COW TO CONSUMER INTEGRATION WITH NGR ERP

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As per a study conducted by the National Dairy Development Board (NDDB)
An ERP for Dairy industry can greatly help improve operational efficiencies, specifically in the areas of milk procurement, distribution, transactions with production and accounting.
Key Benefits with ERP are…

**Infrastructure**
- Scalable, robust and flexible technology platform
- Optimize on IT management costs
- Standards based technology
- Improved IT productivity

**Capability**
- Standardised and integrated process
- Reduced planning cycle time and response time
- Better visibility into supply chain
- Credit / policies enforcement

**Performance Outcome**
- Better decision support due to real-time data availability
- Enables faster growth of business
- Protection of stack holders interest

NGRERP for Dairy Industry
Potential Improvements with ERP are …

<table>
<thead>
<tr>
<th>Milk Processing</th>
<th>Improvement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increased manufacturing execution efficiency</td>
<td>5 – 7%</td>
</tr>
<tr>
<td>Reduced maintenance and spare parts inventory levels</td>
<td>10 - 15%</td>
</tr>
<tr>
<td>Improved manufacturing control through enhanced traceability</td>
<td>10 – 15%</td>
</tr>
<tr>
<td>Reduced production loss due to elimination of packing and cattle feed raw material stock-out occurrences</td>
<td>8 – 10%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Supply Chain</th>
<th>Improvement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optimise transportation and logistics spend</td>
<td>1 – 2%</td>
</tr>
<tr>
<td>Reduce loss sales</td>
<td>30 – 40%</td>
</tr>
<tr>
<td>Reduced warehouse / cold storage maintenance costs and improved operations management efficiency</td>
<td>15 – 20%</td>
</tr>
<tr>
<td>Reduced finished goods inventory levels</td>
<td>3 – 5%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Procurement</th>
<th>Improvement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reduced purchase cost on packing and other material</td>
<td>3 – 5%</td>
</tr>
<tr>
<td>Reduced procurement spend on cattle feed procurement through better sourcing practices</td>
<td>2 - 3%</td>
</tr>
</tbody>
</table>

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<thead>
<tr>
<th>Finance, Reporting and Compliance</th>
<th>Improvement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Improved financial management efficiency</td>
<td>25 - 35%</td>
</tr>
<tr>
<td>Improved profitability due to integrated business planning and reduced time on report generation</td>
<td>2 – 3%</td>
</tr>
</tbody>
</table>
HELLO
We are
NGRERP for Dairy Industry

Helping Businesses Grow
and we present
The Best (in usability and in ROI) and
The Most powerful (in functionality)
ERP on the Cloud
THE BETTER WAY TO RUN YOUR BUSINESS

- **NGR ERP** – A new-age ERP solution for small and medium enterprises
- Powerful, sophisticated, comprehensive
- Connects all functions of your business, and all locations into one seamlessly integrated system
- Extremely sophisticated features and tools
- Implementation & rollout in days, not months or years
- Low Cost
THE BETTER WAY TO RUN YOUR BUSINESS

With web-based NGRERP, you can:
• Easily consolidate data of your office, all branches, stores, plants, reception points, BCCs & MCCs and warehouses over the internet
• Connect to the system from your home or car or hotel room while travelling
• Get company-wide reports of all functions
• Maintain one inventory, customer, supplier and price lists across branches
• Configure and manage the ERP solution centrally
• Find out cash balances and stock of each product of each branch, instantly
• Avoid product stock-outs when stock exists in other branches or locations
• Book order in one branch and deliver from another, without communication
• View customer balance in all branches
• View producer / supplier dues in all branches
• And more...
WEB-BASED NGRERP

A web-based system is essential when you have more than one office, a branch, factory, warehouse, project site, outlets etc.

- With completely web-based NGRERP, you can set up a completely online system across all locations. Just start Chrome or Mozilla Firefox and connect to your online system
- Manage the company on a single system
- Works on broadband connections
- Access NGRERP on Tablet or Mobile with mobile data
A COMPLETE SUITE
For Dairy Industry
COMPLETE SUITE

Automate your entire organisation with a full set of integrated functionalities.

