

PROZIA[®] MANAGEMENT CONSULTING

Webadhar[®] services from Prozia is an Integrated suite of Business Applications

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- **Websites:** www.prozia.net
www.prozia.org, www.webadhar.com

BUSINESS INFORMATION

- The full name of Prozia is PROZIA MANAGEMENT CONSULTING PRIVATE LIMITED
- Prozia is a registered organization with Registrar of companies, National Capital territory of Delhi and Haryana, India
- Prozia's registered address is 201, A-115, Vakil Chambers, Vikas Marg, Shakarpur, Delhi 110092. India
- Prozia's corporate Identity number is U93000DL2013PTC257572 & Service Tax number is AAHCP3531BSD001
- Our Banker's Name: HDFC Bank Ltd
- IFSC Code: HDFC0000590 and Bank A/c Number: 50200002247225
- Cheque / Demand draft in name of : 'PROZIA MANAGEMENT CONSULTING PVT LTD'
- Account type: Current Account
- Branch: HDFC Bank Ltd., 2&3 Windsor Park, 5 Vaibhav Khand, Indirapuram, Ghaziabad – 201014 (UP) INDIA

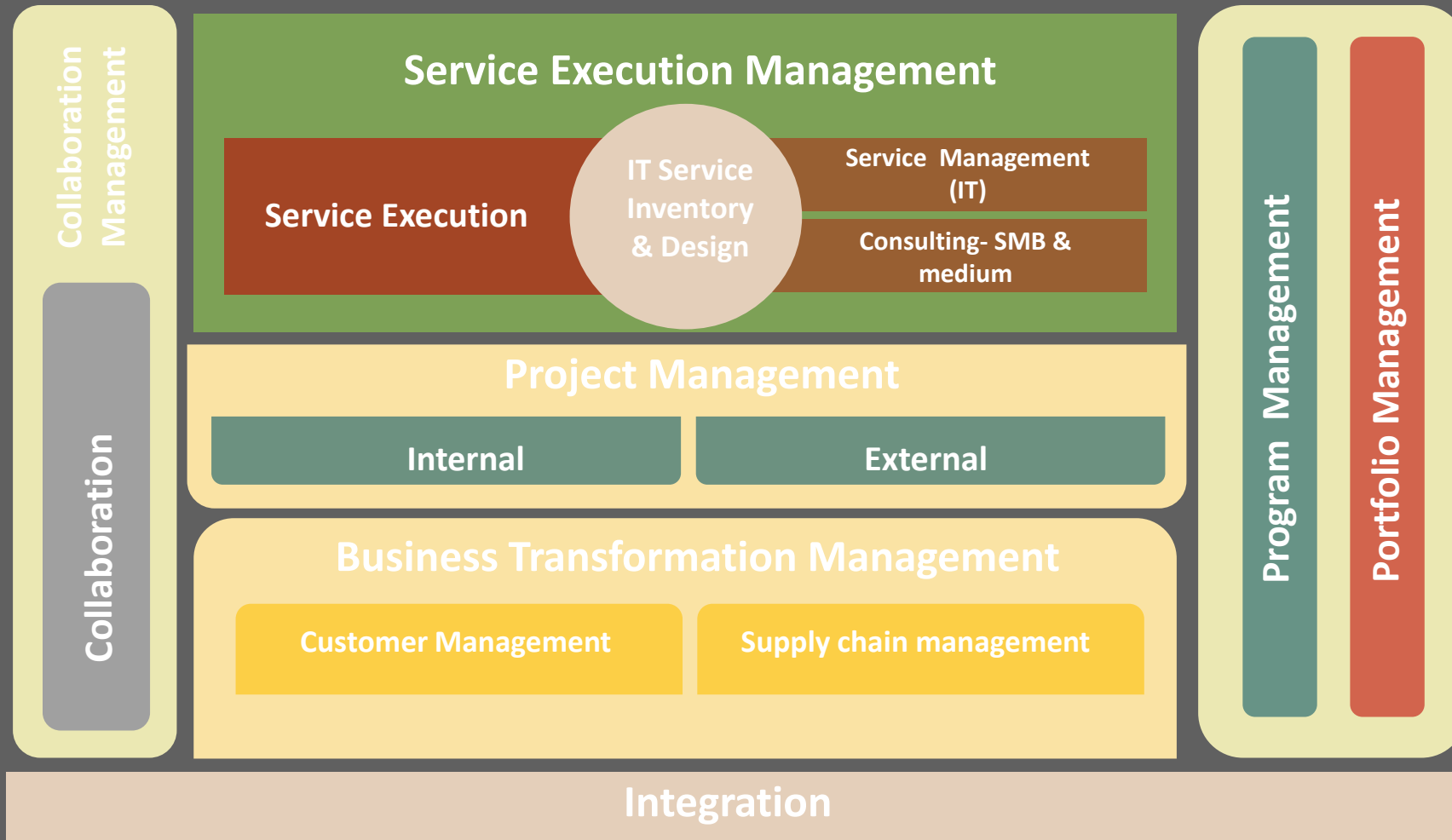
GENERAL BUSINESS ACTIVITIES

- Prozia Management Consulting has been established as an IT consulting company in National Capital Region, India. Our traditional business model is based on the consulting and business transformation services in India. Based on the decision of the company to diversify our services; we have now established this IT company in NCR, India. The revenues of our company are expected to be nearly INR 2.5 cr per year depending on the variables that are factored in with investments in the IT software industry.
- There is a great need for certified or official bank checks in the future to deal with increasing investment transactions. In addition to IT investments, the company has invested portions of its assets in building the IT infrastructure in accordance to and in compliance with information and intellectual property rights of various products and services.

COMPANY STRATEGY

- **Purpose** •To be a leader in the IT consulting industry by providing enhanced services, relationship and profitability.
- **Vision** •To deliver VALUE driven by our Passion, Focus and Competence in everything we do.
•To provide professionally managed and quality service that meets the expectations of our esteemed customers.
