Avaali Solutions

Corporate Overview

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

- Consulting and technology implementation for **7 years | 200 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.

Avaali Academy

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

Illuminar – **digital publication**

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

Janus – Source to Pay User Group

- P2P user group led by enterprise customers, conceptualized and hosted by Avaali to drive adoption, engagement and innovations in the P2P arena
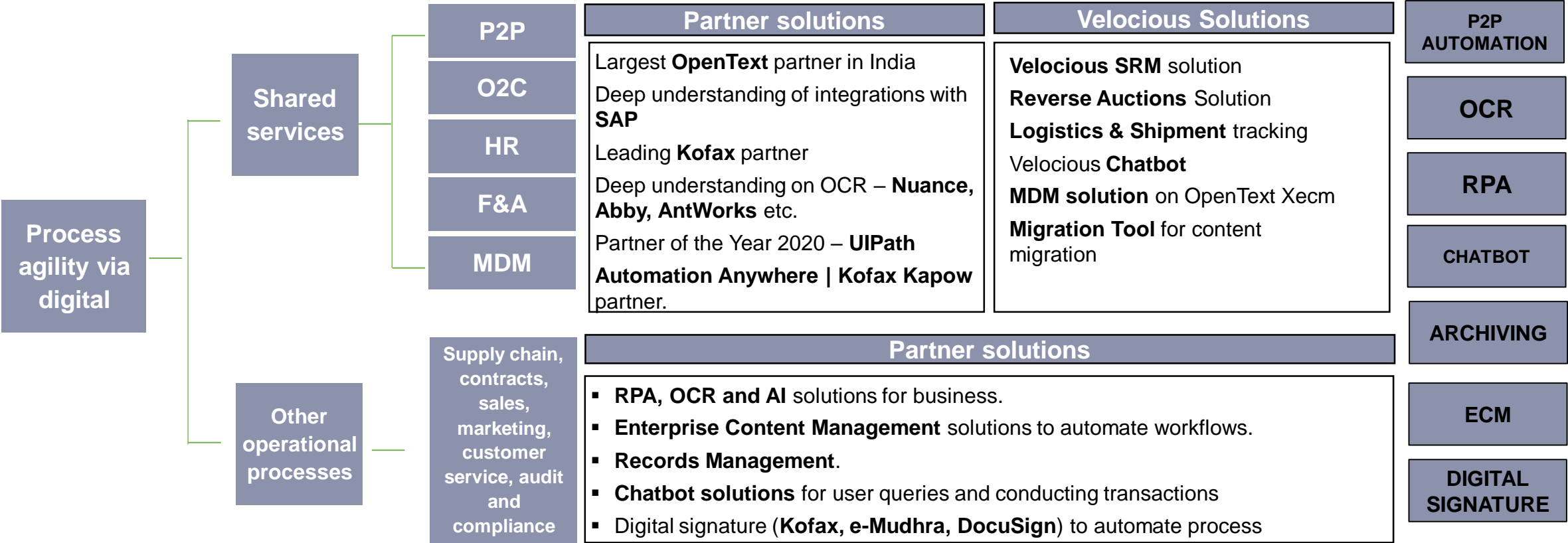
avaali™
Collaboration in Action

Velocious | **Avaali Academy** | ILLUMINAR The Digital Enterprise Digest | Janus

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.

Process agility via digital

Shared services
- P2P
- O2C
- HR
- F&A
- MDM

Partner solutions
Largest **OpenText** partner in India

Deep understanding of integrations with **SAP**

Leading **Kofax** partner

Deep understanding on OCR – **Nuance, Abby, AntWorks** etc.

Partner of the Year 2020 – **UIPath**

Automation Anywhere | Kofax Kapow partner.

