

Aumento Technologies

Rising with Innovation



Who we are Global Technology & Business Solution Enabler
Customers in : Asia, Europe & North America

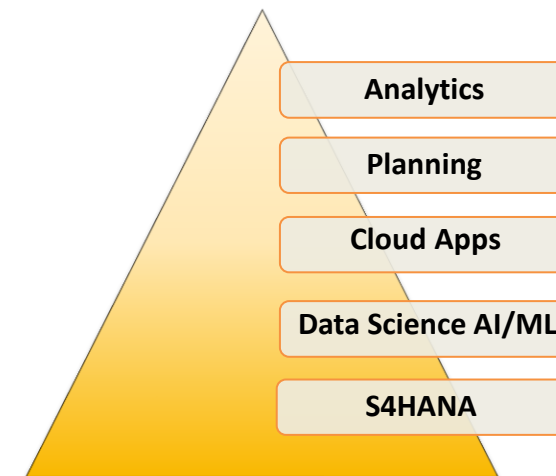
Skills SAC Planning, DWC, SAP Analytics Cloud, Data Intelligence, HANA Cloud, Fiori, Business Technology Platform, Design Thinking, S4HANA, Cross Function – Cross Technology Data to Value Transformation

120+
Enterprise Customers

350+
Business Templates

12+
Industry Verticals

40+
Planning / Forecasting Project Post Pandemic



Our Solutions & Services

SAC Planning Packages for LoBs

SAC Planning Packages for Finance, Workforce, Sales & Operations, Overheads, COGS, Working Capital – Integrated Insights with SAP S4HANA

SAP Analytics for Auto Comp & Discrete Mfg

Analytics Content for Profitability, Procurement Savings, Financial Performance, Inventory utilization – using DWC & SAC

SAP Analytics for Pharma, CPG & Distribution

Analytics Content for Primary Sales, Secondary Sales, Compliance, Field Force Performance, - using DWC & SAC

SAP Analytics for OEMs – Vehicle Mfg & Distribution

Warranty Management, Sales Performance, Dealer Business Performance,

SAP Analytics for Retail

Store Performance, Article Replenishment, Article Category Performance, Financials, POS based Analytics

What makes us unique

We have been helping SAP Customers to build **Data Analytics culture** in their organization. While leveraging best of their **SAP & Non SAP Landscape** – Guide them and take them through successful adoption of **Analytics & Planning** in day to day life.

Our unique blend of expertise in **Industry Knowledge, Planning & Analytics** helps Office of Finance, Sales & other LoBs to gain more out of their **Business & Technology Data**.



About Aumento



Enterprise Planning

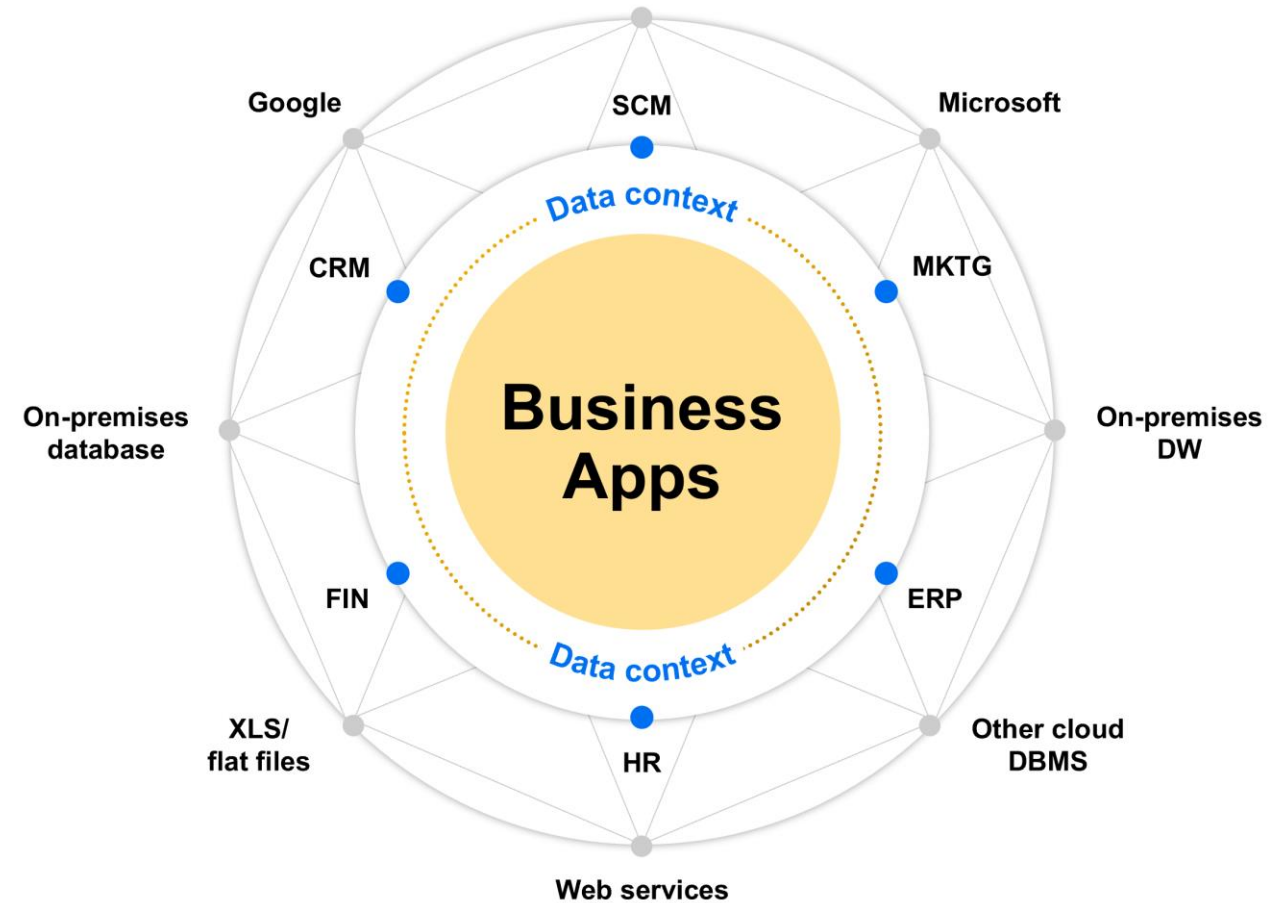
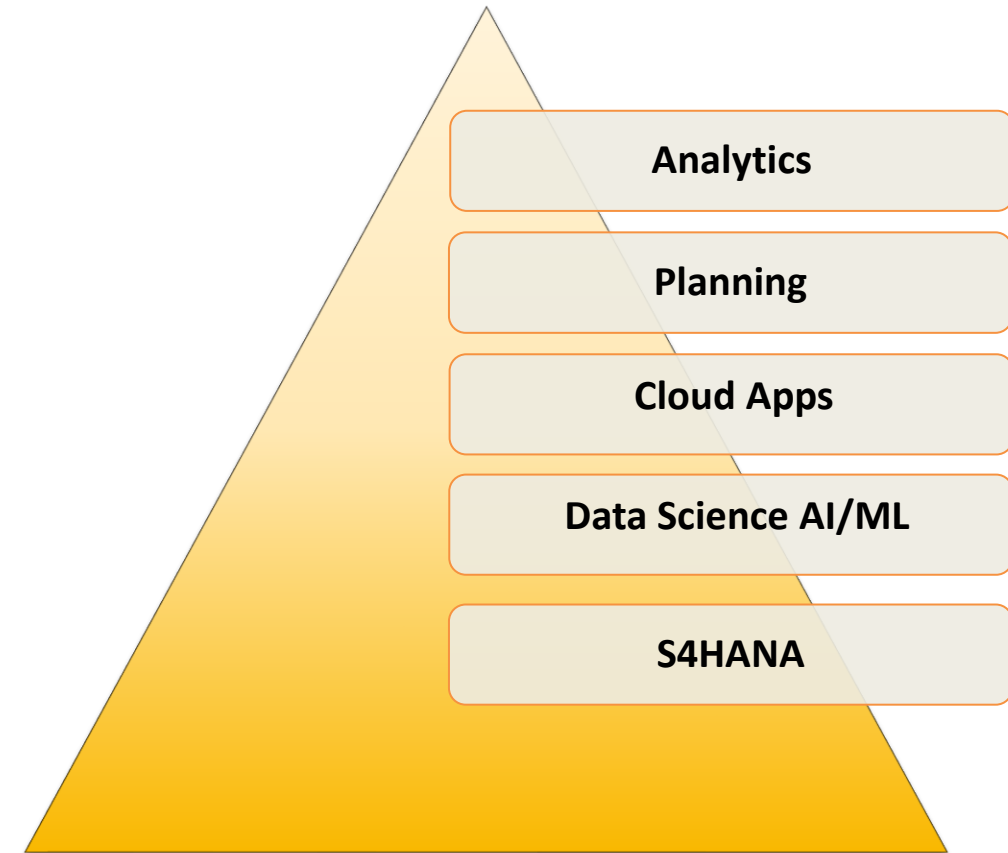
Data Analytics

Cloud Apps

Data Engineering

S4HANA





We help businesses

- Monetize their investment in IT
- Innovate & Transform
- Run better

Worth of the “Data” and “Technology”

Traditional Business



Airlines

Hotel

University

Retailer

...

New Edge Business



Uber

Airbnb

E Learning

E-comm

...

