



TECHVANTAGE

BRIDGING STRATEGY AND TECHNOLOGY

MEET OUR BEST TEAM



ATIKARN PONGRUENGKIAO
(AI-ENABLED ERP DEVELOPER)



NIKUNJ GUPTA
(SYSTEM ANALYST)



NGOC TUYET NHI NGUYEN
(QUALITY ASSURANCE)



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(BUSINESS ANALYST)

DODOOR'S STRATEGIES



Operational and Supply Chain Complexity

- Seamlessly integrate orders from multiple channels to enhance operational flow
- Leverage customization and variability in models, materials, and specifications to drive innovation in manufacturing
- Implement robust Material Requirements Planning (MRP) and purchasing strategies to ensure consistent raw material availability
- Streamline shipping logistics to meet delivery deadlines efficiently while optimizing storage solutions.



Sales and Customer Experience

- Develop a user-friendly web portal to ensure a smooth and efficient ordering process for customers
- Provide comprehensive assistance to customers, ensuring a seamless and supportive experience



Strict Quality Requirements

- As a quality-focused manufacturer, DoDoor needs systems to coordinate departments for high-quality standards and exact specifications.

SOLUTION FOR SUPPLY CHAIN & OPERATION COMPLEXITY



Enterprise Resource Planning: is a type of software used by organizations to manage and integrate the key parts of their business operations in one unified system.



TECHNOLOGY EVALUATION RESULT

Select Vendors Prioritize Needs Compare Results **What-If** Ratings Graphs Reports Send Feedback Project Map ?

Knowledge Tree

Campus Project 1

- + Financials
- + Human Capital Management
- + Manufacturing Management**
- + Supply Chain Management
- + Purchasing Management
- + Sales Management
- + Quality Management
- + Complementary ERP
- + Product Technology

This section allows you to interactively modify the priorities you established in the "Prioritize Needs" section, create various **what-if** scenarios, and see how they can affect the final result. **If you are using a resolution of 1024 x 768, this page is best viewed in "Full Screen (F11)".**

Campus Project 1 / Manufacturing Management

#	Submodule	Set Priorities	Minimum Requirement
1	Discrete Manufacturing Management	Must Have	95
2	Process Manufacturing Management	Must Have	95

Product Comparison

Rank	Product/Vendor	BestMatch Factor (BMF)	Weighted Average (WA)
1	SAP Business All-in-One (SAP)	96.28	98.07
2	E-Business Suite (Oracle)	91.17	95.40
3	Dynamics AX (Microsoft)	87.63	93.13
4	JD Edwards EnterpriseOne (Oracle)	78.36	88.32
5	Infor SyteLine (Infor)	75.36	85.50
6	DEACOM ERP (ECI Software Solutions)	74.54	84.78
7	Epicor ERP 10 (Epicor)	72.39	84.04
8	IFS Applications (IFS)	71.80	83.90
9	GLOVIA G2 (CrescentOne)	72.79	83.82

Show Disqualified Critical Criteria

SWOT ANALYSIS

Category	SAP Business All-in-One (S/4HANA)	Oracle E-Business Suite (EBS)
 Strengths	<ul style="list-style-type: none">- Real-time data processing via HANA- Advanced manufacturing, MRP & quality control- Strong global financial consolidation- Seamless integration with AI/ML, IoT- Industry-specific best practices- Scalable across large multi-site operations	<ul style="list-style-type: none">- Mature and stable platform- Comprehensive suite of business modules- Good integration with Oracle DB and Fusion Cloud apps- Lower upfront implementation cost- Solid financial management capabilities
 Weaknesses	<ul style="list-style-type: none">- Higher implementation and licensing costs- Steeper learning curve for users- Requires skilled SAP consultants- May be overkill for mid-sized companies	<ul style="list-style-type: none">- Less real-time responsiveness (batch-oriented)- Limited native AI/ML and IoT capabilities- Fusion integration can be complex and costly- Less tailored support for complex manufacturing (e.g., ETO)
 Opportunities	<ul style="list-style-type: none">- Leverage AI for predictive quality and smart scheduling- Adopt digital twin for R&D and custom doors- Use cloud or hybrid deployment to optimize cost- Expand global visibility and compliance automation	<ul style="list-style-type: none">- Upgrade to Oracle Fusion Cloud ERP for modern capabilities- Integrate with Oracle Analytics for better reporting- Use SaaS model to reduce infrastructure burden- Tap into Oracle Cloud Infrastructure (OCI) for scalability
 Threats	<ul style="list-style-type: none">- High cost could be a barrier during economic downturns- Complexity of implementation may delay ROI- Competitors adopting lighter, more agile ERPs	<ul style="list-style-type: none">- May become outdated if not migrated to Fusion- Reliance on multiple add-ons can lead to higher TCO (Total Cost of Ownership)- Less industry-specific innovation compared to SAP