- **Mission statement** •To build long term relationships with our customers and clients and provide exceptional customer service by pursuing business through innovation and advanced technology.
- **Core values** •We believe in treating our customers with respect and faith • We grow through creativity, invention and innovation. •We integrate honesty, integrity and business ethics into all aspects of our business functioning.
- **Goals** •Regional expansion in the field of IT consulting services and develop a strong base of key customers. •Increase the assets and investments of the company to support the development of IT services. •To build good reputation in the field of IT consulting and business transformation services and to become a key player in the industry.

SCOPE OF WORK



Integrated suite of Business Applications under its brand - WEBADHAR[®]:

- Website development
- E-commerce portal
- Mobile APP(s)
- Graphic Design
- LOGO, Banners
- System integration
- SEO SMO SMM
- Content writing
- Copyright & trademark
- Domain & hosting

SERVICE PORTFOLIO

- Focused IT sector practices and speciality groups

Sector and specialty approach

Utilities - power, water, gas Pharmaceuticals Retail & Consumer products Hospitality Infrastructure textiles	Packaging Telecommunications Food & Beverages Consumer services Chemicals Reality	Small & medium industries Large organizations Project management offices
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Prozia's service lines

Consulting	IT services	Project management	Support services
SAP – EPM, Smart Meters Mobile Integration SAP FIORI, support Upgrades, trainings Services Supply chain solutions	Web Applications E-commerce, portals Mobile APPs, Supply chain, Billing & Inventory Software MIS Digital Marketing SEO SMO SMM	PMO deployment Risk management Tools deployment Certifications, trainings General project management	Roll outs , FIORI Enhancements Customer services Backups Skills development Trainings helpdesk

Prozia – Accolades
 Professional competence,
 low cost structure, diverse
 capabilities, high adaptability
 with deep industry expertise
 from strategy to execution