- Procurement
- Procurement Route Vehicles
- Sales
- Company Sales Outlets
- Sales Route Vehicles
- Purchases
- Production
- Tankers Management
- Inventory
- Finance

- Accounts Receivables
- Accounts Payables
- Budget Management
- Bank Management
- Cash Management
- Multi Currency
- Inter-Branch
- Payroll
- Fixed Assets
DAIRY INDUSTRY VALUE CHAIN

Producer

Procurement Agent

Customer

Outlet

Customer

Sales Agent / Bulk Sales

Reception

Distributor

Production Plant

Production
NGRERP INTEGRATES FROM COW TO CONSUMER VALUE CHAIN

- **Producer**
  - Procurement Agent
  - Outlet
  - Sales Agent / Bulk Sales

- **Customer**
  - Reception
  - Production Plant

NGRERP Integration and Analytics Layer
NGRERP AUTOMATES ALL INTERNAL FUNCTIONS OF THE DAIRY INDUSTRY
AND EXTENDS THE AUTOMATION ACROSS THE SUPPLY CHAIN
Handling Raw Milk and Payments

PROCUREMENT
PROCUREMENT

Milk reception to payments, manage the entire procurement cycle, fully integrated:
• Milk Collection at reception points
• Conversion from Raw milk to FAT & SNF
• Inputs (products & services) invoicing
• Auto generating consolidated producer bill including inputs, finished goods and advances
• FAT & SNF based pricing
• Quality, quantity, area and month/day based pricing
• Quality, quantity, area and month/day based incentives / penalties
• Procurement Route Vehicle Management
PROCUREMENT WORKFLOW

Material flow
Information flow
PROCUREMENT WORKFLOW WITH NGRERP

An SMS with milk quality in FAT & SNF, Quantity, Price, Incentive, Commission and total amount will be automatically sent to the agent.

Based on FAT & SNF, Quantity, Procurement Area and Date Price, Incentive / Penalty, Commission, etc. will be automatically calculated.

An SMS with input product / service transaction details will be automatically sent to the agent.

With each input product / service transaction an invoice will be generated. Provision to restrict how much worth of input products / services to be issued to each agent.

Procurement Agent billing will be done automatically taking into account, raw milk transactions against input products & services transactions, advances, etc.

An SMS with milk quality in FAT & SNF, Quantity, Price, Incentive, Commission and total amount will be automatically sent to the agent.
MILK PAYMENT FLOW

Milk Receipts

Testing

Create PO

Create Receiving

Automate delivery to Inventory

Milk Silo

Quality Results

Pay on Receipts

AP Invoices

Input
**BENEFITS**

**Reduced Money & Material losses:**
- Milk collection details entered at the reception point will be used to calculate KG stocks available at that particular reception point.
- Same details will be used to automatically generate producer / procurement agent bill based on pre-set prices and incentives / penalties.
- Provision to pre-set credit limits in terms of Inputs, advances, etc. to producers / agents. Once those limits are breached the system will automatically block any further transactions against that particular producer / agent.

**Saved Man/hours:**
- Milk collection details will be entered at the reception point directly to the NGRERP and same data will be used for all further purposes.
- Inputs (products & services) issued to producer / procurement agent will be entered at their concerned consoles by authorised person and same data will be used for all further purposes.
- Producer / procurement agent bill will be automatically raised using the data submitted at the reception point, Inputs, etc.

**Timely and informed decisions with real-time reports:**
- KG stocks available at any reception point
- Costed KG stocks available at reception points
- Reception point wise, area wise, route wise and quality wise raw milk collection details
- Reception point wise, area wise, route wise and quality wise raw milk procurement costs
- Route and sub route wise procurement transportation costs
- And more
Distributing Liquid Milk & Products and Collections

SALES & DISTRIBUTION
Enquiries to collections, manage the entire sales cycle, fully integrated:

- Quotations
- Sales Orders
- Sales Indents
- Delivery Note
- Invoices Generation
- Product, Party, Area based pricing
- Product, Party, Area based discounts
- Product, Party, Area based taxes
- Auto tax calculation
- Pre-set Credit Limits for sales agents / distributors
- Returns management