How can we stay ahead in the game ? - **Investor**

How can we act / respond faster ?
- **Business**

How can we adopt & transform faster ? - **IT**

Post Covid Recovery

Russia Ukraine War

Monetary Trade Policies
Interest Rates

Increase in Crude
Prices / LME Prices

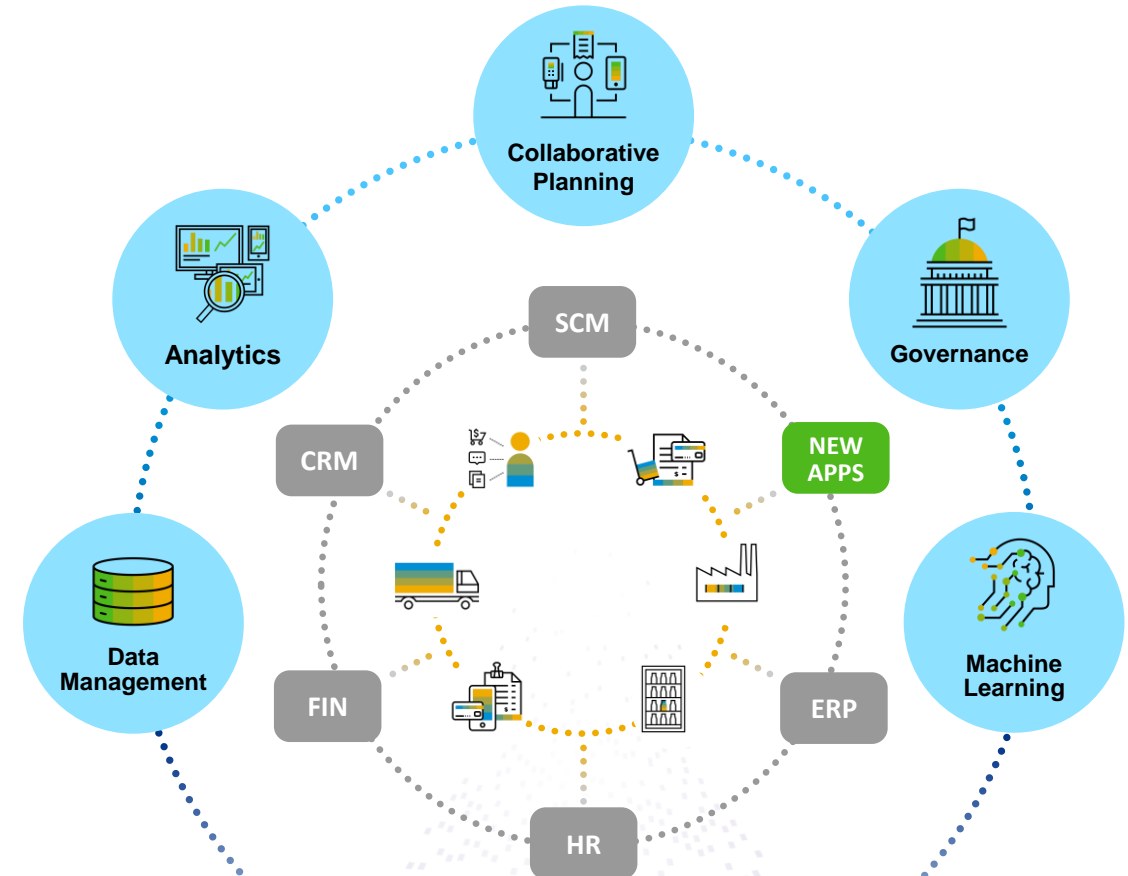
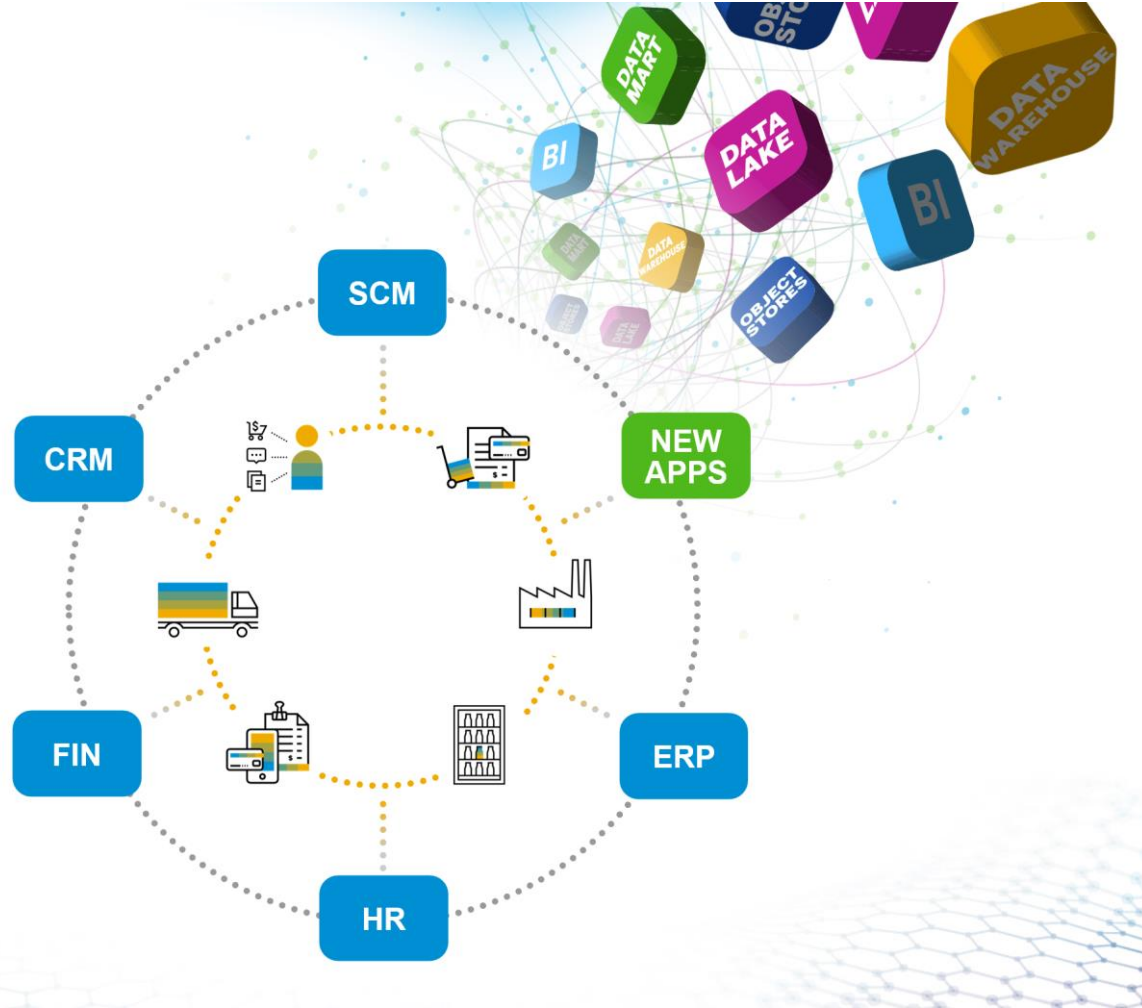
Emergence of AI
ChatGPT

Indo China Issues

Recession in Europe

Change in Demand

Welcome to Digital Economy



“Opportunity” & “Challenges”

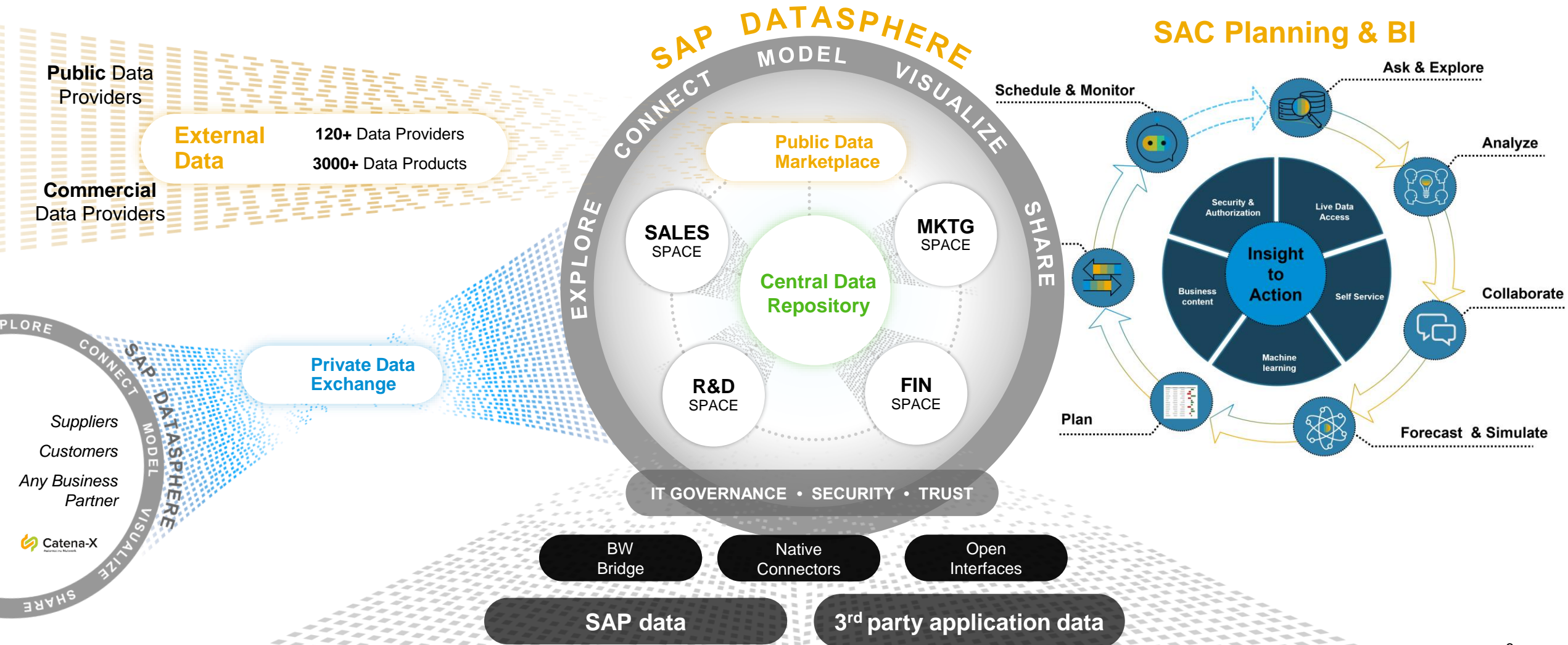
“Scalability” & “Agility”

“Easy” & “Fast”

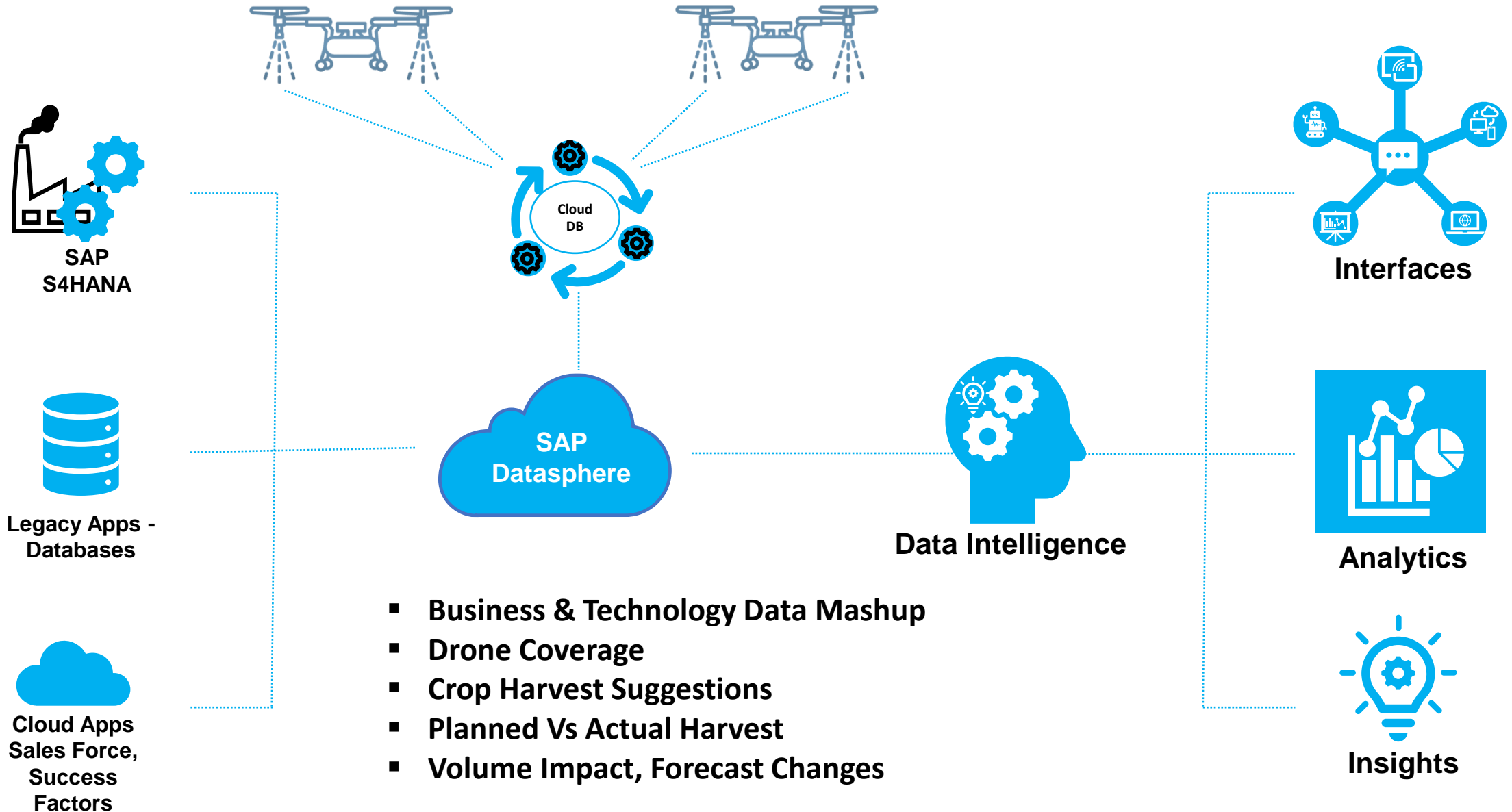
New Data

Modern Data Strategy. Datasphere + SAC Planning & BI

Access to external & external data in clicks for better, faster & more scalable data collaboration



