



Prozia[®] management consulting

Consulting services from PMC is an Integrated suite of Business Applications



- **Business Name:**

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- **Website(s):**

<https://www.prozia.co.in>

Business Information

- The full name of PMC 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
- GST Number : 09AAHCP3531B1ZQ
- 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 ERP consulting company in National Capital Region, India. Our traditional business model is based on the consulting and business transformation services in India & abroad. Based on the decision of the company to diversify our services; we have now established this ERP company in NCR, India. The revenues of our company are expected to be nearly INR 3.5 cr per year depending on the variables that are factored in with investments in the ERP 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 Services

Integrated suite of Business Applications under its brand - PMC®

- SAP Consulting
- Resource augmentation
- SAP Hybris Solutions
- SAP B2B Ecommerce
- SSO / GDPR implementation
- Solution Design
- Corporate trainings
- SAP support projects
- SAP implementation projects
- SAP Upgrade projects

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	Project management	Support services
SAP – EPM, Smart Meters Mobile Integration SAP FIORI, support Upgrades, SAP HYBRIS, S/4 HANA, SOLMAN 7.2, Supply chain solutions	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 Smart metering, AMI, ERP - SAP HANA, SAP FIORI, UI, vertical and horizontal integration of our IT and consulting services.
- Last three years audited report shows positive trends with a result oriented approach.
- 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. IT 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 30,000 CR by 2018
- 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, Pharmaceuticals, telecom, Power, chemical, metallurgy and computer software

Background & Development

- Prozia management consulting was established by a group of experienced professionals, who brings with them 35+ years of experience in SAP Hybris development, IT service, transformation projects & project management.
- Our consultants have assisted numerous enterprises in international and domestic markets across industries and various categories: **Ecommerce , 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 35+ 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