- Credit note generation
- Route contractor & Sales agent crates account
- Managing Retail Outlets
  - Restricted access to specific outlet
  - Invoice generation
  - Stock details
  - Managing reorder levels
  - Collections
SALES WORKFLOW

Indents Collection

- Final updated indents
- Returns, crates details
- Returns and payment collection details

Agents / Bulk Sales & Outlets

Route Vehicle

Indents

Cash Counter

- Payment details
- Payment collection details
- Route-vise final indent and crate details

Dispatches

- Indent finalisation and route allocation
- Payment paid details
- Payment paid details

Accounts

- Indents
- Indent Information flow
- Cash flow
- Indent Information flow
- Cash Collection Information Flow

Material flow
SALES WORKFLOW WITH NGRERP

Agent will receive an SMS with each transaction vis., Indent, Invoice, Returns, Crates, Amounts, etc.
OUTLET SALES WORKFLOW WITH NGRERP

- Outlet executives will be able to raise invoice.
- Accounts dept. will be able to see how much amount has been received at the outlet and by which executive.
- Sales dept. will be able to see how much stocks available at the outlet and may plan to replenish those stocks.
BENEFITS

Reduced Money & Material losses:

• Provision to pre-set credit limits to customers / sales agents. Once those limits are breached the system will automatically block any further transactions against that particular customer / sales agent.

• The system will automatically track the material, number of crates or amount of money the route contractor or the customer / sales agent is holding.

Saved Man/hours:

• Indents, returns, crates and payment collection details will be entered by the route contractor directly into the NGR ERP using a TABLET / MOBILE and same data will be used for all further purposes.

• Data will be automatically added to respective Journals and General Ledgers

Timely and informed decisions with real-time reports:

• Customer / sales agent payment details
• Customer / sales agent invoices
• Customer / sales agent wise items
• Customer / sales agent wise profitability
• Item wise profitability
• Area wise profitability
• Sales executive wise, area wise transactions
• Sales executive wise, area wise profitability
• Sales routes transportation costs
• And more
Sourcing Inventory Items and Payments

PURCHASES
Purchases

Purchase department is essential and an important department in the company regardless of the industry. Purchases department is the vital sector where companies spend or invest most of their money. One of the major jobs of the purchasing department is to buy raw materials according to the order placed in the enterprise. The employees in purchase department have to measure the quantity of the material, and they should buy the raw material according to the orders otherwise wastage cause an unnecessary loss for an organizations.

NGRERP fully integrates the entire purchases cycle from Quotations to payments with:

- Quotations
- Orders
- Material Receipts
- Invoices
- Price Lists
BENEFITS

Reduced Money & Material losses:
• The purchases department will know in real-time
• Provision to pre-set credit limits to customers / sales agents. Once those limits are breached the system will automatically block any further transactions against that particular customer / sales agent.
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• Customer / sales agent wise profitability
• Item wise profitability
• Area wise profitability
• Sales executive wise, area wise transactions
• Sales executive wise, area wise profitability
• Sales routes transportation costs
• And more
Managing Entire Set of Stock Items from Raw Milk to Finished Goods and Inventory Items at Various Locations and Warehouses

INVENTORY
INVENTORY

• Classify inventory based on various attributes
• Attach images to products and use them for billing, etc.
• Multiple inventory in multiple locations
• Manage stocks at Bin level
• Work with Batches
• Buy in one unit, sell in another. Set and apply Conversion Factors
**REDUCE INVENTORY COSTS**

Manage inventories efficiently and reduce inventory holding costs:

- Slow Moving analysis helps you avoid over-ordering
- Dead Stocks analysis helps you plan for promotions, reduce inventory
- Stock Ageing helps understand movement of all inventory items
- Instantly move stock available in one location to another which has no stock
- Plan purchases based on re-order levels
- Periodic stock-taking and audits help control pilferages and losses
- Know total investment in stocks with Stock Valuation in one location or all
INVENTORY REPORTS

• Stock Ledger
• Stock Balances with Value
• Stock Transaction Analysis
• Stock Valuation – Weighted Average, Market Values
• Stock List
• Stock Ageing
• Stock Reorder
• Product Catalogue
• Inventory Trend Analysis
• Inventory Transaction Analysis
Follow the production process from scheduling, making product, through storage and distribution
PRODUCTION

NGRERP’s production functionality is designed to follow the food manufacturing process from scheduling, making product, through storage and distribution. The system is integrated with Warehouse Management System. The system accounts for all steps of traceability throughout the production/manufacturing process as well as manages the ins/outs of the production steps and can report on productivity and loss for more accurate costing.