Innovation – Beyond Business Data

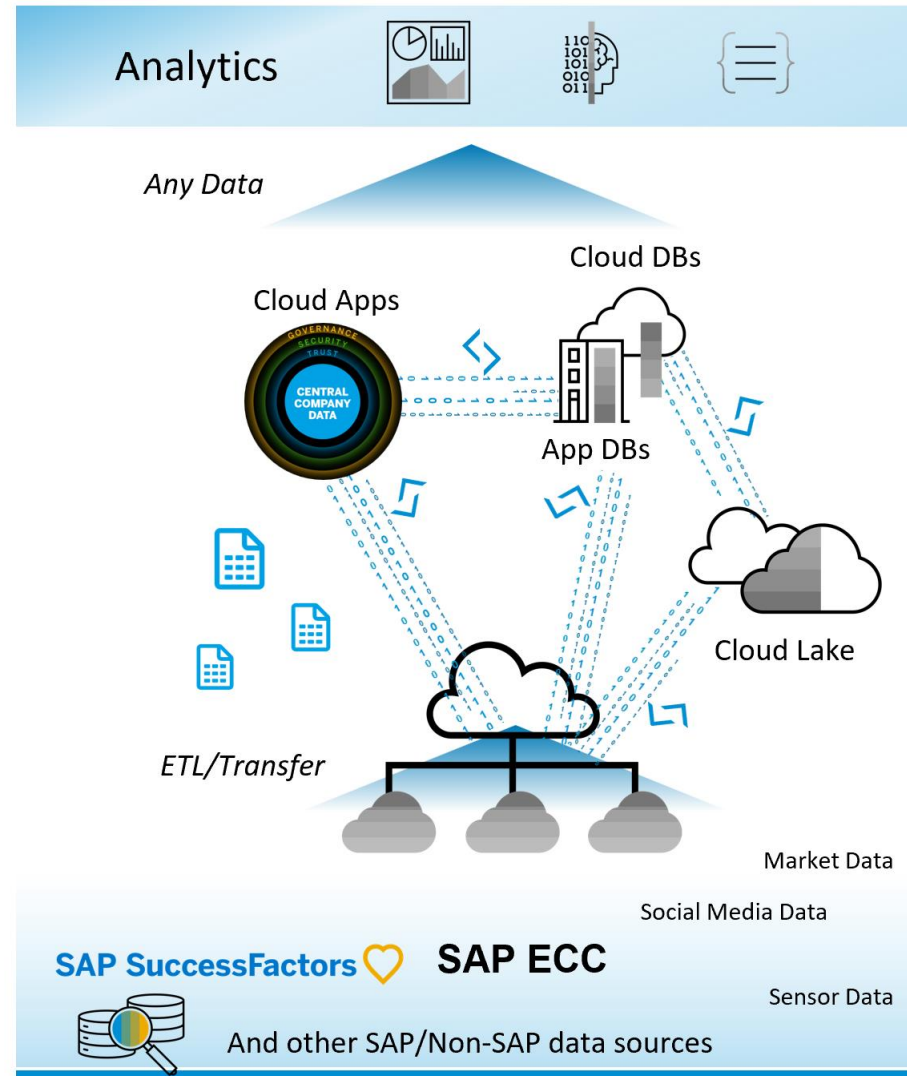


Accelerated Decision making with Real Time Data



Business Challenges

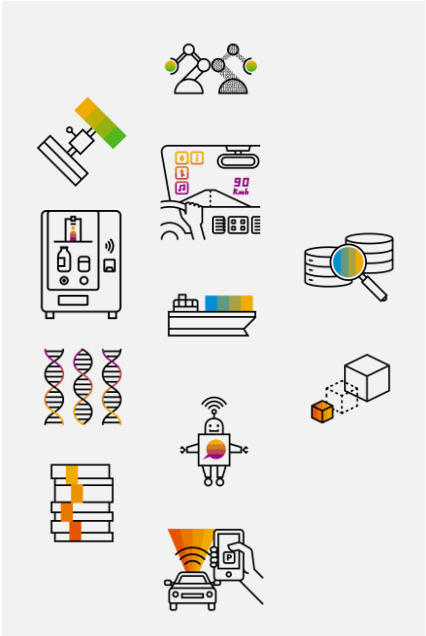
- Old ECC Environment & have to follow Global Roll out plan
 - 8+ Oracle Apps based Systems, each app is having 3~4 TB of Data
 - Near to Real time Analytics on a large Screen – As part of Digital Initiatives i.e Digital Board Room
- Delayed in decision making
 - No real time information or analysis available
 - Data Governance issue(possibility) due to Manual intervention (data preparation)
 - No Automated Cross functional Analytics across different systems
 - Reduce manual dependencies and duplication of efforts to improve efficiency and effectiveness in reporting.
 - Need for user friendly MIS Systems (Self customizable).
 - Improve Digital Native capabilities to enable growth & expansion.
 - Implement systems to improve planning capabilities.



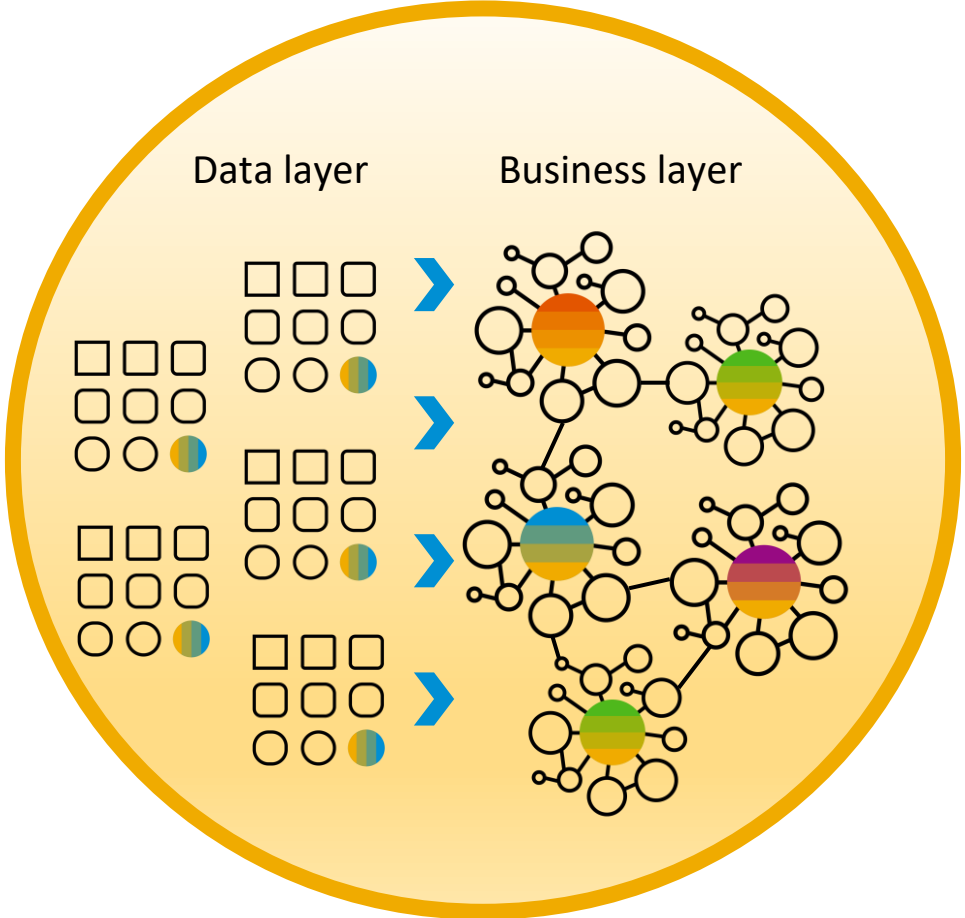
Accelerated Decision making with Real Time Data



Data sources



SAP DataSphere



SAP Analytics Cloud



Ad hoc data exploration



Powerful visualization



Intelligent augmentation



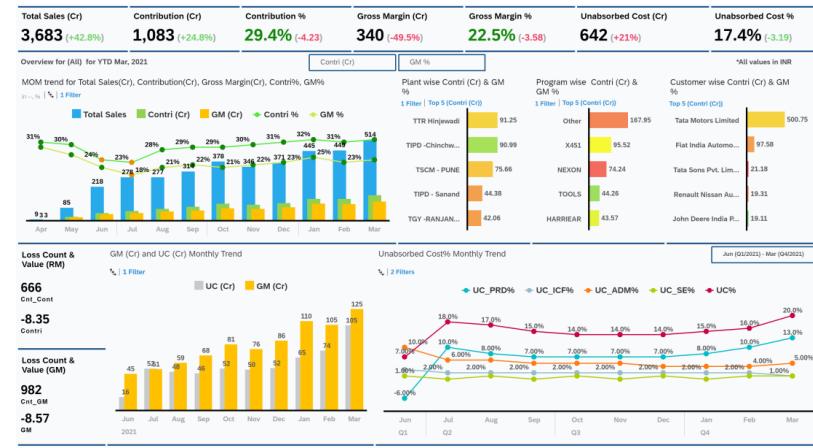
Business planning¹



Actionable Insights – Driving Business Value

Challenges

- 25+ Company Codes, Multi Country, Multi Currency
- Huge Data Size; 100M+ Records in Costing Data
- Complexity of Cost Calculation and Keep track of Raw Material Cost Increase Decrease
- Generating Organization Pulses across all the Group companies
- Humanly impossible calculations to be performed every month



Technology

- Data Warehouse on HANA Cloud
- SAP Analytics Cloud

Solutions

- Actionable Insight on low margin or Loss making Parts, Unabsorbed Costs at Plant, Profitability of Parts
- 360 degree view of OEM – Profitability, High Margin – Low Margin Transactions, Trend
- Actionable Insights - Purchase Savings, Opportunity Loss
- Spend Analytics
- Inventory Turns, Slow Moving, Non Moving,
- Profitability & Costing Analytics

Benefits

- Improved Cost Recovery from customer where RMC got increased due to LME Prices
- Purchase Contract Improvements & Intern savings
- Betterment in Working Capital
- Timely Sales Contract Revisions

"Data is at the center of everything we do at TATA Auto Comp. That's why we used SAP Analytics Cloud & Data Warehouse to improve efficiency, Performance & get actionable insights. Together, these two solutions & Aumento helped us transform our data capabilities throughout LoBs." Mr. Shirish Godbole - CIO

Company

Tata Autocomp

Operations

North America, Europe, Asia

Industry

Automotive

Products and Services

Auto Components Mfg

Employees

5,000+

Revenue

1 Billion USD +

Web Site

tataautocomp.com

Partner

Aumento Technologies

<http://www.aumentotec.com>

Sales Performance, Supply Chain Visibility, Field Force Efficiency



Challenges

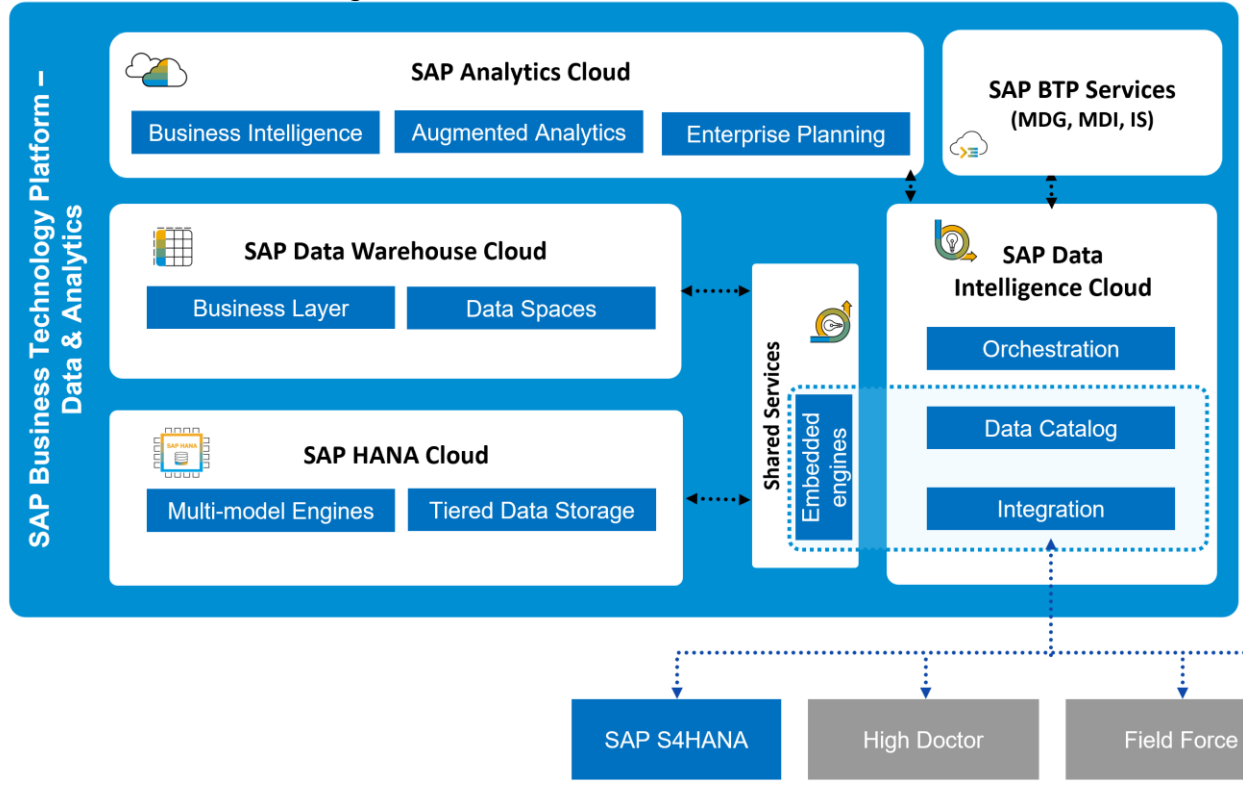
- Getting Consolidated Management Insights from **S4HANA, Field Force Apps, High Doctor Apps**
- Territory Performance with accurate sales credit allocation
- **Pharma 3C Compliance** & Field Force Activity tracking – **Non SAP Data**
- Developing Analytics with Cross Functions
- **Peer Performance** using **IQVIA data**

Technology

- SAP Analytics Cloud & Data Warehouse
- 70+ Analytics Deployed

Benefits

- All biweekly & Monthly reviews are system driven
- Proper Sales Credit is being allocated in Pooled territory where incentive calculation is quite complex
- Helps in tracking near expiry items and its liquidity
- **Reduction of NPA & Working Capital Block**
- Complex Stockist Scorecard
- **MR Performance X Activity Tracking X Dr Conversion X Territory Performance**
- **Pharma 3C Compliance**



