

## About Highbar Technocrat:

Highbar Technocrat, an associate company of HCC Group, is positioned to be an end-to-end IT solution provider for infrastructure industry. The Company's portfolio of enterprise business solutions, line of business IT solutions and process consulting is aimed at increasing efficiencies of organizations from infrastructure industry i.e. Roads, Ports, Real-Estate, Airports, Railways, Oil & Gas exploration, EPC (Engineering Procurement & Construction), Pre-cast, Rental Housing, Irrigation & Water supply, as well as urban and industrial infrastructure (Telecom, Mining), in private, public and government sectors. IT expertise backed by industry domain knowledge and strategic alliances are the key differentiators which make Highbar Technocrat a preferred partner for IT initiatives in infrastructure industry.

With 100+ customers from India, Middle East and Africa since 2010, Highbar has expanded its IT services capabilities predominantly in the area of SAP ERP offerings. Apart from the infrastructure industry as mentioned above, customers from Telecom, Manufacturing, Agrochemicals and Retail industries have also trusted us & have benefited by availing our services. More than eleven of its implementations have now become global case studies, published on SAP's website as reference implementations in infrastructure industry. Our detailed service portfolio includes

## SAP Enterprise solutions:

- **ERP (Enterprise Resource Planning) Solution:** ERP is a suite of business applications integrating various business functions such as planning, purchasing, inventory, finance, sales, marketing, HR on single platform. Through SAP ERP we enable implementation of various functional & business modules including FICO( Financial Accounting & Controlling), HR (Human Resource), PP (Production Planning), MM (Material Management), SD (Sales & Distribution), PM (Plant Maintenance), PS (Project System), QM (Quality Management), BPC (Business Planning & Consolidation), REFX (Flexible Real Estate), TR (Treasury), PI (Process Integration), FLM (File Life Cycle Management), ABAP (Advanced Business Application Programming), BASIS (Business Application Systems Integrated Solutions), etc.
- **Business Intelligence & dashboards (BIBO or BOBJ):** Business Intelligence solution allows you to view, extract and analyze business data/ information which can be utilized in business dashboards in presentable format to get end-to-end visibility over projects & business, with a possibility of drill down up to minute level.
- **SAP HANA:** It is an in-memory data platform for real-time analytics and applications that is deployable as an on-premise appliance, or in the cloud. It is a revolutionary platform that's best suited for performing real-time analytics, and developing and deploying real-time applications.
- **Highbar CloudConnect:** Highbar CloudConnect offers SAP ERP for Infrastructure/ Real Estate/ RMC (Ready-Mix-Concrete) industries on cloud technology on pay per user per month basis making SAP ERP affordable to SMEs (Small Medium Enterprises).
- **E-procurement:** Manage your procurements efficiently & effectively using enterprise procurement offerings like Ariba, SRM (Supplier Relationship Management).
- **SRM (Supplier Relationship Management):** With SRM the interactions/ processes between construction companies and its suppliers can be streamlined efficiently for better cost effective procurements for organizations.
- **Enterprise Mobility Solution:** Give your construction workforce the freedom to handle critical tasks & make decisions in real time irrespective of their location using handheld devices like smart phones, mobiles etc.
- **SAP Fiori:** As part of Mobility applications SAP Fiori simplifies the user experience with easy-to-use mobile apps that works seamlessly across all devices enabling user access for frequently used SAP applications.

- **SAP Screen Personas:** It provides a simple drag & drop approach to modify many common SAP GUI (Graphic User Interface) screens to make them more usable as well as more visually appealing. This enables to increase productivity through personalization of SAP screens.
- **ESS/ MSS (Employee/ Manager Self Service):** ESS/ MSS is a web enabled tool which allows employees/ managers to create, display and change their HR/ Project related data (like attendance, travel management, training, appraisals, etc.) in company's intranet.
- **DMS (Document Management System):** SAP DMS enables the capture and management of all types of electronic documents, multi-media files, construction drawings, images and any other files that should be stored and controlled in a secured environment with facility of version and revision control, integrated workflow capabilities, full text retrieval and search functionality, and linkage with SAP business objects such as Bill of Materials.
- **CRM (Customer Relationship Management):** Using SAP CRM you can manage and analyze customer interactions and data throughout the customer lifecycle, with the goal of improving business relationships with infrastructure & real estate industry customers, assisting in customer retention and driving sales growth.
- **SAP ETM (Equipment & Tool Management):** It's a component of Industry Solution of SAP for Engineering, Construction & operations (IS EC&O). With SAP ETM various construction equipments can be integrated with SAP ERP for optimum utilization of equipment resource leading to savings in time and cost. The effective utilization can enhance the life of the equipments.
- **SAP certified SAP ERP templates for Infrastructure, Real Estate and RMC industry:** Get industry best practices for your infrastructure, Real estate and Ready-Mix-Concrete business using template based solution certified by SAP, enabling ERP deployment in half time as compared to industry standards. You can streamline your business with access of industry best practices.
- **SAP certified SAP BIBO templates for Infrastructure, Real Estate and RMC industry:** Take your business to next level with the access of industry specific business intelligence templates specially designed for Infrastructure, Real Estate and Ready-Mix-Concrete industry. With these standard dashboards you can monitor projects efficiently enabling management to take more informed critical business decisions on time.

