

Solutions'... 1

[1C:Enterprise](#) from [1C Company](#)

24SevenOffice Start, Premium, Professional and Custom from [24SevenOffice](#)

[abas Business Software](#) from ABAS Software AG

[Access SupplyChain](#) from the Access Group

[Activant](#) acquired by [Epicor](#)

Acumatica Cloud ERP from [Acumatica](#)

AddonSoftware from [BASIS International](#)

Agresso Business World from [Unit4](#)

[AIVA 9001](#) from AIVA SISTEMA

AXIS ERP from [Consona Corporation](#)

[BatchMaster ERP](#) from [BatchMaster Software](#)

[CGI Advantage](#) from [CGI Group](#) (formerly [American Management Systems](#))

CGram Enterprise from [CGram Software](#)

Cimnet Systems from [Consona Corporation](#)

Ciright ERP from [Ciright Systems](#)

[COA Solutions Ltd](#) - Smart Business Suite

Coda Financials from [Unit4](#)

Comarch Altum from [Comarch](#)

Comarch Semiramis from [Comarch](#)

[Compass ERP](#) from [Transtek](#)

[Compiere](#) professional edition from [Consona Corporation](#)

DEACOM ERP from [Deacom](#)

EFACS from [Exel Computer Systems](#) and RAD Software.

Encompix ERP from [Consona Corporation](#)

[ENFOS](#)

EnterpriseIQ from [IQMS](#)

[Epicor Enterprise](#) from [Epicor](#)

Epicor ERP from [Epicor](#)

Retail ERP from [Erply](#)

Exact MAX from [Exact Software](#)

Exact Macola ES from [Exact Software](#)

Exact Globe Next from [Exact Software](#)

Exact Online from [Exact Software](#)

FinancialForce ERP from [FinancialForce.com](#)

[Fishbowl Inventory](#) from Fishbowl

[Greentree Business Software](#) from Greentree International

IFS Applications from [Industrial and Financial Systems](#)

Ignition MES and OEE Module [Inductive Automation](#)

Infor10 Barcode from [Infor Global Solutions](#)

Infor10 Discrete iEnterprise (XA) (aka [MAPICS](#)) from [Infor Global Solutions](#)

Solutions'... 2

Infor10 Distribution Business (aka SX.Enterprise) from [Infor Global Solutions](#)

Infor10 Distribution Express (aka FACTS) from [Infor Global Solutions](#)

Infor10 ERP Business (aka SyteLine) from [Infor Global Solutions](#)

Infor10 ERP Ln (formerly [Baan ERP](#), [Baan IV](#) and [Triton](#)) from [Infor Global Solutions](#)

Infor VISUAL (formerly known as VISUAL Manufacturing, VISUAL Enterprise, Infor VISUAL ERP) from [Infor Global Solutions](#)

Infor10 ERP Process Business (aka Adage) from [Infor Global Solutions](#)

Infor ERP Blending (aka BLENDING) from [Infor Global Solutions Intacct](#) Intacct and Intacct Accountant Edition

Intuitive ERP from [Consona Corporation](#)

[JD Edwards](#) EnterpriseOne from [Oracle](#)

[JD Edwards](#) World from [Oracle](#)

[Jeeves](#) from Jeeves Information Systems AB

[Microsoft Dynamics AX](#) (formerly Axapta) from [Microsoft](#)
[Microsoft Dynamics GP](#) (formerly Great Plains) from [Microsoft](#)
[Microsoft Dynamics NAV](#) (formerly Navision) from [Microsoft](#)
[Microsoft Dynamics SL](#) (formerly Solomon) from [Microsoft](#)

[Momentum](#) from [CGI Group](#)

[mySAP](#) from [SAP](#)

[MyWorkPLAN](#) from [Sescoi](#)

[NAV-X](#) from [Microsoft](#) and NAV-X LLC

[NetSuite](#) from [NetSuite Inc.](#)

Openda QX from [Openda](#)

[OpenMFG](#) from [xTuple](#)

Opera (I, II and 3) from [Pegasus Software](#)

[Oracle E-Business Suite](#) from [Oracle](#)

[Oracle Fusion](#) from [Oracle](#)

