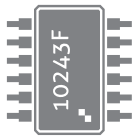
IM&CEDGE can be rapidly deployed as an on-premise solution in as little as 12-24 weeks or can be creatively financed through a hybrid or pure cloud SaaS model in our Tier-1 data centers. Birlasoft's deep SAP and industry domain expertise offers proven tools and proprietary integration accelerators to ensure a rapid and smooth deployment. IM&CEDGE comes "ready-to-run" on day one.

**DEPLOY  
FASTER**

- Birlasoft Workbench
- Estimation Tool
- Track Tool
- Smart Convert Tool
- Analyzer Tool
- Master Data Templates
- Complexity Mapper



# Industry Use Cases



## Digital Transformation & Process Optimization

- Industry: Hi-Tech Manufacturing
- Company Size: \$4.5B Revenue Global
- Performed Business Transformation
- Optimized Customer Service Processes
- Optimized Logistics Operations
- Established a New Generation platform for growth leveraging SAP ECC, CRM and HANA



## Digital Transformation with S/4HANA & Hybris CPQ

- Industry: Hi-Tech Manufacturing
- Company Size: \$500M
- Provided detailed insight into business performance
- Updated digital customer experience
- Established New business platform: S/4HANA (1503) with Simple Finance, HANA Live, Fiori, and Hybris CPQ on HANA



## Accelerate & Simplify Business Processes

- Industry: Hi-Tech Manufacturing
- Company Size: USD \$3B
- Built a modern IT foundation for future innovation
- Delivered a simple user experience to business users
- Streamline and accelerate processing times and transactions leveraging: ECC on HANA, (2014)', BWoH, Fiori, Revenue Recognition RAR, and HANA Live



## Enabling Growth and Expansion, Big Data & Machine Analytics

- Industry: Hi-Tech Manufacturing
- Company Size: USD \$2B
- Acquisition integration
- Global Roll-out to Latin America and AsiaPac
- Machine Big Data Analytics for maintenance & statistical analysis Leveraging: HANA, Hadoop, Sybase IQ, R-Programming Language, HANA Modeling



Discover more **Birlasoft** use cases



# Discover HITECHEDGE in 3 Easy Steps...

1

## Expert Virtual Roundtable

Your team gathers every week to discuss key issues. Invite Birlasoft experts to your call. We'll offer valuable insight into best practices, research and how other companies have gone from "good to great".



2

## Value Harvesting Workshop

Birlasoft will come on-site with experienced experts to deliver a free value assessment workshop. We'll provide a roadmap and solution scope using your data. You may find out that partnering with us can pay for itself in just a few months.



3

## Delivery Proposal

Birlasoft will provide a no obligation proposal to get you up and running in as little as 8-16 weeks with minimal upfront cost.

1900+  
SAP  
Consultants

Serviced Over  
300 SAP  
Customers

Customers  
Across 25+  
Countries

7 Global  
Delivery Centers  
& 34 Offices



**Awards & Recognition**  
SAP Impact Award Winner  
Top 10 SAP Ranked Partner

**Gartner**  
Top 20 SAP  
Implementation  
Providers

**IDC**  
Marketscape HANA  
Leader-Utilities 2015  
Manufacturing 2016



Hybris Award 2015  
Newcomer of the Year



**successfactors**  
An SAP Company  
CONSULTING PARTNER



RESOURCES

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## Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.