NEXT IT POINT
Expertise in Every Byte
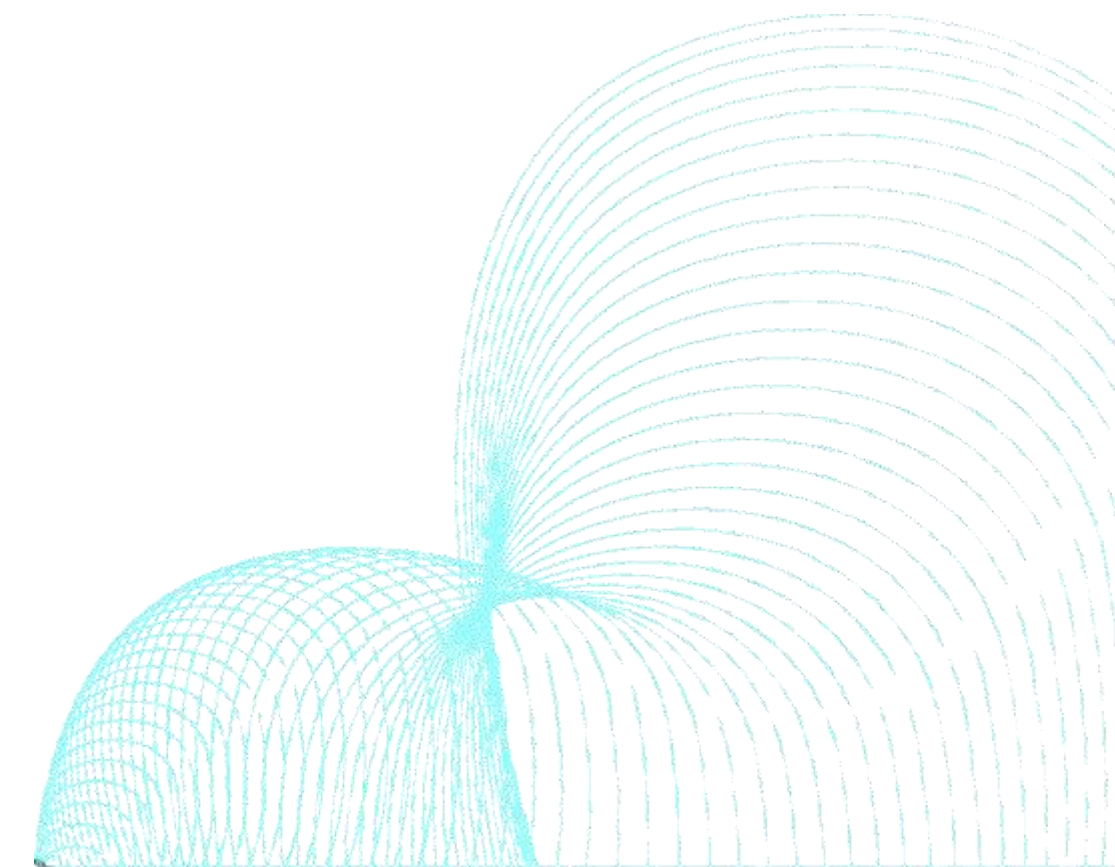
COMPANY PROFILE

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ABOUT US

Next IT Point, Founded in 2018 by a team of experienced professionals, Next IT Point is a young and dynamic IT services company specializing in SAP, SFA, and DevOps. With a combined experience of over 50 years, our founders have a rich history of designing, developing, and implementing a wide array of ERP solutions using cutting-edge technologies such as SAP, Java, Oracle, AWS, GCP, and more.

At **Next IT Point,** we are committed to delivering excellence through innovation, dedication, and a deep understanding of our clients' needs. Join us on our journey to transform the future of IT services.

VISION

MISSION

Empowering enterprises to thrive in the digital age through innovative SAP solutions and cloud excellence, driving sustainable growth and global impact

At **Next IT Point,** we are committed to delivering unparalleled SAP expertise and cloud solutions, optimizing business processes, and fostering agile development to transform ambitious clients into industry leaders

MILESTONE

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| September 2018 | Company founded in a single-bedroom office |