Velocious Solutions
Velocious SRM solution

Reverse Auctions Solution

Logistics & Shipment tracking

Velocious **Chatbot**

MDM solution on OpenText Xecm

Migration Tool for content migration

Other operational processes

Supply chain, contracts, sales, marketing, customer service, audit and compliance

Partner solutions
- **RPA, OCR and AI** solutions for business.
- **Enterprise Content Management** solutions to automate workflows.
- **Records Management**.
- **Chatbot solutions** for user queries and conducting transactions
- Digital signature (**Kofax, e-Mudhra, DocuSign**) to automate process

- P2P AUTOMATION
- OCR
- RPA
- CHATBOT
- ARCHIVING
- ECM
- DIGITAL SIGNATURE

Operational Efficiency via Shared Services

Business Processes

Shared Service offerings

Technology Expertise

Procure to Pay

Order to Cash

Finance Processes

Human resources

Master Data

Others

Key Engagement Highlights

Executed over 100+ shared service projects globally for large enterprises.
Significant reductions in cycle time and cost of process:
- Minimum 40% for AP
- 70% for master data processes
- 40% for O2C processes
- 50% for due payment approval process
- 50% for reconciliation processes

Partner with one of the largest engagements for solutions like OpenText and Kofax ReadSoft

Deep expertise on Inteliigent Automation solutions.
- Intelligent Voice Automation
- Intelligent Document Processing
- RPA

Strategy and Consulting
- **Process standardization, policies and controls with regard to good practices, automation potential and benchmarks**
- **Define to-be processes under shared services**
- **Definition and support decision of the right technologies that will enable process execution at the lowest cost**
- **Hand-holding stakeholders / enabling change management**

Technology Recommendation & Implementation
- **Technology improvement road-map. Design detailed to-be process flows, Solution Blueprinting and business sign-off**
- **Solution Build, project implementation**
- **Test, Deploy and roll-out**

Change management and adoption
- **Transition and change management**
- **Ongoing support, stabilization and incremental improvements.**

AP Automation

RPA

OCR

Chatbot

Workflow Automation

ECM

Reporting

What makes us unique

Our specialization and focus
- Focus on delivering process agility by identifying and automating unstructured content and workflows in business processes with digital. We do nothing else.

Our experience
- Demonstrated credible success for large enterprises - delivered operational excellence for over 200 customers via shared services and brought down their related process costs by about 35-40%.

Our unique approach to deliver operational excellence that has added value to customers
- RPA – delivered automation for large enterprises via CoE, consulting and implementations.
- Believe in leveraging existing investments first before we recommend more technologies.

Our commitment to excellence
- Our focus and specialization on cost reductions by automation unstructured content / workflows
- Each one of our customers are references.
- We don't sub-contract. All our employees are FTE's.

Shared Service Transformation for Piramal Enterprises

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Customer Profile

Piramal Group is a diversified global business conglomerate, which has presence across various sectors such as healthcare, life sciences, drug discovery, healthcare information management, specialty glass packaging, financial services and real estate etc. with operations in over 30 countries. It has strong presence in more than 100 markets around the world and have over USD 800 million in revenues with 7500+ employees of $11 Billion.

Challenges & Opportunities

- Remote locations in India and abroad where invoices were processed
- No standardized business rules to manage P2P and Vendor Payments. User driven business rules for invoice approval and processing
- Offline correspondence and approvals in AP that are not documented or recorded in the system
- No digitization and electronic movement of documents.
- Lack of visibility on invoice status and bottlenecks.
- Long, costly and error prone Invoice Processing Cycle

Solution Highlights

- Piramal chose to partner with Avaali for the implementation of ReadSoft AP, AR and SO.
- Along with the core solution, Avaali also implemented the custom reports functionality to get the complete reporting and analytics capability in SAP for the accounts payable process.
- With the help of ReadSoft Remote Scan which is implemented in 10 different locations globally, Piramal seamlessly integrated the invoice processing.
- Piramal also achieved any-time/anywhere approval system via Web and Mobile approval portals

Benefits

- Reduced invoice cycle time from 7-8 days to 2 days
- Consolidation of distributed invoice processing across more than 10 locations to single location
- Standard AP process across the organization for better governance and compliance
- Higher satisfaction of suppliers and internal stakeholders
- Ability to process more than 150,000 invoices per year
- No 'Paper Tourism'. Easy to share documents

BIDCO Africa Business Operations Transformation

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Customer Profile

Bidco Africa Ltd. is a multinational consumer goods company headquartered in Kenya with over 48 different brands and distributorships across 17 countries in the East, Central and Southern African regions. Their products include Edible Oils, Cooking Fats, Margarine, Baking Products, Hygiene Products, Detergents, Laundry Bars and Animal Feeds. The Group operates factories across Kenya, Uganda, Tanzania and Madagascar. The company reaches over 350 million consumers across Africa.