FINANCIAL CONSIDERATIONS

- The company expects to reach the desired profits in the next year and does not anticipate serious cash flow problems. We believe that the average profitability per month for the next 2 years will be sufficient. We do not have current borrowing from any bank that needs to be paid off. Most of the company's liabilities come from infrastructural and resource related investments.
- The company needs a pool of clients and customers to generate new opportunities and regular cash flows to meet operational and project related expenses. This is essential to meet the strategic goals of the company.
- The general strategy of the company is to embrace organic growth with diversification into new technologies such as SAP HANA, SAP FIORI, UI, vertical and horizontal integration of our IT and consulting services.
- Our primary focus is to provide single integrated, value driven and low cost management & IT solutions across industry verticals suitable for even non IT workforce. This is made possible by re-usable artefacts, lessons learnt, organizational process assets and expert judgement.
- We intent to be driven by Corporate social responsibility (CSR) policy as a built-in, self-regulating mechanism whereby a business monitors and ensures its active compliance with the spirit of the law, ethical standards, national and international norms.

INDUSTRY INFORMATION

The rapidly growing IT consulting industry in India said to be the largest in the world – service sector contributes **50% of India's GDP**. Consulting sector is expected to grow at an average rate of **30 per cent** throughout the next decade

The Indian IT consulting industry stands at a **staggering INR 18,000 CR** mark, and is expected to touch INR 25,000 CR by 2017

India is most favored outsource market – primarily due to **cost competitiveness** and availability of **abundant suitable pool of resources**, a fast emerging trend of young & professional entrepreneurs

The fastest growing and top performing sectors in the Indian consulting industry are: **Civil engineering, telecom, Power, chemical, metallurgy and computer software**

BACKGROUND & DEVELOPMENT

- Prozia management consulting was established in year 2013 by a group of experienced professionals, who brings with them 35+ years of experience in SAP consulting, IT service, transformation projects & project management.
- Our consultants have assisted numerous enterprises in international and domestic markets across industries and various categories: **Food & Beverages, infrastructure, utilities, SMB's, Pharmaceuticals, textiles, packaging, chemicals and oil.**
- Collaboration with SAP Consulting and Microsoft Gold partners to built shared synergies and provide the best of breed solutions.
- Avoiding inherent risk by taking strategic decisions based on and driven by:
 - Technology that drives innovation
 - Enterprise environmental factors that shape the use of technology
 - The market demand
 - The competitive advantage

BUSINESS COMPETITIVENESS

- Our key differentiating factors from other market players are:
 - Professional competence with 20+ years into IT consulting experience
 - High adaptability with deep industry expertise from strategy to execution
 - Low cost structure (approx. 30% cheaper rate card with similar service providers and guarantees)
 - Diversified and proven service portfolio and capabilities
 - Faster implementation and turn around times
 - Business agility
 - We practice project management processes to plan, execute, monitor & control project tasks to produce deliverables agreed with our customers
 - To deliver scope within agreed schedule and approved budget keeps us agile and competitive

