Corporate Overview

Rising Focus on Cost Optimization

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Businesses are facing **major challenges** in **diminishing margins**, **high inflation**, **supply-chain disruptions** and **economic volatility**

High Inflation

Businesses struggle to raise prices, especially in competitive or price-sensitive markets.

Global Supply Constraints

Supply chain issues, production delays, and increased transportation costs are causing businesses to pay more for essential inputs.

Scarce & Expensive Talent

Talent scarcity, coupled with expensive skilled professionals, adds to margin pressure for businesses.

69% of CFOs believe non-labor input costs **will rise significantly**.

Supply chain issues are nearly **3x more likely** to lead to customer disloyalty today **than an increase in price**.

47% of CFOs report it's difficult to **find** and **hire enterprise talent**.

Source: Gartner

Sustaining Organizational Performance

Limited Window For Price Adjustments:
Executives must address inefficiencies in the cost structure and allocate costs strategically to bolster points of differentiation, such as unique digital capabilities.

Productivity Growth for Profitable Expansion:
Unlike cost cutting, productivity growth enhances profitability by enabling organizations to achieve more with the same or fewer resources.

Strategic Talent Acquisition Amidst Cautious Hiring Trends:
Organizations can strategically address critical skills gaps by taking a comprehensive view of the skills market and seize the chance to play offense on talent acquisition in a cost-effective manner.

About Avaali

![avaali logo]

What we do?

- Deliver Cost Optimization and Margin Improvement via Digital

Where our focus lies?

- SSC/GBS transformation
- Digital workplace
- Automation

Our Offerings

- Product LoB- **Velocious Sourcing** and **Supplier Collaboration Platform**.
- Service LoB – **Consulting**, **AP Automation, RPA, ECM, CLM, Digital Signature, Process Mining, Archiving, IDP**

Our Core Offerings

- **SSC/GBS Transformation -** Consolidate, standardize and automate high volume activities in shared services/GBS setups, Set up captive shared services
- **Digital workplace -** Transition seamlessly into a paperless environment, establishing efficient document workflows.
- **Automation –** Minimize manual intervention, enable error free processes and Accelerate business processes

Avaali Academy

- Provide trainings on **digital skills & CoE Set Up**
- University Alliance Program

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The Digital Enterprise Digest

- 9+ years, over 120+ monthly editions focusing on digital transformation topics for B2B audiences

Janus

- Source to Pay User LinkedIn group community for sharing good practices and experiences

SSC/GBS Transformation

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Why SSC/GBS Transformation?

- GBS / Shared service model is gaining momentum led by cost optimization and value creation agendas
- Increasing trend towards captive set-ups led by technology. Interest to gain back control and quality.

How does Avaali Add Value?

- Proven success with creating and delivering over 100+ GBS implementations

- Enhanced visibility, and control across processes such as sourcing, P2P, F&A, HR and MDM

- Enabled 40-70% reduction in process cycle time and more than 30% reduction in cost

Technologies at Play

Velocious Sourcing and Supplier Collaboration Platform

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Streamline and Optimize Entire Sourcing and Procurement Processes

Strong D&A capabilities to deliver business insights and decision making

Enables Superior Process Agility and Cycle Time Reduction

Integration with Leading APIA Solutions

Configurable and Customizable with Solid Future Roadmap aligned with latest technology trends

Digital workplace

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Why Digital workplace?

- 46% of organizations cite cost reduction as a primary driver for implementing paperless processes
- Office workers spend 30-40% of their time looking for paper documents
- 37% of organizations prioritize security and compliance as a key factor to go paperless.

How does Avaali Add Value?

- Delivered over 40 paperless office projects via collaboration, workflow automation, search and retrieval and records management

GMR   **AWASR**   **TechnipFMC**

- Enabled 40% faster document handling within key processes such as import/export, AP, AR, Reconciliation etc.

TATA STEEL   **Inspired by Science**   **D Mart**   **TENNECO**

- Facilitated 50% faster process cycle time with swift decision making

SPIMACO ADDWAEIH   **BIDCO AFRICA**   **BARZAN HOLDINGS**

Technologies at Play

velocious by avaali   **OPENTEXT Extended ECM**

ABBYY   **(h[s])® HYPERSCIENCE**

Kofax TotalAgility   **DocuSign**

COBBLESTONE software   **opentext Core Archive for SAP Solutions**

emudhra Trust Delivered

Automation

Why Automation?

- Automation helps organizations deliver error free and productivity.
- Increase business process efficiency by up to 60%.
- Enables enterprise business leads to make informed decision-making and better strategic planning.

How does Avaali Add Value?