Challenges & Opportunities

- Distributed invoice processing with no visibility of received invoices vs. processed leading to pending liabilities and bottlenecks.
- Offline correspondence and approvals in AP that are not documented or recorded in the system
- User driven business rules for invoice approval and processing
- Unstructured content relating to a process delinked from SAP transactions
- Lack of a structured approach to document and records management.
- Bidco had various business documents in the form of paper. Handling paper through the approval process was cumbersome and a challenge for them to search for the relevant information in case of any business needs.

Solution Highlights

- Consulting engagement from Avaali to understand the current system and business processes, their pain points, their requirements, and the roadmap.
- OpenText Vendor Invoice Management for automatic capturing of data from physical and digital invoices and processing them in a fraction of the time required by manual processes.
- OpenText Extended ECM for SAP Solutions to enable Bidco to create and maintain SAP master data for Vendor, Customer, Material, Asset and Employee objects

Benefits

- 55% Touch less invoice processing within 4 months of go-live
- 75-85% reduction in invoice processing cycle time from 7 days to 1-2 days
- Integration of SAP Procurement, Sales, FI and HR business process with OpenText Extended ECM to standardize and streamline its core business process by enriching them with document management functionality
- High quality, accurate master data in SAP with a multi-level approval cycle

Bidco Africa Reference Letter

Bidco Africa Reference Letter from Mr.
Alkane Patel, Chief Digital Officer.

https://www.avaali.com/news-media/case-study/bidco-africa-refernce-letter/

Monday, 07 September 2020

Subject: OpenText Extended ECM Implementation during the year 2015.

Dear Team Avaali,

Thanks for the amazing work done during the implementation of OpenText Extended ECM solution.

As a result of this implementation, we have a 360-degree visibility into any and all content associated with transactions in SAP as per scope. All our contents are now securely stored in a centralized repository thus avoiding silos and gives us the flexibility to access our content from different sources via preferred user interfaces.

With document centric business process workflows being implemented, we are able reduce cycle time by 50% for Due Payment Approval process, 40% for Reconciliation process, 50% for Accounts Receivable Process, 70% for Master Data Creation process and enabled the business and management to have better control over the whole process and faster decisions.

With Extended ECM Scan solution, Bidco is able to digitize most of the relevant physical documents and thus minimizing dependency on physical documents.

Once again thanks much for the great job done by your team. I highly recommend your services and I look forward to a long-term partnership with you on the digital journey.

With best regards,

Alkane Patel

Chief Digital Officer
Contact number: +254 788524646
Email ID: alkane.patel@bidcoafrica.com

Case Example

Company Information	GMR Group is an Indian multinational conglomerate comprising several companies including GMR Infrastructure, GMR Energy, GMR Airports and GMR Enterprises. Employing the public-private partnership model, the Group has implemented several infrastructure projects in India. The Group also has a global presence with infrastructure operating assets and projects in several countries including Nepal, Indonesia, Singapore, Philippines and Greece. GMR Group owns, develops, operates and manages airports, major energy utilities, highways and urban infrastructure facilities. With a net asset base of nearly US $6 billion, GMR Group is one of the largest infrastructure development companies in India.
Challenges	• Imperative need of streamlining GMR's shared service processes including Accounts Payable process • Need to accelerate high invoice processing cycle time, reduce cost and improve governance • Loosing out on efficiency gains as a result of high manual dependency in invoice processing including manual data entry, validation and cumbersome approval process • Lack of visibility of invoice processing status and no traceability of invoice during audits and tax assessments • Inconvenient vendor clarification handling process due to vast vendor base
Solution Used	• OpenText™ Vendor Invoice Management for SAP® Solutions to handle significant volume of invoices, establish and govern uniform and standard business processes and significantly improve system performance • Automatic validation of invoice emails from suppliers and elimination of incorrect invoices at source via robust OpenText VIM engine • Quick email-based approval for on-the-go approval mechanism and eliminating the need of logging in to disparate systems • OpenText™ Business Capture Centre for compliant processes with documentation and full audit trail, appropriate controls and accountabilities • OpenText Archiving and Document Access component for easy retrievability of information at anytime
Benefits	• Transformation of GMR's shared service processes including Accounts Payable to significantly accelerate process cycle time, reduce cost and improve governance • Standardization of entire invoice processing cycle with more than 1,00,000 invoices being processed automatically annually • 75% reduction in invoice processing cycle time with by enabling background posting which erstwhile involved multiple FTEs • 90% reduction in manual data entry & associated errors with OCR • Centralized verification of invoices with system-driven business rules and approval process • Availability of ~20 custom reports for comprehensive views on on volumes, issues, liabilities etc for better departmental and enterprise level decision making