| February 2019 | First client, Relaxo Footwears |

| December 2020 | Expanded to service 10 clients |

| December 2021 | Grew to 30 employees |

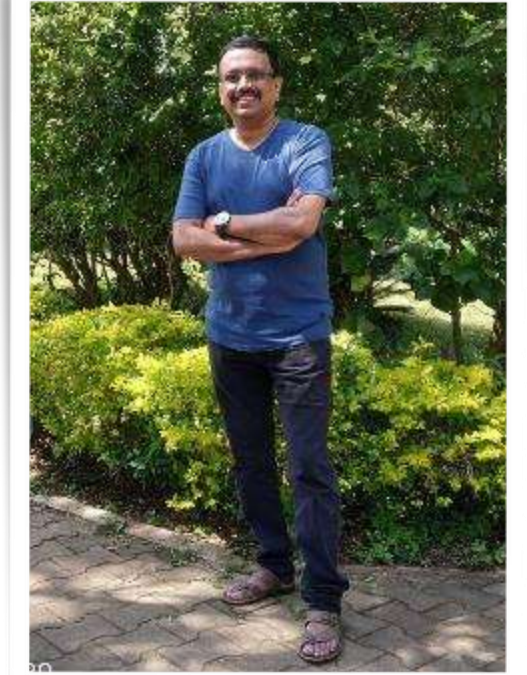| December 2022 | Launched staffing solutions |

| December 2023 | Expanded international client base and established partnerships abroad |

OUR TEAM

Balasubramanyam Pattavardhanam, a seasoned entrepreneur with 33 years in Sales and Technology, co-founded 6 startups specializing in SFA and SaaS solutions. Proficient in SAP, AWS, and global team management, holding a B.Sc. in Electronics. He is responsible for Sales and Operations

Balasubramanyam Pattavardhanam
Director - Sales

Mohan Reddy, Director Technical at Next IT Point, holds a BTech in Electrical and Electronics Engineering from JNTU (2006) and brings 18 years of SAP expertise. He leads technical resource hiring, project planning, design, and execution, ensuring seamless project deliverables and successful outcomes.

Mohan Reddy
Director - Technology

OUR SAP OFFERINGS

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Next IT Point offers a comprehensive range of SAP solutions and services to help businesses optimize their operations and drive digital transformation. Our offerings include:

- **SAP Implementation:** We provide end-to-end implementation services for SAP solutions, ensuring a seamless transition and maximum value realization.

- **SAP Upgrades and Migrations:** Our team of experts can help businesses upgrade their existing SAP systems and migrate to the latest versions, leveraging new features and functionalities.

- **SAP Integration:** We specialize in integrating SAP systems with other enterprise applications, enabling seamless data flow and process automation.

- **SAP Support and Maintenance:** We offer ongoing support and maintenance services to ensure the smooth operation of SAP systems and address any issues or challenges that may arise.

- **SAP Training and Education:** We provide comprehensive training programs to help businesses build internal SAP expertise and empower their employees.

- **SAP Consulting:** Our experienced consultants offer strategic guidance and advisory services to help businesses align their SAP strategies with their overall business objectives.

ENGAGEMENT MODEL

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Our engagement model is designed to ensure a collaborative and efficient process when working with our clients. We follow a structured approach that includes the following key steps:

Discovery

During the discovery phase, we work closely with the client to understand their business objectives, requirements, and challenges. This involves conducting interviews, analyzing existing systems and processes, and identifying areas for improvement.

Planning

Once the discovery phase is complete, we develop a comprehensive project plan that outlines the scope, timeline, resources, and deliverables. This plan serves as a roadmap for the engagement and ensures alignment between our team and the client.

Execution

During the execution phase, we implement the agreed-upon solutions and carry out the necessary configurations, customizations, and integrations. Our team works closely with the client's stakeholders to ensure a smooth transition and minimize disruption to their operations.
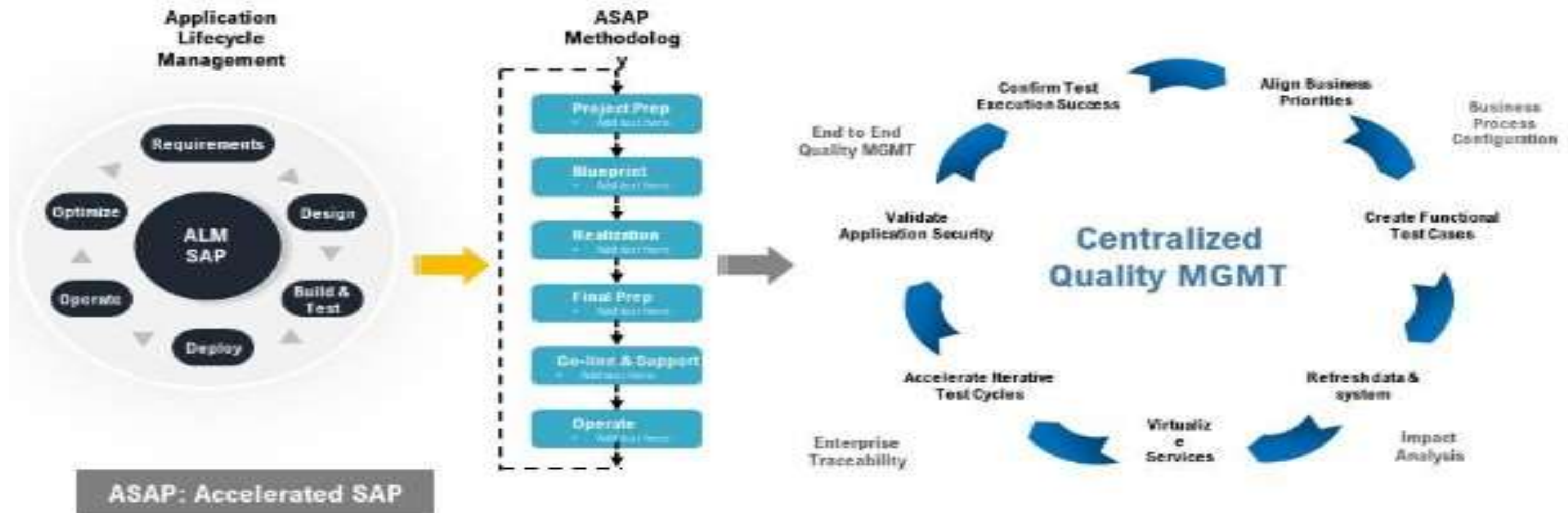
Monitoring

