

avaali™



Collaboration in Action

Avaali Solutions

IIMM and Avaali Webinar

Impact of COVID on Procurement



- ✓ Procurement executives are facing challenges like maintain business operations, fulfilling urgent demands and mitigating supplier challenges
- ✓ Procurement leaders have concentrated their initial efforts on managing upstream supply disruptions from tier 1 and tier 2 suppliers
- ✓ Procurement organizations are now turning their attention to the medium-term security of the supply base, unlocking funds intelligently and building future-proof resilience.

Focus Areas for Procurement and Supply Chain



Enhanced Visibility: 92% of enterprises are doing what they can to create more visibility within their supply chains, while also focusing on increasing transparency with suppliers and buyers as a top risk mitigation strategy.



Better Supplier Relationship: Enhancing supplier relationships is a good way to reduce future problems and minimizing supply chain risk. 42% manufacturers expect to strengthen relationship and increase transparency across their supply chains.



Dynamic Customer Demand: Being close to the customers helps understand their changing needs and manage inventory levels accordingly

Future of Supply Chain and Procurement



The supply chain has moved from being a cost-reduction engine to take centre stage in the battle to offer a superior customer experience and deliver competitive advantage.



The rise of digital platforms has opened supply chains up to a world of new possibilities. Using slick digital interfaces, suppliers are now able to do business directly with retailers or customers.



Supply Chain roles are changing dramatically with some roles already obsolete and there is growing demand for supply chain professionals with digital and analytics skills.



Businesses that continue to invest in traditional capabilities risk losing out to competitors who can exploit digital technologies to predict better, react faster and maximize value across their channels and product lines

Procurement Technology Trends



Digital transformation solutions not only enable efficient processes but also help procurement teams to play an important role in accelerating enterprise innovation.

Hyperautomation

It's a framework to combine a comprehensive offering of technologies in the best possible way, such as historic legacy platforms with recently deployed tools and planned investments.

Digital Supply Chain Twin

It's a digital representation of the physical supply chain and is derived from all relevant data across the supply chain and its operating environment



Continuous Intelligence

Supply chain leaders can look at the processed data to understand what is happening and take immediate action

Supply chain governance and security

A wave of new solutions to emerge for supply chain security and governance, especially in the fields of privacy as well as cyber and data security,

Information Management

- Procurement contracts, vendor proposals, invoices, lorry receipts, approvals and several other information is across physical and electronic formats in multiple systems.
- Enterprises are adopting information and workflow management solutions in a frenzy to manage procurement better.

Reverse Auctions

- The cost of procurement can be significantly brought down with reverse auctions, as prices are determined in a much quicker manner during live auctions rather than traditional long-drawn negotiations

Supplier Onboarding

- Enterprises need to put in place a digital onboarding process to monitor supplier requests, supplier profiling and segmentation, as well as approval workflows to automate and track supplier onboarding approvals

Supply Planning

- Enterprises can seamlessly share real-time supply forecast updates electronically with supply partners (suppliers, factories, and agents) through automated systems.

Order Issuance

- Suppliers need real time visibility to orders issued and enterprises need to automate the order confirmation and order status process to have timely visibility of the delivery schedule.

AP Automation Solutions

- One of the most cumbersome process with a lot of manual touch points
- Given the function directly impacts cash flow, most enterprises are looking to automate via digital

Robotic Process Automation

- RPA use cases in supply chain are in the areas of order processing and payments, supplier selection, email automation, inventory management, logistics and shipment tracking, supplier onboarding, sales order creation among others

Digital Signature

- As enterprises continue to carry out their processes virtually, digital signatures present an effective solution to accelerate processes and maintain transparency

Advanced Analytics

- The availability of real-time supply chain data such as dynamic sales data and weather patterns provides the ability to make accurate predictions and recommendations.

IoT

- IoT finds application in live tracking of movement of goods, in-store merchandise tracking, fleet management and several others.

Artificial Intelligence

- AI solutions can help automate various processes in the supply chain such as production planning, demand forecasting or predictive maintenance.
- AI provides enterprises with end-to-end visibility, reduces manual work and facilitates informed decision making.

