

HIGH BUZZ



Welcome to the second issue of HighBuzz, a quarterly update from Highbar Technocrat Limited.

In this issue we have a thought leadership article on how automation of the very important process for contracts management can deliver significant benefits to an organization, especially in the construction industry that has to deal with heaps of paperwork on a daily basis.

HighBuzz now reaches more than 2500 readers. If you would like us to cover any specific topics or if you would like to write a thought leadership piece based on your experience, in our forthcoming issues of HighBuzz, please do let us know.

Regards,
Mangesh Wadaje

A handwritten signature in black ink that reads "Mangesh". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

CEO
Highbar Technocrat Limited.

Greetings from Highbar!

I hope you enjoyed the previous issue of HighBuzz.

It is a pleasure to share the second issue of HighBuzz with you today.

Through this communiqué, we take the opportunity to establish a regular communication channel with our clients, associates, partners, employees, and other well-wishers.

The last few months have been a very exciting timeframe for us at Highbar with the beginning of 3 new projects despite the subdued market conditions, one of them from Doha, Qatar and two from India. Details of these projects are covered later in this document.

We also enjoyed great coverage for our thought leaders in the national media. Some of the articles where our thought leaders appeared are:

- The Future of Construction in the World of IoT
- Automation of Estimation & Tendering Process in Large Construction Projects
- Digital Document Management Benefits In The Construction industry

We stand committed in supporting our clients to achieve their business goals efficiently through creative technology leverage.

Through our quarterly “HighBuzz” we aim to stay connected and keep you updated with the latest at Highbar. We are happy to share with you, our perspective on the impact of latest technology developments like IoT, ML & AI on your business sector in the forthcoming issues.

Looking forward to our continued association.

SUCCESS STORIES



The Client:

Shreenathji Builders Private Limited

A growing real estate company from Vadodara, having turnover of about approx. Rs. 200 cr and vision to construct and sell approx. 10 lakhs houses in the next 5 years.

The leaders believed that to support their growth aspirations, they need to have comprehensive and timely information about various aspects of business operations at their finger-tips to enable better and faster decisions.

The Challenge :

- No single system was in place for project management, procurement, stores and sales.
- No visibility of the project construction progress, sales collections and project cashflow.
- Tally was used for accounting purpose which didn't meet any of the above needs.

Highbar Solution :

Highbar consultants did a detailed operations and information management study of the organization and decided to implement an integrated solution comprising of SAP FICO, MM, SD, PS & QM.

Highbar's proposed IT road map was aligned with the management vision at Shreenathji Builders, towards IT investment and ROI, and turned to be the highlight of their decision to go ahead with the solution.

Benefits:

- Decision makers at all levels in the organization will have timely access to the information they need to make better decisions
- There will be greater transparency in the operations, eliminating hidden costs and unknown variables
- Leaders will have a bird's-eye view of the organization with the ability to zoom in wherever necessary to get into the details. This will allow them to have better control over the operations.
- The enhanced visibility and accountability in the system enabled by technology will drive greater discipline across the organization, thus improving productivity substantially.
- Implementation of finance and cost controlling, materials management, sales and distribution, project system and quality management modules of SAP will enable seamless flow of information across the organization, offering a single source of relevant information at all levels.

SUCCESS STORIES



The Client:

RP Infraventure Private Limited

A growing construction company in North India.

The Challenges:

1. Incomplete and inefficient SAP system - All the Infrastructure business functions were not operating on common ERP platform e.g. Plant maintenance department, RA Billing processing etc. This was resulting in underutilization of SAP ECC system, contributing to less ROI and higher IT maintenance cost.
2. Inadequate project system module - Project System module though implemented earlier by other implementation partner, was in use for very limited functionalities. Crucial PS SAP functionalities like cost planning, budget control, daily progress booking, monitoring and control etc. were not possible.
3. Site operational data lapses - Timely site-wise data capturing and operational progress monitoring was not possible, as effective process solution (SAP solution) was not in place.
4. Inadequate SAP integrations - SAP crucial advantage, system integration across modules i.e. across business departments was ineffective. Manual intervention was required to capture cost bookings and accounting entries.
5. Inadequate management reporting - Expectations of overall management reporting were not being met satisfactorily through the SAP system implemented earlier. Few crucial reports were required to be floated manually, which was time consuming and was resulting in reporting delays.