Company
Indoco Remedies

Operations In
Asia, Europe, North America, Africa

Industry
Pharma

Products and Services
Medicines

Employees
3000+

Web Site
www.indocoremedies.com

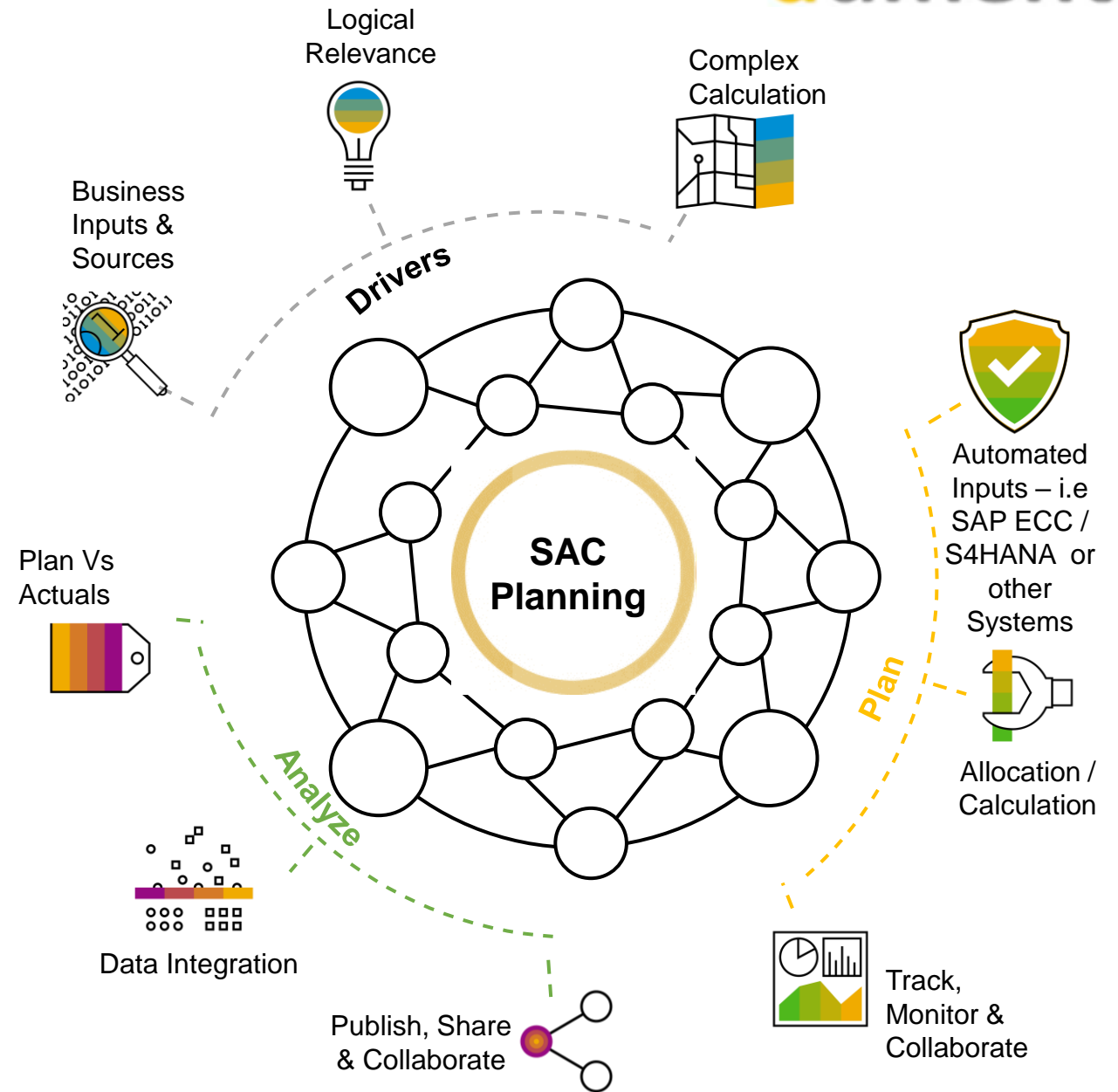
Partner
Aumento Technologies
<http://www.umentotec.com>

“Superior Data foundation with Powerful Analytical Insights were achieved with DWC and SAC. Truly appreciate your committed efforts to make this project successful.”
Ketan Patel, CIO – Indoco Remedies

Why Automated Planning



- Detailed **Roadmap of Company's Finances** & long terms goals
- Without AFP, **leads to Cashflow issues**
- **Informed decisions on Actual Financial data** & Projections
- **Allocate Resources Effectively**
- **Potential Risks & Uncertainty**
- **Contingency Plan & Build up for emergency funds**
- **Helps in External Funding, Attract Capital**
- **Budgeting Measures on Control the Spend**
- **Tax Planning**



Planning Across Industries & Verticals



Manufacturing

- *Volume Drivers*
- *Bill of Materials*
- *Consumption Patterns*
- *Vertical Assumptions*
- *Capacity Assumptions*



Multiplex

- *Upcoming Movies*
- *Week Day & Week End*
- *Marketing / Adds*
- *F&B Cost Drivers*
- *Shop in Shop*



FMCG

- *Categories, Volume*
- *RM Cost*
- *New Products*
- *Channels & Territories*
- *Acquisitions*



Pharma & Chemical

- *New Product Launch*
- *Market Share*
- *HQ Performance*
- *Logistics*
- *Marketing*



Auto Comp

- *OEM Volume*
- *RMC*
- *Processing Charges*
- *Overheads*

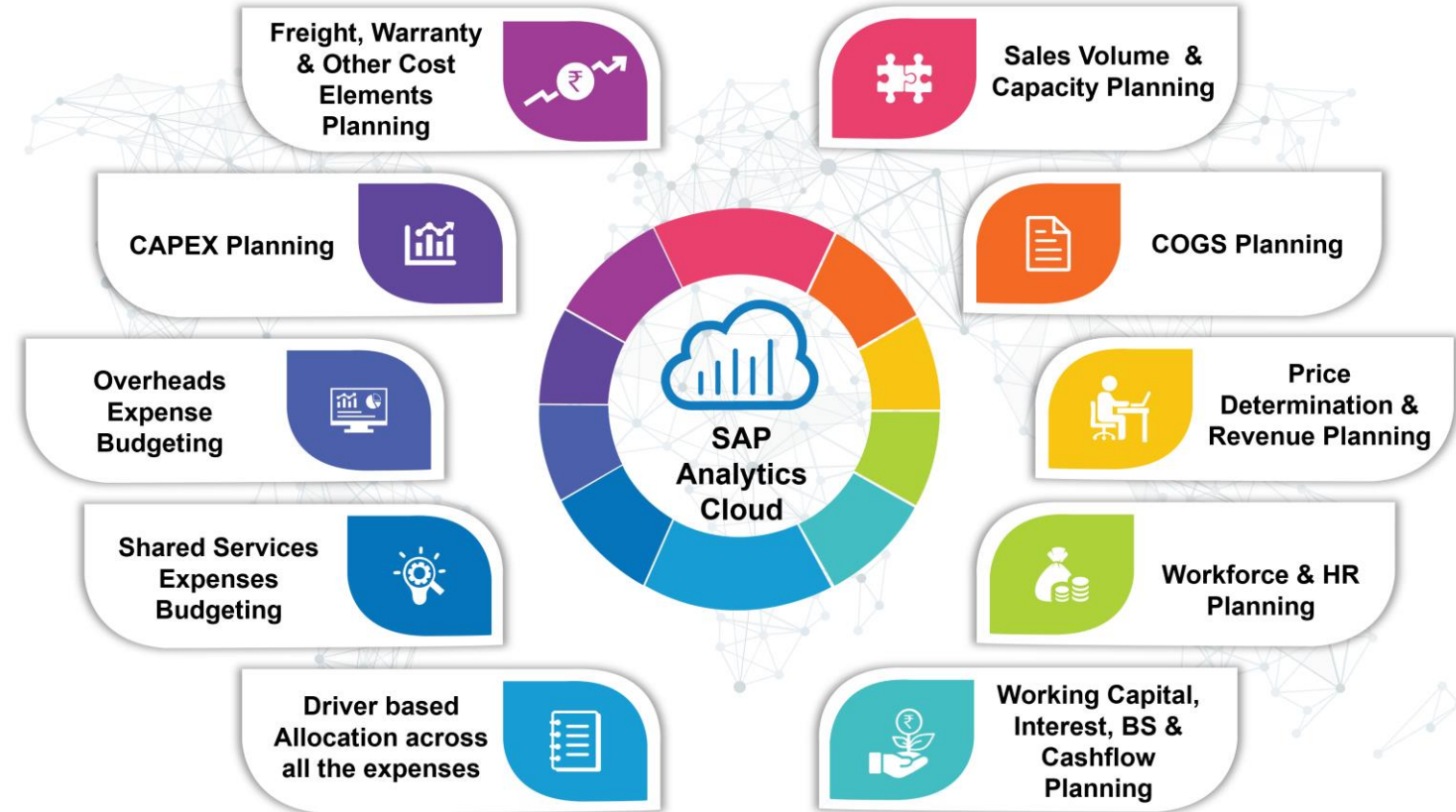


Across Verticals

- *Allocation based on Volume, Head Counts, Derived Ratios*
- *Shared Services*
- *P&L , Working Capital*

What are the Planning Elements / Building Blocks

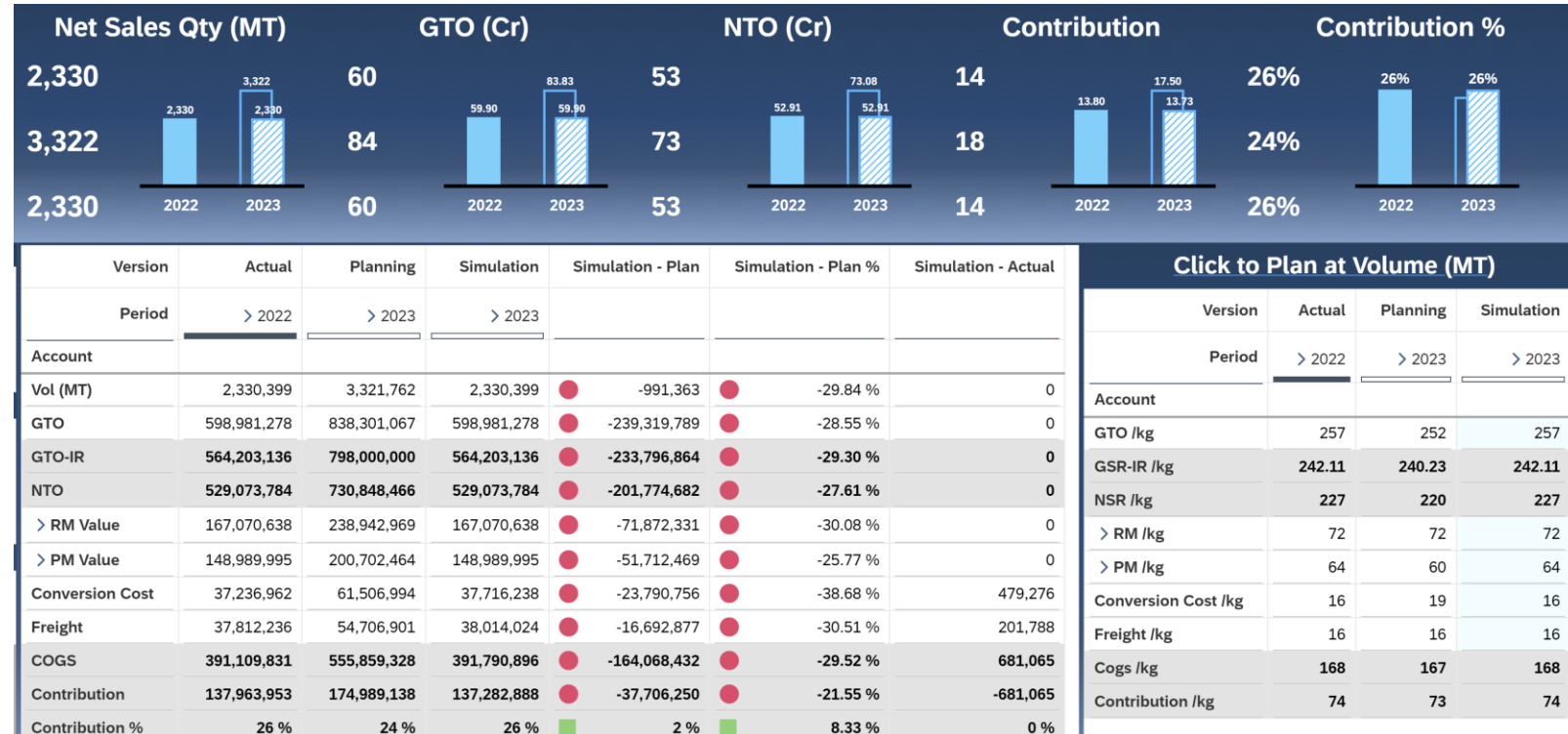
- **Planning Calendar**
(Ex. India – Nov to March)
- **Business Assumptions, Growth Drivers, Cost Drivers**
- **Planning Teams ↔ Departments ↔ LoBs**
- **Zero Based Input, Historical facts supportive**
- **P&L Roll ups**
- **Simulations**
- **Cost Allocations / Shared Services Allocations**
- **COGS Determination**
- **Target Vs Actual Variances**
- **Forecast / Outlook**



