

# Introduction to Indiba Consultancy Services



Our strength is our commitment to excellence.

**Our Vision**  
**Consistent value delivery to our customers through solutions & services**  
**and be the first partner of choice**

## **Excellence**

Highest Possible Standards,  
Simplicity in Action

## **Integrity**

Professional Integrity, Fairness,  
Respect & Transparency.

## **Principles**

## **Commitment**

Meeting Commitments with Quality

## **Service**

Best in World Class, Meeting and  
Exceeding the Expectation of Clients

# About Indiba Group

[www.indiba.in](http://www.indiba.in) is founded by the a team of highly experienced professionals from multiple Industry domains.

CEO Dr. Dharendra Gautam is a professionally qualified Chartered, cost & Management accountant with Ph.D. in business Management. Previously Global CFO, Director Finance & Business Planning with leading MNC's like Unilever , Pepsi, SuperMax & Al Khodari Group.He is also holds Oracle ERP Certification.

COO Asim Nilose is an Electrical engineer and Post graduate in Business management with certification in Production and inventory management (CPIM) from APICS.He brings extensive SCM and ERP (SAP,QAD,INFOR and Oracle) expertise with multiple domains like Steel, Pharmaceuticals,Automotive,Retail and distribution.He has worked with companies like Abbot and Sumitomo and IT giants like TCS and headed ERP Practice and Supply chain and Manufacturing functions within the organization.

Our innovativeness, insight and optimum practices translate into work of the highest quality. Indiba Consulting is built on ideas and focused on execution, where humane values and performance recognition create a highly stimulating work place.

With our ability to spot the hidden opportunities, to solve the unsolved and to anticipate and manage change – we consistently deliver value to our customers through our solutions and services and hence be the first partner of choice for our customers in the space we operate.

# Our Services

## IT Services

**ERP,MES,CRM and PLM** - Strategy, Roadmap and Selection,  
Implementation, Support and Customization ,  
ERP Rationalization and Repair

**Custom Application** Development (JAVA,.NET,ROR)

**Digital Forces** – Social, Mobility, Analytics, and cloud  
(ERPs – SAP R3,Business One, Oracle, Microsoft INFOR,QAD-MFG/PRO)

## Supply Chain Management

Supply chain Process Assessment  
Process and IT tools Optimization  
S&OP, IBP, Forecasting improvement,  
Production Planning, MRP, Inventory optimization,  
supplier collaboration, Order to cash

## Total Business Solution

## Financial Services

Visiting CFO Service, Corporate Advisory, Business Consulting, Financial  
Solutions, MIS, M&A, IPO, PE,VC Funding, Planning Restructuring,  
Budgeting, Outsourcing

## Legal Advisory

Legal advisory, Organization Restructuring, Contract negotiation, Online  
Agreement, Advice & Online Locker & Legal Outsourcing

# Focus and Expertise

## INDUSTRIES

- FMCG & Pharma
- Manufacturing - Steel, Engineering, Automotive
- Services - Healthcare, Education, e-commerce, Banking, Finance, Insurance, Hospitality
- Infrastructure & Real estate

