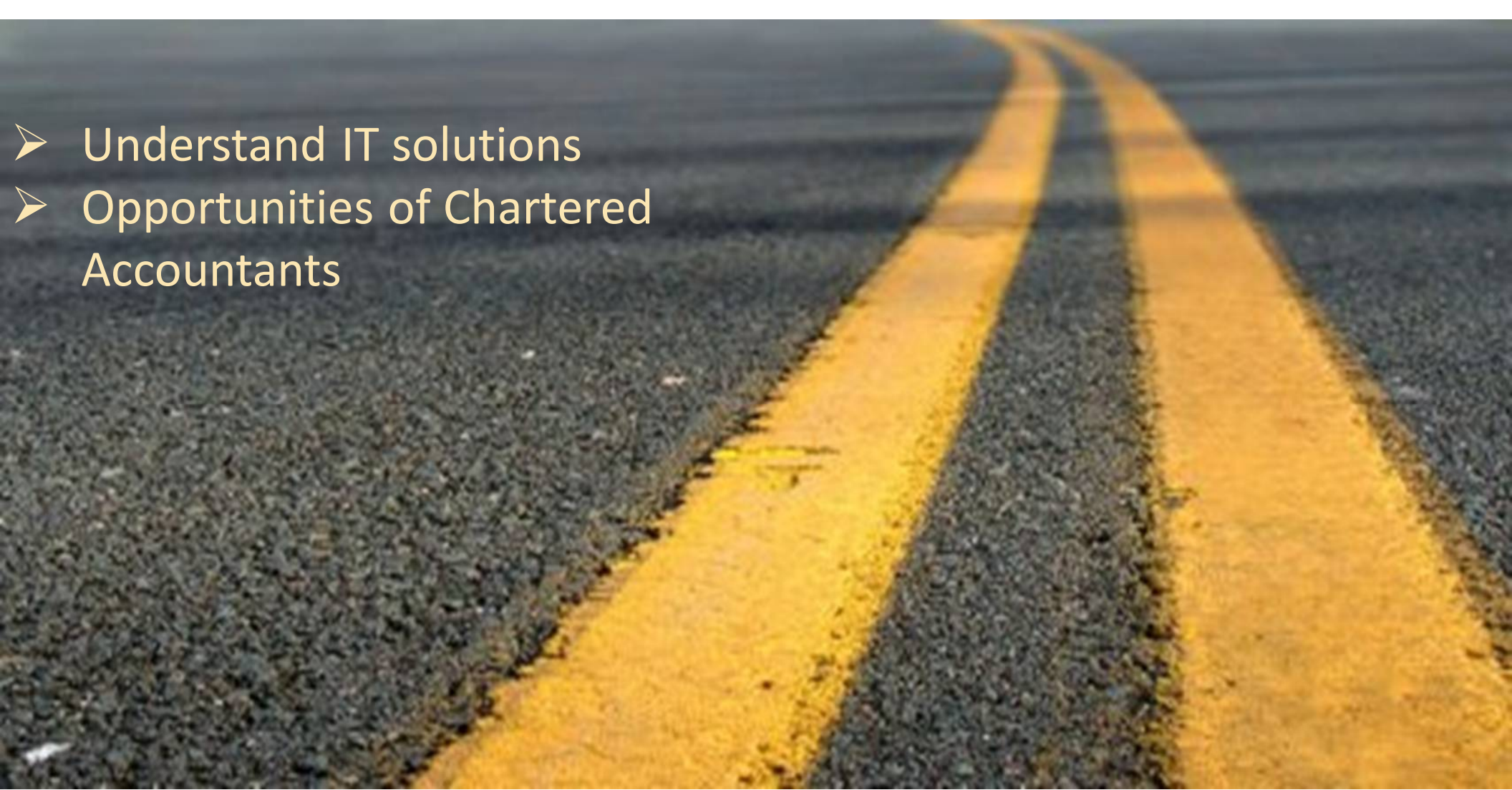


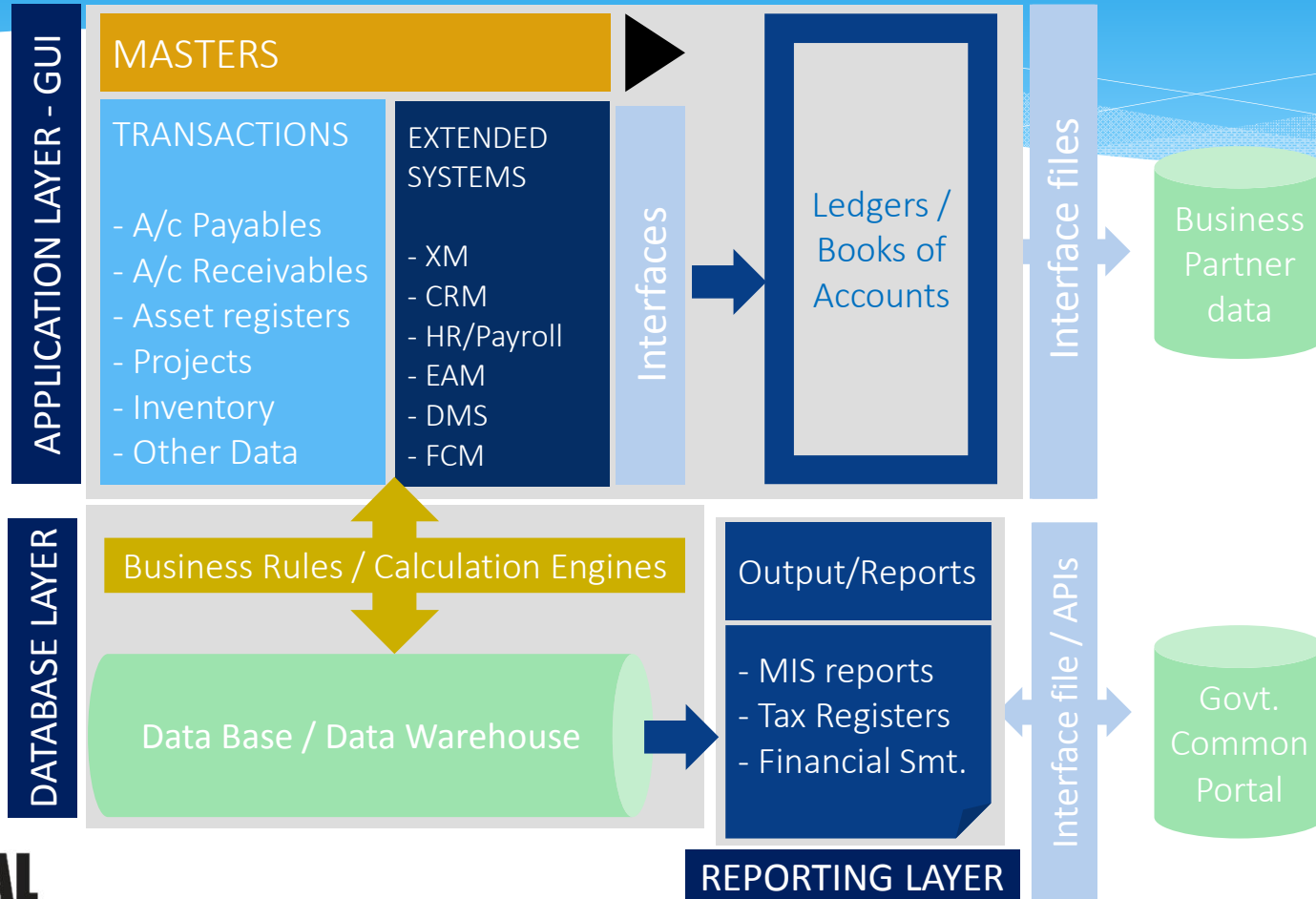
Opportunities for CA's in Technology Consulting