Highbar Solution :

1. Efficient overall SAP solution - HIGHBAR offered Project Systems, Plant Maintenance and MM-Sub-contracting, RA Bill processing solution based on past experience in the similar industry. Various process alternatives were discussed, and SAP "To Be" process solution was optimized based on RP Infra project requirements and management reporting requirements.
2. Project monitoring and control made it possible - Project structure was reworked, cost planning (unit costing) standard solution offered, budgeting standard & customized solution combination offered, daily progress monitoring offered, RFI to RA Bill Processing synchronized and implemented.
3. Equipment performance, utilization and costing reporting made it possible - Plant maintenance equipment/asset master management implemented, reactive order maintenance implemented, planned preventive maintenance implemented, daily equipment log implemented, equipment performance/utilization/cost reporting implemented.
4. Delivered management controls and reporting - Customized enhancements and customized reporting's cutting across business functions delivered to fulfil management controlling, monitoring and reporting requirements.

Benefits

- Enabled the full benefits of technology deployment.
- Better cross functional and intra departmental access to data.
- Greater productivity with more efficient project management.
- Better reporting of information leading to better decisions.
- A system that will support business growth through scalability.



SUCCESS STORIES



The Client:

DOPET

Doha Petroleum Construction Company Limited (DOPET) is one of the largest mechanical construction companies in Qatar, catering to the fields like Oil, Gas, Petrochemical and Utilities Industries, both onshore and offshore, DOPET has successfully carried out EPIC Projects and diverse assignments in areas like Fabrication and Installation of Piping & Structural, Fabrication of Pressure Vessels & Tanks, Electrical, Instrumentation, Valve Overhauling, etc.

Challenges:

1. Too many legacy systems and disintegrated operations - Company was dependent on 4 to 5 legacy systems. Business synchronization/integration was absent within business lines and across business verticals.
2. Non standardized processes - Business verticals were functioning in non standardized and some what random manner though nature of business is broadly compatible.
3. Disintegrated accounting and HR functions - Significant manual intervention was there to maintain project wise and department wise, costing/consumption and revenue data. Business vertical heads were not able to easily access employee data related to their responsibility, or to go through job/project costing and profitability. This was resulting in delayed or no improvements in routine operations.
4. Manual data tracking - In the absence of effective online ERP system, client business team was maintaining job/project data manually in the legacy systems. This data is more or less decentralized and was not accessible to all the stakeholders on daily basis.
5. Absence of future scalability - Due to less integration and legacy systems, the business IT functions and overall systems readiness was lacking in future scalability.
6. Absence of effective Inventory Tracking system - There was absence of effective and complete inventory tracking system, especially material handling teams at project sites were facing tracing issues.

Highbar Solution :

1. Centralized advanced business process management platform is offered- Current multiple legacy systems have been replaced with a centralized advanced business process management system i.e. with SAP S/4HANA 1809 suit. SAP solution architecture is efficient enough to deliver the critical operational requirements and to further support the clients existing competitive advantage. Highbar based on the earlier implementation experiences and expertise, optimized combination of standard & customized functionalities to offer improved yet simplified user experience.
2. Standardized processes - Business workings within business line and across business verticals have been standardized. Concentrated solutions approach is applied on focal area of business under consideration.
3. Project time scheduling integration -Primavera (P6) software is integrated with SAP so that project time schedule and actual progress can be seamlessly tracked in the SAP system. Also, related cost planning and budgeting provisions can be handled with less time and fewer efforts.
4. Account and HR functional Integrated - Operations of accounts and HR departments have been integrated with other business departments e.g. with project planning and execution, procurement, inventory management, workshop planning and execution, plant maintenance, sales and marketing etc.
5. Future scalable solution - Solution offered on SAP S/4HANA 1809 landscape is quite advanced and definitely has edge in terms of future IT solutions compatibility.
6. Online transactions and report tracking - Online transactions display and project monitoring (including inventory movements on-site) based on latest updated data is possible. Online/Offline mobility solutions are compatible.