## GEOGRAPHIES

- US and Europe
- India
- GCC
- North Africa
- Asia
- Levant

## ENTITIES

- Conglomerates & MNC
- SME's
- Family Groups
- Consulting Groups

# Focus Products - ERP Implementation, Renovation and Support



# A few Customers



**PEPSICO**



 **MTT WIRELESS**

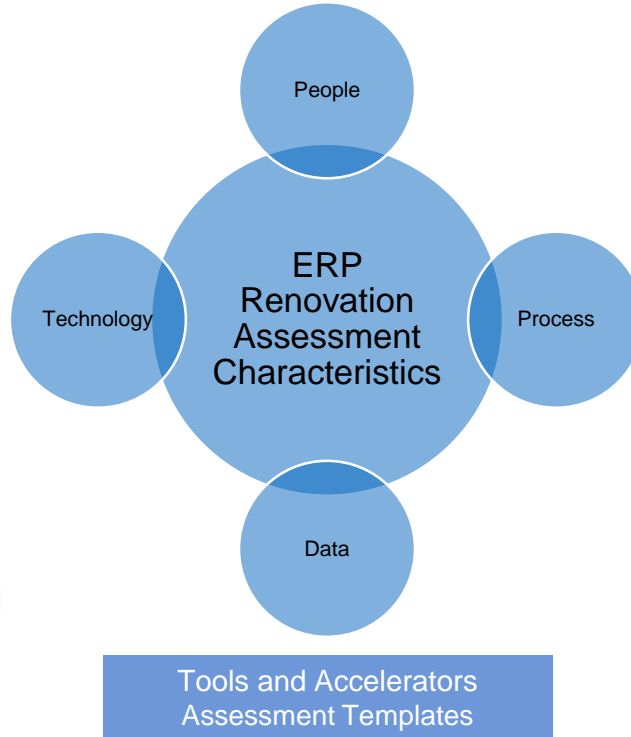


# Niche Offering - ERP Renovation Assessment

## Challenges

- Demands arising from new or changed business models cannot be supported by the enterprise's existing ERP solutions
- Organizational growth can also stretch an existing ERP solution, ultimately reaching a point where the ERP solution (functionally and/or technically) can no longer scale with the business.
- ERP strategy is obsolete or missing, there may be an outdated and flawed assumption that full replacement of the existing ERP solution is the only option

## Assessment Approach



## Benefits

- Determine degree of renovation required and approach
- Business- ERP alignment to future needs
- Redefine ERP strategy



# Why Indiba

- Strong Domain skills
  - Consultants with strong Industry experience
  - Consultants certified in Supply chain and Finance domain (CPIM, CPA,CMA etc.)
  - Contribution to Industry Standard and Knowledge bodies
- Product development – Multiple Technologies (JAVA, .NET, Ruby On Rails)
- ERP Expertise
  - Strong Customer referrals with success stories in ERP implementations
  - 50+ Consultants in the ERP domain
  - Certified Consultants on leading ERPs
  - Dedicated team to build ERP Add-Ons
- Infrastructure
  - Micro- vertical focussed Industry Solution Labs
  - ERP Configured Labs
  - Ready to deploy integration solutions
- Tools and Accelerators Repository

# Case Studies

# Case Study – FMCG Customer in Edible Oil and Dairy Processing



## Company Overview

Customer has a strong hold in Dairy manufacturing , solvent extraction and agriculture food products manufacturing. Lecithin a by-product is exported.

There are 2 Manufacturing plants for the edible oil business and an integrated dairy plant.

## *Business process re-engineering and SAP Business One implementation*

Business Challenge		What ICS Did?
<ul style="list-style-type: none"><li>• Need to improve operational efficiency and make business more profitable</li><li>• Multiple systems</li><li>• Low customer service</li><li>• Improper utilization of work force</li></ul>		<b>Business Process Re-engineering and SAP Business One Implementation</b> <ul style="list-style-type: none"><li>• End to End Implementation for business functions viz –Edible Oil and dairy</li><li>• Core Modules</li><li>• Integration to weighbridge and HRMS systems</li><li>• Quality management Add- on development.</li></ul>
Business Benefits		
Organization	Financials	Process
<ul style="list-style-type: none"><li>✓ Centralized IT solution for all manufacturing and support locations.</li><li>✓ Distinct performance visibility of different business units</li></ul>	<ul style="list-style-type: none"><li>✓ Consolidation of different business units</li><li>✓ Improved cash flow management</li><li>✓ Timely Financial reporting</li></ul>	<ul style="list-style-type: none"><li>✓ Faster consolidation</li><li>✓ Simpler processes</li><li>✓ Reduced cycle time of month closure and reconciliation</li></ul>

# Case Study – One of the largest Bitumen Company



## Company Overview

Customer is a large Private sector Bitumen company with operations in more than 9 locations and in the business since 1964.

The company covers all of the key Bitumen markets from emerging to mature.

Another area of operation by the company is in the field of waterproofing.

The Company boasts about its prestigious NABL Certified Laboratory and is accredited with key Certifications like ISO 9001-2008, ISO 17025:2005.