5 days IT Intensive Course
December 7, 2015
CIT-ICAI, WRIC, JBNCPE

CA Alok Jajodia

- 
- Understand IT solutions
 - Opportunities of Chartered Accountants

Typical Application Architecture



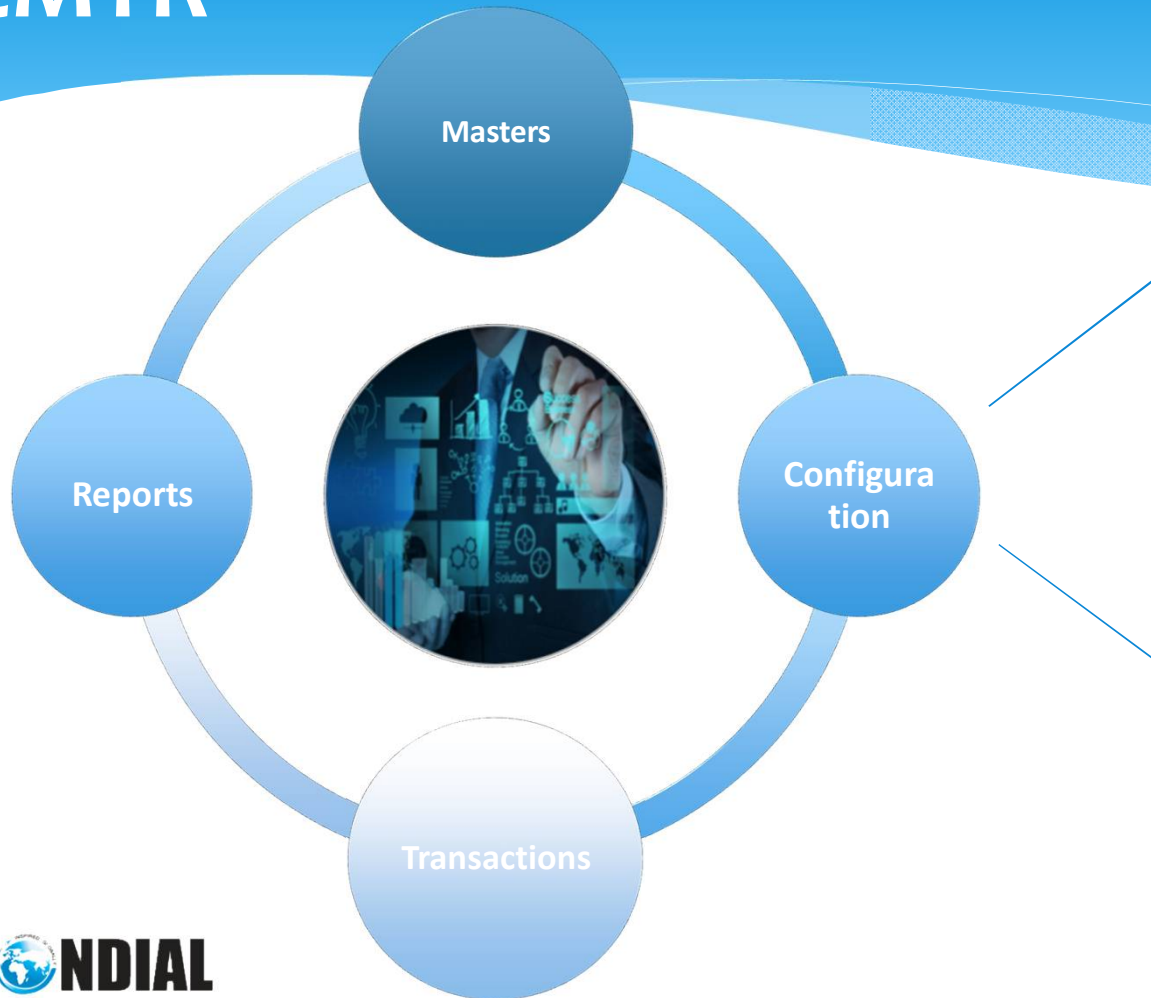
CMTR



Masters examples

- ✓ *Chart of Accounts*
- ✓ *Vendor Master data*