Throughout the engagement, we closely monitor the progress of the project and regularly communicate with the client to provide updates and address any issues or concerns. This allows us to proactively identify and resolve any potential roadblocks or challenges.

Closure

Once the project is successfully completed, we conduct a thorough review and handover process. This includes documenting the implemented solutions, providing training and support to the client's team, and ensuring a seamless transition to their internal operations.

QUALITY PROCESS

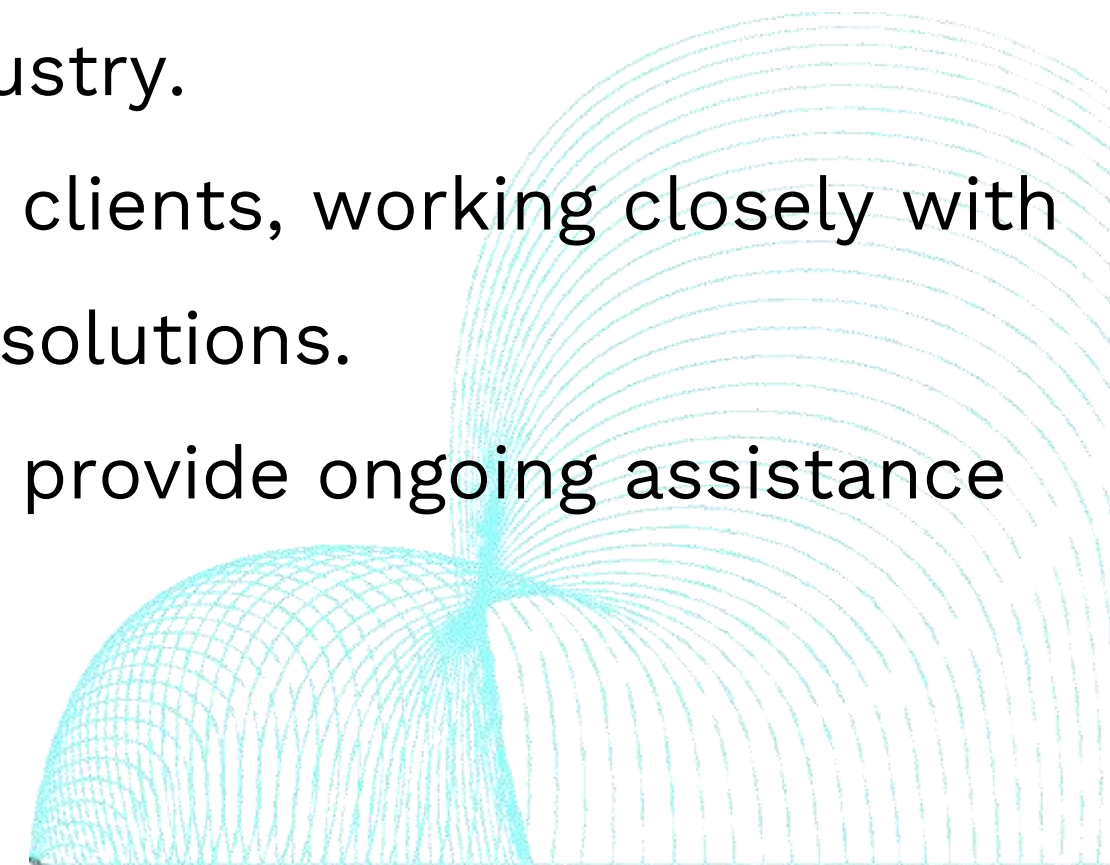

SAP Center of Excellence Quality Assurance Platform

VALUE PROPOSITION

Next IT Point offers a unique value proposition to our clients, providing a range of benefits and advantages that set us apart from our competitors.