- Executed automation for over 300+ enterprise processes - Reduced cycle time by up to 70%

- Consulting services for enterprises to build automation roadmap and establish CoE

- Automated 600+ business processes across geographies and verticals

Technologies at Play

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Our Customers

Our Customers

Pharmaceuticals

Manufacturing & FMCG

Media/Telco

Our Customers

Automotive

BFSI & Conglomerates

Engineering & Services

Our Customers

Energy	Healthcare	Steel, Metals & Mining	PSU and Oil & Gas

Success Stories

Case Study – Oil India

Company Information	OIL India Limited (OIL) is the second largest Indian government owned hydrocarbon exploration and production corporation.
Situation	As a part its digital transformation journey, OIL India was looking to standardize their supplier communication process which had a lot of manual touch points, and the organization wanted more transparency in their supplier communication process.
Impact	• Cumbersome supplier clarification handling process due to vast supplier base • Need for establishing a standard channel of direct communication with suppliers • OIL wanted to create an active repository for all the contracts/POs/invoices in the supplier's account providing ready access for reference & usage
Benefits	• Better satisfaction across the supplier base • Significant reduction in invoice processing cycle time which previously involved multiple FTEs. • Lesser Turn around time on the queries raised by suppliers by adopting query management • Successful integration of the applications hosted on cloud solutions with highly secured network enabling cost efficiency and scalability • Enhanced visibility and control for the vendors into their invoice payment and any deduction details

Oil India – Velocious Source to Pay Go-Live Press Release

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ऑयल इंडिया लिमिटेड
(भारत सरकार का उद्यम)
Oil India Limited
(A Government of India Enterprise)

Oil India Limited automates their Procure to Pay Processes

Industry : Oil India Limited (OIL)

Position : Chairman and Managing Director

Partner : Avaali Solutions Pvt. Ltd.

Oil India Limited (OIL), the premier Indian National Oil Company under the Ministry of Petroleum and Natural Gas, Government of India today announced that it had gone live with its automation project for Supplier Collaboration and Accounts Payable Invoice Automation.

With this automation, OIL intends to deliver superior supplier engagement via the Avaali Velocious Supplier Relationship Management (SRM) solution. Additionally, invoices that come in via the Velocious SRM solution will seamlessly integrate with SAP OpenText Vendor Invoice Management to automate the invoice receipt to post-process.

As a part of this project, OIL has leveraged the Velociousvendor portal from Avaali, to provide a self-service platform to suppliers and enable them to maintain their profile, access Purchase Order details, generate and submit invoices, track payment progress, and seamlessly communicate with users in OIL. The self-service portal is envisaged to drive convenience and satisfaction across the entire supplier base of OIL.

The Invoice Automation solution will enable extraction and analysis of invoices that OIL receives from multiple sources. The solution will help OIL automate invoice verification and monitoring and easy access and retrieval of the invoice and supporting documents. Workflows will be fully automated, enabling audit trails, post which invoices will be posted.

This implementation will help OIL improve efficiencies, enhance productivity, eliminate process bottlenecks, and simplify operations. Additionally, this is intended to deliver excellent supplier relationships via a strong collaboration with OIL's suppliers.

Tata Hitachi – RPA Implementation

TATA HITACHI
Reliable solutions

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Company Information	**Industry:** Construction Machinery Manufacturing	**Employees:** 2000+
Finance Function Information	**ERP System:** SAP ECC	
Objective	• Eliminate human operations on monotonous activities by implementing RPA. • Analyse the existing business process, with the intent to induce agility with automation potential • The goal was to enable users to identify, qualify and automate sequential business processes across the organization • Continuous improvement program to support automation and adaptation journey across the user base within the organization • Achieve full visibility, transparency while ensuring optimal resource utilization.	
Process Focus	• HR – New Hire Setup, Employee Onboarding, Employee Data management, MIS reports • Finance: Sales order creation, Intra unit Invoice processing, Info Record creation, Cash Application • IT – Resource monitoring, LWP reporting and notification, Asset buyback processing • Production : Production status report, Planned order to production order confirmation & Reporting • Sales & Service: Draw down request, Expected delivery date updation and notification • SCM: Material tracker notification, Material availability status	
Timeline	• 6 Months to setup the CoE team	
Result	• 118 Processes qualified for automation • 58 Process documented for automation • 5 processes are in development stages • 13 Processes in various stages of review & discussion	• 40 Processes automated and are currently live in production • 18000 person hours of resource saved

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

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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

Case Example

Company Information	Bidco Africa Ltd is the largest and fastest growing manufacturer and marketer of consumer products in the Eastern, Central and Southern regions of Africa. Headquartered in Kenya, the company produces, markets and distributes a broad range of products, including edible oils, cooking fats, margarine, baking products, hygiene products, detergents, laundry bars and animal feeds. From its roots in garment manufacturing in the 1970s, the company has continually innovated and moved with the times. In 2015, Bidco celebrated 30 years of owning and operating its own oil refineries to support its growing manufacturing base. Today, Bidco reaches 350 million consumers across Africa, supported by its factories in Kenya, Tanzania, Rwanda and Uganda, and by distribution operations in 12 more countries. As its portfolio of products and geographical presence has grown, so has the volume of vendor invoices that Bidco receives and needs to process. Using a Shared Service Center model, invoices are received in both paper and electronic form for processing by the accounts payable (AP) team, supported by the use of its SAP® financial system.
Challenges	• Manual routing of paper invoices and difficulty in tracking them • Heavily reliant on paper documents to handle queries • Lack of visibility and no audit trail • Difficulties with reporting, making it hard to have a clear understanding of the company's real-time liabilities • AP team spent more time in handling queries • Invoice processing took a long time and contained many errors
Solution Used	• OpenText Vendor Invoice Management for SAP Solutions • OpenText Invoice Capture Center • OpenText Archiving & Document Access for SAP Solutions
Benefits	• Invoice processing time reduced by 75%–85% through automation • 55% of invoices processed automatically • Instant visibility into current liabilities and identification of bottlenecks
Customer Comments	"With the solution live, after just four months in production, we're already automatically processing 55 percent of our invoices, massively reducing the workload on our AP team. The efficiency of the solution also means we're now processing invoices in one to two days, down by 75-85 percent of the seven days it used to take us," said Alkane Patel Head of IT. "We now have a truly complete audit trail for the lifecycle of our accounts payable processes, with every related document and action visible instantaneously in SAP. The solution even helps us to fight fraud with the checks and matching that it undertakes, immediately alerting us when something isn't right," added Patel. "

