

All-in-One ERP and Business Process Platform

SAP solutions for the Industrial Machinery
& Components Industry

Industrial Machinery & Components Manufacturing Process Management

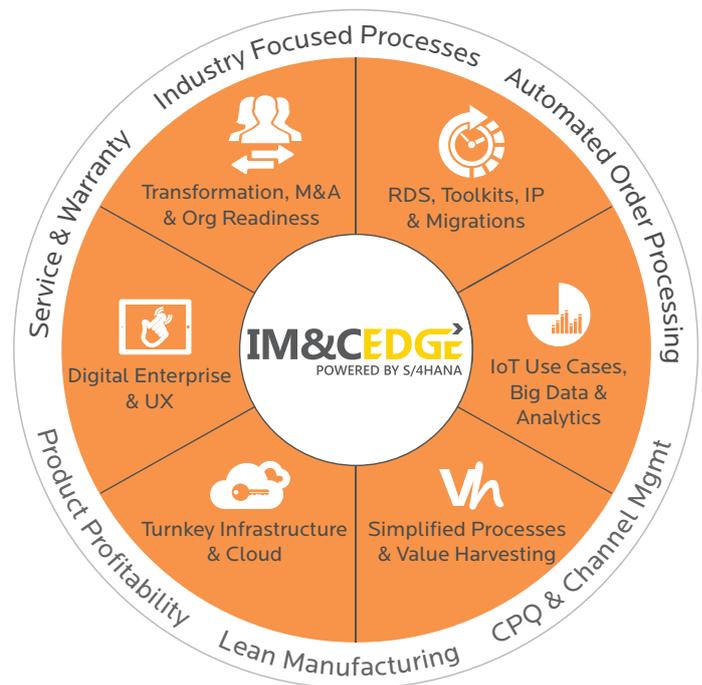
Business Process Platform for HiTech

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 automation and control solutions, industrial and electrical components or heavy equipment and machinery, SAP and Birlasoft can equip you with the world's most robust portfolio of business processes and the enterprise technology backbone that empower you to operate better, innovate and make more insightful, data-driven decisions.

IM&CEDGE 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. **IM&CEDGE** provides built-in best practices across Supply to Market, Sales and Service, Warehouse and Logistics, Product Development, Procure to Pay, Record to Report and much more so you can **accelerate speed to business value**.

Integrated Supplier and Customer Relationship Management processes lower procurement costs and enable 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 mobile-infrastructure for productivity anywhere, anytime and on any device.



Business Benefits of IM&CEDGE



Automation &
Control Solutions

Launch Products Faster

Launch innovative products faster and more cost-effectively with integrated support for collaborative engineering (across employees, customers and design partners), idea management and complete product development process management.



Industrial &
Electrical Components

Streamlined Quote and Order Management

Automate the entire quote-to-order life cycle - configure products to customer specs, determine pricing; check product availability, track invoices and more to execute orders faster and improve sales productivity.



Heavy Equipment
& Machinery

Enhanced Supply Chain Management

Optimized vendor selection tools, integrated planning and execution processes across the supply chain based on actual demand, sales plans and materials requirements.

Lean, Responsive Manufacturing and Warehouse

Synchronize sales and procurement with make-to-stock or make-to-order manufacturing processes with complete production planning, scheduling, execution and warehouse management capabilities. Gain visibility into inventory status, improve inventory levels and turnover. Responsive Manufacturing enabled by Integration with MII.

Remanufacturing

Standardized workflow processes enabled by Birlasoft remanufacturing accelerators.

Drive Aftermarket Success

Automate service planning and aftermarket operations execution with closed loop processes for marketing, budgeting, resource and product planning, field services, install base management, spare parts, market insight and more.

Improve Financial Performance and Visibility

Single ledger financials with tight accounting integration (P&L, G/L, A/P and A/R) improves cash management, asset management analysis of profit and loss drivers.

Variant Configuration & Scheduling

Gain efficiency with Variant Configuration/Classification for mass production order scheduling, cart based production flow and paperless manufacturing enabled by Birlasoft Work Center Priority tools.

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

Accounting, Logistics & HR	Reports for Accounting & Logistics
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SAP ERP Central Component	SAP Business Objects
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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)

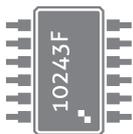
IM&CEDGE can be rapidly deployed as an on-premise solution in as little as 12-24 weeks or can be creatively financed through a hybrid or pure cloud SaaS model in our Tier-1 data centers. Birlasoft's deep SAP and industry domain expertise offers proven tools and proprietary integration accelerators to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



Simple, Scalable & Delight Customers

- Industry: IM&C
- Company Size: USD \$3B
- Solution: Suite on HANA with IM&C Edge Best Practices for Finance, Order to Cash, Forecast to Produce, Plan to Procure, Shop floor Controls Inventory, Warehouse processes
- New Gen platform for growth



Lean Manufacturing / Sequencing & Paperless

- Industry: Manufacturing
- Build solution based on lean concepts and value stream mapping
- Company size: USD \$700M
- Solution – Birlasoft Accelerators for Shop floor Scheduling, Detailed Sequencing and Paper less dashboards for Shop floor operations



Accelerate & Simplify Business Processes

- Industry: IM&C
- Build a modern IT foundation for future innovation. Exceeded ROI Expectations
- Company Size: USD \$1B
- Solution: Accelerated Implementation with IM&C Edge Best Practices. Web Sales order interface, Paymetric Credit Card processing, Vertex integration, Finance integration. Integration with SAP CRM for order processing for simple user experience to business users



Big Data & Warranty Analytics

- Industry: Manufacturing
- Machine Big Data Analytics for Warranty & statistical analysis
- Company Size: USD \$25B
- Solution: HANA Enterprise + Lumira for Warranty Management Analysis



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

Served 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
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.