- ✓ *Material Master data*
- ✓ *Customer Master data*
- ✓ *Service Master data*
- ✓ *Tax Masters*
- ✓ *Tax Codes / Registers*
- ✓ *GL Groupings*
- ✓ *Distribution Channels / Sales Area*
- ✓ *Cost and Profit Centres*

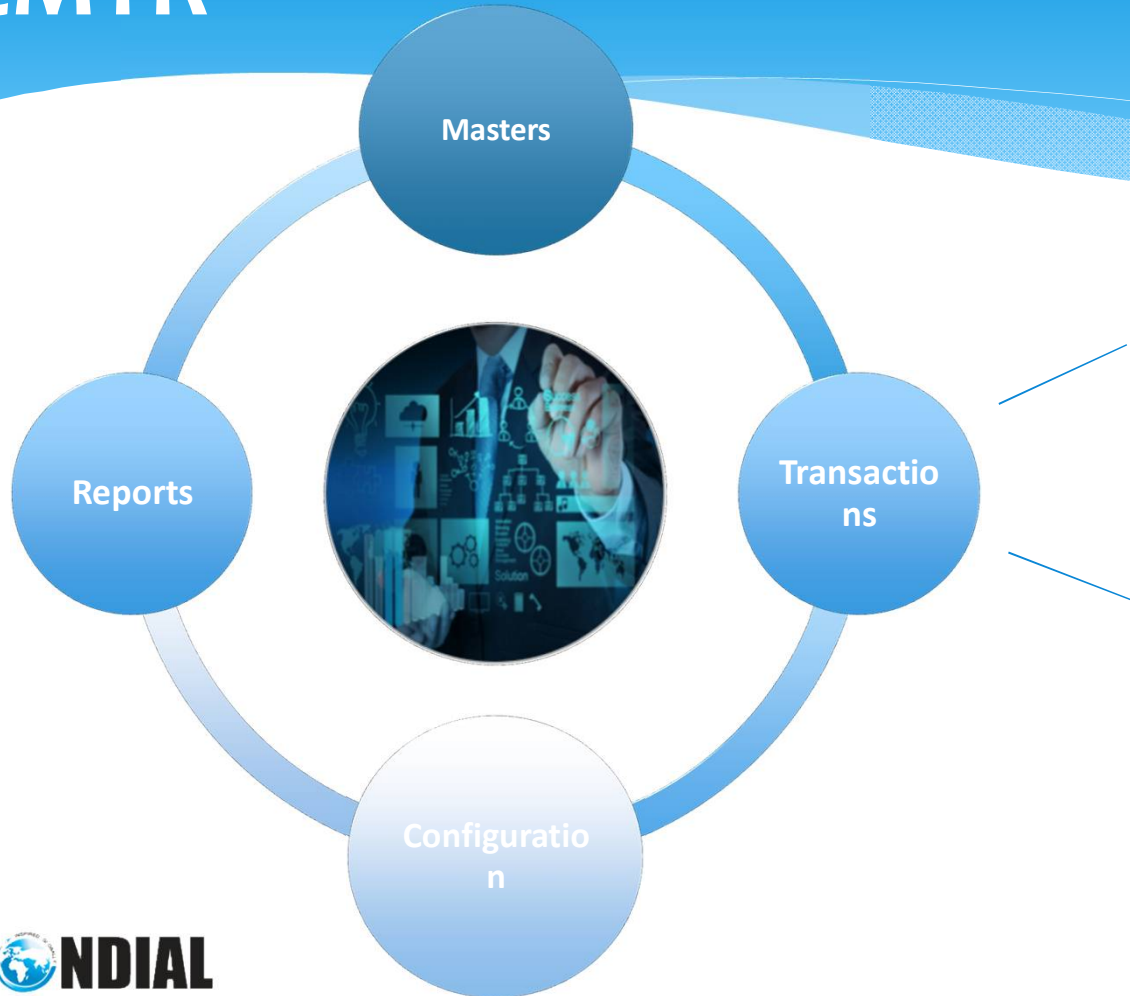
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Configuration examples