Product Formulation
Formulation of milk products is based on the solids in the milk. NGRERP’s production functionality provides features for defining the Fat%, SNF%, Fat/SNF ratio, etc. as technical parameters in the product formulation. These parameters can be linked to the quality results.

Manage your production process efficiently:
• Standard Rates for Products
• Production Orders
• Material Issues to Production
• Material Receipts from Production
• Close Production Orders
• Product Packaging
Execute Financial Operations from A Single Corporate Database

FINANCIAL MANAGEMENT
FINANCE

Complete financial accounting and double-entry book-keeping, fully integrated:
• Accounts Receivables
• Accounts Payable
• Cash
• Bank
• PDCs
• Journal
• Bank Reconciliation
• General Ledger
• Profit & Loss
• Balance Sheet
• Cash & Funds Flows
• Cost Accounting
TAXES

• Complete statutory compliance for:
  ❖ VAT & Sales Tax
  ❖ Excise & Cenvat
  ❖ Service Tax
  ❖ TDS
• Reports and statutory return forms
• Flexible for international usage
BUDGETING

Set Budgets as you wish. Match them with achievements. Act on variances.

• Budget Targets based on:
  ❖ Financial
  ❖ Department
  ❖ Divisions
  ❖ Projects
  ❖ Profit Centres
  ❖ Cost Centres
  ❖ Executives

• Variance Analyses
**FIXED ASSETS**

Management of fixed assets helps reduce pilferage and losses:

- Manage assets over entire life cycle
- Asset Purchases
- Asset Sale
- Asset Commissioning
- Asset Write Off
- Fixed Assets Register
- Depreciation Calculations – 2 bases – SLM & WDV
- Insurance Management
- AMC Management
- Assets Auditing
A COMPLETE SUITE
For Dairy Industry
**INTER-BRANCH**

Manage transactions between multiple branches easily. Execute inter-branch transactions automatically.

- Funds Transfer to/from other Branches
- Stock Transfer to/from other Branches
- Optional automated contra entries
MULTI CURRENCY

Be a global player. Transact in multiple currencies. Take reports in any currency.
• Complete multi currency support
• Transact in any currency, account for in multiple currencies
• Manual / Auto Setting Exchange Rates
• Book Exchange Fluctuations
• Reports in home or transacting currencies
SEGMNENTS

Understand which part of your business is performing and how. Rich business intelligence of:

- POS
- Branches
- Divisions
- Departments
- Profit Centres
- Cost Centres
- Projects
- Locations (for inventory etc.)
- Access to software defined by Branches or POS
FEATURES & TOOLS
Many Great Features, Tools and Utilities make NGRERP Unmatched
ROLE-BASED ACCESS

Give role-based user rights of access and use of the solution to every users.

• Let:
  ❖ Cashier manage only cash
  ❖ Store-keeper have no access to accounts
  ❖ Sales person not have access to inventory or finance

• Only authorised persons with their passwords have access to the system
• Branch-based segregation of data ensures restricted data access
• Digital signatures and SSL enabled security
LINKED TRANSACTIONS

Increase efficiency and reduce data entry errors. **NGRERP** maintains live links between sequential transactions and offers ‘pending’ items in subsequent transactions.

