



Super Solutions

The Ambuja Neotia Group has been integrating business functions on a unified platform and has garnered business efficiencies using SAP ERP system

The Kolkata headquartered Ambuja Neotia Group, one of the most prominent and respected corporate houses of the country, with its forte in real estate and foray into areas like hospitality, healthcare and education, is dedicated to building facilities to make a difference in the way people live. With projects spread across the eastern part of the country and now having a Pan India footprint, the group is increasingly contributing to realty spaces with special emphasis on designs and aesthetics.

REQUIREMENT AND SOLUTION

For its real estate business, the group needed

an integrated scalable IT platform to enable standardised and automated operations, enhanced monitoring, fast and reliable reporting, and better resource utilisation to reduce costs, increase customer delight and manage project execution efficiently.

Having decided that new age ERP solutions would be integrated part of the business transformation, Ambuja Neotia narrowed down on the SAP@ERP and selected Highbar Technologies as its implementing partner.

The company's top objectives for business transformation are as under:

- Migration from traditional ERP system to SAP ERP system leading to uniform operations across all functions and projects
- To standardise and automate operations, enhance monitoring, and increase the efficiency of reporting, resource, and real estate project management
- Control project quality and costs through indexing and benchmarking
- Rental Space Management

Implementation was successfully carried out for the first time in Eastern India in the real estate sphere, following the approved SAP standards inter alia identifying the critical business areas, mapping right solutions with real estate

industry best practices.

Effective change management was carried out involving top management of the group which helped to smoothen the process of implementation.

KEY BENEFITS

Now the firm has greater control over project and contractor management, faster billing cycles, better material reconciliation, and less waste. Effective planning and project management is streamlining everything from inventory to procurement to rental space management, helping reduce costs and allowing the Ambuja Neotia Group to pass on the efficiency gains and benefits to its customers.

The gains are seen through the following:

- Effective planning and project management
- Norm-based project budgeting and control
 - System linked quality indexing and benchmarking, for tighter quality control and cost reductions
 - Efficient mall management and billing process leading to quantifiable savings

“With SAP and Highbar we started the project with an audacious dream. Part of that has been realised. Our journey to excel continues,” **Harshavardhan Neotia, Chairman, Ambuja Neotia Group**, is led to say





Success story

The Salarpuria Sattva Group has been hugely successful in aligning business with real estate best practices using SAP® ERP and SAP CRM

Built on trust, innovation, and leadership, the Salarpuria Sattva Group is one of India's leading property development, management, and consulting organisations. Having pioneered the early development landscape in Bengaluru, it has been literally shaping the city's skyline since the mid-1980s. As it plans to diversify into many vertical industries such as aerospace, high tech, education, facilities management, and warehousing, it must find a way to effectively manage growth. Working with Highbar Technologies to deploy the SAP® ERP and SAP Customer Relationship Management (SAP CRM) applications at 17 group companies, the Salarpuria Sattva IT team now has the knowledge it needs for continued rollouts. A unified IT platform is improving visibility and customer service group wide – which is good news for Salarpuria Sattva, the people of Bengaluru, and beyond.

Objectives

- Enhance monitoring and control, improve customer relationship management, and enable flexibility in the face of growth
- Enable financial reporting and consolidation at both the group and departmental levels Resolution.
- Deployed the SAP® ERP and SAP Customer Relationship Management (SAP

- CRM) applications in just six months, thanks to the technical and industry expertise of Highbar Technologies.
- Effectively transferred knowledge following the rollout across the first 17 group companies, enabling in-house handling of the rollout to the remaining 17 companies

Company: Salarpuria Sattva Group
Headquarters: Bengaluru, India
Industry: Engineering, construction, and operations – real estate
Products and Services: IT parks; commercial, residential, hospitality, and retail properties
Employees: 1,600
Revenue: Rs 10 billion (\$165.2 million)
Web Site: www.sattvagroup.in
Partner: Highbar Technologies Ltd.
www.highbartechologies.com

Benefits

- Standardised processes that align with real estate best practices
- More-effective management of sales agreement documents
- Total visibility into real estate leads, opportunities, and customer status
- Unique billing process for more-effective handling of contractor billings

- Effective planning and project management
- Faster sales agreement documentation processing
- More-effective contractor bill processing
- Faster management of information system report preparation

“With the help of Highbar’s industry expertise and technical knowledge, we implemented SAP ERP and SAP CRM to standardise our real estate industry processes across 17 group companies. Our core IT team was then able to deploy the applications at our remaining 17 companies.”

Bijay Agarwal, Managing Director, Salarpuria Sattva Group ♦