Expected Result at the End of Planning Process



- Planning Calendar
(Ex. India – Nov to March)
- Business Assumptions, Growth Drivers, Cost Drivers
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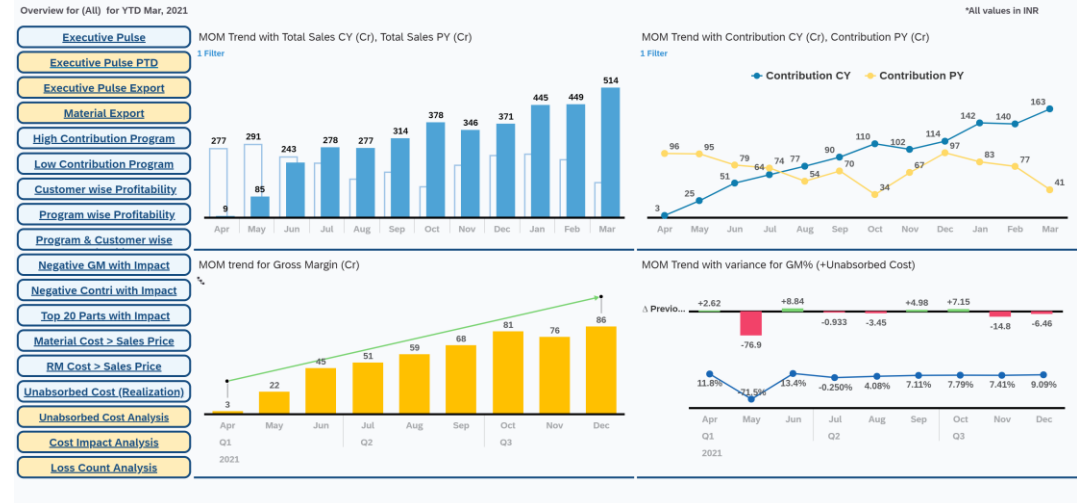


Expected Result at the End of Planning Process



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Total Sales	Material Cost	Material Cost%	Gross Margin	Gross Margin%	Net Margin	Net Margin%
4,517 (+73.8%)	3,080 (+81.5%)	68.20% (+2.90)	1,013 (+42.9%)	21.50% (-5.59)	72.2 (+161%)	1.60% (+0.53)



Total Sales (Cr)	Contribution (Cr)	Contribution %	Gross Margin (Cr)	Gross Margin %	Unabsorbed Cost (Cr)	Unabsorbed Cost %
3,683 (+42.8%)	1,083 (+24.8%)	29.4% (-4.23)	340 (-49.5%)	22.5% (-3.58)	642 (+21%)	17.4% (-3.19)



Planning & Analytics @ ITC

Biscuits



Snacks



Atta



Noodles

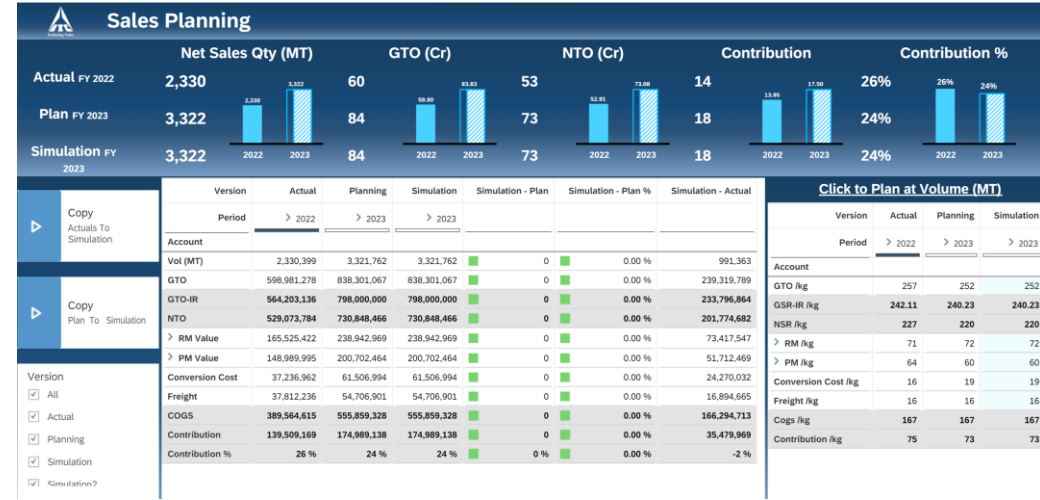


Dairy Products

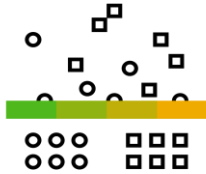


28+ FGMCG Categories

Each Category Revenue 100M to 300M USD Per Month



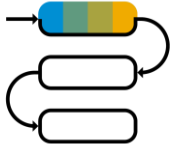
Planning & Analytics @ ITC



Get the Budgeted Data from Categories

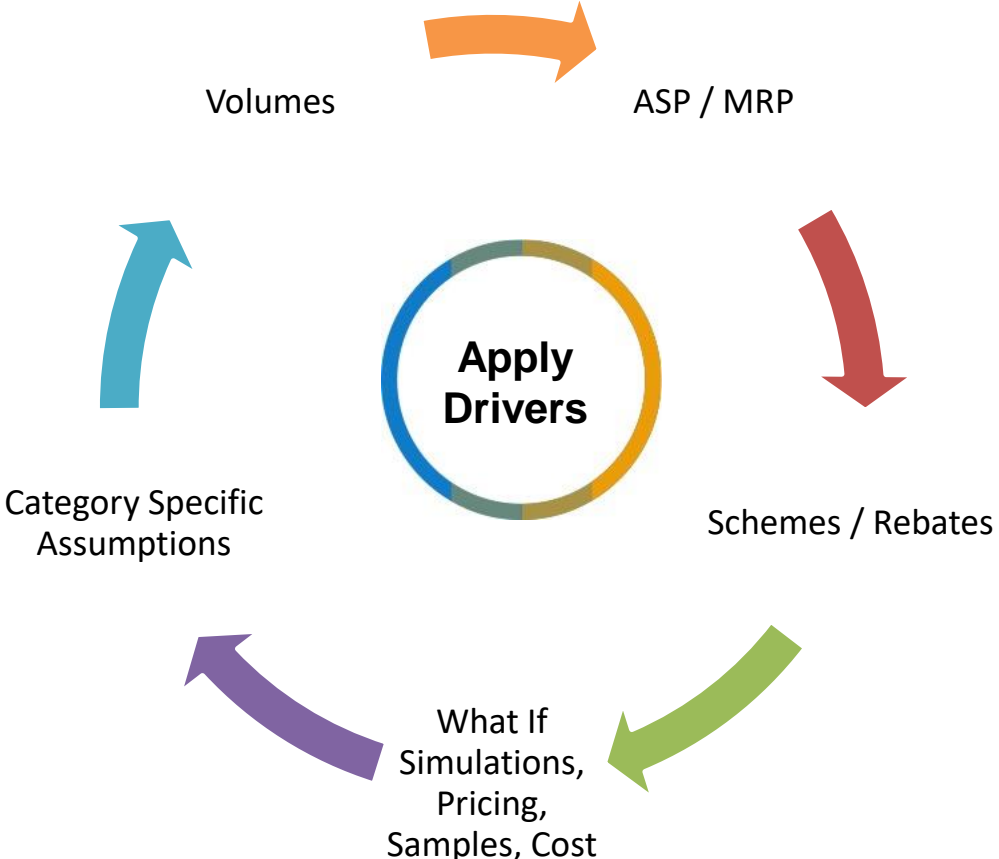


Data Processing



Embed into P&L

- Volume Play Book
- Historical Sales Performance
- Annual Sales Price
- Schemes / Rebates
- RM,PM – Plant Inputs



Planning & Analytics @ TATA Group



Coated Steel ABP



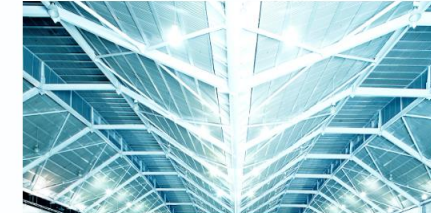
PEB ABP



Ezybuild ABP

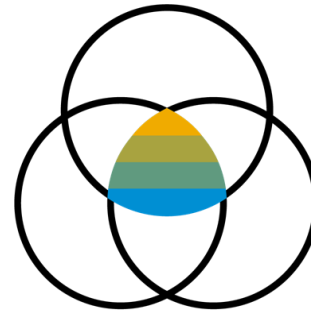


Retail ABP

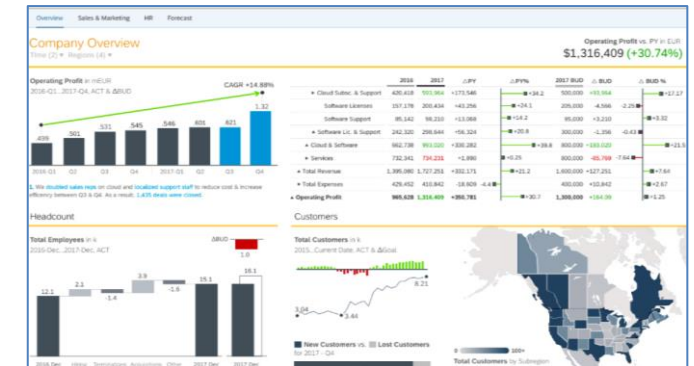


Lysaght ABP

- 200+ Drivers Assumptions
- Product Wise / Business Vertical Wise Sales Volume Planning
- Standard Products, Project Based Products, Distribution Products



- Volume Inputs & Distribution
- COGS Drivers
- Subcontracting , Export Cost, Freight Cost Inputs
- Warranty, Commission,



Generate
Planned
P&L

FP&A Process in SAC Planning



Coated Steel ABP



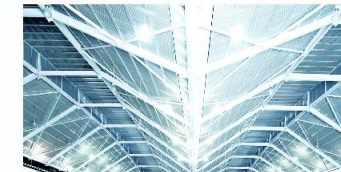
PEB ABP



Ezybuild ABP



Retail ABP



Lysaght ABP



Overhead ABP



Corporate ABP


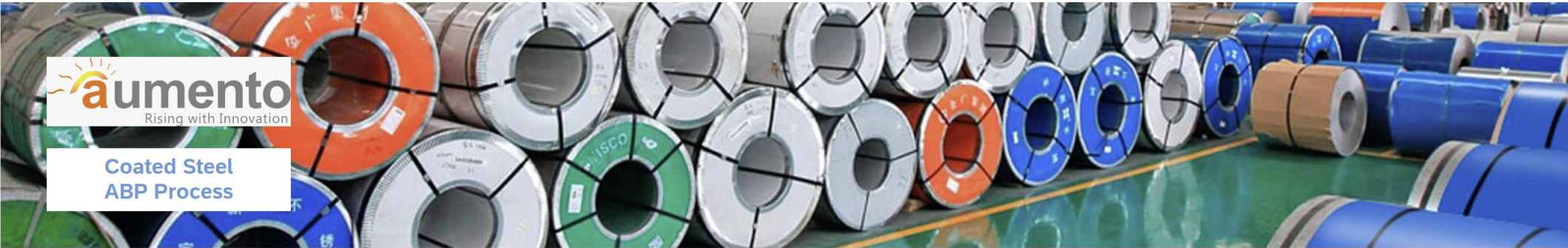


Consolidated Adj. ABP



Review P&L


Run through of Planning for One Company



Assumptions / ABP Drivers



Volume Colorbond / Zincalume



Volume Tier III Bare + Paint



COGS



Review Overheads



Review P&L



Volume Analytics

Cost Input Drivers



Paint Cost / Ton

Product Group		Paint Cost Rate BC (Rs / ltr)												
<input type="radio"/> Colorbond <input checked="" type="radio"/> Tier III Ptd		Date	Apr (2022)	May (2022)	Jun (2022)	Jul (2022)	Aug (2022)	Sep (2022)	Oct (2022)	Nov (2022)	Dec (2022)	Jan (2023)	Feb (2023)	Mar (2023)
BMT														
	Unassigned		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	0.33		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	0.42		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	0.43		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	0.45		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	0.48		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	0.55		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	0.58		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	0.60		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	0.90		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	1.00		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	1.15		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52
	1.20		267.20	328.66	328.66	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52	361.52

Measure Selection

- Paint Cost Rate TC (Rs / ltr)
- Paint Cost Rate BC (Rs / ltr)
- Paint Cost Rate TP (Rs / ltr)
- Paint Cost Rate BP (Rs / ltr)