- ✓ *Account Assignments*
- ✓ *Fields/Components*
- ✓ *Pricing structure*
- ✓ *Business rules*
- ✓ *Document numbering*
- ✓ *Tax Postings*
- ✓ *Info records*
- ✓ *Scheduling Agreements / Contracts*
- ✓ *Interfaces*
- ✓ *Tax Credit Utilizations / Adjustments / Sequencing*
- ✓ *Accounting Entries*
- ✓ *Integration with various modules*
- ✓ *Cost Allocation Run*

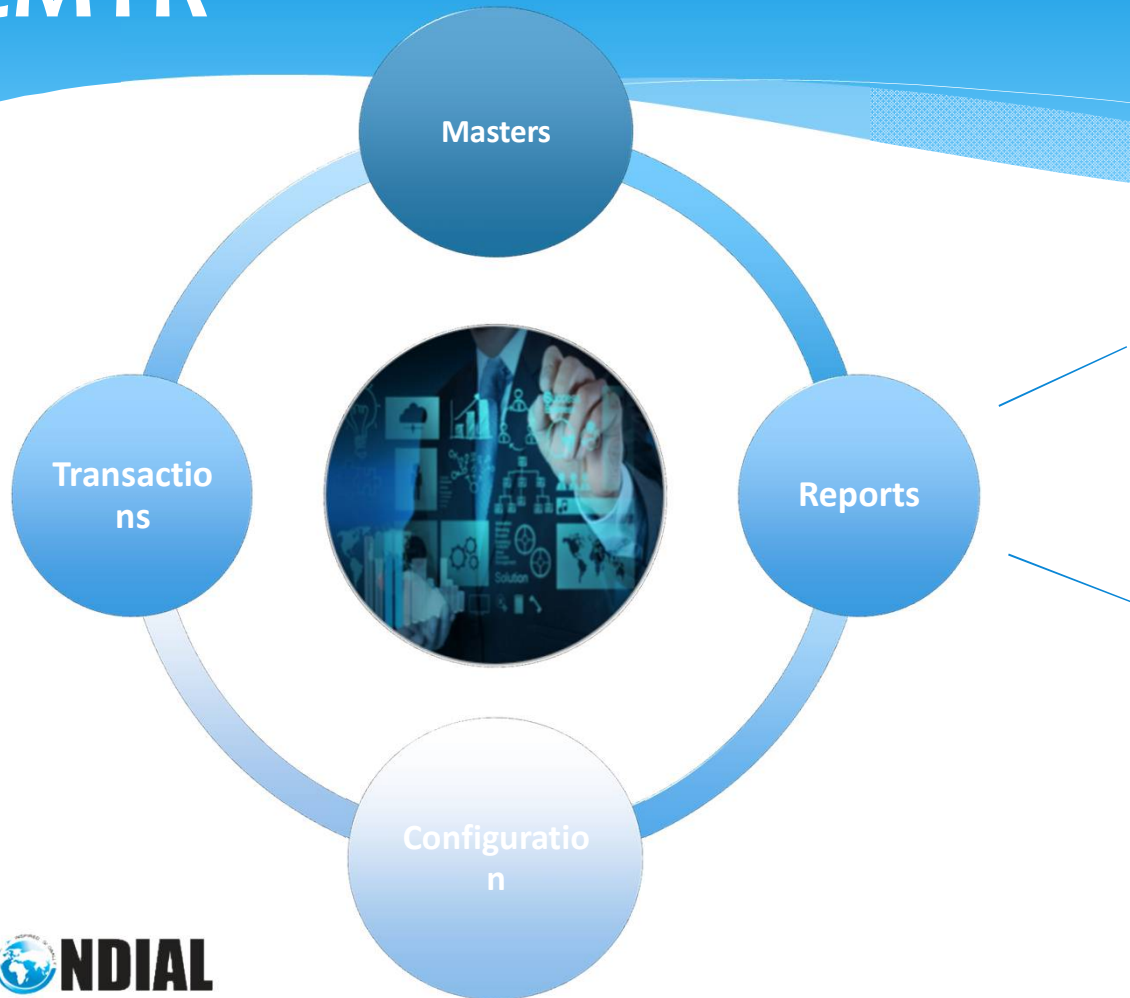
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Transactions Examples