WORKFORCE

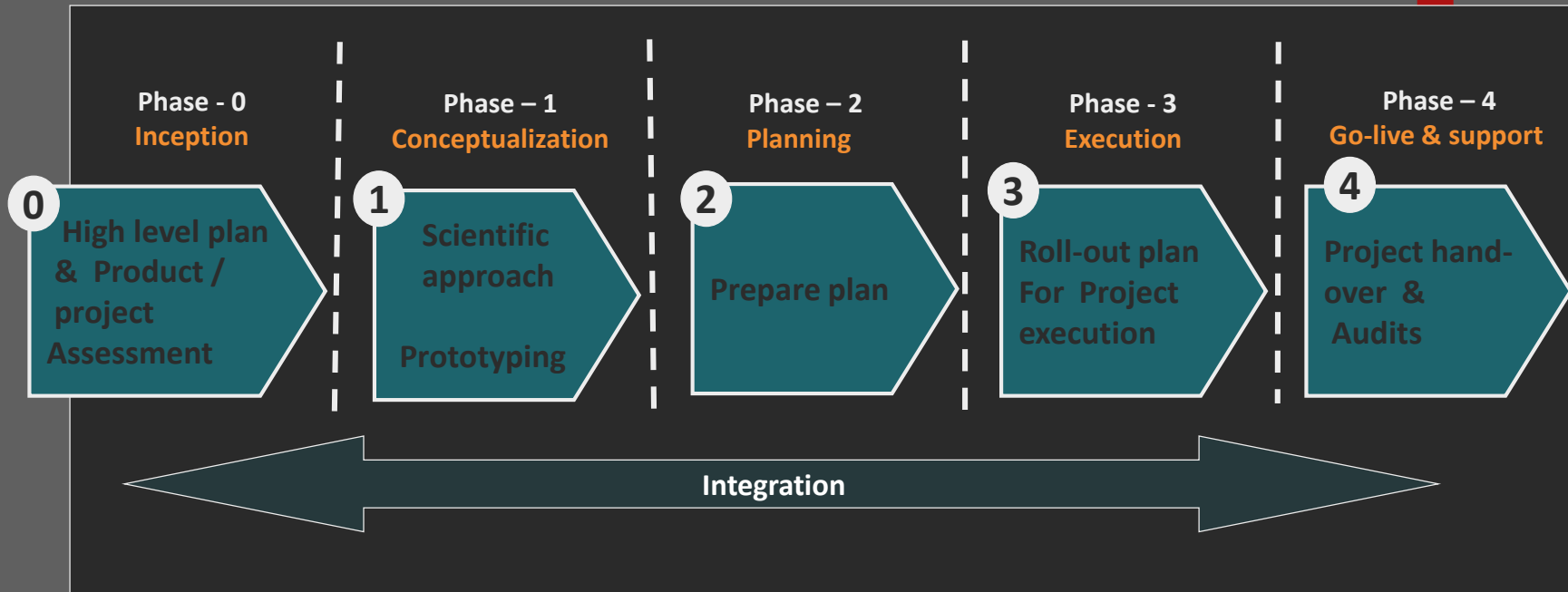
- We are learning from our past experiences. To deliver scope within schedule and budget we need resources and build teams that are aligned to company's strategic goals and corporate objectives
- We have co-located workforce for effective team communications. Work is assigned and tracked according to approved project plan to produce the deliverables
- Service delivery model follows agile methods and daily scrum meetings are part of our working culture. We practice project management processes for all knowledge areas
- Team formation and selection process is made competitive by due evaluation of education, skills, experience, back ground verifications, references, written tests and face to face interviews.
- Setting minimum qualifying standards being handled by experienced recruiters and consulting agencies

PROJECT IMPLEMENTATION METHODOLOGY


- We would follow a phased approach to execute projects and develop applications. Tools & techniques, templates, artifacts, KPI's and organizational process assets for each process are used to manage projects and produce deliverables according to general project management practices.

Project Development & Rollout: Phased Approach

We propose the following phases for engagements...



WHY PROZIA?

	<p>Implementation, upgrade & support Experience</p>	<ul style="list-style-type: none"> • Certified Consultant's and professionals • +18 years expertise
	<p>Industry Verticals SME's</p>	<ul style="list-style-type: none"> • Utilities - power, water • Pharmaceuticals, FMCG • Textiles, Chemicals • Infrastructure
	<p>Collaboration with the best in business partners</p>	<ul style="list-style-type: none"> • ATOS, Siemens, Walmart, Bayer • Diametriks (Microsoft Gold Partners)
	<p>Cost competitiveness</p>	<ul style="list-style-type: none"> • Less overheads • Faster turn around times • Scalable & adaptable

KEY PROCESSES

- Expertise in tailor made fully integrated web applications like e-commerce portals for realty, mobile accessories, tour and travel, trading and financial sectors like SIP, mutual funds and mobile application development for android, IOS, windows or hybrid smartphones.
- Prozia testing engine, an integrated web based application for real time simulation exams developed in-house. This is useful for professionals and students preparing for competitive exams and professional certifications. It consists of a comprehensive question bank for practice sessions.
- Advocate management software, an integrated web based application for law practice, judicial professionals, trade mark organizations.
- SAP competency in integration technologies like SAP to EPM, Smart Metering using MDUS AMI infrastructure.
- SAP FIORI competency for SAP to Mobile integration involving SAP NetWeaver technologies, UI, FIORI, and other web technologies.

