

# VELCOM

*Exceed Expectation*



## COMPANY PROFILE

VELCOM's Enterprise Business Solutions (ERP / SCM / CRM / BI) extensive experience of more than 2000 person months enables successful Product / Vendor Selection & Project Implementation for its customers.

VELCOM provides Leadership & Guidance to Minimize project risks, Step up implementation progress and Increase the success & value of the customer ERP project initiatives.

VELCOM serves as advisors exercising trusted responsibility to its customers.



VELCOM ERP IT SOURCING PVT LTD

*An Independent ERP Consulting & Talent Sourcing Company*

Fl, 1 Floor, Sri Rajalakshmi, 115/14, Pillayar Koil 3rd Cross St.

Ashok Nagar, Chennai - 600 083

Phone: +91-44-24743415; Fax: +91-44-24743415

E-mail: [enquiry@velcomerp.com](mailto:enquiry@velcomerp.com)

Web: [www.velcomerp.com](http://www.velcomerp.com)

Blog: [www.velcomerp.blogspot.com](http://www.velcomerp.blogspot.com)

# ABOUT VELCOM

VELCOM is an enterprise business software (ERP / CRM / SCM / BI) consulting company, with primary focus on mid size organizations across industries. VELCOM assist them to grow better and facilitate their employees to collaborate together to increase more productivity through ERP project initiative. It helps its clients manage every aspect of their ERP Initiative, from strategic planning to day-to-day operations.

Every organization is unique and VELCOM services are refined to fit to customer specific requirements.

We achieve this through our "Generate more value from the existing IT infrastructure" strategy, which is built on our expertise in ERP consulting & technology and industry knowledge. This helps customers achieve better Return on Investment (ROI), by generating more value from their existing business software & other IT applications in the organization.

VELCOM facilitates organizations in their ERP project initiative to – Get ready; Set goals / budget; Identify key requirement; Evaluate & Select ERP product & vendor; manage the implementation project; conduct post-implementation audit and also assist in all related organizational changes to assure them realize the complete business benefits of their ERP implementation.

VELCOM has proven success in leading implementation teams from start-ups to over INR 1000 Crores size organizations. VELCOM has expertise in leading players like SAP (My SAP, All-in-One, Business One, Business Objects), Oracle (EBS, PeopleSoft, JD Edwards, Siebel, Hyperion), Microsoft Dynamics (AX, NAV, GP, MS CRM), SAGE Accpac as well local players local players like Ramco, Tally among others.

## VALUE PROPOSITION

### √ Business Focus

- ◆ Expertise & Focus on - ERP / CRM / SCM / BI
- ◆ Deep & wide market experience with thought leadership
- ◆ Experience with leading enterprise solutions – SAP, Oracle, Microsoft among others

### √ Reduce Project Cost / Risk & Increase Project Success

- ◆ Negotiation results typically exceed fees
- ◆ Reduction in TCO (Total Cost of Ownership) & Project Risk
- ◆ More risky & costly not to use VELCOM
- ◆ Extensive experience Increase Project Implementation Success Ratio
- ◆ Proven project methodology

### √ Completely Neutral

- ◆ We do not sell software
- ◆ No financial ties with any software vendor
- ◆ Technology / Product agnostic approach ensures neutrality

### √ Industry Experience

- ◆ Well networked with ERP ecosystem
- ◆ Have operational experience across industries
- ◆ Big-picture focus on how technology can improve business

### √ Customer Satisfaction

- ◆ Quantifiable Results & ROI (Return on Investment)
- ◆ Value Based Remuneration
- ◆ On select case, pay after project completion

# OUR SERVICES

VELCOM focus on mid-size organizations across industries & help them achieve the following benefits through their ERP Project initiative:

- ◆ Complete the ERP Project on time
  - ◆ Reduce the Project Total Cost of Ownership (TCO) by at least 20%
  - ◆ Realize more tangible Return on Investment (ROI)
  - ◆ Help organization improve business through ERP
  - ◆ Reduce Risks involved in the Project
  - ◆ Get client-ready in terms of Organization, People, Process, System
  - ◆ Draft the Project Roadmap & Goals
  - ◆ Set the right ERP Project Budget
  - ◆ Identify Key ERP Business Requirements
- ◆ Achieve ERP Goals like:
    - ◆ Centralized Data & Integrated System
    - ◆ Standardized Business Process
    - ◆ Integrate & Streamline Operation
    - ◆ Increase Revenue & Customer Satisfaction
    - ◆ Reduce Cost by improved efficiency
    - ◆ Increase Employee Productivity
    - ◆ Collaborate well across Supply chain
    - ◆ Manage Inventory well
    - ◆ Material Requirement Planning

## Our Services include:

### ◆ ERP Readiness Audit:

First step in the ERP Project Initiative, it includes Readiness in terms of — Organization, People, Process, System and Project. This would help Organization to clearly understand its current Readiness level and have an action plan to be fully ready to implement the ERP Project successfully. Organization readiness is more important than any other factor for a successful ERP implementation. The organization should ideally concentrate on improving the business process, systems & procedures before initiating the ERP project.

### ◆ ERP Goal Setting & Total Cost of Ownership (TCO):

Goal setting helps organization to have clear goals, which increases the chance for a smooth implementation and optimal return on an investment (ROI). ERP project goals for management, business & IT would be Strategic, Operational & tactical. Total Cost of Ownership (TCO) is the total cost (initial & recurring) of Software, Services, Infrastructure & Resource, Miscellaneous & other related factors for the successful ERP project. TCO has to strike the right balance between cost-efficiency & fulfillment of business requirements.

### ◆ ERP BPR, Blueprint & Request For Proposal (RFP):

BPR is the fundamental rethinking & radical redesign of business processes to achieve dramatic improvements in critical measures of performance such as cost, quality, service & speed. Blueprint is derived through an iterative process of defining the business process and technical requirements for the ERP project. The RFP process brings structure to the procurement decision & is meant to allow the risks & benefits to be identified clearly up front.

### ◆ ERP Product / Vendor — Evaluation & Selection:

This would ensure that the organization decide on the right product & vendor to realize the complete benefits from the ERP Investment. Good care taken at this stage, ensures brighter chances of the ERP project success. For organization that doesn't have either time or expertise or both, necessary to make this critical decision, should employ the right ERP consultant to reduce the risk & increase the project success probability. Organization can focus on what it can do best and leave this critical responsibility to the expert and have peace of mind of knowing it will not make the common first timer mistakes.

# OUR SERVICES

## ◆ ERP Program Management:

This would facilitate the Client & Vendor teams work together and ensure that the ERP Project is completed within the agreed timeline & budget. Program management would ensure that all business requirements are realized through successful ERP project. It would also ensure that the business transformation activities, necessary to enable a functioning business platform are planned, once the ERP goes live. An approach that integrates vendor project methodology with all the additional business activities required for the ERP project determine the project success.

## ◆ ERP Post-Implementation Audit (PIA):

PIA would help organization to evaluate whether project objectives were met, to determine how effectively the project was run, to learn lessons for the future, and to ensure that it realize maximum possible benefit from the project. PIA would assist organization to effect needed changes in organizational plans & processes and realize potential operational & strategic benefits. In ERP re-implementation projects, PIA's critical role is to redefine the ERP project scope, promote learning & system acceptance through user training & stakeholder commitment to the project.

## ◆ ERP IT Infrastructure Audit (IIA):

IIA would help organization to understand its current IT environment, have an action plan to realize the optimal benefits from its IT infrastructure investment. IIA is about safeguard assets, maintain data integrity & operate effectively to achieve the organization goals. Documentation of policies, procedures, practices & org structures designed to provide reasonable assurance that business objectives would be achieved & undesired events will be prevented or detected and corrected.