- **Comprehensive Services:** We offer a wide range of SAP services, including implementation, integration, customization, migration, and support, providing end-to-end solutions for our clients.

- **Flexible Engagement Model:** Our engagement model is flexible and tailored to meet the specific needs of each client, ensuring a customized and collaborative approach.

- **Proven Track Record:** With a strong track record of successful SAP implementations and satisfied clients, we have established ourselves as a trusted partner in the industry.

- **Customer-Centric Approach:** We prioritize the needs and goals of our clients, working closely with them to understand their unique challenges and deliver personalized solutions.

- **Exceptional Support:** Our dedicated support team is available 24/7 to provide ongoing assistance and ensure the smooth operation of our clients' SAP systems.

OUR PROJECTS

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Manufacturing Client

Provided SAP S/4HANA support for a multinational manufacturing firm, optimizing PP/MM processes, reducing downtime by 30%, resolving issues, enhancing integration, and training teams for improved SAP tool usage.
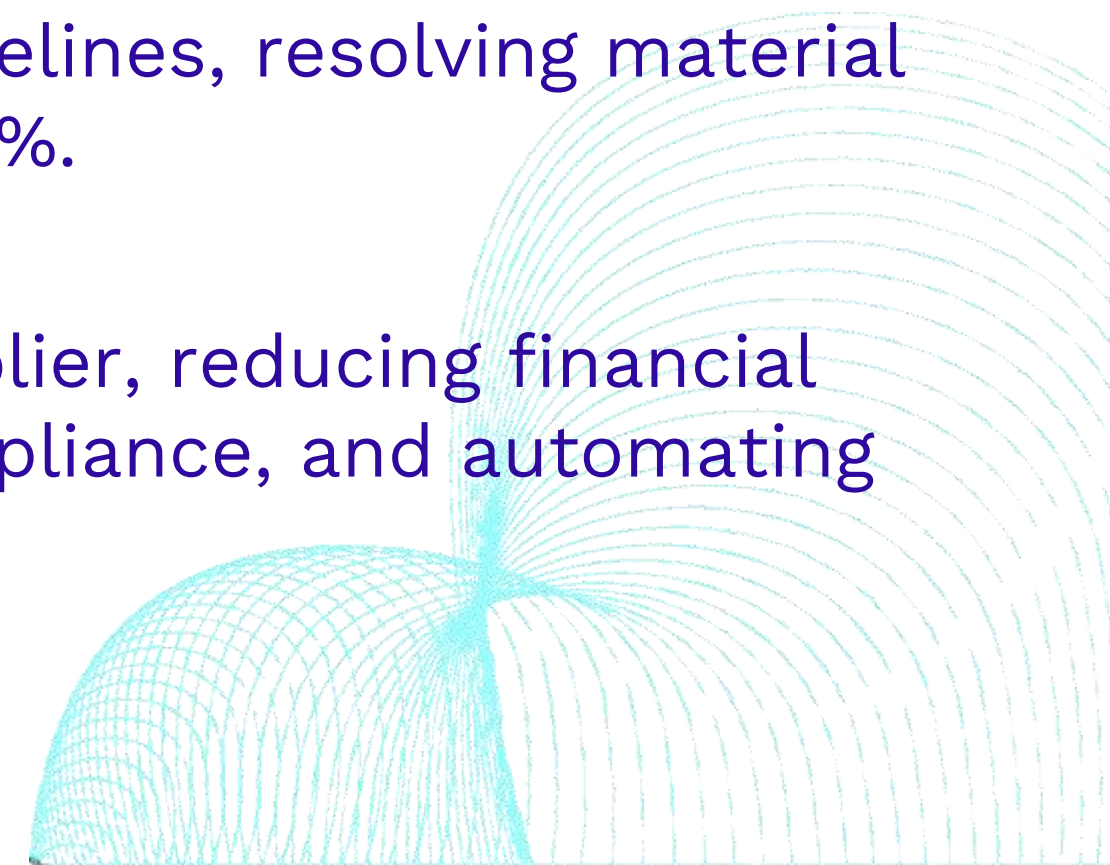
Retail Chain Client

Managed SAP Retail support for a top retail chain, resolving inventory and sales order issues, reducing stock discrepancies by 20%, and ensuring zero downtime during peak sale seasons with 24/7 support.

Pharma Client

Provided SAP SD and MM support for a global pharmaceutical firm, optimizing order accuracy, improving delivery timelines, resolving material data issues, and reducing order cycle times by 18%.

Automobile Client

Optimized SAP FICO for a global automotive supplier, reducing financial close time by 25%, improving data accuracy, compliance, and automating reconciliation for better reporting efficiency.

PARTNER WITH US

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