



### Microsoft Business Solutions – Axapta - Overview



#### Axapta Track Record

We have profitably delivered Axapta solutions to a diverse set of industry verticals across multiple functional areas. As a result of these deployments, our customers have been able to significantly improve their operating performance.

Our Axapta clients to date include businesses in:

- Manufacturing
- Food & Beverage
- Heavy Equipment / Engineering
- Trading & Retail
- Logistics
- Hospitality

We also have extensive experience deploying Navision in these industries.

#### Partial Axapta Client List

- Andhra Pradesh Power Generation Corporation [APGENCO] [Power Generation]
- Cronos Containers (UK) [Service – Container Leasing]
- Turbo Energy Limited [Manufacturing – Auto Parts]
- TVS & Sons [Trading – Auto Spares, Dealership]
- Madras Auto Service [Trading – Auto Parts]
- TVS Logistic Services Limited [Logistics & Services]
- Mahindra Holiday Resorts Limited [Hospitality]
- Sundaram Motors [Trading – Auto Spares, Dealership]
- Arab Paper Manufacturing Company Limited – WARAQ [Paper Manufacturing]

#### Axapta Professionals @ SIS

We get involved and work cohesively with our clients' management and deployment teams to ensure we understand their business and share our domain knowledge, paving the way for an ideal ERP implementation.

#### Our Axapta team includes:

- Industry / Functional Specialists
- Technical Specialists/ Project Managers
- Technical architects/ Developers
- Management

As your partner in growth, we assure you of top-notch products and services, consistently delivered on the agreed schedule and within the pre-determined cost framework. Our ability to deliver quality solutions on time has earned us the trust and appreciation of leading enterprises and their executive teams.

With SIS, you are assured of dependability, value, timely delivery, and competency.



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#### Why SIS?

For several years now, leading enterprises in India have looked to Sundaram Infotech Solutions (SIS) for smart, responsive and efficient solutions. SIS has an integrated services offering consisting of IT Consulting, Enterprise Solutions Practice, Data warehousing & BI, web solutions & networking & data center services

The ability to quickly and effectively deliver business solutions to our clients is one the key differentiators why our clients choose us for their ERP implementations.

We have a solid track record of leading our clients' executive team through defining strategic direction and design of the new business processes. We have led some of the most complex strategic IT evaluations. All of this results in a comprehensive strategy used for executing the implementation of new business process and IT framework.

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#### SISL specializes in providing end-to-end Axapta implementation, migration, system integration & consulting services

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We support this strategic process with powerful design, development, and implementation of sophisticated ERP tools and processes. Our project management and technical experience, and implementation success rate allows us to offer world-class execution of Axapta.

#### Industry-Specific Solutions

SIS is one of the few companies to have exposure to a wide range of industry verticals in India. Our consultants have handled complex ERP projects in the past and are competent to provide an end-to-end business solution rather than an ERP implementation.

#### About Microsoft Business Solutions - Axapta

Microsoft Axapta is a scalable and global Enterprise Resource Planning (ERP) solution that can be tailored to support the exact needs of your manufacturing business, while delivering a low total cost of ownership (TCO).

The solution has broad and advanced functionality that supports the entire business process in a company. Thousands of customers worldwide, including many manufacturers, already use Microsoft Axapta to optimize their businesses.

To succeed in today's challenging manufacturing industry, you need an ERP system that helps you take advantage of opportunities in a changing market place, find new sources of revenue, boost employee productivity and keep your customers happy while improving the bottom line.

Microsoft Axapta delivers this through its flexibility, ease of use, connectivity, rapid development toolkit, unique architecture and advanced functionality covering manufacturing, Supply Chain Management (SCM), Customer Relationship Management (CRM), financial management, project management, Human Resource Management (HRM), business analysis and e-business.

#### Unique flexibility

Microsoft Axapta enables you to run your business the way you want, and to quickly make changes so that you can optimize your resources for increased profitability.

With Microsoft Axapta, there are a number of unique ways to cost effectively tailor your solution to meet your exact needs. The powerful development environment of Microsoft Axapta enables fast customization of the solution to support unique or specialized processes. This is



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one way that Axapta enables you to take advantage of change!

Microsoft Axapta can provide the functionality you need at a low TCO.

#### All in one

Microsoft Axapta is an all-in-one solution. You get all the functionality with one database, one development environment, one programming language and one business logic for all clients. This simplifies implementation, maintenance and upgrading, and contributes to the solution's low TCO.