BIDCO Africa - OpenText Extended ECM for SAP Solutions - Implementation

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Challenges	• Dependency on physical documents. • Inability to securely store documents and reference it with SAP business processes. • Challenges in streamlining Accounts Receivable, Reconciliation and Payment processes. • Streamlining master data creation process • Reducing storage costs – storage subsystems/disks
Solution Used	• OpenText™ Extended ECM for SAP Solutions
Benefits	• Core xECM implementation in 4.5 months • Integration of xECM solution was done for Procurement, Sales, Finance and HR processes. Custom solution for Master Data Creation • Seamless integration with SAP ERP • Easy Access of unstructured content within context of SAP Business Processes. • Streamlined various business process such Accounts Receivable, Reconciliation, Due Payment, Master Data creation. • Better Governance and Compliance
Customer Comments	"As a result of this implementation, we have 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," said Alkane Patel Head of IT.

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/

Customer Success Stories

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Borosil OpenText VIM Implementation

Advanz Pharma OpenText VIM Implementation

Oil India AP and Source to Pay Automation

Mediclinic AP Automation Case Study

Tata Croma OpenText Core Archive Solution Implementation

Aegas Federal RPA Implementation

Customer Success Stories

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Hindalco RPA Implementation

Tata Autocomp Archiving Case Study

Apollo Tyres OpenText VIM Implementation Success Story

Manipal Hospitals RPA Case Study

MAS Holdings Archiving Case Study

Nayara Energy AP Automation

Customer Success Stories

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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/

Awards and Media Recognition

Awards and Media Recognition

Winner of SME Empowering India Award 2023

Business Icon Award by Radio City 91.1 FM 2023-24.

'Uipath Emerging Partner of the Year 2020'

Avaali recognized as 'Most Prominent Contributors' to Innovation at the World Innovation Congress 2023

Business Icons of India 2022 Awarded by MarksmenDaily.com.

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

Awards and Media Recognition

![avaali]

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

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

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

Top 5 Bootstrap Champs

'The Economic Times Promising Brands 2019-2020'

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

[Avaali Media Coverage](#)

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

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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

Janus
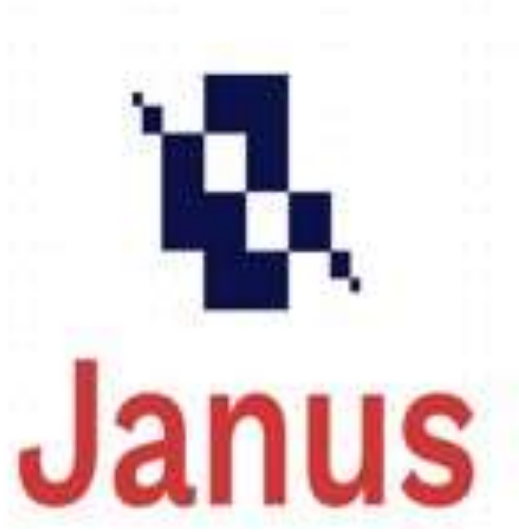
- Source to Pay user group led by enterprise customers, conceptualized and hosted by Avaali

- Rich resource of knowledge on innovations taking place worldwide in the S2P Domain

- Knowledge sharing on good practices being adopted by Avaali's customers

- Outlook on product and solution roadmaps, next versions etc.

- Continuous feedback and joint interactions to fuel back improvements

Summary

Deep understanding of GBS/SSC processes and building best in class shared services with technologies.

One of the largest OpenText and Kofax ReadSoft partner for automating shared services
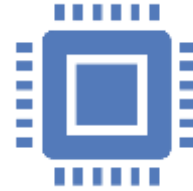
Keen specialist in working with digital technologies like IDP, RPA, invoice automation, ECM, Content Management and digital signature.

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

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Rising Focus on Cost Optimization

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- Price inflation, supply shortages and policy uncertainties present significant cost challenges in the near future

- By taking a strategic cost optimization approach, CXOs are making informed budgeting and spending decisions

- Strategic cost optimization is a cross-functional collaborative effort across functions and businesses — and their leaders.

- Enterprises that have digitalized at scale have a lower cost of doing business and thus a significant competitive advantage in the current inflationary environment.