Case Example

Company Information	GMR Group is an Indian multinational conglomerate comprising several companies including GMR Infrastructure, GMR Energy, GMR Airports and GMR Enterprises. Employing the public-private partnership model, the Group has implemented several infrastructure projects in India. The Group also has a global presence with infrastructure operating assets and projects in several countries including Nepal, Indonesia, Singapore, Philippines and Greece. GMR Group owns, develops, operates and manages airports, major energy utilities, highways and urban infrastructure facilities. With a net asset base of nearly US $6 billion, GMR Group is one of the largest infrastructure development companies in India.
Challenges	• High amount of time and efforts spent managing, organizing, and sharing information across multiple business processes • Requirement of revamping and optimizing GMR's contract management, workflow management and enabling seamless integration with upstream procurement platforms • Lack of a structured approach to document and records management and high storage costs. • Inability to securely create, store, review & approve contract documents and heavy dependency on physical documents • Challenges in collaboration among key SSC processes including Procure to Pay (P2P), Record to Report (R2R), Order to Cash (O2C) and Treasury Business Processes
Solution Used	• OpenText™ Extended ECM for SAP Solution to achieve a 360-degree visibility into the contract management right from contract creation to storing • The solution helps manage documents, review & approvals, Accounts Payable and Record to Report processes by enabling finance workflows
Benefits	• GMR can now make informed decisions and collaborate across business processes to achieve unprecedented business efficiency • Higher control on the entire content lifecycle to maintain its integrity and mitigate operational and regulatory risks. • Streamlined collaboration among various key Shared Service Centre (SSC) processes including, Procure to Pay (PTP), Record to Report (RTR), Order to Cash (OTC) and Treasury • Enabled Smart contract management process resulting in higher efficiency of the procurement function • Better governance and compliance using dashboards available to report turnaround time (TAT), total time, etc. • 70% reduction in paper storage resulting in higher cost efficiency • Enhanced regulatory compliance helping GMR avoid costly penalties • 80% reduction in cycle time of key SSC processes

Customer Speak

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"**At Nayara Energy, we made a definitive move from fragmented, laborious, and time-consuming accounts payable process to implement SAP Vendor Invoice Management system. The platform not only helped us improve efficiencies, enhance productivity, simplify operations, and most importantly, helped in eliminating bottlenecks. The multi-level approval approach that this platform brings ensures more control on systems and significantly improves the cycle time. The smooth and successful implementation of the platform has resulted in achieving timely closure of books and appropriate governance and records management.**" — *Parthasarathy S, Chief Accounting &Transformation Officer, Nayara Energy*

"**As a result of this implementation, we have been able to reduce our invoice processing time significantly by 75-85%, it is now down to 1-2 days from an earlier 7-day invoice processing cycle time. We have also now achieved about 55% touchless invoice processing within 4 months of the go-live of the VIM solution. Using VIM reports, we have good visibility on the liabilities and bottlenecks, thus enabling the business and management to have better control over the whole process and faster decisions. With this solution, Avaali has implemented standardized invoice processing rules across locations, thus enabling better governance of the end-to-end process**" – *Alkane Patel, CIO, Bidco Africa*

Awards and Media Recognition

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

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

'Uipath Emerging Partner of the Year 2020'

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

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

'The Economic Times Promising Brands 2019-2020'

Awards and Media Recognition

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Enterprise IT WORLD
FOR THE CIOs. BY THE CIOs.