EXPERIENCE AND CLIENTELE



Luxist Impex

BROKERAGE FREE
PROPERTIES



Diamet

Performance

Sustain

Competitive

SIEMENS

SEVERN
TRENT
WATER

Profitability

Growth

pmexperts
Focus on projects

BANDMA
we innovate. we care.



Walmart



We have served leading corporations in business transformation & execution, web based applications, Website designs, LOGO's , APP's

ONGOING KEY PROJECTS & CURRENT ENGAGEMENTS



S.No	Project / Client	Type of Project	Key deliverables	Prozia's Value Proposition	Duration
1	Siemens, India	Solution manager, eCATT, automation	Implementation & setting up a SAP test lab with automated workbench. Upkeep and support services in SAP Basis, PI and ECC 6.0 EhP 5 & 7. Supporting MDUS testing releases	Demonstrate team's ability to deliver integrated and 100% automated smart solutions in Niche areas of utilities	Feb'14 to date
2	ATOS, India	Support & training services to clients for organization change management initiatives	Resource augmentation for training services in manufacturing sector	Implementing best practices in customer relationship management and warehouse management processes	6 Months
3	Bandma, Peach India, Pettitis, New Delhi	Business transformation implementation incl. Billing & MIS software	Replace existing MIS application with SharePoint application, integration with 3 rd party ERP system	New collaborative environment with link to warehouse facilities and easy to use software with non IT operational workforce	3 Months
4	Bayer CropScience	SAP FIORI support and training	Developed new screens and APP's and delivered trainings	Meeting deadlines and proactive to risk management , business continuity plans and maintaining 100% upkeep of SAP and NetWeaver servers.	4 months

COMPLETED PROJECTS

S. No	Project / Client	Type of Project	Key deliverables	Value Proposition	Duration
1	Siemens technology services, Noida	E2E SAP implementation of ECC 6.0 , PI 7.2 and integration for e-metering SAP lab in India	<ul style="list-style-type: none"> • Configuration of SCM, FICA FICO, SAP ISU modules. • Integration with MDUS interfaces for energy IP software/ SAP adaptor 	Demonstrate team's ability to deliver complete end to end SAP projects, integrated and 100% automated smart solutions in Niche areas of utilities	6 months
2	IL&FS Mumbai	E2E SAP DMS Implementation with ECC 6.0, EASY DMS and content server	<ul style="list-style-type: none"> • Replace legacy application with SAP DMS as a single integrated solution • Interface to AutoCAD & MSP • Web collaboration technology 	Single repository of documents, efficient management of design facilities in infrastructure projects and remote sites	6 Months
3	Primavera, Project mgmt.	Support & training services to professionals from construction industry for organization change management initiatives	In-house training services to numerous professionals in Project management , Primavera & MSP tools	In-house capabilities to deliver Project management services and trainings in certification courses like PMP, CAPM, Primavera and MSP tools	6 Months
4	ATOS, New Delhi	SAP PS training services as authorised trainer at ATC, New Delhi centre	Back to back 2 successive batches of SAP PS certification course training initiatives	100% success rate in SAP certification process Excellent feedback demonstrate our capabilities , depth and experience in handling SAP assignments	2 months