OSAS from [Open Systems Accounting Software](#)

[PeopleSoft](#) from [Oracle](#)

Plex Online from [Plex Systems](#)

ProfitKey from [ProfitKey International](#)

Pronto Software from [Pronto Software](#)

Prophet 21 from [Epicor](#)

Solutions'... 3

QAD Enterprise Applications (formerly MFG/Pro) from [QAD Inc](#)

Ramco Enterprise Series 4.x from [Ramco Systems](#)

Ramco e.Applications from [Ramco Systems](#)

Ramco On Demand ERP from [Ramco Systems](#)

Rapid Response Manufacturing from [ProfitKey International](#)

[TeamWox](#) from [MetaQuotes Software corp.](#)

Sage PFW ERP from [Sage Group](#)

Sage Pro ERP from [Sage Group](#)

Sage 100 ERP (formerly Sage ERP MAS 90 and 200) from [Sage Group](#)

Sage 300 ERP (formerly [Accpac](#)) from [Sage Group](#)

Sage 500 ERP from [Sage Group](#)

Sage ERP X3 from [Sage Group](#)

[SAP Business All-in-One](#) from [SAP](#)

[SAP Business ByDesign](#) from [SAP](#)

[SAP Business One](#) from [SAP](#)

[SAP Business Suite](#) from [SAP](#)

[SohoOS](#)

Tally.ERP 9 from [Tally Solutions](#)

Technology One from [Technology One](#)

TradeXpress from [TradeCard](#)

TRAVERSE from [Open Systems Accounting Software](#)

UFIDA NC from [UFIDA](#)

UFIDA ERP-U8 All-in-one from [UFIDA](#)

UFIDA U9 from [UFIDA](#)

[Visibility.net](#) from [Visibility](#)

Workday from [Workday, Inc.](#)

[WorkPLAN Enterprise](#) from [Sescoi](#)

[JustFoodERP](#) from IndustryBuilt Software Corp.

kVASy4 from [SIV.AG](#)

[Log-net](#) from LOG-NET, Inc.

[Maximo \(MRO\)](#) from [IBM](#)

Made2Manage ERP from [Consona Corporation](#)

[MECOMS](#) from [Ferranti Computer Systems](#)

SYSPRO from [Syspro](#)

Solutions'... 4 (Opensource)