Top 4 startups in the Enterprise Market -2019

CAPITAL FIRST presents
THE ECONOMIC TIMES
START-UP AWARDS 2018
in association with facebook ···oddup

Top 5 Bootstrap Champs

BW BUSINESSWORLD
www.businessworld.in
DISRUPTORS

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

January 7, 2019

Entrepreneur INDIA

Top 50 start-ups to look out for in 2019

INDUS Presents
SAP ACE 2018

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

GLOBE PREMIUM AWARDS

"Leading Premium Brand" in Globe Premium Awards 2017

Avaali Media Coverage

Our Customers

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Pharmaceuticals

Manufacturing

Media

Our Customers

| Automotive | BFSI & Conglomerates | Engineering & Services | FMCG |

Our Customers

Energy

Healthcare

Government / PSU

Customer Success Stories

Bidco Africa SSC Transformation
Bidco Africa Extended ECM

Tata Sky SSC Transformation

Sun TV SAP Archiving with OpenText
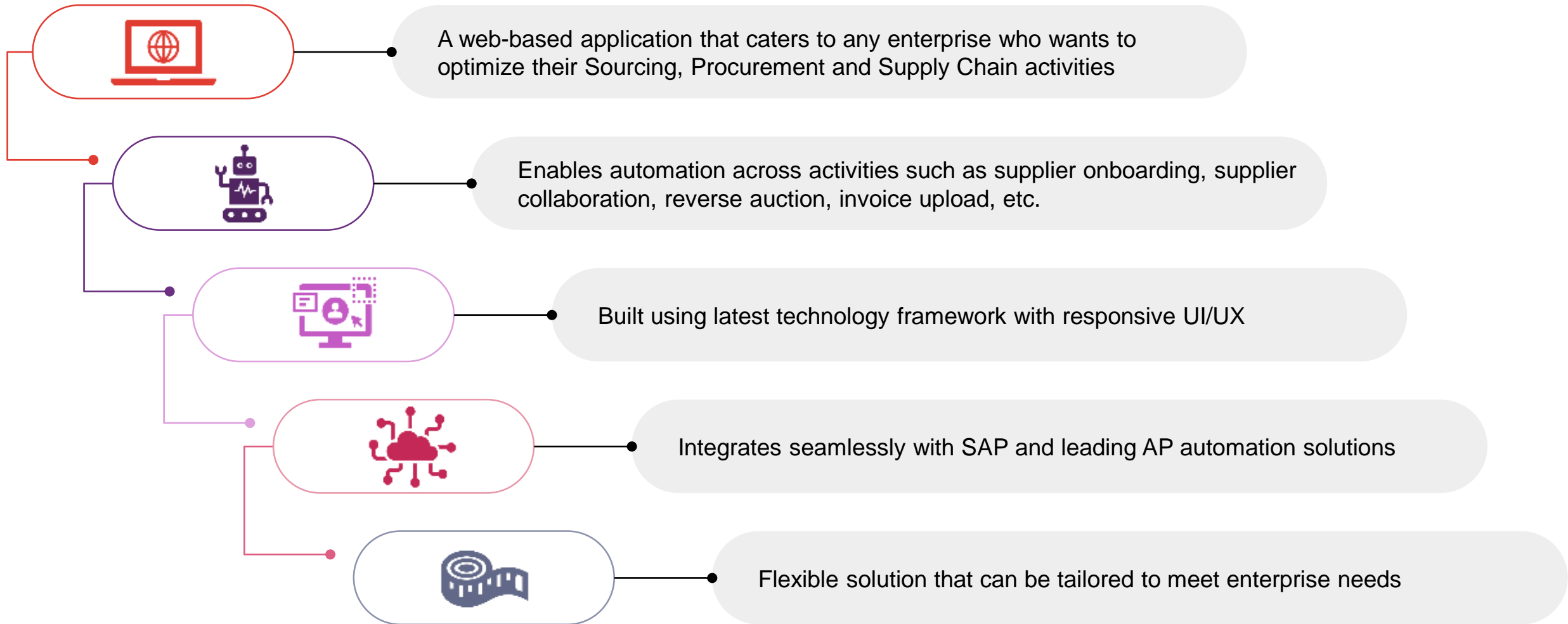
Kalpataru Power Transmission invoice management

SAP ACE awards 2018 for the financial transformation for ReNew Power

Other Success Stories

http://www.avaali.com/clients/

Velocious Source to Pay Platform

A web-based application that caters to any enterprise who wants to optimize their Sourcing, Procurement and Supply Chain activities

Enables automation across activities such as supplier onboarding, supplier collaboration, reverse auction, invoice upload, etc.