## ERP Implementation assessment and Renovation – Microsoft Dynamics Nav

Business Challenge		What ICS Did?
<ul style="list-style-type: none"><li>• No stability in system for over 3 years</li><li>• No inventory accuracy</li><li>• Finance functions not in system</li><li>• Several parallel systems still in place</li><li>• Lot of frustration in business users</li><li>• High cost of IT systems</li></ul>		<p><b>Assessment and Recommendation</b></p> <ul style="list-style-type: none"><li>• Extensive assessment of the People, Process and technology aspects of the implementation</li><li>• System configuration review</li><li>• Assessment report</li></ul> <p><b>Re-Implementation</b></p> <ul style="list-style-type: none"><li>• Re-implementation in a phased manner for 5 manufacturing plants</li><li>• Revised processes and master data</li><li>• 5 Month timeline</li><li>• Kill parallel systems</li></ul>
Business Benefits		
<p><b>Organization</b></p> <ul style="list-style-type: none"><li>✓ Employee satisfaction</li><li>✓ Real time analytics</li></ul>	<p><b>Financials</b></p> <ul style="list-style-type: none"><li>✓ Low cost of IT Support</li><li>✓ Financial visibility</li><li>✓ ROI Visibility</li></ul>	<p><b>Process</b></p> <ul style="list-style-type: none"><li>✓ Simplified processes</li><li>✓ Better production planning</li><li>✓ Parallel systems killed</li></ul>

# Case Study – Leading group with focus in Amusement Park, Hospitality and Real Estate



## ERP Evaluation and Implementation of SAP Business One

### Company Overview

Customer is one of the fastest growing business conglomerates with a strong presence in the construction sector. Group has grown from real estate industry to a multi business conglomerate within a short span of time and has diversified in construction, entertainment, Hospitality and Manufacturing (Premium glass art)

Entertainment business has amusement park covering various rides, Multiplex, 5 star hotel and a retail Mall.

Business Challenge		What ICS Did?	
<ul style="list-style-type: none"><li>• No single system to consolidate the three business focus areas</li><li>• Lack of opportunity visibility</li><li>• Low efficiency due to non – integrated POS environment</li><li>• Need for better customer safety at sites by virtue of better maintenance of rides</li></ul>		<p><b>ERP Evaluation</b></p> <ul style="list-style-type: none"><li>• Evaluate Microsoft Dynamics , INFOR (SunSystems and EAM) and SAP Business One</li><li>• Recommendation of SAP Business One</li></ul> <p><b>Implementation</b></p> <ul style="list-style-type: none"><li>• End to End Implementation for business functions viz –Entertainment ,Hospitality and Manufacturing</li><li>• Core Modules and Asset Maintenance (Add-On)</li><li>• Integration to HRMS system</li><li>• Inventory management leveraging bar codes</li><li>• POS Integration</li></ul>	
Business Benefits			
<p><b>Organization</b></p> <ul style="list-style-type: none"><li>✓ Better Customer retention and satisfaction</li><li>✓ Distinct performance visibility of different business units</li></ul>	<p><b>Financials</b></p> <ul style="list-style-type: none"><li>✓ Consolidation of different business units</li><li>✓ Better cash flow management</li><li>✓ Real time sales visibility from POS</li></ul>	<p><b>Process</b></p> <ul style="list-style-type: none"><li>✓ Better inventory management using bar codes</li><li>✓ Reduced cycle time of month closure and reconciliation</li></ul>	

# Case Study - A leading player in Telecom and ecommerce domain



## Company Overview0

Customer offers premium quality Mobile, Radio, Satellite, Broadcasting and Radio solutions to large telco operators in India. The company also designs mobile accessories. The manufacturing is being done from China and exported to India and the US. Most of the current sales come from e-commerce platforms.

## ERP Implementation and e-commerce integration

Business Challenge		What ICS Did?
<ul style="list-style-type: none"><li>• No real time inventory visibility due to multiple systems and integrated systems</li><li>• Rising ecommerce sales creating scalability issues with current systems</li><li>• Support required for changing business models and future business expansion</li></ul>		<p><b>SAP Business One implementation</b></p> <ul style="list-style-type: none"><li>• Sap Business One 9.1 was implemented for Finance, Purchase, Sales, Opportunity, Inventory, MRP and Resource management.</li><li>• ICS managed the all the implementation phases and was responsible for Requirement Study ,mapping and gap analysis, custom development ,and Post-implementation support.</li><li>• Integration to e-commerce sites like Amazon and Flipkart</li><li>• Cloud deployment</li></ul>
Business Benefits		
<p><b>Organization</b></p> <ul style="list-style-type: none"><li>✓ Better partner relationship</li><li>✓ Improved customer service</li><li>✓ Anywhere access</li></ul>	<p><b>Financials</b></p> <ul style="list-style-type: none"><li>✓ Low cost of IT Support</li><li>✓ Financial visibility</li><li>✓ ROI Visibility</li></ul>	<p><b>Process</b></p> <ul style="list-style-type: none"><li>✓ Simplified processes</li><li>✓ Reduced stock outs due to improved material planning</li><li>✓ E-commerce integration</li></ul>

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Thank You



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