Adaxa Suite

Adempiere

Compiere

Dolibarr

EpesiBIM

ERP5

ERPNEXT

Fedena

FrontAccounting

GNU Enterprise

HeliumV

JFire

LedgerSMB

Apache OFBiz

Openbravo

OpenERP

Phreedom

Postbooks

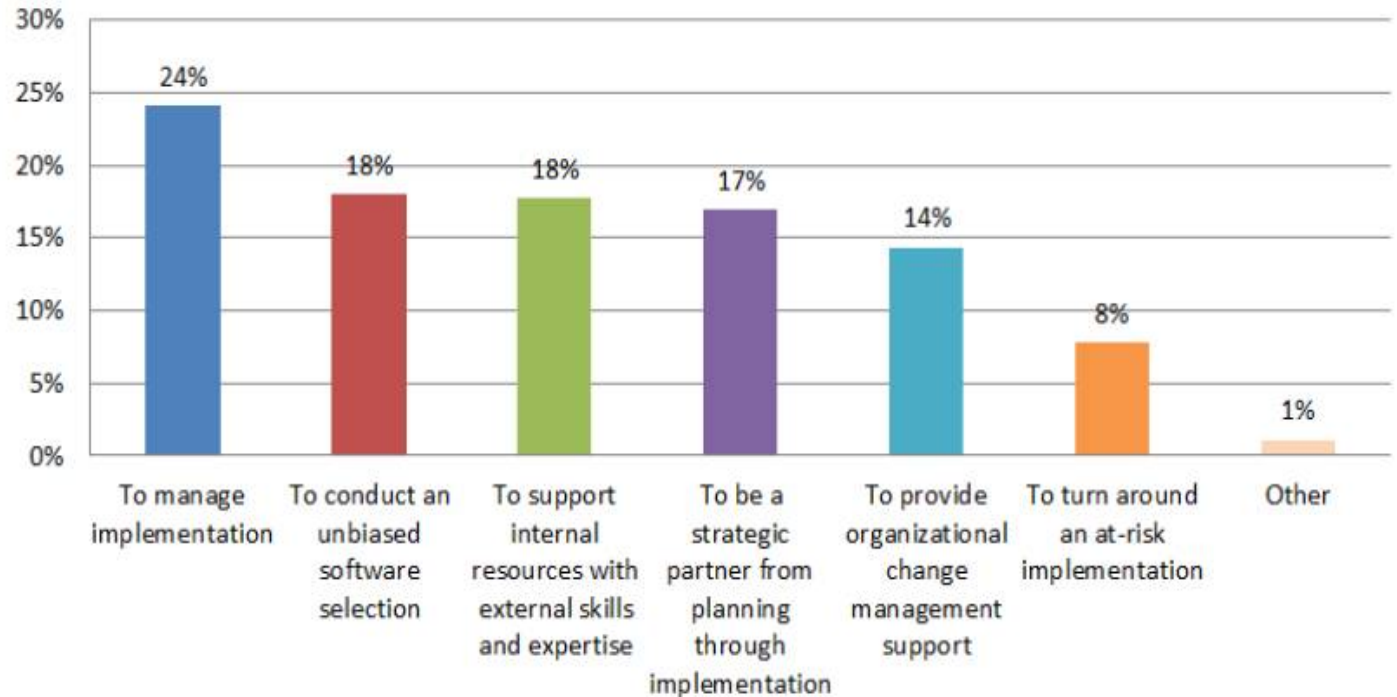
SQL-Ledger

Tryton WebERP

Need for ERP consultants

Opportunities:

- Software Evaluation
- Implementation Management
- System Testing
- Functional support
- User Training
- Implementation Review



Typical Evaluation Process



RFP Samples

HO should Receive daily stock position from the factories if remote link is down - Over the email or through fax

If remote link is available, latest stock position will be available in the system at HO

System should have capability to capture item wise price and cost information based on date and the time

Get market information through internet like LME price and record it.

System should be able to send Quotations to the prospects

Orders received over phone / fax should be able to be entered in the system

Orders can have scanned attachments as reference

Quotation then can be converted into Sales Order with or without modifications with approval.

Quotations can also be cancelled if not converted into sales order

Sales order can be entered without quotations as well
 can be direct orders
 can be export orders
 can be 2nd Sale

Sales order would broadly be divided into
 Direct Orders (ex-Stock Orders)
 Customised Orders (made to order)

Each order will have the basic information of -

Customer Name

Delivery Date

Delivery Address , in case the delivery is our responsibility

Items

Rate

Base Rate

Additional Rate

Taxes

Octroi and Transport Charges (in case of Free Delivery)

Payment Terms - If standard should be available as master and selected

Cash Discount Terms - If standard should be available as master and selected

Late Payment Interest Terms - If standard should be available as master and selected

Inspection of the Materials getting dispatched

Dispatch / Collection of Materials from Factory

Only approved D.O. can be seen at Factory for dispatch

Person Responsible for Dispatch to update the status of Dispatch

Person to update the Transport details (This may be integrated with weighing scale report)

Person to update the Testing Report Details

Quantity dispatched to be checked with the D.O.

Once materials dispatched, stock to be reduced

Only Dispatched Materials, to be allowed for invoicing

System to allow attachment against each Dispatch invoice which can be stored

If the materials are not dispatched within 7 days of the D.O. then either the full payment of the invoice is to be received or the order is to be cancelled

Update of Sales Invoice In software

Invoice to be generated in quadruplicate.