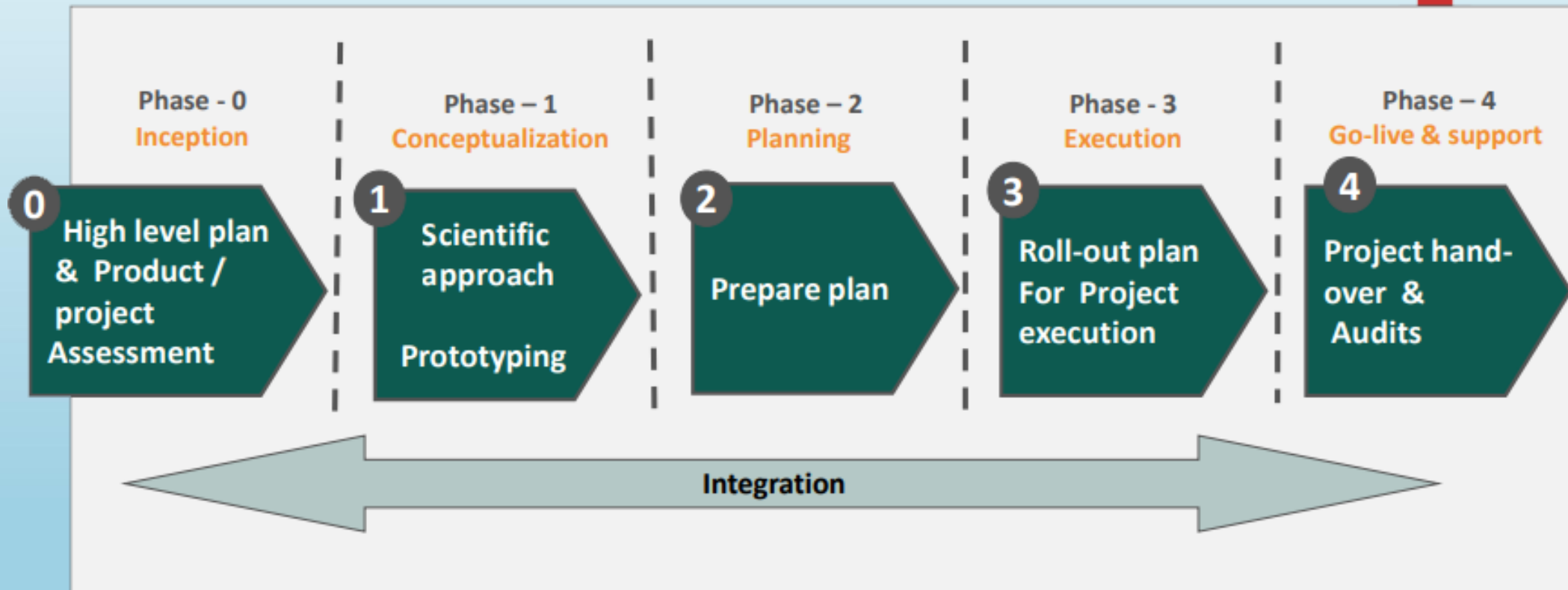
Workforce

- 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

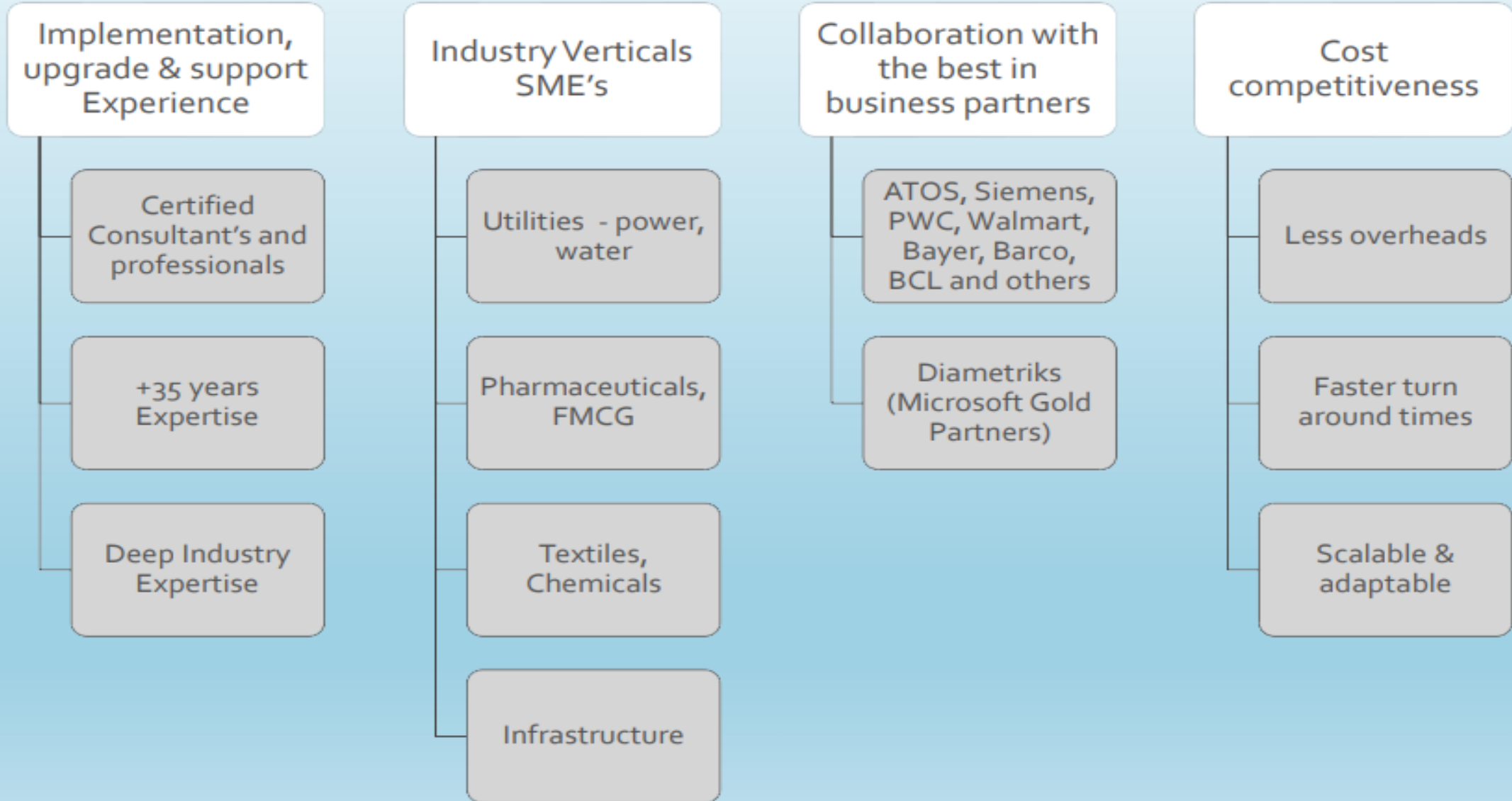
Project Development & Rollout: Phased Approach

We propose the following phases for engagements...



- 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.

Why PMC ?



Key Processes

- Solution design expertise with proven track record in service delivery
- Expertise in tailor made trainings in ERP modules for corporates
- SAP competency in integration technologies like Hybris , Data Hub, SAP to EPM, Smart Metering using Utilities MDUSAMI infrastructure
- SAP FIORI competency for SAP to Mobile integration. SAP NetWeaver technologies, UI5, HTML5, and other web technologies
- SAP implementation deliveries involving SAP ENABLE NOW, SOLMAN 7.2 , transform to S/4 HANA business suite of applications
- Resource augmentation at all levels

Ongoing key projects & current engagements

S.No.	Project / Client	Type of Project	Key Deliverables	Prozia's Value Proposition	Duration
1	Toolway / BirlaSoft	SAP Hybris implementation	B2B eCommerce, integration with S/4Hana using Data Hub	End to End Solution Design and implementation of eCommerce Business Automation	Apr'15 to Sep
2	British Council	SAP FIORI Implementation	Transactional Apps deployment across India operations	FIORI development, implementation, training, support. Demonstrated team delivery capabilities from India delivery centre	Nov'17 to date
3	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
4	N Power / Jacksons	Resource argumentation	SAP PP / PM Resource argumentations	Shared Pooled Resourcing	May'17 to date

key completed projects & past engagements

S.No.	Project / Client	Type of Project	Key Deliverables	Prozia's Value Proposition	Duration
5	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	3Years
6	Barco, Noida / New Delhi	SAP WMS rollout and support	Replace existing MIS application with integration with 3rd party ERP system	New collaborative environment with link to warehouse facilities and easy to use software with non IT operational workforce	6 Months
7	Bayer CropScience, Mumbai	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.	1 year
8	Siemens technology services, Noida	E2E SAP implementation of ECC 6.0 , PI 7.2 and integration for emetering 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

key completed projects & past engagements

S.No.	Project / Client	Type of Project	Key Deliverables	Prozia's Value Proposition	Duration
9	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
10	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
11	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

Affirmative action initiatives

Following are key initiatives at Prozia

- Implementation of ISO standards and policies
- Develop Service delivery models to adapt new technologies in ERP consulting
- Single integrated management system for project deliveries and tracking. Collaborative tool for online meetings, conferences, document management etc.
- Action to collaborate with PMI, Microsoft and SAP consulting firms to leverage market & technology benefits
- Building a pool of delivery centres across several client locations for cost optimization & agility

Thank you

Thank you for sparing time to go through this business profile

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

*Thank
you*