#### **SAP offerings customised for Middle East countries:**

Based on unique requirements of infrastructure, real estate, Oil & Gas Exploration, Engineering, Procurement & Construction businesses in Middle East, Highbar has enabled service offerings to cater them better. A few examples are as follows:

- Localisation of SAP HR & SAP Finance understanding Middle East business requirements
- Rental House Business Management
- Manpower Supply Business Management
- Primavera Integration
- Candy Interface

#### **SAP Support:**

- Total Support
- Functional Support
- Technical Support (ABAP, BASIS, Adobe & Web dynpro)
- On call Support
- SAP Infrastructure Support

**SAP Usage Drive:** To drive SAP usage by organisations we enable it through following practices

- **Data Discipline Mechanism:** Accurate data plays a crucial role in any ERP implementation. The effectiveness of the implementation depends on the on-time, accurate data feed in the system. We train our clients for data discipline mechanism enabling on-time, error free data to be fed in the system at the time it is generated.
- **Business Value Extraction:** The effective usage of the system by various functions ensures the success of its implementation if it is delivering right business value out of it. Through business value extraction we enable various functions to utilise SAP to an extent generating desired business value out of it.
- **Enhancements:** When client has requirements which are additional to standardised processes being offered, we enable the customised changes through the enhancements for various modules for the client. Through these enhancements we cover the end-to-end processes as per client requirements.

**Other SAP Services:**

- **Training & Change Management:** With ICE (Involve, Communicate and Educate) Methodology approach Highbar enables change management during the SAP implementation cycle at organisations. We educate employees for change management by involving and communicating them from business perspective to ensure faster adoption. We also offer periodic trainings to new employees to make them accustomed with the new best practices.
- **SAP Audits:** A periodic SAP audit ensures the effective use of SAP. We offer following SAP audit services
  - o **SAP Security Audit:** Checks whether the SAP system is secured as per the norms & suggests for the organisation which norms to be enhanced.
  - o **Technical Audit:** This ensures SAP ERP application's smooth operations with respect to multi applications, hardware, interfaces, etc. The technical audit report provides application and server's health check-up & recommendations related to enhancing server memory or upgrading application, etc.
  - o **Functional Audit:** Through functional audit we check for the current functional SAP modules utilisation by users, compare the same with industry best practices & suggest for the optimal utilisation through enhancements if required any. This audit will help in enhancing SAP functions and organisation processes in line with industry best practices.

**Other Services:** Apart from SAP services we offer IT consulting to infrastructure organisations for their end-to-end IT requirements. We also provide the IT infrastructure support for their software & hardware requirements like desktops, peripherals, printers, etc.

- **IT Consulting:** Through IT consulting services we enable organisations in formation of IT strategy to align with organisational business strategy converting the same into annual goals and thereafter into projects which can be effectively tracked through program management mechanism. We also enable organisations to define IT organisation structure in accordance to IT strategy in order to ensure its effective implementation.
- **IT Infrastructure & Support:** We offer services starting from IT architecture, procurement assistance, installation & on-going support and maintenance of hardware in data centre as well as in the hands of end users (including Mobility). The services cover not only the hardware but also wide area networking comprising of various options such as MPLS, ISDN, leased lines, radio connectivity with VSAT etc in order to provide uptime up to 99.99%.

**Business Process Consulting:**

- **Business Process Re-engineering (BPR):** Through our Business Process Consulting services, we enable infrastructure companies to redesign the business processes to achieve improvements in critical contemporary modern measures of performance, such as cost, quality, service and speed in their businesses. Through BPR we redesign business processes to align them with the organisational objectives.

## Line of business solutions:

- **Estimation:** Project Estimation is one of the mission critical functions of any infrastructure/ contracting business as for winning the project the accurate estimation of P&L is crucial which largely depends on how effective & efficient you are at this stage to win orders with sustainable margins. Estimation tool helps to estimate the project cost & enable you to bid for the projects.
- **Reinforcement Steel Optimization (Rebar Solution):** Using Rebar solution the optimisation & management of the reinforcement steel used at construction projects can be done to minimise the steel wastages leading to remarkable cost savings.
- **GPS-GPRS based Vehicle Tracking system:** Using GPS-GPRS based vehicle tracking system the logistic cost can be reduced by management and optimum utilisation of construction vehicles across multi-location projects.
- **Financial Consolidation:** The organisations can consolidate organisation financials at company level and at group level helping them to get bird's eye view of group level financial performance.

## Some Key facts about Highbar:

- 1st Comprehensive SAP ERP implementation in Indian infrastructure sector
- 80+ Years of experience in infrastructure for parent company HCC
- 3 times Winner of SAP ACE award for SAP ERP & SAP CRM Implementations
- Gold level partnership achieved with SAP
- Highbar Technocrat is now an ISO 9001-2008 certified organization
- Maximum number of Infrastructure & real estate industry SAP global case studies
- Appointed by SAP Germany as a GIAC member
- Recognized by NASSCOM as amongst top 50 emerging Indian companies in 2010
- World record SAP implementation at 11000 ft. above mean sea level - with 99.9% uptime, at HCC's Nimoo Bazgo Hydel Power Project site located in the Himalayas.
- 40000+ Man-hours of training on SAP for infrastructure industry

## Key achievements of Highbar:

- Winner of 4th EPC World awards 2013 as 'Outstanding company for IT in infrastructure & construction'
- Winner of 'Best Partner with industry Focus award' from SAP in 2012
- Winner of SAP ACE award for SAP CRM Implementations in Year 2011
- Winner of 'Emerging Business Debutante Partner 2011' from SAP
- Winner of SAP Best Performing Extended Business Member 2009
- Winner of the SAP ACE Award 2008
- Winner of the SAP Demo Jam and SAP ACE Awards 2007
- Winner of channel world premier 100 Awards

For more details visit us at [www.highbartechocrat.com](http://www.highbartechocrat.com)

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