INTELLIGENT TECHNOLOGY

AI

AI is technology that allows machines to mimic human abilities like learning, understanding, problem-solving, decision-making, creativity, and independence

The Strategy

DoDoor's web portal lacks a user-friendly system for ordering and checking component compatibility, leading to customer confusion, errors, delays, and lower satisfaction. A simplified solution is needed to guide users and ensure correct configurations

AI SOLUTION: SALESFORCE EINSTEIN COPILOT



AI layer built into the Salesforce CRM platform, offering a wide range of capabilities like predictive analytics, NLP, and automation

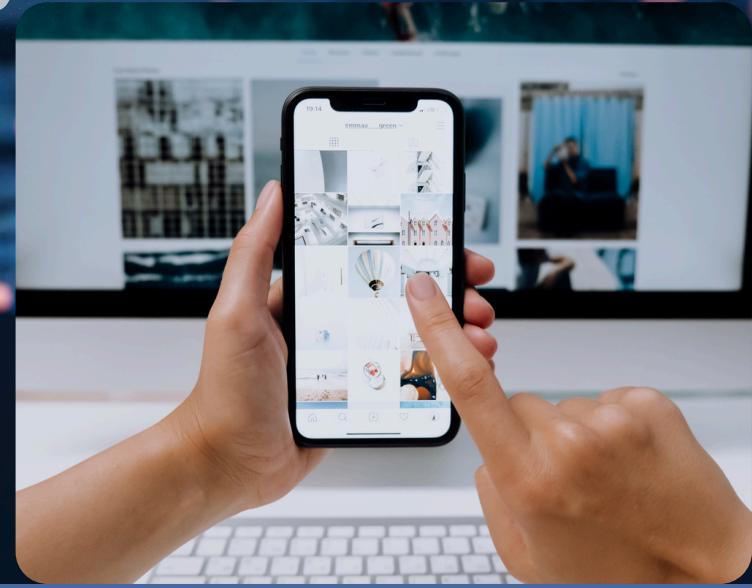
Salesforce Einstein

Einstein can integrate with your web portal to power a smart configurator

Einstein's recommendation engine analyzes customer inputs and suggests the best products or materials

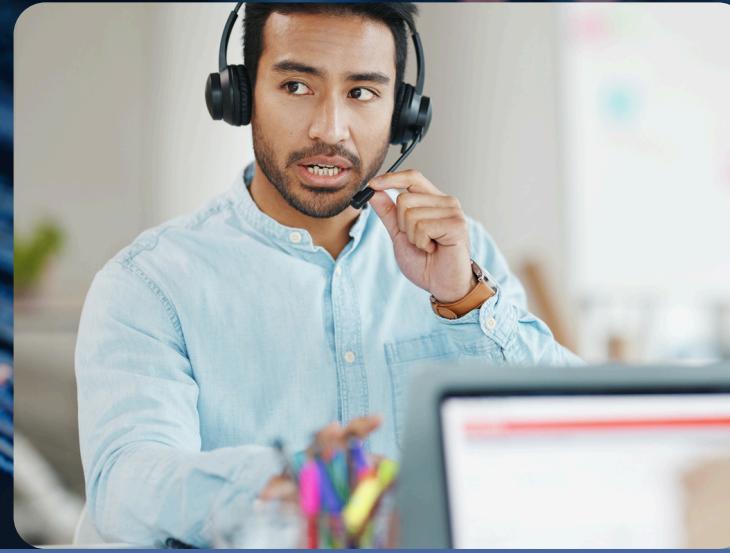


HOW TO IMPLEMENT & REAL-WORLD EXAMPLE



Web Portal Must Function Smoothly for Order Creation and Component Compatibility

- Einstein Copilot enhances portal search and recommendations, allowing customers to find models for their projects
- Integrated with ERP systems, Einstein verifies component availability and compatibility.
- AI chatbots and virtual assistants offer real-time help with order customization.