Benefits:

- An efficient, integrated, future ready solution.
- Better access to information across the organization to enable better tracking of operations.
- Better decisions with integrated view of data.
- Ease of managing business operations will free up management bandwidth for strategically important activities.



HIGHBAR IN THE NEWS



Future Of Construction In the World of IoT

With an exponential surge in internet consumption, the Internet of Things (IoT) is taking the world by storm. A significant number of enterprises and consumers have already migrated to IoT citing its potential benefits in the coming years both involving user convenience and business benefits.



Future of Construction In the World of IoT

IoT - Internet of Things - as a concept has become a buzz word across industries due to its novelty value. The concept and technologies involved have a lot of benefits in construction projects too, for real estate, infrastructure, industrial and commercial construction projects.

Mr. Ashok Wani from Highbar Technocrat Limited discusses some interesting benefits of IoT in the construction sector in his article in Business World Magazine.

- What is IoT?
- Which sectors are benefiting from IoT?
- What are the potential applications of IoT in the construction sector?
- What benefits does IoT bring for construction projects and companies implementing these projects?
- What benefits does IoT offer to buildings and structures already in existence?

To read the full article, please click: <https://bit.ly/2OiDwul>

The screenshot shows a news article on the DQ Channels website. The article title is "Highbar Technocrat accelerates 'Easy-Bid'- Its next-generation software". The article features a portrait of a man and a call to action "To Participate in Click here!". The article text mentions that Highbar Technocrat Limited has accelerated its next-generation Estimation and Tendering software, 'Easy-Bid', to 300% improvement in the overall project cost. 'Easy-Bid' can generate the estimation online and increase efficiency.

Highbar Technocrat accelerates 'Easybid'- Its next-generation software

Estimation is one of the core processes for the Engineering, Construction & Operations (EC&O) industry. Dependence on individuals, improper planning and missing costs etc. often lead to inaccurate estimates and budget escalations during estimation. Need for accessing of historical information quickly and easily, ensuring apt assessments in item rates, lump sum, cost plus and cover for all models like BOT, EPC, etc. for a time-bound submission makes the task complex and challenging.

Mr. Ashok Wani from Highbar Technocrat Limited has shared his views on an automation approach to the estimation process and its benefits in this article he has authored in the DQ Channels magazine.