- ✓ *Purchase Order*
- ✓ *Sales Order*
- ✓ *Production Confirmation*
- ✓ *Vendor Evaluations*
- ✓ *Additional Data*
- ✓ *Invoicing / Billing*
- ✓ *Bill Passing*
- ✓ *Debit Notes / Credit Notes*
- ✓ *Billing Schedules*
- ✓ *Interfaces and Integration Entries*
- ✓ *Production Entries*

CMTR

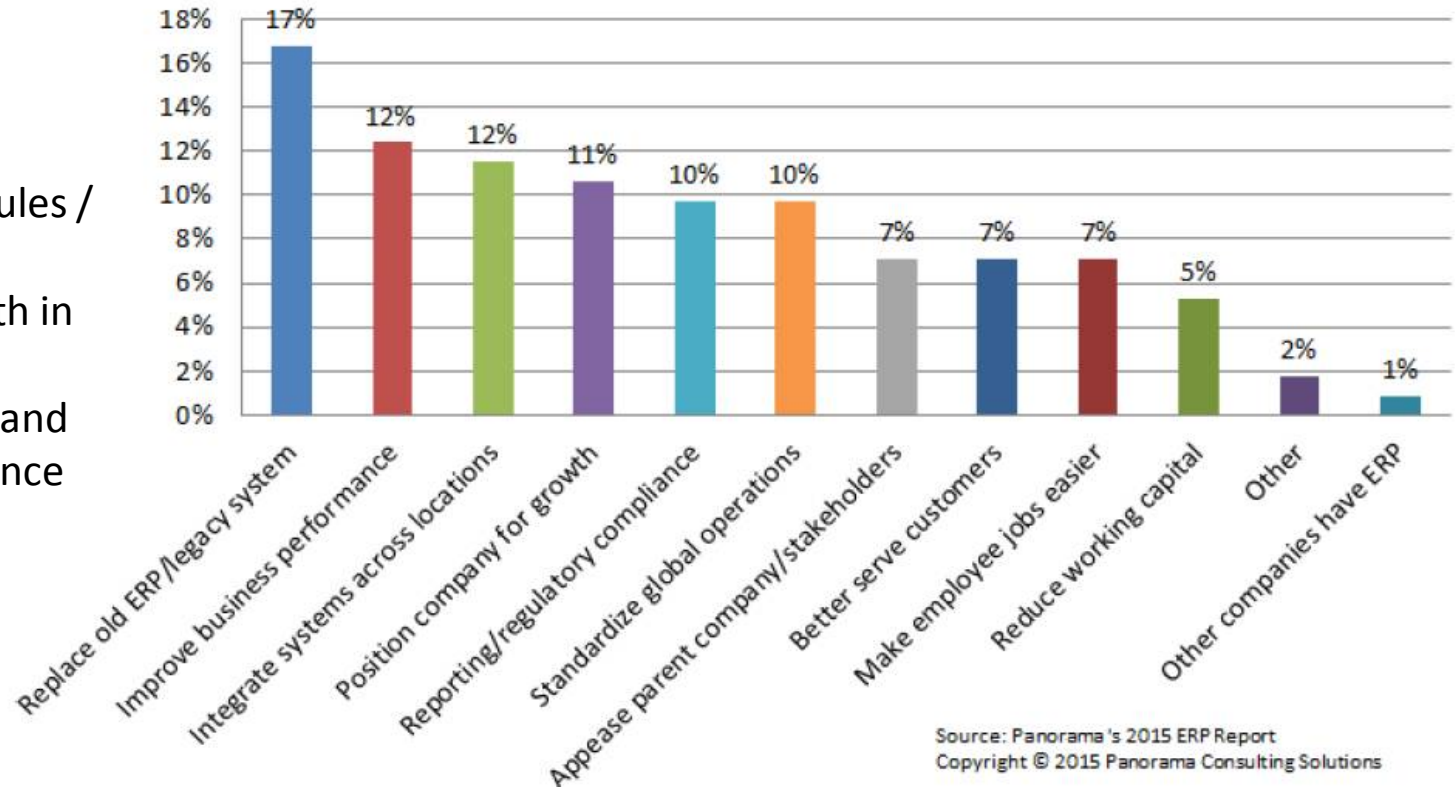


Reports Examples

- ✓ *Tax Registers*
- ✓ *MIS Reports*
- ✓ *Financial Statements*
- ✓ *Compliance Reports*
- ✓ *Reconciliation Statements*
- ✓ *Sales Performance Reports*
- ✓ *Manufacturing operations reports*
- ✓ *Purchase and Sales reports*
- ✓ *Cost and Profit Center Level Report*