COGS Determination



File Edit Tools Display Publish Data CSP COGS Planning 1 / 1

Current Date (Fiscal) 2022 Dom / Exp / Transfer ... Product Group (4) (All) Customer Category (All) CSP SKU (1) Unassigned Date [Fiscal] (1) 2022 - 2022

2,682.68
Sales Revenue (Cr)
Revenue/Ton 108,553.16

2,286.86
COGS (Cr)
COGS/Ton 92,536.36

346.99
Gross Margin (Cr)
GM/Ton 14,040.80



CSP SKU Wise Detail

Calculate COGS Components Transfer to Coated Steel P&L

Date	Product Group	CSP SKU	Sector	GL Account	COGS / Ton	Gross Margin / Ton	Net Realization / T (INR)	Volume	MCL Prime Yield for CCL	Prodn With MCL Prime Yld	Total Prod with Scrap Loss	Total Metal Required	55%
Apr (2022)	Colorbond	0.45 X 1220	PEB	AZ150	304,846.31		391,582.05	1,369.00	1,399.77	1,426.59	1,432.30	62,035.73	
Apr (2022)	Colorbond	0.45 X 1220	R/W	AZ150	302,774.04		389,510.48	2,845.00	2,908.94	2,964.68	2,976.54	128,920.13	
Apr (2022)	Tier III Bare	0.33 X 1220	Distribution	AZ070	96,551.71	8,311.25	104,862.96	157.06	157.06	160.07	160.71	4,603.22	
Apr (2022)	Tier III Bare	0.43 X 1220	Distribution	AZ070	82,387.21	8,134.98	90,522.19	1,701.79	1,701.79	1,734.40	1,741.33	38,277.89	
Apr (2022)	Tier III Bare	0.45 X 1220	Other	AZ070	82,092.09	22,453.94	104,546.03	85.00	85.00	86.63	86.98	1,826.91	
Apr (2022)	Tier III Bare	0.48 X 1220	Distribution	AZ070	94,088.93	8,075.97	102,164.90	149.71	149.71	152.58	153.19	3,016.62	
Apr (2022)	Tier III Bare	0.58 X 1220	Distribution	AZ070	100,964.91	3,687.67	104,652.58	91.44	91.44	93.19	93.56	1,524.82	
Apr (2022)	Tier III Ptd	0.33 X 1220	Distribution	AZ070	92,965.04	14,408.02	107,373.06	1,032.04	1,055.24	1,075.45	1,079.76	30,927.59	
Apr (2022)	Tier III Ptd	0.43 X 1220	Distribution	AZ070	88,864.28	14,233.71	103,097.99	7,984.29	8,163.74	8,320.16	8,353.44	183,624.78	17,505.01
Apr (2022)	Tier III Ptd	0.45 X 1220	Other	AZ070	186,730.69		222,100.93	130.00	132.92	135.47	136.01	2,856.90	
Apr (2022)	Tier III Ptd	0.45 X 1220	Other	AZ100	439,263.56	3,234.00	-	-	-	-	-	-	-
Apr (2022)	Tier III Ptd	0.48 X 1220	Distribution	AZ070	90,208.07	13,955.88	104,163.95	212.69	217.47	221.64	222.52	4,381.97	
Apr (2022)	Tier III Ptd	0.58 X 1220	Distribution	AZ070	87,552.61	13,857.79	101,410.40	323.38	330.65	336.98	338.33	5,513.77	
Apr (2022)	Zincalume	0.42 X 1220	PEB	AZ150	94,948.98	11,432.12	106,381.10	242.00	242.00	246.64	247.62	11,491.16	
Apr (2022)	Zincalume	0.42 X 1220	R/W	AZ150	176,562.12		201,382.27	2,178.00	2,178.00	2,219.73	2,228.61	103,420.48	
Apr (2022)	Zincalume	0.45 X 1220	R/W	AZ150	94,097.37	27,966.66	122,064.03	250.00	250.00	254.79	255.81	11,079.63	
Apr (2022)	Zincalume	0.55 X 900	PEB	AZ150	84,826.87	14,237.67	99,064.54	1,250.00	1,250.00	1,273.95	1,279.05	45,325.78	

Overheads Budgeting



Review Uploaded Data (Coated Steel)

Period: FY 2022 - 2023 *All values in INR

Total Expense (Cr)

63.17

Profit Center Expense Trend



GL Account	OH
Cost Center	
✓ MR_ALL MR categories	63.17
✓ MR_CSP_D MR_CSP_D	43.64
1301230 Electrical Maintenance	10.21
1301231 Mechanical Maintenance	9.93
1301212 Quality	4.82
1301100 Metal Coating Line	4.25
1301252 Utilities - Maintenance	4.19
1301110 Color Coating Line	3.92
1301200 Safety, Health & Environment	1.65
1301220 Supply Chain- Planning & Scheduling	1.12
1301000 Vice President-CSB	0.95
1301232 Civil Expenses	0.89
1301130 Packing Line	0.88
1301120 Slitting & Recoiling Line	0.84
✓ MR_CSP_I MR_CSP_I	19.53
1301050 IT & Automation	4.08
1301070 Sales	3.66
1301031 Administration	3.59

GL Account	Apr (2022)	May (2022)	Jun (2022)	Jul (2022)	Aug (2022)	Sep (2022)	Oct (2022)	Nov (2022)	Dec (2022)	Jan (2022)	Feb (2022)	Mar (2022)
Overheads Overheads	50,825,170	52,536,525	52,451,243	53,676,191	54,283,475	54,732,259	53,070,877	51,763,390	54,198,8			
> Salary & Employee Cost Salary & Employee Cost	26,092,626	26,092,626	26,092,626	26,092,626	26,092,626	26,092,626	26,092,626	26,092,626	26,092,626	26,092,626	26,092,626	26,092,626
> Administrative Cost Administrative Cost	3,309,936	3,284,064	3,284,064	3,359,370	3,331,859	3,284,059	3,284,064	3,305,514	3,284,0			
> Commission Commision Cost	0	0	0	0	0	0	0	0	0			
> Communication Cost Communication Cost	285,955	285,955	285,955	285,922	285,922	285,922	285,955	285,955	285,9			
> Departmental Cost Departmental Cost	1,128,924	941,924	1,216,924	1,145,261	1,181,924	1,216,924	1,069,415	991,924	1,260,9			
> Duties Duties	46,702	46,702	46,702	46,702	46,702	46,702	46,702	46,702	46,7			
> Finance Finance	1,312,148	1,312,148	1,312,148	1,312,148	1,312,148	1,312,148	1,312,148	1,312,148	1,312,1			
> Fuel & Vehicle Running Fuel & Vehicle Running	116,533	116,533	116,533	116,533	116,533	116,533	116,533	116,533	116,5			
> IT & Automation IT Expenses	2,630,488	2,630,488	2,630,488	2,630,488	2,630,488	2,630,488	2,630,488	2,630,488	2,630,4			
> Insurance Insurance	0	0	0	0	0	0	0	0	0			
> Joining Cost Joining Cost	0	0	0	20,000	0	0	0	0	0			
> Marketing Marketing	196,667	396,667	196,667	396,667	196,667	186,667	546,667	266,667	216,6			
> Operational & Quality Operational & Quality	537,753	412,753	412,753	586,460	1,219,450	724,328	537,753	658,443	2,847,6			
> Rent Rent	0	0	0	0	0	0	0	0	0			
> Repairs And Maintenance Cost Repairs And Maintenance Cost	14,965,224	16,814,451	16,653,169	17,481,800	17,666,942	18,618,648	16,946,312	15,854,176	15,902,7			
> Travelling Travelling	202,214	202,214	203,214	202,214	202,214	217,214	202,214	202,214	202,2			
> warranty prov Warranty / Commission	0	0	0	0	0	0	0	0	0			

Business Vertical P&L



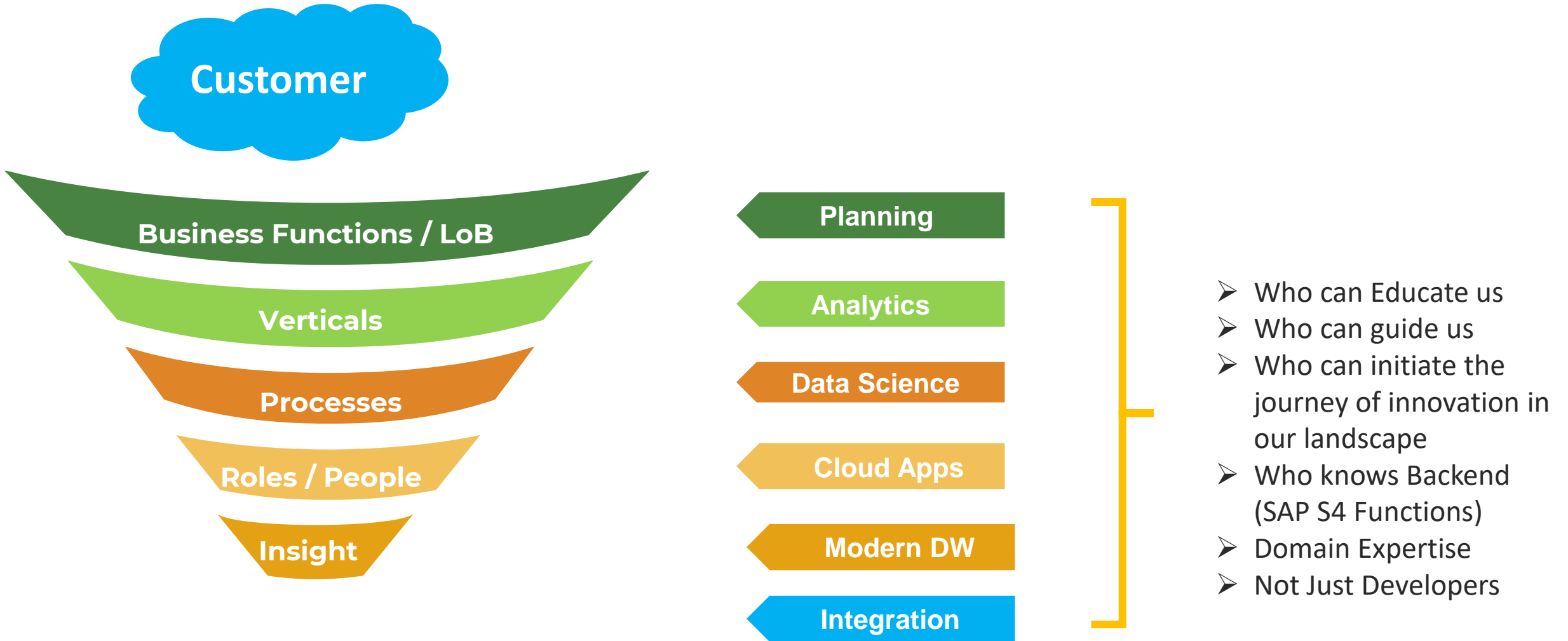
aumento Coated Steel P&L

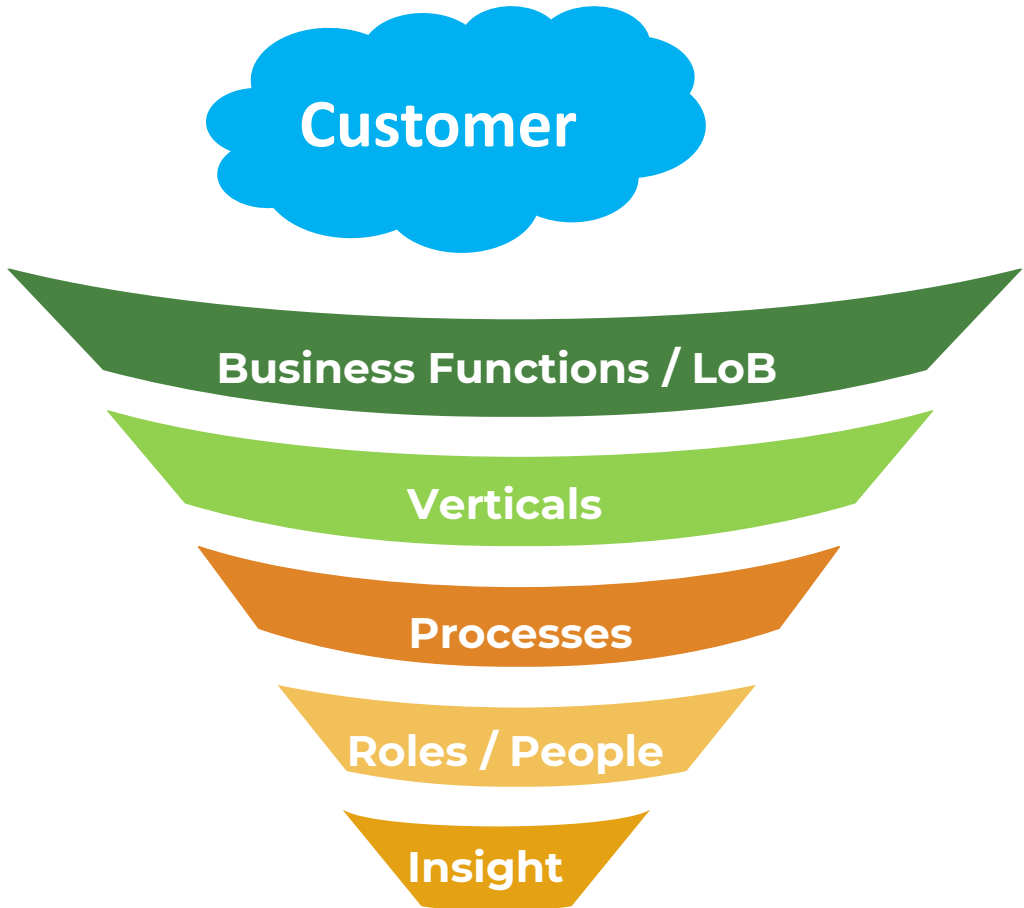
Rising with Innovation

[▶ Transfer to Conso P&L](#)