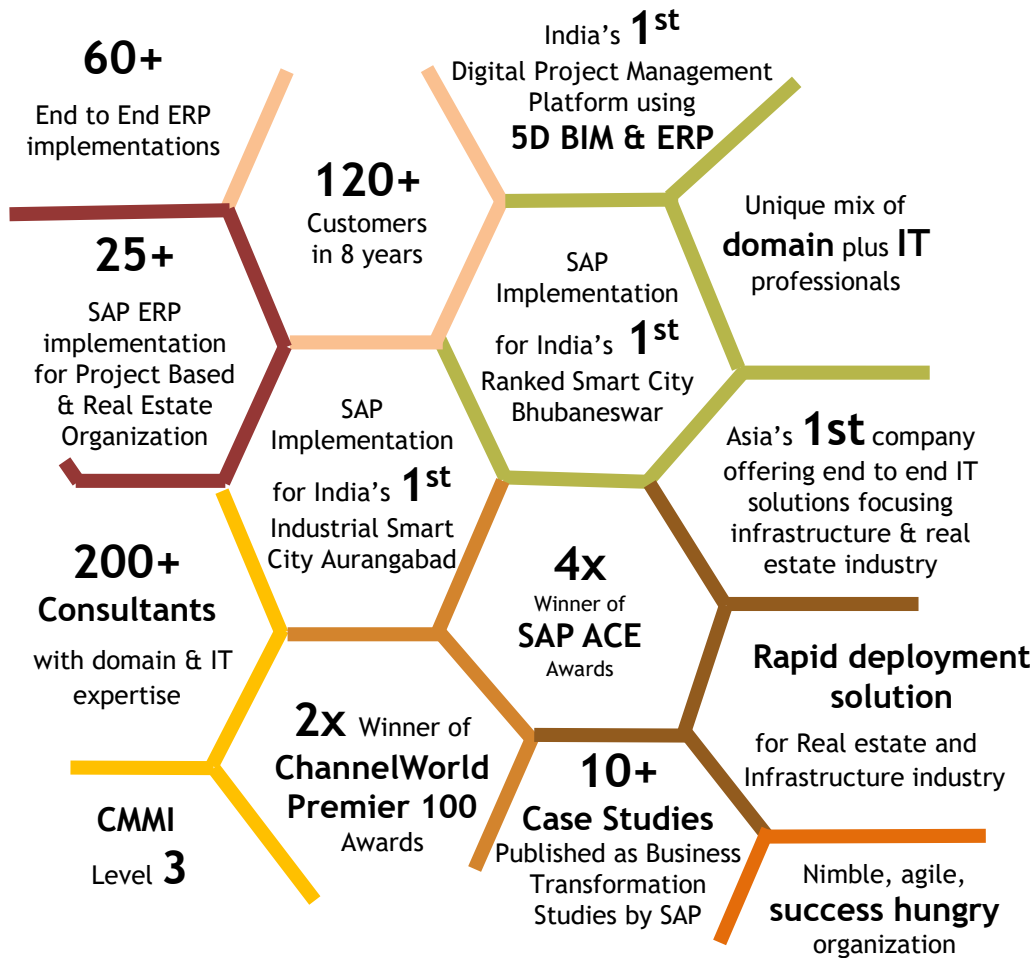
To read the full article, please click: <https://bit.ly/2OIBpjl>

The screenshot shows a news article on the NBM&CW website. The article title is "Highbar Technocrat launches Digital Document Management Solution for Construction Industry". The article text states that Highbar Technocrat Limited, an end-to-end Information Technology (IT) solutions provider for the real estate, infrastructure & construction industry with a global footprint, has added another jewel to its offerings portfolio with the launch of Digital Document Management Solution (DDMS) for the highly document intensive construction industry. The solution enables storage of business-critical documents electronically in a highly secured environment to ensure a swift and orderly retrieval of them. The documents can be accessed from anywhere from across the globe on mobile platforms resulting in enhanced business efficiency and better streamlining of business processes. Construction and Infrastructure oriented organizations have to manage a host of critical documents including project blueprints, contract documents, legal documents, correspondence, taxation, legal, power-of-attorney, bank guarantees etc. Filing of physical documents consumes productive hours of the workforce and also makes retrieval of documents a very challenging task. Furthermore, physical storage of documents also makes them vulnerable to damage due to ageing and accidental damage.

Highbar Technocrat launches Digital Document Management Solution for Construction Industry

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To read the full article, please click: <https://bit.ly/2rjo9cd>



About Highbar Technocrat Limited:

Highbar Technocrat Limited (Highbar) is a leading end-to-end IT solution provider with its portfolio of enterprise business solutions, line of business IT solutions, process consulting & IT Infrastructure services aiming at increasing efficiencies for the infrastructure, construction, real estate and manufacturing industries. It is recognized by Gartner Inc. among top 5% successful spin-offs, with a dedicated global case study.

IT expertise backed by industry domain knowledge, with a creative solutions approach to address the unique needs of the clients differentiates Highbar as preferred partner for IT initiatives for infrastructure industry. Highbar has developed SAP certified templates based on industry best practices enabling customers to achieve business efficiencies. Highbar is now offering IT services across multiple sectors like manufacturing, BPO, Agro-Chemicals, Telecom, Consumer Products, Pre-engineered Buildings etc. Highbar is a preferred partner for SAP implementation & re-implementation with eleven global case studies.

Highbar Technocrat Limited

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