The exclusive Microsoft Axapta all-in-one architecture means that whenever the system is modified or new data is added, the updates appear throughout the system in real time, helping you react to changes faster.

With Microsoft Axapta, you can have an ERP system that integrates tightly with other Microsoft products including Microsoft Windows®, Microsoft Office, Microsoft SQL Server™, Microsoft Analysis Services, Microsoft Internet Information Server, and Microsoft BizTalk® Server.

This helps you standardize your technology platform across your company, to increase ease of use, minimize training and maintenance costs and improve employee productivity.

Microsoft Axapta helps you increase the speed and efficiency of your production and materials flow, using strong planning and scheduling tools with built-in flexibility. The flexible scheduling options help you minimize lead times and satisfy customer demand. You can get tight control over how your manufacturing resources are used, for optimum performance of your business processes.

Microsoft Axapta is a total, all-in-one solution to cover all processes in your manufacturing organization—not just manufacturing-centered functionality. The functionality of Microsoft

Axapta is grouped into several different modules, most of which can be licensed individually or in functional series. You can choose only the functionality you need, and can easily upgrade later by adding modules.

#### MBS Axapta Modules

Microsoft® Business Solutions–Axapta® helps customers manage a broad range of business areas, so they minimize the need for multiple systems.

The following modules are available with Axapta:

#### Microsoft Axapta Development and Integration:

- X++ Programming
- MorphX IDE
- Axapta Object Server (AOS) Integration
- Axapta Business Connector
- Axapta Tools
- COM and ActiveX
- Application Object Tree
- IntelliMorph
- Third Party Application Software integration

#### Microsoft Axapta Implementation

- Axapta Manufacturing and Supply Chain Management
  - Logistics
  - Master Planning
  - Product Builder
  - Product Builder for Enterprise Portal
  - Production
  - Shop Floor Control
  - Bar-Coding Support in Microsoft Axapta
  - Trade
  - Warehouse Management
- Axapta Financial Management
  - General Ledger
  - Bank Management
  - Accounts Receivable



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- Accounts Payable functionality
- Inter-company accounting
- Multiple company consolidation
- Account Allocations
- Cash-flow Forecasting
- Electronic Banking
- Fixed Assets

- Axapta HR Management
  - Balanced Scorecard
  - Business Process Management
  - Human Resource Management
- Axapta Project Management
- Axapta Sales and Marketing
  - Marketing Automation
  - Sales Management
  - Sales Force Automation
  - Telemarketing
  - CRM for Enterprise portal

#### Axapta E-commerce and Web Portals

- Commerce Gateway
- Commerce Portal

#### Axapta Reporting and Analytics

- Axapta Analytics
- Axapta Enterprise Portal
- Crystal Reports
- IntelliMorph Report Modifications

#### Axapta Data Migration to / from

- SAP
- J. D. Edwards
- Oracle
- PeopleSoft
- MAS 90 / MAS 200
- Microsoft Great Plains
- Solomon
- Lawson
- Microsoft CRM
- PeachTree
- QuickBooks

#### Sample Case Study



#### New integrated solution delivers the goods for Turbo Energy Limited (TEL)

Managing ever-changing and complex manufacturing processes across seven group companies was becoming a challenge for Turbo Energy Limited. TEL's collection of disparate systems, linked to an aging bespoke solution, was no longer able to meet the challenge of responding adeptly to both customer and supplier demands. A fully integrated system based on Microsoft® Business Solutions Axapta® has enabled TEL to work in a new and highly responsive manner.

#### Overview

Country: India

Industry: Manufacturing

#### Customer Profile

Turbo Energy Limited was incorporated in 1982 in technical and financial collaboration with Aktiengesellschaft Kuhnle, Kopp & Kausch, Germany (presently 3K Warner Turbosystems), internationally renowned manufacturers of Turbochargers.

TEL Turbochargers are fitted as Original Equipment for Ashok Leyland, Simpson, TELCO, BEML and KOEL engines for industrial and automotive applications.

#### Business Situation

TEL was facing a strong need for an integrated enterprise-wide business solution that will complement their operations and allow them to forecast market needs better.



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#### Solution

An integrated Microsoft® Business Solutions Axapta® system was integral to achieving improved performance and efficiency together with the streamlined operations TEL needed to support their business operations smoothly.