Version	ABP *											
	Date	Apr (2022)	May (2022)	Jun (2022)	Jul (2022)	Aug (2022)	Sep (2022)	Oct (2022)	Nov (2022)	Dec (2022)	Jan (2023)	Feb (2023)
GL Account												
> Sales MT		21,897	21,163	21,872	21,254	20,574	20,009	20,049	20,843	21,753	20,539	
> MS Sales MT		-	-	-	-	-	-	-	-	-	-	
Total Sales MT		21,897	21,163	21,872	21,254	20,574	20,009	20,049	20,843	21,753	20,539	
1. Sales Revenue		2,290,610,470	2,334,113,743	2,364,627,198	2,303,695,876	2,199,859,582	2,114,246,635	2,124,066,867	2,184,754,942	2,260,816,293	2,147,825,646	2,136,000,000
> 1. Sales Revenue		2,287,476,932	2,330,828,980	2,361,391,197	2,300,192,461	2,196,679,002	2,111,591,986	2,121,404,802	2,181,560,810	2,257,647,976	2,144,784,328	2,133,000,000
> 2. Buyouts		-	-	-	-	-	-	-	-	-	-	-
> 3. Erection		-	-	-	-	-	-	-	-	-	-	-
> 4. Coil Sales Revenue		-	-	-	-	-	-	-	-	-	-	-
> 5. Unbilled Revenue		-	-	-	-	-	-	-	-	-	-	-
> 6. Miscellaneous Income		3,133,538	3,284,763	3,236,001	3,503,415	3,180,580	2,654,649	2,662,065	3,194,132	3,168,317	3,041,318	3,000,000
> 7. Freight Revenue		-	-	-	-	-	-	-	-	-	-	-
Total Sales Revenue		2,290,610,470	2,334,113,743	2,364,627,198	2,303,695,876	2,199,859,582	2,114,246,635	2,124,066,867	2,184,754,942	2,260,816,293	2,147,825,646	2,136,000,000
2. Cost of Goods Sold		1,947,287,842	2,006,904,726	2,033,484,217	1,998,626,167	1,921,799,089	1,854,193,831	1,864,381,729	1,909,115,843	1,974,871,273	1,886,644,906	1,877,000,000
> 1. COGS		1,823,975,769	1,884,737,560	1,908,445,109	1,871,856,471	1,802,826,323	1,735,471,936	1,744,711,280	1,783,056,549	1,842,733,646	1,762,303,072	1,756,000,000
> 2. Conversion Costs		142,120,731	139,764,149	143,419,413	143,325,219	135,310,590	136,737,443	137,488,974	141,381,653	148,540,644	138,778,900	134,000,000
> 3. Buyouts		-	-	-	-	-	-	-	-	-	-	-
> 4. Erection		-	-	-	-	-	-	-	-	-	-	-
> 5. Scrap Revenue		-43,966,129	-42,355,239	-43,490,849	-41,917,389	-40,354,608	-40,124,980	-40,138,367	-39,798,022	-41,593,310	-38,448,220	-37,000,000
> 6. Sub Contracting		-	-	-	-	-	-	-	-	-	-	-
> 7. Packing		14,388,098	13,938,601	14,346,313	14,032,983	13,553,590	13,120,990	13,200,363	13,765,646	14,392,493	13,621,433	13,000,000
> 8. Freight		8,085,173	8,085,173	8,085,173	8,670,386	7,923,470	6,545,140	6,545,140	8,085,173	8,085,173	7,700,165	7,000,000
> 9. Warranty / Commission		2,684,200	2,734,482	2,679,058	2,658,497	2,539,724	2,443,302	2,574,339	2,624,844	2,712,627	2,689,556	2,000,000

What Customer Needs / Wants





Thought Leadership & Execution

- ▶ **Planning**
- ▶ **Analytics**
- ▶ **Data Science**
- ▶ **Cloud Apps**
- ▶ **Modern DW**
- ▶ **Integration**

Value

- ▶ Accelerator Content,
- ▶ Right Use Cases,
- ▶ Packaged Approach,
- ▶ Implementation Capabilities in SAP
- ▶ Stitching all the pieces together
- ▶ Industry Specific / LoB Specific Content

AumPlus. Pharma Analytics

Sales

- Stockiest Sales Growth Performance
- Stockiest A B C D Classification
- Sales Target Vs Actual
- Regional, Divisional, Global
- Therapeutic Area, Product Category Performance
- Metro Vs Non Metro
- Volume Growth Vs Price Growth

Supply Chain

- Stock Availability @ HQ, Depots
- Order Fulfilment
- Inventory
 - Fresh
 - Near Expiry
 - Expiry
- Inventory Aging
- Week wise Sales Achievement

Finance

- Accounts Receivables with Aging
- Collection
- Accounts Payable with Aging
- Expense Analytics
 - General Ledger
 - Cost Center
 - Profit Center
- Financial P&L Trend

DSS

- Primary Vs Secondary
- Overall Market Share Comparison
- Field Force Activity Tracking
 - 3C Compliance
 - Dr Conversion
- Profitability Analysis with Allocation
- Peer Performance Tracking with Stock Exchange Data



Business Content

30 Analytics Stories in SAC

40 Data Models in SAP Datasphere

15 Data Pipelines Live & Batch

30 External Tables / CDS

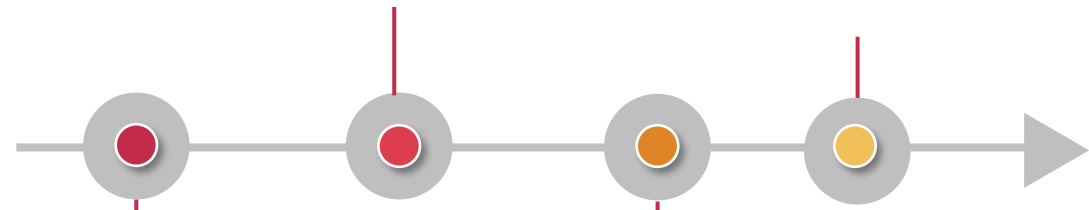
4 3rd Party Systems / APIs

W 2&3 - Project Kick Off

- Business Content Transport / Sharing
- Connectivity Establishment

W 8&10 – Go Live

- Live Analytics ++
- Enhancement / GAP fulfilment

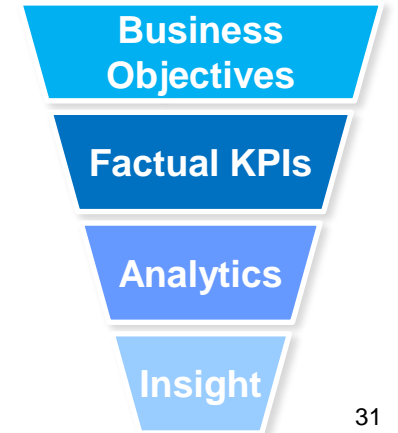
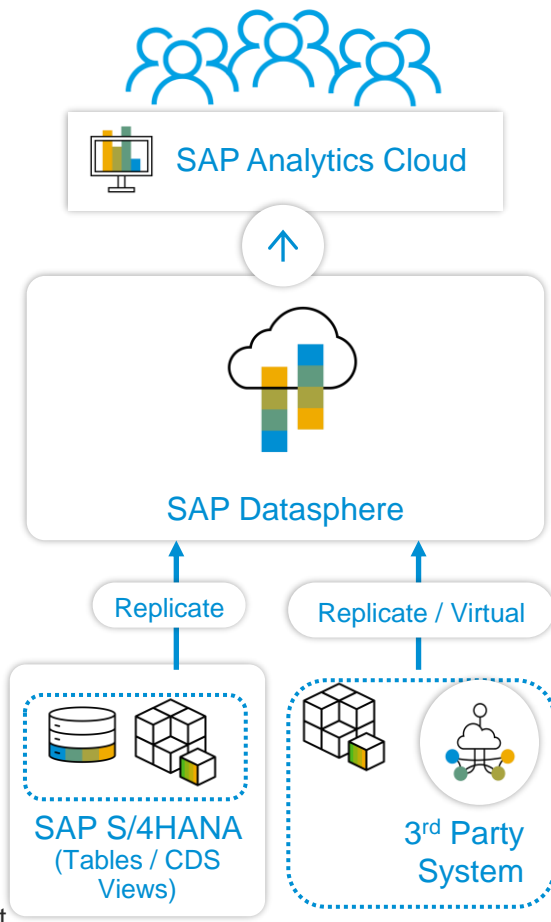


W1 - Project Kick Off

- Project Readiness
- Datasphere & SAC Setup
- Org Structure – Data Mapping Blueprint

W 4&5

- Production Data Replication
- Analytics Test



FMCG Core

- Category Performance
- Gross Turn Over
- Invoice Rebates
- Markets and D&D
- Net Turn Over
- Contribution
- Rebate%
- Cost per / KG
- Contribution / KG
- Freight / KG
- Conversion / KG

Variance

- Channel Level variance
- Price Mix
- Qty Mix
- Price Variance
- Volume Variance
- Contribution Variance
- Periodic Trend
- Marketing Cost Variance
- RM Cost Variance
- Promotional Change

Finance

- Accounts Receivables with Aging
- Collection
- Accounts Payable with Aging
- Expense Analytics
 - General Ledger
 - Cost Center
 - Profit Center
- Financial P&L Trend

DSS

- Category wise, Brand wise, Channel wise , Region wise – Target Vs Actual
- Market Share Comparison
- Profitability Analytics
- Daily Cockpit
- Peer Performance Tracking with Stock Exchange Data



Business Content

25 Analytics Stories in SAC

30 Data Models in SAP Datasphere

12 Data Pipelines Live & Batch

25 External Tables / CDS

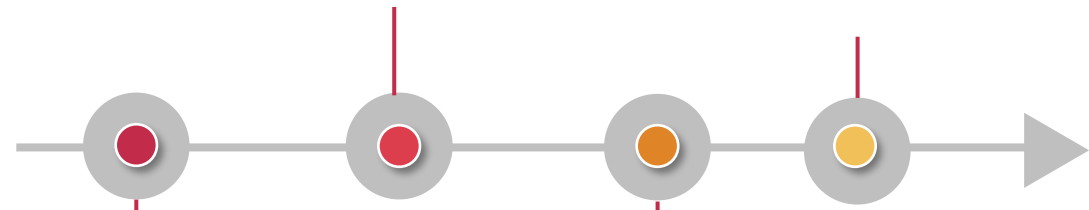
4 3rd Party Systems / APIs

W 2&3 - Project Kick Off

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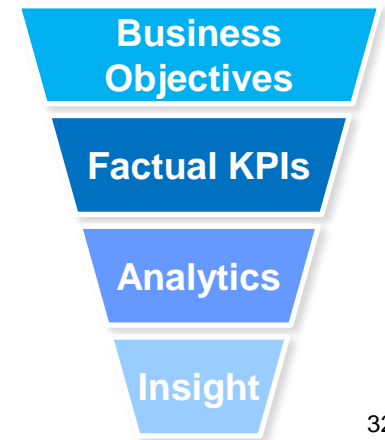
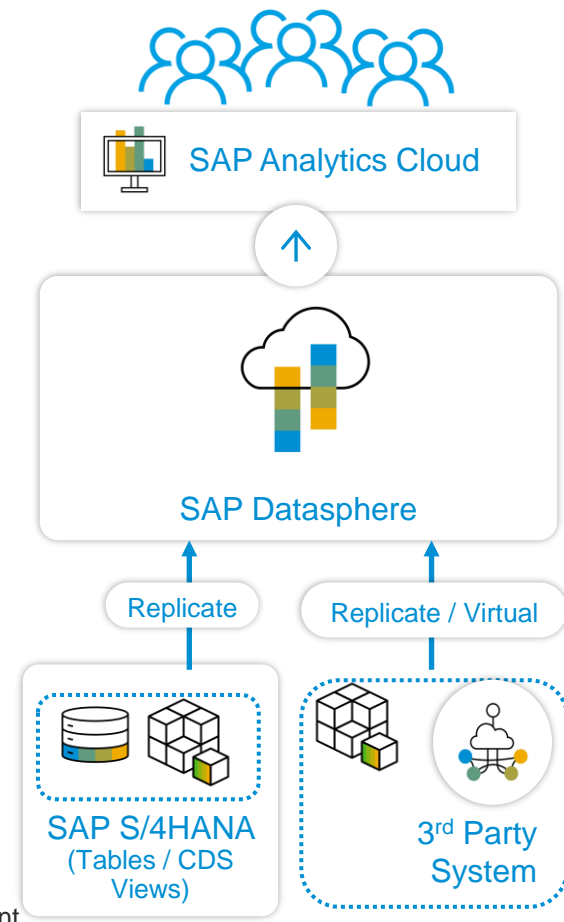