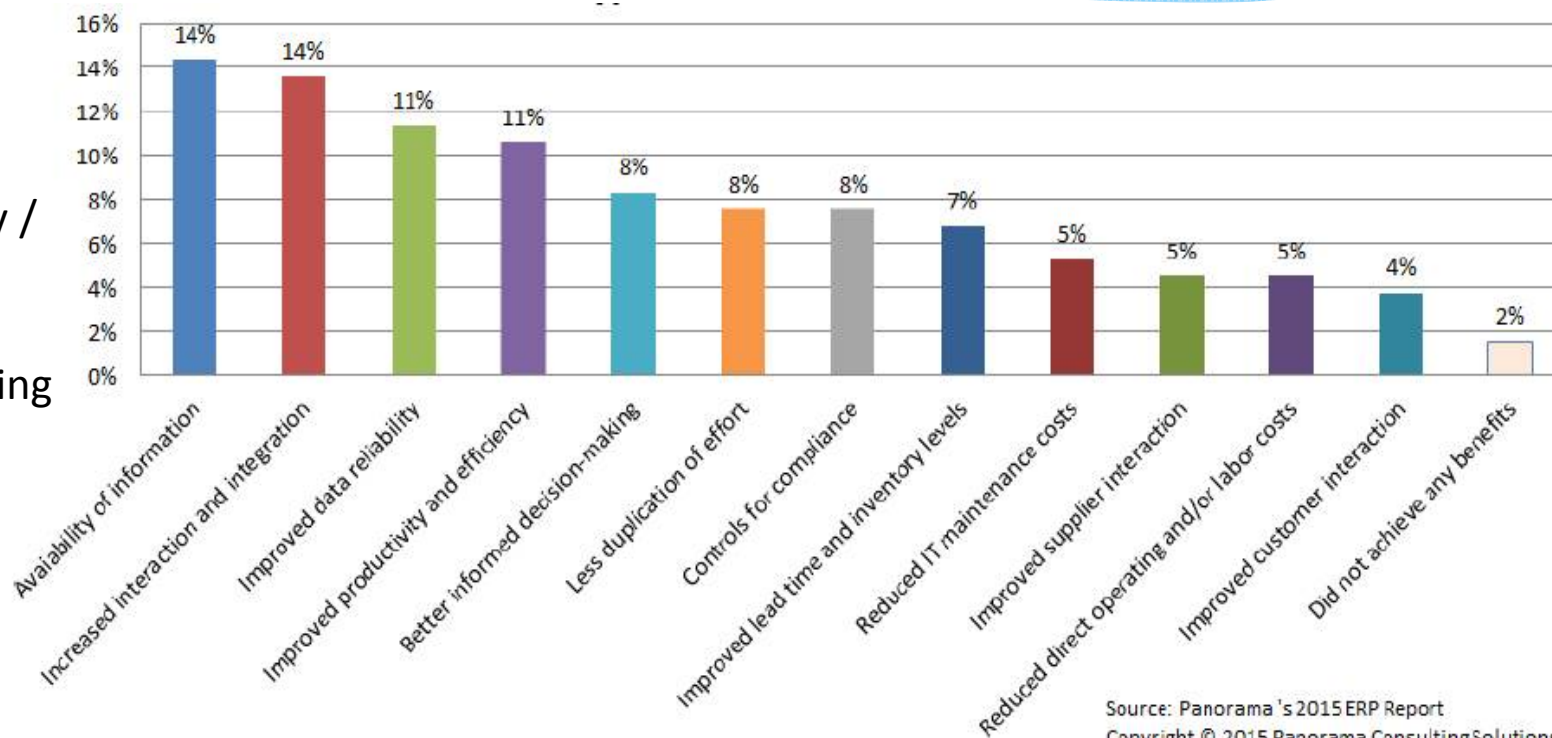
Need for Implementing IT solutions

- ✓ Legacy application issues
- ✓ Increase overall business efficiency
- ✓ Integrate standalone modules / applications
- ✓ Scalability to handle growth in business & operations
- ✓ Facilitate better reporting and timely & accurate compliance



IT Solution Implementation – benefits

- ✓ Increased Information availability
- ✓ Improved Data Integrity / reliability
- ✓ Improved productivity
- ✓ Informed Decision making
- ✓ Minimized Duplication