#### Benefits

- Improved & efficient forecasting
- Greater accuracy of reporting
- Improved integration across group companies
- Real-time visibility of data
- Reduced data inaccuracies

#### Situation

With a growing customer base, the challenge that TEL was facing always remained the same: to do an efficient forecast of Business. Moreover, TEL wanted to increase the production of 19,000 Turbochargers every month to 40,000 turbochargers every month. This meant that the intra-company, inter-company, company-vendor, etc., transactions would go up by more than 100%.

The sheer scale of operations at TEL placed huge demands on its IT systems. The company had extensive processes to meet customer demands; but most of the raw material was being imported from abroad. Given the situation, forecasting orders was very critical to manage a healthy inventory. This unpredictable flow of orders and hence timely deliveries meant accuracy of real-time information, accessible anywhere in the business, was absolutely critical.

#### Solution

TEL's existing system contained two key weaknesses that were hampering its ability to fully realize operational potential. Firstly, using an aging Unix system meant that customer and

technical support was a scarce resource – this led to slow and expensive development costs whenever TEL sought to evolve the system.

Secondly, while TEL referred to a generic 'system', in reality it was a multitude of smaller systems driving the accounts and separate databases undertaking other tasks such as job costing, purchasing, order bookings and inventory management.

Because TEL's IT systems are central to its ability to maintain excellent customer and supplier relationships, the company began its search for a fully integrated system, finally settling on Microsoft® Business Solutions Axapta® which fulfilled all its requirements, and provided the assurance it needed for forecasting & business continuity. TEL also chose Sundaram Infotech, our implementation partner from India, to handle the end-to-end ERP implementation and also train the power users. TEL's IT system is now much more robust and streamlined with Microsoft Axapta at its heart.

In addition, the power users at TEL also upgraded their knowledge on the new system simultaneously. This was important because the project was on a tight schedule from start to completion. So, there was a need for the system and the users to take off from Day 1.

#### Challenges Faced:

- 7 Companies; with potential for more entities within the next financial year
- Multi-location operations
- Each company possesses varied products & business processes
- Inter & Intra company transactions
- Sub-contracting
- Discrete & Continuous Manufacturing
- Varied Export-Import policies



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- Country-specific statutory requirements
- Two-level Financial consolidation
- Migration from Legacy Bespoke system (Ingres, FoxPro)

#### Overall Benefits

Today, TEL has achieved much greater integration, accuracy and visibility of information across every area of its business. Substantial timesavings have been achieved from removal of unnecessary duplication of data entry and there is now a much greater sense of confidence in TEL's ability to respond to customer demands.

Moreover, TEL is now able to proactively forecast orders and maintain a thin inventory and also make recommendations and suggestions to its group entities & suppliers, further improving customer and supplier relationships and ensuring consistent customer service levels. Although return on investment was not a priority, the company has also been positively rewarded in this area too.

TEL's power users have also been trained in parallel and there is very little dependency on the implementation partner for operations.

#### The MBS Center of Excellence @ SIS

In a bid to deliver end-to-end ERP consulting & implementation services to our global clientele, the MBS Center of excellence at SIS strives hard to ensure customer delight. Some of the salient features of this center of excellence is as follows...

#### Microsoft Relationship

SIS maintains an excellent relationship with Microsoft Asia. Some of our customers have already derived enormous benefits; thanks to this relationship.

#### Domain Skills

Sundaram Infotech is a wholly owned subsidiary of Sundaram Finance Ltd., one of the most respected names in the financial services industry in India. Hailing from the TVS heritage, our parentage has always been known to be leaders in the financial services and automobile manufacturing domains.

#### Implementation Skills

Our successful implementations at customer locations are testimony to our implementation skills.

#### People

We recruit and retain the best in the industry.

#### Support & Maintenance

We do not restrict ourselves to ERP implementation/ consulting assignments. If it calls for hardware procurement, networking & data center services, we take care of that too...

#### Training & Skills upgrade

We will soon be launching the Axapta/ Navision training center in India. The facility would enable our professionals to continuously upgrade their skills and also nurture fresh talent.

#### Reach us



#### Corporate Headquarters

901-906, Raheja Towers  
177, Anna Salai  
Chennai – 600 002.  
INDIA.

Tel: +91 44 2860 4066

Fax: +91 44 2860 4237

[www.sundaraminfotech.in](http://www.sundaraminfotech.in)  
[info@sundaraminfotech.in](mailto:info@sundaraminfotech.in)