- Data of each transaction stored and carried forward
- Pending transactions offered in subsequent transactions for selection, automated entry, reduced errors
- Example: purchase order -> material receipts -> purchase invoice -> payments
MANAGE BY EXCEPTION

- NGRERP alerts you when something happens which is out of the normal.
- Example: Sales agents / distributors credits exceeding pre-set limits
- Multiple Alerts
- Alerts can be set to block transactions with ability to override
Do work on Desktop

- Access entire NGRERP solution for submitting data, viewing reports, analysing statistics, etc.
Do work on Tablet

- **NGRERP** gives mobility to the production department and thus improves productivity.
- Provide Production, Dock, Security at the gate, etc., functionalities through Tablet.
Access it on Mobile

- Sales & procurement field executives may access it on mobile to view concerned reports
- Sales route contractors may access route specific delivery details like item and their quantities to deliver, number of crates to be issued, etc. against each customer / sales agent
- They may view details like how many crates to be collected, how much money to be collected, etc. against each customer / sales agent in real-time
- They may enter sales indents directly into NGRERP
- They may enter sales returns, crates and payment collection details against each customer / sales agent
SUIT YOURSELF

Make the solution look exactly as you wish.

- Enable or disable modules and features across menus, screens and reports
- Customisable transaction screens
- Customise fields for captions, font size, placement etc.
- Change layout to individual taste and convenience
SECURE YOUR SYSTEM

Security is absolutely essential in a multi-user, multi-locational system.
• Only authorised persons with their passwords have access to the system
• Digital signatures and SSL enabled security
• Branch-based segregation of data ensures restricted data access
More

Do more, and get more out of your systems
• Send auto generated SMSs and Email reports and documents directly from within NGRERP
• Create Templates for frequently used transactions with default data
EASY. ABSOLUTE.

NGRERP is the easiest ERP solution to learn and use.

- Go Live in days, not years. Unlike traditional ERP systems, NGRERP can be implemented within days. You start enjoying the benefits of the system immediately.
- Minimise costs. Inexpensive software, low system requirements, no need of specialised people — all help you reduce costs.
THE STORY
OF NGR TECHNOSYS

OUR VISION
To be valued by our customers, esteemed by employees, embraced by teammates, respected by competitors, prized by shareholders, and appreciated by our communities.

OUR PHILOSOPHY
Offering best solutions at the lowest possible price with excellent service.

OUR MISSION
To advance customer success by delivering unique best-value solutions and technologies that meet our clients' mission-critical needs - anytime and anywhere and we create added value through quality, innovation, and partnership.
THREE BIG IDEAS

NGR ERP: AN ENTERPRISE CLASS ERP SOLUTION FOR SMALL AND MEDIUM BUSINESSES
NGR'S CLOUD DATACENTRES

- Tier IV datacentres
- Datacentres are certified to ISO 9001:2008 and ISO 27001:2005 standards
- Hexa processors
- Servers with 4 - 6GB RAM
- 99.5% uptime SLC commitment
- 100% service credit if we don't meet it
- 2 automated upgrades per year
- 1 code base
WHAT THE NGRERP MEANS TO YOU

• Ready-to-run
• Faster time-to-live
• Low start-up cost
• Pay-as-you-go
• Frequent functional upgrades
<table>
<thead>
<tr>
<th></th>
<th>ON-PREMISE</th>
<th>NGRERP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Designed for Internet</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td>Business functionality</td>
<td>Point solutions</td>
<td>Suite</td>
</tr>
<tr>
<td>Analytics, intelligence</td>
<td>Rear view</td>
<td>Real-time</td>
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<tr>
<td>Global management</td>
<td>Manual</td>
<td>Built-in</td>
</tr>
<tr>
<td>Customization</td>
<td>Version locked</td>
<td>Infinite, auto-upgraded</td>
</tr>
<tr>
<td>Time to implement</td>
<td>6-18 months</td>
<td>1-2 months</td>
</tr>
<tr>
<td>Cost</td>
<td>Large up-front</td>
<td>Pay as you go</td>
</tr>
</tbody>
</table>

Cloud NGRERP TCO is 70% LESS than On-Premise
## ON-PREMISE VS NGRERP

<table>
<thead>
<tr>
<th>HARDWARE</th>
<th>DESKTOP OS</th>
<th>SERVER OS</th>
<th>DATABASE</th>
<th>APPLICATION</th>
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<tbody>
<tr>
<td>License</td>
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### One System
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