Since Excise Invoice has to be move with the goods, the Invoice has to be in Excise Format

If the Excise is not the part of the software, real time integration is required with the 3rd party software

The following details to be updated automatically while the invoice is raised

Credit Limit of the customer is reduced

The payment Terms, Cash Discount Terms, Interest Terms are populated automatically

The due date of invoice is calculated from the date of Invoice

A copy will come to Accounts & Finance for records

The Accounting Entries to be integrated in real time for Invoice and Cost of Goods Sold

System to accept the excess within tolerance limit (parameterisable field) to be allowed against each Sales Order

Basic General Requirements

Purchase Orders can either be manually entered or can be initiated (PR) by the Production Planning Process

The following Fields are required to be specified while placing the Order

Supplier Name

Delivery Address

Expected date of delivery

Items

Rate

Taxes

Payment Terms - On the basis of vendor master

Cash Discount Terms - If standard should be available as master and selected

Late Payment Interest Terms - If standard should be available as master and selected

In case the Purchase Order Type is Import, the additional fields would be required

Custom Duty including CYD/ SAD/ADD to be shown separately

Freight

Insurance

Clearing Charges

System to have the capability to earmark the specific items to Cost of Items

Orders can be accepted and confirmed by selected employees/ directors only

System to have the facility to email the PO to the suppliers on click of button

System to send the SMS to specific numbers on the raising of PO

Inspection of Materials as per the Quality Process

Preparation of Goods Receipt Note

The following Fields are required to be specified

Receipt Date

Quantity

Testing Report Number

Cost entries would be attached to the Item at this stage

Integration with the Excise Module would be required, if Excise is not the part of package

The GRN would be matched with the Purchase Order and any quantity less than tolerance limit will initiate a debit note.

Matching of Invoices with GRN and PO

Invoices received are matched with the GRN and PO which can happen at the factory or the Head Office

The rates, values and taxes should match with the purchase order

The Difference upto tolerance % on either side is allowed per delivery. The invoice will be accepted for the PO quantity only

The accounting Entries for the purchases to be passed in real time

Option of adjustment of current invoice details (Amount, rates, Quantity etc...) against the next invoice details of the same party

There would be some cases where the PO is not raised. System to allow Purchases without PO as well and therefore, the invoice entries directly in the system

Evaluation Report Sample

4 Types of Evaluation:

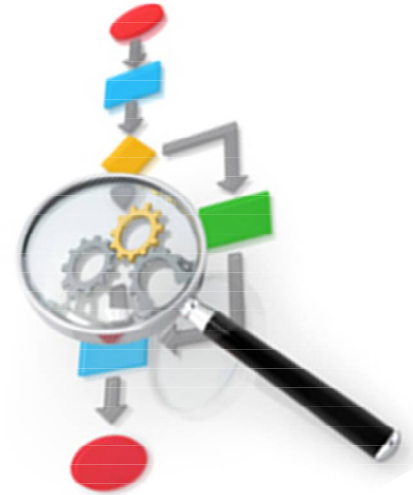
- ✓ Functional
- ✓ Technical
- ✓ Vendor
- ✓ Commercial

| Products | F | V | T | C | Final | Reasoning |
|----------|---|---|---|---|-------|--|
| | 3 | 2 | 3 | 3 | 2.25 | Lot of customisation required, though international, does not suit completely to Jayesh Requirements without customization |
| | 2 | 1 | 1 | 4 | 3.00 | International Class product, Professionally managed company, best in Technical and Vendor, 2 nd best in Functional, but Costly [need to work on Budgets] |
| | 1 | 3 | 2 | 2 | 3.00 | Seems to be best fit, Indian Product, On Oracle Technology, Cost Effective, Can be a product to move on from TRIO kind of product, less Change Management requirements |
| | 4 | 4 | 4 | 1 | 1.75 | Still evolving product, cannot suit totally, would be huge learning curve for the vendor to complete all critical requirements of the Group |

