Exam Roll No - 18312911011

Name of Program - Betech (IT&MI)

Semester & Year - VIT Semester / IV year

Unique Paper lode - 911717

Title of Paper - Business Automation & Strategy

Date & Time of Exam - 09/11/2021 @ 9:30 AM

Enterprise Resource Planning systems are a tool for business which helps in automoting critical business processes and sorves as a Shored database for all financial and Operational information from across the company. This data is pulled from a number of modules built to help various departments from accounting to supply thair to human resources.

Various functionalities on modules of ERP System one-

Disinesses to understand their current businesses to understand their current financial state and future outlook. This module helps in tracking accounts payable (AP) and accounts receivable (AR) and managing the general ledger. Also helps in creating and storing crucial financial documents like balance sheets, payment receipes and tan statements. This module helps in automating tasks related to billing, uender payments and account reconciliation.

- Procurement Also known as the purchasing module. Helps an arganization seame the materials as products it needs to manufacture and or sell goods. This module can automate requests for a quote, then track and analyze the quotes their come in once the quote is accepted, of this module helps in preparing 2 sending out purchase orders,
- Manufacturing The manufacturing module helps manufactures plan production and make store Sure everything is running smoothly taking into consideration new matrials & machinery capacity. ERP helps in updating the status of goods in progress and helps in tracking actual coutput against forecasted production.
- Inventory Management This module helps in inventory control by tracking item quantities and location down to individual SKUs. This module helps in managing inventory costs and make sures company has sufficient stock and can help make informed decisions with the sales trend.

- Order Management This module helps in tracking order from receipts to deliney. This module feeds all the orders to the warehoud, distribution center or retail stone after customers place them and tracks their Status as they're fulfilled and shipped to the customer. It prevents the orders from getting lost boosts on time delivery and helps in positive customer experience.
- G) Customer Reladionship Management (CRM) This module stones all custremer & prospect info like Company's Communication history with customer-the date & time of calls & emails and their bunchase history. It helps in enabling more targeted marketling and helps in tracking potential customers.
- Fluman Risources Management This module is basically CRM for employees. This module has detailed records of employees & stores documents like job descriptions, exper letters performance reviews etc.

## The other functionalities includes

- · Marketing Automation
- · E-commerce
- · Workforce Management
- · Service Resource Management
- · Supply thain Management
- · Warehouse Mainagement