Challenges in our Constructions and Real Estate Business

- Effective control over profit margins.
- Accurate accounting management of project costing, estimation and revenue recognition.
- Streamlining project management to smooth day-to-day operations.
- Gaining real-time visibility into project performance versus budgets and time line

SOLUTION'S WE SEEK

An integrated system which will allow our Project Managers, Accountants, Management and other stake holders to work in unison with a common information system and management tools that provide integrated visibility. The result is organizational efficiency and improved profitability.

Key Functionalities we Need in this Inbuilt System:
- ✓ Leverage of previous cost data.
- ✓ Track customer status.
- ✓ Conduct opportunity mapping and pipeline analysis.
- ✓ Material planning and control.
- ✓ Work-in-progress monitoring.
- ✓ Information sharing through single database.
- ✓ Detailed financial reporting.
- ✓ Automate time and material billing.
- ✓ Maximize resource utilization.

Features we Seek:
- Efficient Land Bank Management.
- Access to Multi-location, Multi-user, Multi-projects.
- Web Interface.
- Unique Dashboard.

- SMS alerts & notification.
- Billing of Common Area Maintenance.
- Comprehensive Broker Management.
- Handle Multiple Project Operations.
- Track Multi-location Inventories.
- Manage Multiple payment plan and stage wise payment scheduling.
- Able to access real-time inventory information with ageing & rate history analysis.
- Efficiently handle quotes for sub-contracted work.
- Automate Manpower deployment and material billing.
- Have an efficient Machinery/Vehicle deployment and Cost Controls.
- To Have some methods and tools for an effective Customer Relationship.
- Mobile Interface.

<u>Lead Management:</u> Will help us to Track Prospect, Interaction, Event Management, Sales Scheduling besides regular events & schemes.
(Lead Generation through various sources to)

- Maintain Improved client records
- Generate Customer Card to follow up
- Assigning Task to create Customer profile
- Tracking of events and follow-up
- Monitoring Sales Force Activities
- Close eyes on missing appointments & follow-up
- Performance analysis
- Targeted Follow-up & Better Conversion
- Expense Analysis Prospect wise

CRM & Sales Module to manage Unit Booking, Tracking Variable Payment Cycles, Payment Scheduling, Managing Incentive & Brokerage and also Optimizing Staff Resources.

- Define Multiple Unit Price List & Schemes.
- Unit Booking Linked with CRM.

- Define Customer wise Payment Schedule.
- Unit Transfer & Cancellation mechanism.
- Generation of Booking / Demand / Possession / Letters.
- Payment recovery on time.
- Auto discount calculation for timely payments.
- Unit status display & unit wise outstanding.
- Tracking of Customization in Units.
- Interest Posting for Delay Payments.
- Better Broker Management.

Procurement

- Procurement of the material at the right time at right place.
- Price Comparison helps getting better prices.
- Integration of process from Indent to Purchase Invoice.
- Better Vendor Analysis.
- Indent Generation with Approval.
- Enquiry Generation along with Comparative Statement.
- Purchase Order Linked with Indent & Quotations.
- GRN with optional weighbridge Interface.
- Item Wise Rate History.
- Material QC integrated with Stocks & PO.
- Purchase Order Life Cycle Analysis.
- Tracking of Un-billed Material & delayed supplies.
- Reduction in events of delay in material received.
- Better Pricing.

INVENTORY
- Site Wise Inventory Tracking.
- Cumulative Stock Summary.
- Stock Valuation on LIFO, FIFO & weighted average.
- Item Ageing Analysis.

- Non Moving and Slow Moving Item Analysis.
- Issue & Receiving of stock based on Batch or Lot No.
- Job Work Management.
- Material Tracking at Contractor.
- Stock Transfer & Stock in Transit.
- Easy Calculation of Taxes.
- Monitoring of stock at each site.
- Tracking of Stock Transfers from site to site.
- Better Stock positioning to avoid blockage.
- Age Wise Item Tracking.

Better Estimation of Project, Easy Project Planning, Timely Project Completion, Project Monitoring on Day to Day Basis &
PROJECT EXECUTION

- Defining a Project and setting up BOQ.
- Generation of Work Plan for Sub Contraction.
- Cost & Quantity Estimation as per BOM.
- Assigning Sub Contract along with rate comparison chart.
- Daily Progress Reports.
- Work Order Processing & payment.
- Actual Progress Mapping to find Deviations.
- Material & Resource Requirement as per BOM.
- BOQ Wise Cost Calculation.
- Verification of Contractor's billing.

FINANCE

Tightly integrated with all Modules, Multi Company, Multi State Accounting, User Friendly Accounting Process, Track & Plan Funds, Multi Level Hierarchy from Voucher Generation to Posting.

- Maintains Financial year wise Transaction details.
- Generation of vouchers with Authorization.
- Bank reconciliation and Cheque return status maintained.
- Auto Calculations of TDS, VAT and other taxes before payments.
- Integrated with all Modules.
- TDS Tracking.
- Manage budget and its variance.
- Fixed Assets Register along with depreciation Chart.
- Cheque printing option available.
- Auto calculation of service tax on payments.

PAY ROLL

- Employee Record Tracking.
- Attendance System with optional Bio Matrix Device.
- Salary Slip & Reports.
- Generation of PF&ESI Statement.
- Covers over 20 Statutory Reports.
- Over Time Analysis.
- Tracking of leaves & Late Deductions.
- Track resources and their output.
- Gratuity and bonus reports.
- Increment and Demotion Tracking.

Machines & Maintenance

- Maintains Data of Machines & Office Equipment's.
- Tracking Record of Fuel & Spare Consumption.
- Service Due Report.

- Daily Running Report.
- Machine Breakdown Report.
- Equipment / Vehicle Log Report.
- Machine / Equipment history.
- Machine maintenance record.
- Machine wise cost of operation.
- Complaint Tracking.

Your assurance after sales for services and training of our office staff members as and when required will be the essence of this sales order.

Thanking you in anticipation for your positive response.

Bhushan Shah (CS)

For
Ayush Infra