Built using latest technology framework with responsive UI/UX

Integrates seamlessly with SAP and leading AP automation solutions

Flexible solution that can be tailored to meet enterprise needs

Other Velocious Solutions

Solution	Solution details	Potential Value for Business
Reverse Auctions Solution	Reverse auctions solution available on-prem or on-cloud as a service to create, conduct and get auction results quickly and transparently Details of Auction as a Service	Reduce procurement cost by at least 15%
Payment Approval Automation	Automates the invoice post to payment run process Automation of workflows and creation of audit trails Runs within SAP	Reduce process cost by at least 50%
Logistics	Logistics and shipment tracking with RPA and Chatbot Track status of imports and exports, gain early visibility and make the right decisions	Demand planning and customer engagement improvements
Master Data Automation	Solution sitting within OpenText xECM and automates the master data processes Automation and audit trail of workflows, seamless integration with SAP.	50%-70% reduction in Master data processes

Summary

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Deep understanding of shared service processes and building best in class shared services with technologies.

One of the largest OpenText and Kofax ReadSoft partner for automating shared services

Keen specialist in working with digital technologies like OCR, RPA, invoice automation, ECM and digital signature.

One of the largest implementation references from marquee enterprise customers across Asia, MEA and Nordics.

Operational Excellence with RPA

How RPA Creates Value

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EFFICIENCY

- RPA bots can operate 24*7 and can automate processes and tasks and take fraction of the time taken by humans

- Cross functional departments using RPA see significant cost reductions

COMPLIANCE

- RPA bots reduce human errors and performs tasks with high degree of accuracy

- RPA improves consistency and compliance via streamlining, standardizing and optimizing processes

NEW EXPERTISE & CONTROL

- RPA bots help employees engage in higher value activities thereby enabling new competencies

- Greater control over processes by enabling in-house service capabilites

COMPETITIVE ADVANTAGE

- RPA can provide high ROI and a short payback period

- Quality of collected data can lead to improved analytics and insights

Avaali RPA Competency

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Avaali supports large enterprises to automate their business processes using Robotic Process Automation

Technology Expertise

- Automation Anywhere
- UiPath
- Kofax

Competency

- Certified Technical Architectures
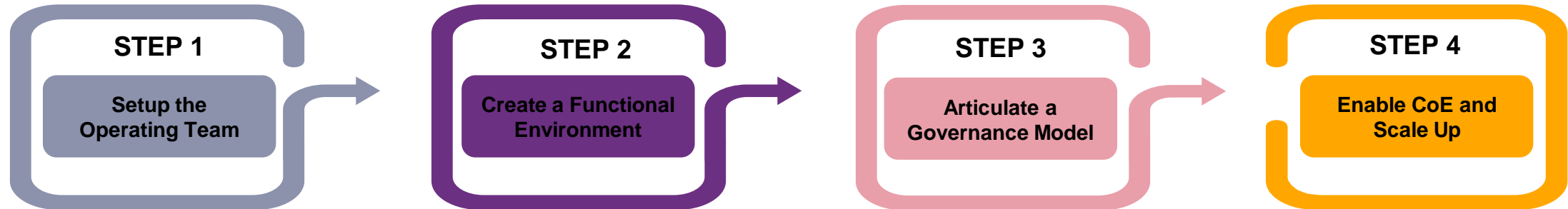- Business Analysts
- RPA Senior Consultants

RPA Service Portfolio

- Process Consulting Services
- Implementation and Support Services
- Training and COE Setup
- Velocious solutions combining RPA

Velocious Solutions

- RPA for F&A processes
  - ✓ Bank reconciliation as a service
  - ✓ Asset capitalization / capital WIP
  - ✓ PO to SO conversions etc.
- RPA for logistics and shipment tracking
- Velocious supplier portal

COE Setup Steps

STEP 1 — Setup the Operating Team → **STEP 2** — Create a Functional Environment → **STEP 3** — Articulate a Governance Model → **STEP 4** — Enable CoE and Scale Up