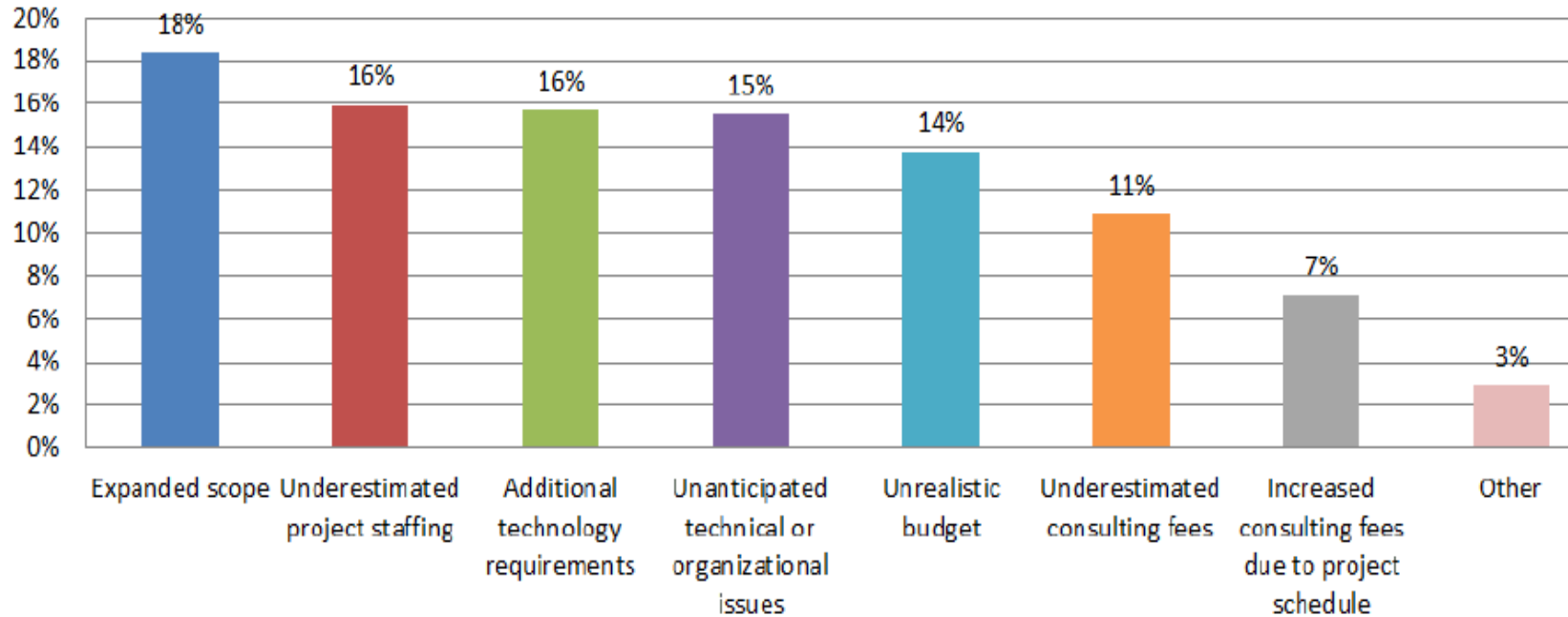


IT Solution Implementation - Disadvantages

Disadvantages	How to overcome
Time-Consuming	Minimize sensitive issues, internal politics and raise general consensus
Expensive	Cost may vary from thousands of dollars to millions. Business process reengineering cost may be extremely high
Conformity of the Modules	The architecture and components of the selected system should conform to the business processes, culture and strategic goals of the organization.
Vendor Dependence	Single vendor vs. multi-vendor consideration, options for “best of breeds,” long-term committed support
Features and complexity	ERP system may have too many features and modules so the user needs to consider carefully and implement the needful only
Scalability and global outreach	Look for vendor investment in R&D, longterm commitment to product and services, consider Internet-enabled systems.