W1 - Project Kick Off

- Project Readiness
- Datasphere & SAC Setup
- Org Structure – Data Mapping Blueprint

W 4&5

- Production Data Replication
- Analytics Test



Aumento OEM Product Packages



AumPlus - Pharma

AumPlus - FMCG

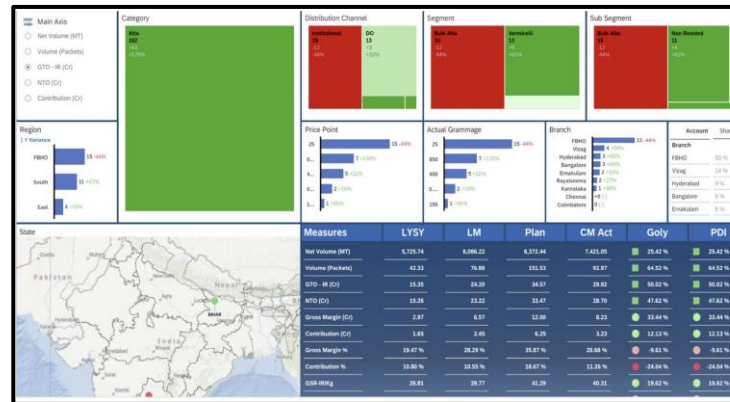
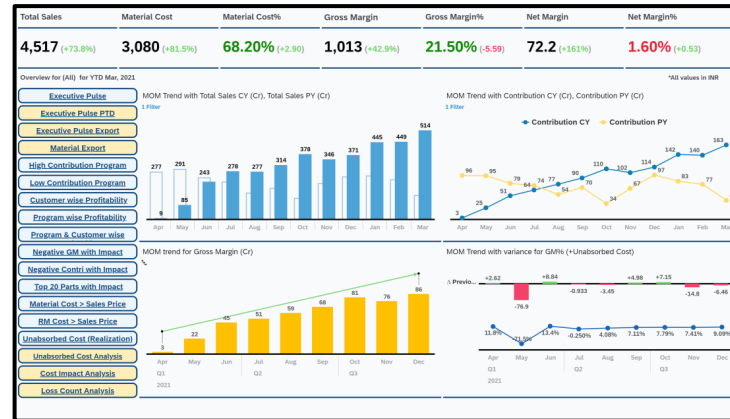
AumPlus - Manufacturing

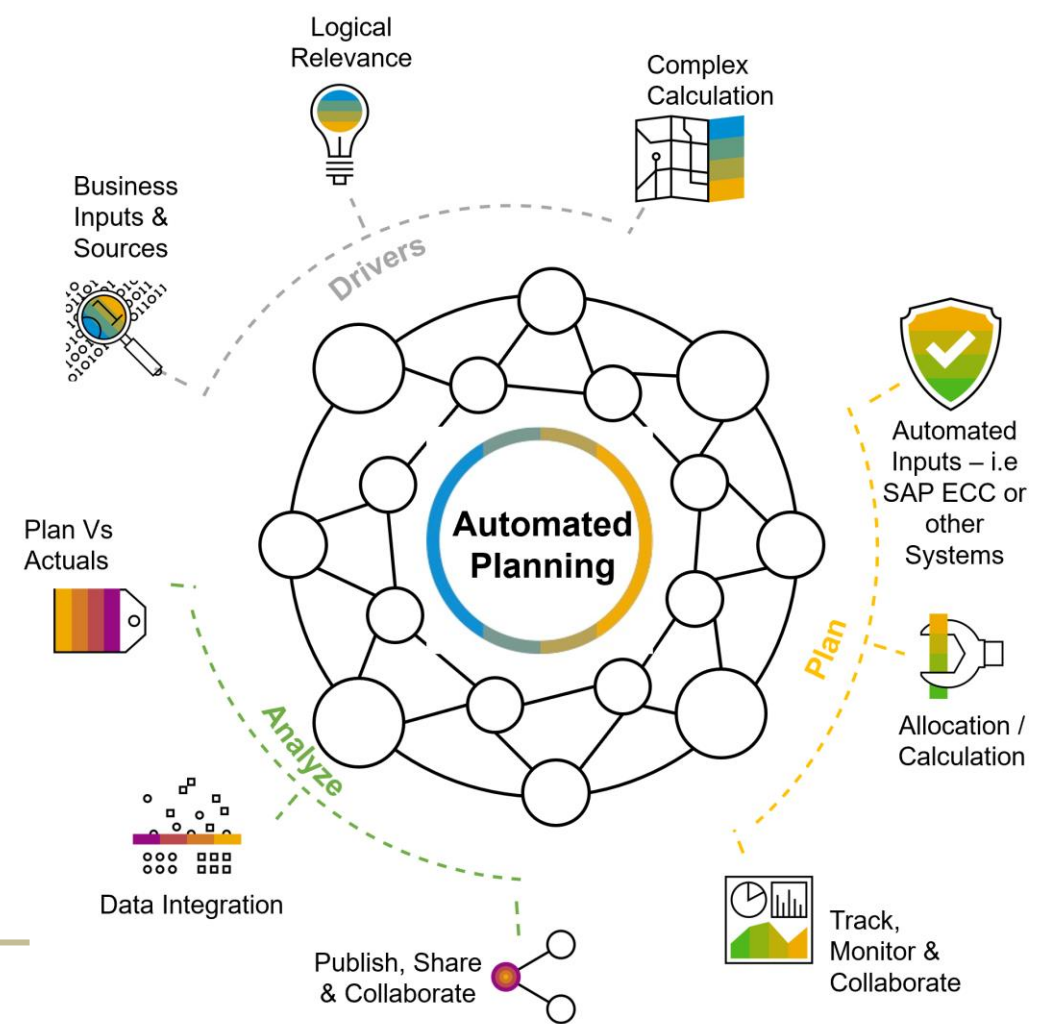
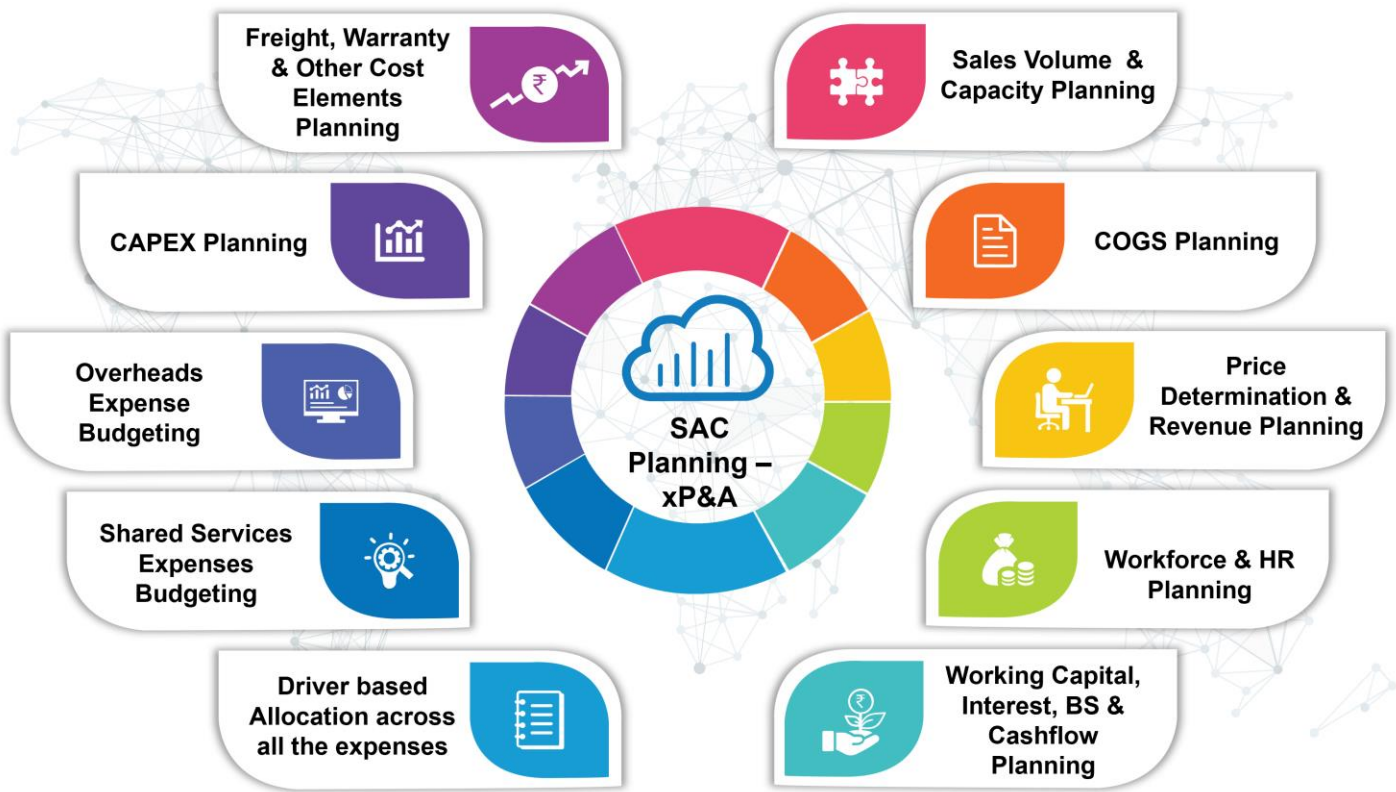
AumPlus - Retail

AumPlus - Chemical

AumPlus - Automotive

AumPlus - Real Estate





30
Templates

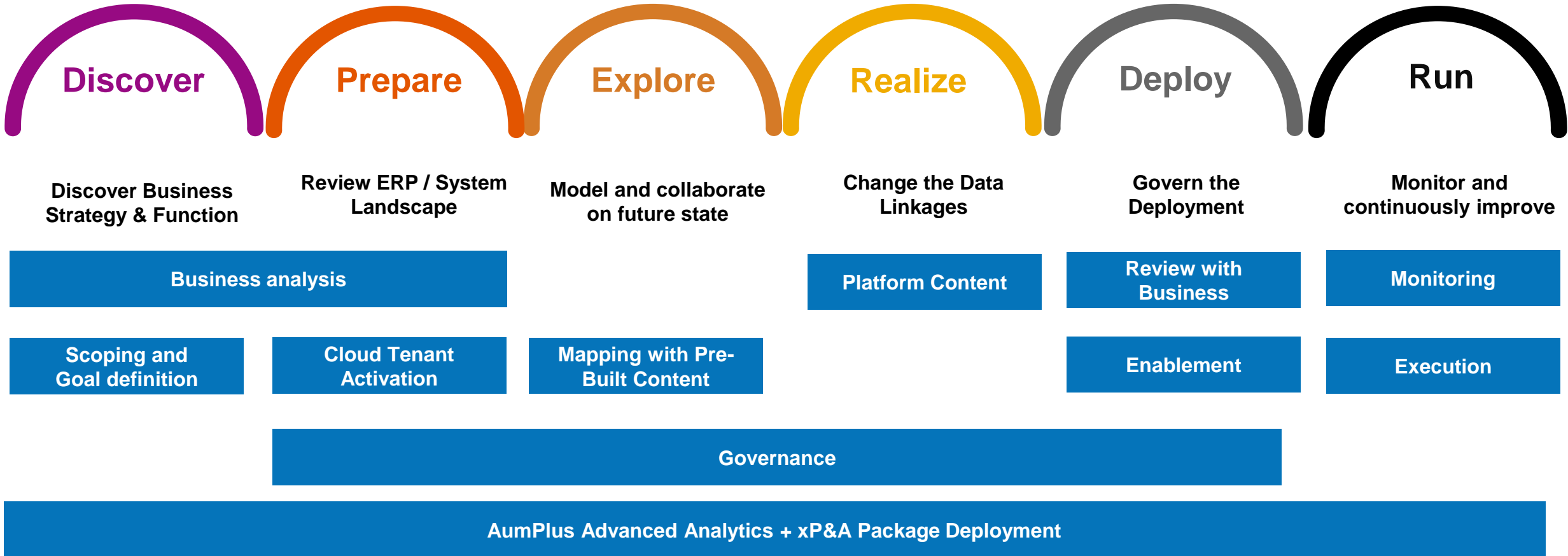
8 Planning
Models

12 Data
Scripts

15
Analytics

Aumento Product Demo

AumPlus Product Activation





Thank you

Aumento