## ◆ Talent Sourcing Services:

Organizations need right people for their IT operations (CIO, IT Head) & Business operations (Finance, Manufacturing, SCM) to manage their Enterprise Business Software (ERP / SCM / CRM / BI) Project Initiatives. ERP Service Providers need right ERP consultants with skills like – Domain Expertise; Product Knowledge & Certifications; Implementation Experience; Cultural Fitment; Relationship Management, Overseas Exposure etc., VELCOM Talent Sourcing practice helps customers with right talent at the least time & effort for such requirements. ERP Talent Sourcing Services Include Permanent Recruitment Services & Interim CIO Services (For Enterprise Business Software [ERP / SCM / CRM / BI] Project Initiatives)).

## ◆ Enterprise Business Consulting Services

VELCOM helps IT Enterprises on their initiatives on Strategy, Business Development & Operations. Enterprise Business Consulting Services include for :

- ◆ Strategy: Business Planning; Vertical & Horizontal Focus; Go to Market Strategy
- ◆ Business Development: Value Proposition / Positioning; Marketing Collaterals; ERP Awareness Initiatives (for Customer Target Verticals); Lead Generation; Prospect Qualification
- ◆ Operations: Reducing project cost using re-usable components; Knowledge Repository; Right Pricing Models; Maintenance & Support Models

# KEY CUSTOMERS & TESTIMONIALS



"VELCOM played key role in making our Microsoft Dynamics NAV project and Change management initiative a grand success. They have in-depth knowledge of ERP's available and adopted suitable methodologies to meet our needs. Their services included Audit of NAV post implementation and IT infrastructure which was also carried out to our complete satisfaction." - **Mr. K S Shankar, Sr. Advisor, Noble Tech Industries**

"VELCOM played a major and key role in Maveric's Oracle ERP Vendor Selection, Freezing Business Requirements, Program Management & Low TCO Initiatives being successful and managed the ERP project to our satisfaction." - **Mr. Subramanian, Finance Controller, Maveric Systems,**

"It was pleasure interacting with you. We are impressed with your experience, credentials and approach on our SAP project. We look forward to working with you on another opportunity" - **Mr. Subramanian, Managing Director, Subhiksha Trading Services**

"VELCOM has conducted the ERP Post-implementation & Organization Readiness Audit and has come out with the detailed current status report with a clear action plan. This has helped us to understand our current organization level and steps to take to realize the complete benefits of our ERP Investments. They are currently assisting us in selecting the right ERP implementation partner and would be part of our group's IT initiatives in future also." - **Mr. Naresh Modi, Managing Director, Jonas Woodhead & Sons**

"We have engaged VELCOM core team members at different capacities in the last ten years. VELCOM has helped us to understand our current organization level and steps to take to realize the complete benefits of our ERP Investments. VELCOM approach has been very professional & they work as our extended IT arm." - **Mr. Jaya Vijayan, Managing Director, Southern Agro Engines**

"VELCOM has helped us to plan the Goals & Total Cost of Ownership for our ERP Project. They evaluated various ERP solutions including SAP thereby helping us decide on the right ERP Solution. They are now assisting us in identifying the right CRM solution & other industry specific add-on's for our construction business" - **Mr. Dayanand Sundaram, Partner, Vishwasri Property**

"VELCOM has been guiding us on our strategy, initiatives on business development & operations for our ERP Business. Their in-depth Enterprise Software Consulting Expertise is benefiting us immensely. We have started realizing the benefits of our engagement" - **Business Head, Division of a Pioneer in Distance Education**

"We were looking for a consultant, who would help us in getting the business system documentation signed-off with our customer. VELCOM coordinated with our customer's team at Spain, facilitated this and completed the project quickly. We are now working together to get our business requirements addressed through ERP." - **Managing Director, Leading Leather Exporter**