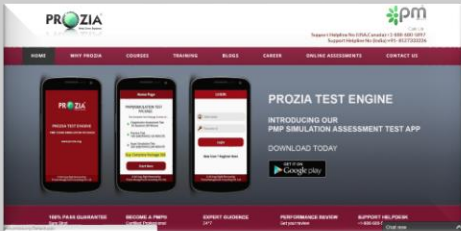



DEMONSTRATED PROJECT EXPERIENCES

S. No.	Project / Client	Type of Project	Services delivered	Duration
1	Arla Foods , Denmark IBM	SAP upgrade from enterprise 4.7 R/3 to ECC 6.o version	Onsite and offshore functional consulting as Process leaders and handling E2E deliverables for entire offshore team as project manager	9 months
2	Fastrack Functional , Gurgaon IBM	In-house SAP training module development	Imparting training services in SAP ECC 6.o to numerous vitality hires from India's top B-schools to augment project demands	6 months
3	Merck Comet , Mexico IBM	SAP Implementation for Mexico facilities and market	End to End business transformation project delivery as project leader for world largest pharmaceutical company	6 months
4	Arla Foods amba , DK IBM	Migration project SAP implementation in rollouts and support	SAP implementation and support for number of manufacturing facilities in Denmark, Poland and Germany	1 year
5	Nestle Globe , AMM, Siemens	SAP Implementation at 8 manufacturing facilities of Nestle India	Handling end to end implementation of business transformation project across India as consulting partner of Nestle India	1 year
6	Apollo Fibres , India Reliance	SAP Implementation / Support	SAP Implementation enterprise 4.7 R/3 , data modelling and master data management using CMT	2 years

DEMONSTRATED PROJECT EXPERIENCES

S. No.	Project / Client	Type of Project	Services delivered	Duration
7	Carlsberg A/S, Denmark	SAP Roll outs and Support in SAP ECC 6.0 SCM – PM, MM and QM modules	Project leaders handling end to end implementation project as roll outs for Poland, Germany, UK, Switzerland and other EU geographies	18 months
8	Global career program, BHP Billiton Australia	SAP Roll out implementation at world largest mining organization	Our consultants has worked as team leaders responsible for deliverables in all phases of SAP implementation projects	6 months
9	Canadian Pacific Railways, Canada	Custom developments and roll outs	Our team of consultants worked as team Member- PM, Handling ASR's / Custom solution and Support operations	1 year
10	Severn Trent Water, United Kingdom	High Level Design / E2E implementation with post Go-live support	Solution architect handling one of the most complex SAP implementation and automation solution with WFM/PM /IS-Utilities Consultants, 100% custom solution and complex developments	2 years

OUR COMPLETED WEB PROJECTS

PROJECT TYPE	PROJECT NAME	DETAILS
<p>CMS Based Web Projects</p>	<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>Prozia Test Engine</p> </div> <div style="text-align: center;">  <p>Brokerage Free Properties</p> </div> </div>	<p>Integrated with Payment gateway, User can create accounts and avail services by admin panel</p>
<p>Ecommerce Web Projects</p>	<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>Sublitech</p> </div> <div style="text-align: center;">  <p>BT Travels</p> </div> </div>	<p>Integrated with super admin, user nan upload product/services, API Integration</p>
<p>Static/Promotional Web Projects</p>	<p>Chintpurni Foods, Bandma, LuxistImpex, Prozia Mobi, Birdout Sourcing, Unlocking Neurons, Email Tech Support, Saikunj Housing.</p>	<p>Representing Company Profiles, services and contact details</p>

AFFIRMATIVE ACTION INITIATIVES

Following are current initiatives at Prozia

- Implementation of ISO standards and policies
- In-house enterprise portal development to support employee's information, policies, leave management, finance & accounting, procurement and leads generation and other operations
- Single integrated management system for project deliveries and tracking. Collaborative tool for online meetings, conferences, document management etc.
- Initiate action to collaborate with PMI, Microsoft and SAP consulting firms to leverage market & technology benefits
- Initiate Patent application for new packaged solutions like ERP-PPM integration technologies, Prozia Testing engine and advocate management system

THANK YOU

Thank you for sparing time to go through this business profile

For any further questions & comments, please feel free to contact us