Case Studies

Leading Healthcare company
- Bank Reconciliation
- Cash Application

Leading Machinery Manufacturer –
- Service PO Creation
- Barrowings and Lease
- IFRS Entries-Depreciation
- Intra Unit Invoice Processing

Leading Consumer Goods
- Bank Reconciliation
- Complex process with over 12 banks and 38 accounts

Malaysia based Broadcasting and Mass media
- Bank Reconciliation
- Asset Capitalization and Amortization
- Sales order automation

RPA Customers

Area	Customer	Description
Bank Reconciliation	IDBI FEDERAL In association with Ageas IDBI Federal Life Insurance Co Ltd	Implementation team from Avaali conducted detailed workshops with key stakeholders from IDBI Life Insurance to understand the current system and business processes. The implementation was completed in around 5 months. Avaali helped IDBI Life insurance to better perform the complicated and time-consuming process of bank statement preparation for reconciliation and accurate reporting of the reconciled results .
Marketing, Sales, HR, IT, Customer Service & Production	TATA HITACHI Reliable solutions	Tata Hitachi is going live with 130+ process with UI Path bots across functions like Finance and accounting, Marketing, Sales, HR, Customer service, Production and IT. Avaali built an internal centre of excellence within Tata Hitachi for seamless scaling of RPA within the enterprise in the future.
Bank Reconciliation and Cash Application	ManipalHospitals LIFE'S ON	Manipal Hospitals leveraged UI Path and Avaali to automate their cash application and bank reconciliation process to reduce manual errors, associated costs and improve efficiency. The implementation was completed in around 5 months. Avaali helped Manipal Hospitals to reduce cycle time for the complicated and time-consuming cash application and bank reconciliation processes and increase agility significantly.
Contracts	astro	Avaali automated six leading business processes relating to Astro Malaysia's media programming contracts. These processes were fairly large and complex in nature, which was seamlessly automated by the Avaali team.
Bank Reconciliation	JT	Avaali automated Titan's large complex bank reconciliations process with a large number of bank accounts and large amount of data bringing down the whole process cycle time significantly and increasing process agility.

Our Investment in Building Thought Leadership & Skills

Thought Leadership Initiatives

- Avaali conducts weekly webinars on digital transformation topics pertaining to business functions such as Supply Chain, F&A, Customer Engagement, Procurement etc.

- Joint Webinars Conducted in association with best of the breed solution providers namely SAP, OpenText, UI Path etc.

- Exclusive Roundtable events which hosts industry thought leaders (CFOs, CIOs etc)

- Digital Digest presenting a curated round up of voices, trends and thought leadership on digital transformation for quintessential Digital Enterprises

- The publication showcases content, video interviews, podcasts, news and opinions from business leaders on various topics relating to Digital.

- This is a publication targeted for digital audiences globally with circulation of over 20,000 every month

ILLUMINAR
An Avaali Publication
The Digital Enterprise Digest

Avaali Academy

"To stay relevant and be most productive, workforce must train continuously"

"The line between the years we learn and the years we earn has blurred"

Avaali Academy is an initiative of Avaali Solutions.

Our Vision

To enable anyone, anywhere at any time to learn digital technologies that are likely to make a significant impact on enterprise performance. This will in turn help create jobs, and contribute to reducing the skill gap in enterprises.

Our Courses

Our courses are designed to ensure that highest possible industry standards. They are designed by leveraging partnerships with leading communities and organizations that have done immense research in the chosen topic.

Learning Format

Avaali Academy provides courses in several formats including online, classroom as well as blended formats. We work with corporates to provide trainings at their premises as well

Avaali Summary

- Is a **specialist provider** of digital solutions to enterprises to increase process agility and reduce costs.

- Owns and runs a **digital publication called Illuminar** that builds thought leadership in digital.

- Runs **Avaali Academy** that builds digital skills for enterprises and universities

- Sponsors **Janus –** Source to Pay User Group Community

- Has successfully delivered **numerous consulting, shared service and operational efficiency improvement** projects globally

- Runs a very **flexible engagement model** that enterprises can benefit from

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ILLUMINAR
The Digital Enterprise Digest

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http://www.linkedin.com/company/avaali-solutions-pvt-ltd?trk=tyah

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