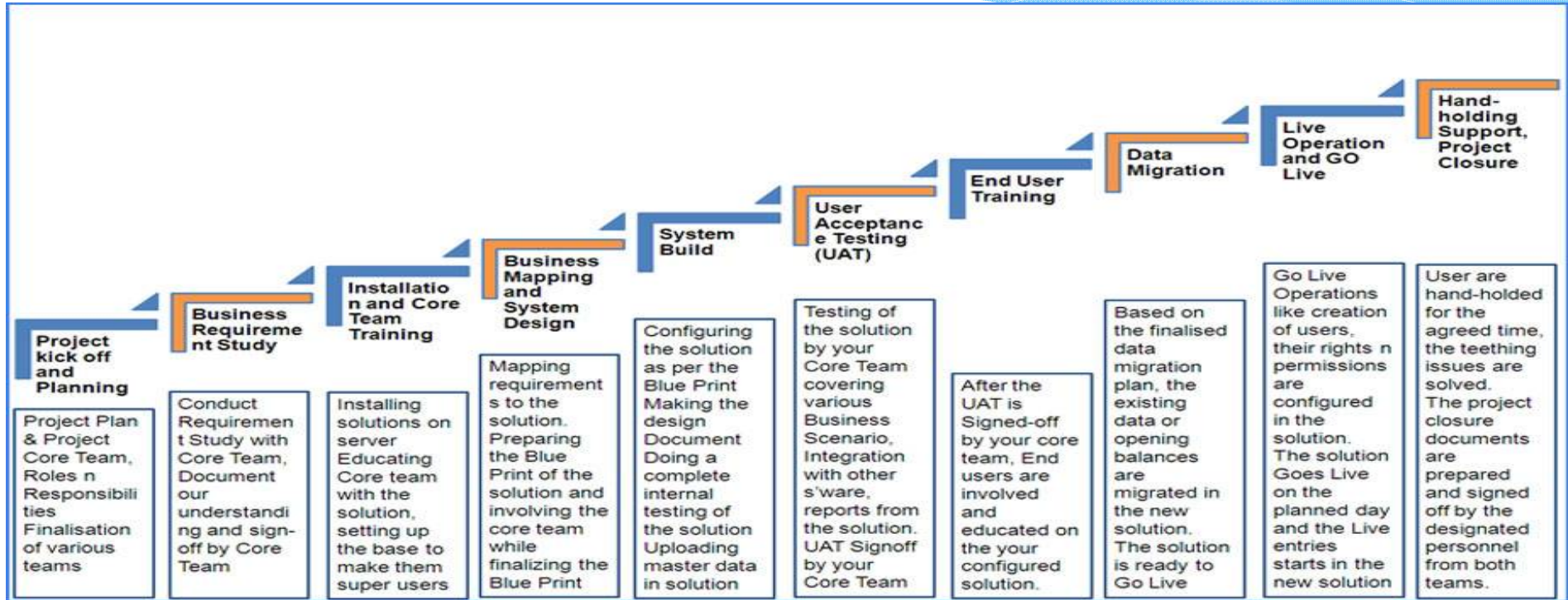
Role of CA in Evaluation

CA can handle the complete evaluation process of the solution

- Creating RFP
- Vendor Reference Checking
- Giving Inputs during Demos
- Giving Domain and Process Expertise
- Making Demo Scripts
- Final Evaluation Report



Typical Implementation Methodology



Typical Implementation Management

Implementation Management





Key Takeaway

Opportunities/Role Summary

- ✓ Identify Clients' need for Solutions
- ✓ Manage the implementation, be part of the project team
- ✓ Undertake change management workshops
- ✓ Undertake/Manage testing of changes
- ✓ Modify or Design SOP's
- ✓ Audit of the changes done for process, systems, controls, etc...
- ✓ If it comes to procuring new software; evaluation, designing RFP, managing its implementation, testing, etc...



Implementation Success Mantra

It is a Business Transformation Initiative rather than an IT Project

Technical Approach to **Training** is Transactions Training vs Business Approach is Process and Workflow Training, solutions are enablers

Minimise Technical Bugs is Technical Approach vs Minimise business disruptions and maximise returns would be business approach → **Measure of Success**

Change Management for technical team is good training of the solution vs for the business is employee buy-in at various levels, regular communications and workshops on the new process and benefits.

Requirements and Expectations going ahead

- ✓ ERP should be available on Mobile platforms
- ✓ Should be able to provide better Analytics – or one would need good Analytical Solutions
- ✓ Seamless Integration
 - ✓ Business Partners
 - ✓ Other Solutions
 - ✓ Approval Workflows
- ✓ Start thinking of Cloud as an option for some solutions to start with
- ✓ Ease of Use



Open Session

CA Alok Jajodia

Email : akj@mondialconsultants.com

Mobile : +91 9821163916

Tel : +91 22 40250500

*Thank
You*