Blockchain

- Blockchain can be applied to several supply chain processes including secure collaboration for contracts and preventing counterfeit products.

Process Area	Sub Process	Technology
Sourcing	RFQ/RFP release and response Reverse Auction Manage Vendor Contracts	Velocious SRM OpenText xECM Digital signature
Vendor Onboarding	Vendor onboarding request Vendor master creation	Velocious SRM Velocious MDM OpenText xECM
Purchase Order	Purchase order confirmation Purchase Order status visibility	Velocious SRM
ASN	Advance Shipment Notice	Velocious SRM
Invoice Process	Invoice process automation Invoice upload, invoice status visibility	OpenText VIM, ReadSoft AP, RSO, Serrala FS2, Alevate Velocious SRM
Payment Process	Payment process automation	Velocious Payment automation



P2P selected success stories



Sl#	Customer	Solution	Process	Key highlights
1	Renew Power	OpenText VIM	Invoice Processing Payment Processing	<ul style="list-style-type: none"> Awarded as best project in category at SAP ACE awards 2018 Complex VIM implementation catering to requirements from different business units Complex payment approval solution based on individual payment runs and dashboards
2	ICICI Bank	ReadSoft PD AP	Invoice Processing	<ul style="list-style-type: none"> One of the most complex implementations because of the volumes, integrations, security and compliance requirements Integrated with many custom home-grown applications related to procurement and invoice process Implemented exhaustive approval matrix
3	Bidco Africa	OpenText VIM	Invoice Processing	<ul style="list-style-type: none"> Started the engagement with evaluation of various solutions Shortlisted top 3 and OpenText was finalized by the Customer Helped Customer to setup SSC for AP and other complex processes like MDM, Procurement, Sales, Finance and HR processes
4	Royal Enfield	OpenText VIM	Invoice Processing	<ul style="list-style-type: none"> Implemented to solution for SAP ECC system Complex implementation involving integration with custom Vendor portal and a long list of customizations Upgraded and migrated the VIM solution for SAP S/4 HANA



P2P selected success stories



Sl#	Customer	Solution	Process	Key highlights
5	Piramal	ReadSoft PD AP, Payment Approval	Invoice Processing Payment Approval	<ul style="list-style-type: none"> Piramal was trying to establish an SSC Started with consulting engagement by evaluating various solutions Shortlisted top 3 and ReadSoft was finalized by the Customer Helped Customer setup large and successful SSC for AP, AR and SO
6	Konkola Copper Mines	Velocious Payment Approval	Payment Processing	<ul style="list-style-type: none"> Complex payment approval solution with offline approvals on email
7	Kalpataru Power Transmission Limited	OpenText VIM	Invoice Processing	<ul style="list-style-type: none"> Project was implemented on a rapid mode in a span of 8 weeks Provided Knowledge Transfer to the Customer IT team to handle solution issues by themselves Upgraded VIM for SAP S/4 HANA
8	Exide Indusries	OpenText VIM	Invoice processing	<ul style="list-style-type: none"> Invoice processing was decentralized at more than 30 locations Implemented OpenText VIM and Velocious Payment approval solution More than 60 percent of PO invoices are auto posted without any manual intervention in SAP
9	UPL	OpenText VIM	Invoice Processing	<ul style="list-style-type: none"> Implemented OpenText VIM for more than 50 countries in world in 5 continents Helped in setting up the Shared Services Center for invoice processing Complex implementation due to invoice volume, number of countries, intricate business process and multiple stakeholders



About Avaali





Enterprise solutions that reduce costs and drive **process agility via digital.**

Better transparency and visibility

Best in class agile processes

Control and governance

Reduced cost to run processes

ILLUMINAR – **digital publication**

Avaali Academy

- Consulting and technology implementation for **7 years | 120 transformations | 35-50% operational efficiency and cost reductions**
- Work with best of breed partners such as **OpenText, Kofax, UIPath, AA, Antworks** etc.
- Own solutions called **Velocious** – flagship Supplier Portal product.

- 6+ years, over 100+ monthly editions focusing on digital transformation topics for B2B audiences.