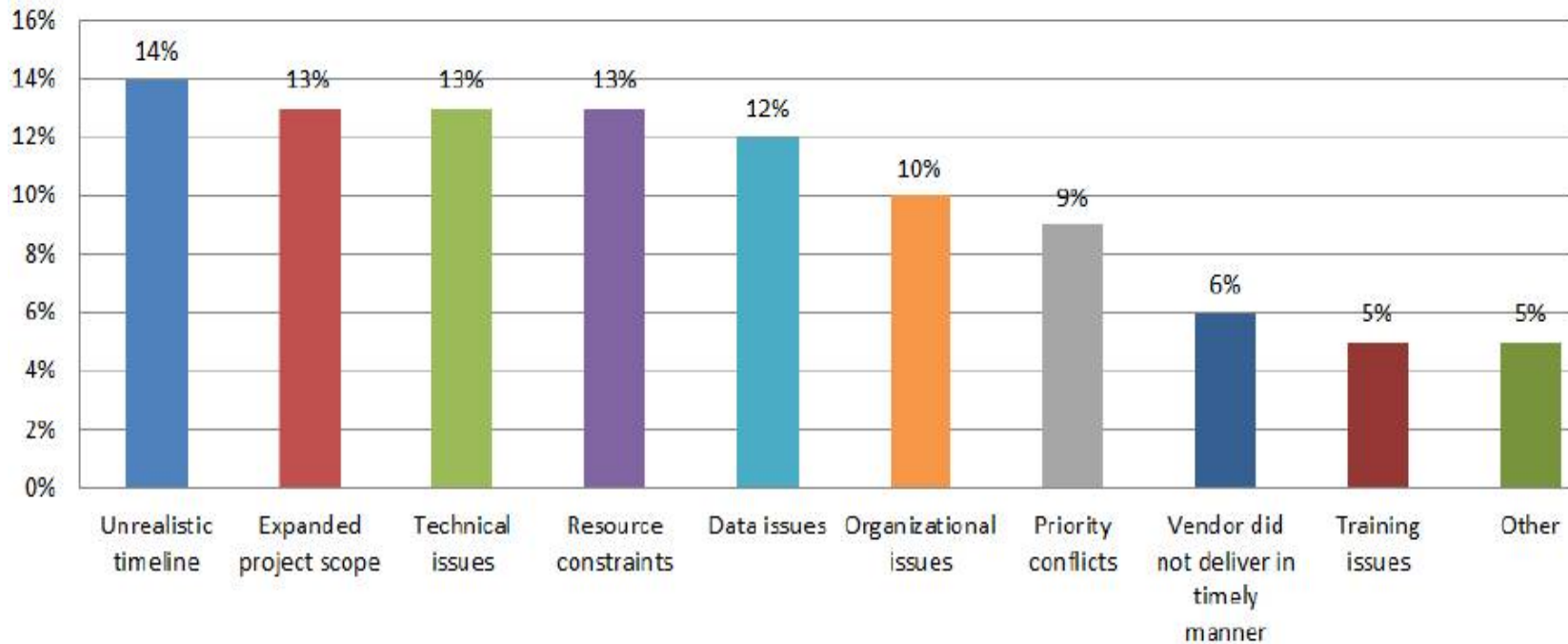
Top reasons for Budget Overages

- Inappropriate Scope
- Project team
- Additional requirements
- Project schedule



Top reasons for Timeline Overages

- Unrealistic Project schedule
- Project Scope
- Additional requirements
- Data Issues



Implementation pitfalls

ERP Readiness Assessment

Lack of clarity on Business Goal

Incomplete requirement

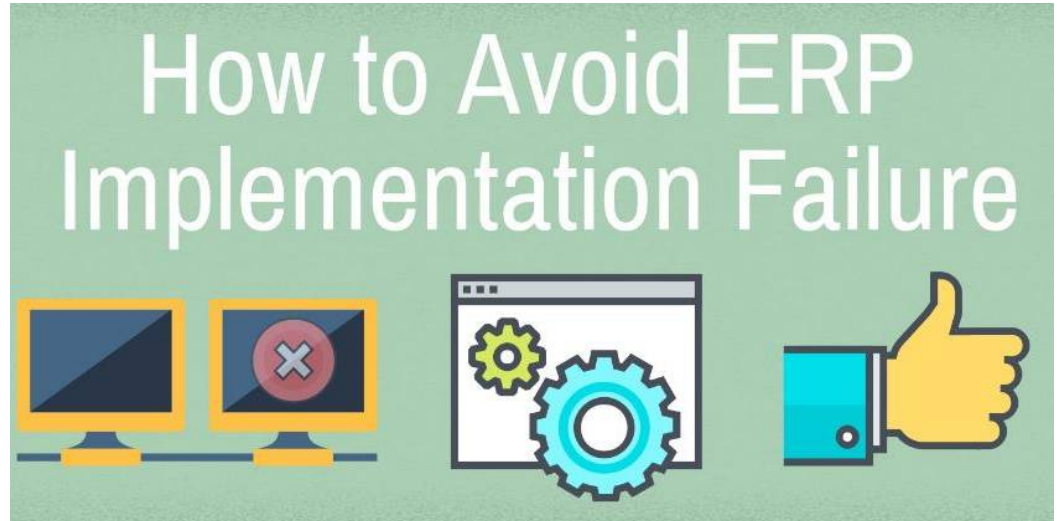
Lack of Project Management

Inadequate resource planning

Customization

Inadequate Testing

Lack of senior management participation



ERP Implementation costs

Up to implementation:

- Hardware – servers and nodes
- Networking and Communication infrastructure
- Web spaces and Internet services
- Operating system
- Database management system
- Office automation products
- Mail server
- Anti-virus tools
- Application software or the ERP itself
- Implementation charges - professional fees
- Time investment of staff in selection, interaction, and implementation
- Training
- Data migration

Post implementation:

- Systems administration
- Maintenance – the company has a complex and costly animal to look after
- Upgrades
- Running rentals and communication costs
- Systems staff salaries
- Turnover of trained manpower – as their resume looks like never before
- Post implementation lull – staff takes time to run effectively in the new way
- Organizational restructuring as per the new working style



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Opportunities for CA's in ERP

Myth Buster

Myth 1: I need to have knowledge of Networking and IT Infrastructure

Myth 2: I need to have the knowledge of RDMBS (SQL, Oracle, DB2, etc...)

Myth 3: I need to be an engineer for configuration testing

Myth 4: I need to have PMP or ERP Certifications

Myth 5: I need to be an expert in all ERP Packages