Customers Need Assistance in Selecting Appropriate Models and Materials

- Conducts expert-consultations, identifying customer.
- Utilizing historical data and customer preferences.
- Uses interactive quizzes and features to refine product recommendations

How Schneider Electric Uses Salesforce Einstein AI

How It Works



- Einstein AI scores leads, cuts deal time by 30%, and generates 500 daily opportunities via the "Digital Opportunity Factory."
- Automates 7.5M tickets yearly, improving customer care with AI categorization
- Analyzes installed base with Einstein Discovery for proactive sales recommendations
- Integrates IoT data for predictive maintenance and energy efficiency



STRICT QUALITY REQUIREMENTS



The Strategy

Focused on delivering quality, DoDoor needs coordinated systems across departments to achieve exceptional standards and accurate specifications



Qualityze AI QMS

Qualityze is an AI-powered, cloud-based quality management system built on Salesforce, designed to automate processes, ensure compliance, and enhance efficiency across industries



Function Of Qualityze AI QMS

AI detects defects instantly
Sends alerts to departments (e.g., “Fix machine” to manufacturing)
Shows quality status on dashboards
Monitors specs, Predicts issues
Easy cloud setup, no IT skills required

QUALITYZE AI QMS IMPLEMENTATION FOR DODOOR



1. Assess Needs

- Identify quality issues. (e.g., defects from customization)
- Map departments (manufacturing, purchasing, quality control)

2. Setup System

- Install cloud-based Qualityze, no IT skills needed
- Input specs

3. Monitor Production

- AI tracks doors real-time. (e.g., Hinge misaligned)
- Predicts issues

4. Coordinate Teams

- Sends alerts (e.g., Fix machine to manufacturing)
- Shares dashboards

5. Review & Improve

- Analyze data (e.g., fewer defects after fixes)
- Adjust processes (e.g., better suppliers)

Infinity Molding & Assembly (USA)

Manufactures precision plastic parts

Cloud-based QMS unifies quality data for real-time access

Streamlines supplier quality, production tracking, and reporting

AI analyzes data to predict issues and improve product quality



THE INTEGRATION WORKFLOW OF THESE TECHNOLOGIES

Step 1: Customer Order via Salesforce Einstein Copilot

- Customers and sales reps use AI to explore door options by material, size, color, and hardware
- Einstein provides AI-driven recommendations based on customer history and preferences



Step 3: Qualityze AI QMS Triggers Quality Workflows

- Receives production data from SAP and initiates automated inspections
- Uses AI to detect issues
- Sends quality reports and alerts back to Salesforce and SAP for full-cycle visibility



Step 2: SAP S/4HANA Executes MRP & Production

- SAP checks real-time inventory levels, and runs MRP
- Assigns production to the right facility and resources, factoring in availability and timelines
- Sends batch and production data to Qualityze AI QMS for quality tracking



Closed Loop Integration
Real-time data flows from Sales → Operations → Quality → Sales
Enables smarter decisions, higher product quality, and improved customer satisfaction

TIMELINE



Total Timeline: By overlapping phases, we can complete all implementations in 16-22 weeks (4-5.5 months), faster than sequential rollouts

BUDGET

	Licensing & Subscription	Customization & Configuration	Integration & Infrastructure	Implementation Partner Fees	Cloud/Hosting Infrastructure	Training & Change Management	Internal Resources	Contingency & Support
Supply chain & Operation Complexity	\$250,000 (SAP license)	\$300,000	\$200,000 (Order channel integration)	\$1.2 million	\$200,000	\$100,000	N/A	\$200,000
Sales and Customer Experience	\$150/user/mo (Sales Cloud) + \$25–75 Copilot	Included in setup/project fees	\$75–100/user/mo (CPQ & Billing)	\$200K–500K	SaaS cloud-based	Internal + adoption support	\$50K–100K	N/A
Strict Quality Requirements	\$60,000–\$200,000/year	Covered in setup fee (\$20,000–\$60,000)	N/A	Included in setup fee	Implied in subscription	\$5,000–\$15,000	\$10,000–\$30,000	\$9,500–\$30,500

Total First-Year Estimate

- SAP S/4HANA: ~AUD \$3.38 million
- Salesforce: ~AUD \$500K–\$1.3 million (variable by user count)
- SaaS Platform: AUD \$104,500 – \$335,500

SUMMARY

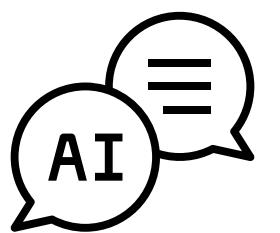


TechVantage offers an AI-powered solution to streamline DoDoor's operations, improve order accuracy, and enhance customer experience. Using ERP and Salesforce Einstein Copilot, we enable smarter workflows and real-time support. Qualityze AI QMS ensures a high quality standards. TechVantage delivers efficient in digital transformation.



WHY CHOOSE TECHVANTAGE

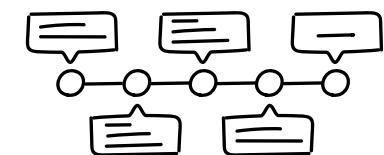
WE'LL PROVIDE



**End-to-End
Manufacturing AI
Suite**



**30% Faster Deployment
Than Competitors**



**Global Compliance
on Autopilot**



**Guaranteed ROI
– Or We Fix It**



THANK YOU FOR LISTENING

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