- Training, setting up CoE.
- Business users, technical training, build digital skills.

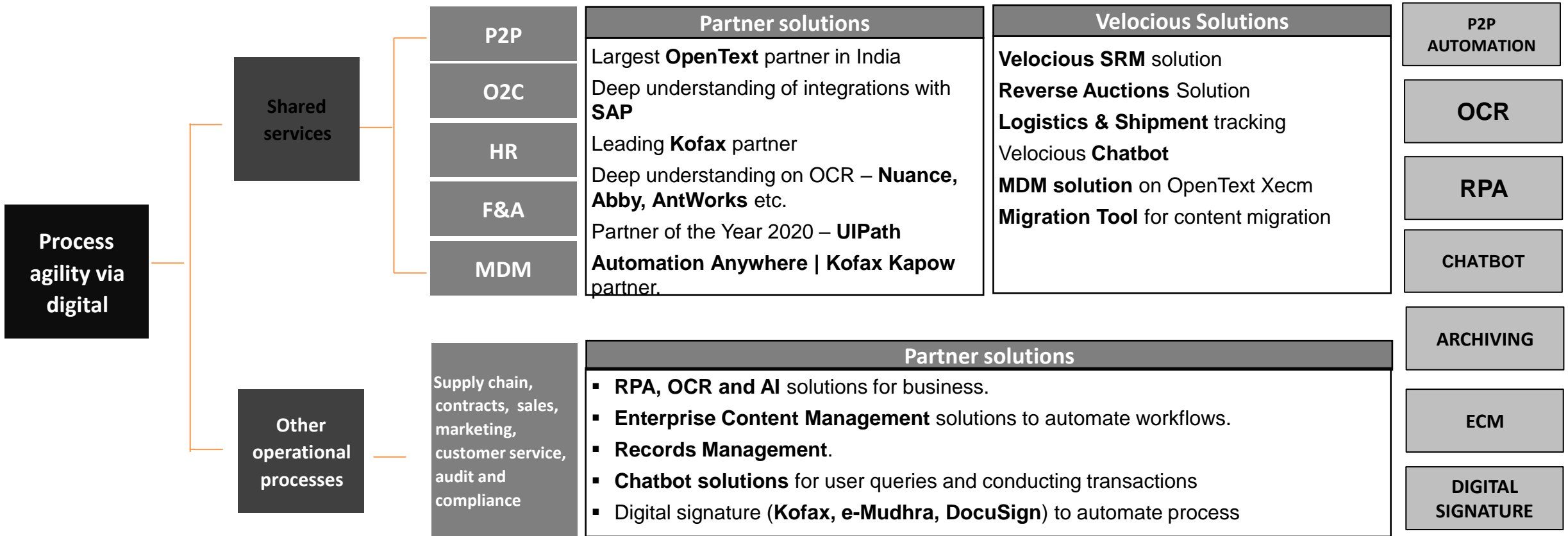


Avaali Academy

Velocious

Our products and solutions

- 80% of enterprise business processes have reliance on unstructured content and workflows.
- Unstructured content growing exponentially
- Avaali provides consulting and technology solutions to automate the unstructured content lifecycle in business processes.



Awards and Media Recognition



Business Leader of the Year awarded by world leadership congress in its 19th global edition



Best Implementation Partner for Nayara Energy under the 'Financial Excellence' category



'Uipath Emerging Partner of the Year 2020'



Winner in the Maiden Edition of the Emerging Stars Awards instituted by Bangalore Chamber of Industry and Commerce.



Recognized by Dun & Bradstreet as the Leading SME's of India, 2020



Top 5 Bootstrap Champs

[Avaali Media Coverage](#)

Awards and Media Recognition



'The Economic Times Promising Brands 2019-2020'



Top 4 startups in the Enterprise Market -2019

January 7, 2019



Top 50 start-ups to look out for in 2019



Best Implementation Partner for Renew Power (Special Jury Recognition for Financial Excellence)



One among the 20 organizations featured in the Business World Disruptors Award



"Leading Premium Brand" in Globe Premium Awards 2017

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