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iWeb

Technology Solutions Pvt. Ltd.

Introducing

iWeb Enterprise Suite

ERP Solution Positioning

iWeb **CRM-Customer Relationship Management**

iWeb **SRM-Supplier Relationship Management**

iWeb **MRM-Manufacturing Resource Management**

iWeb **PRM-People Relationship Management**

iWeb **FM-Finance Management**

iWeb **QM-Quality Management**

iWeb **ETM-Enterprise Technology Management**

iWeb **XDI-External Device Interface**

iWeb **EBI-Enterprise Business Intelligence**

iWeb **EP-Enterprise Portals**

iWeb Value Proposition

iWeb	Features	Benefits
100% Codeless & Web Based S/W	OS Independent	▪Browser based ▪Cost Cutting on S/W License Cost ▪No Client Installations reducing Implementation duration
Product & Implementation Strategy	Do-It-Yourself	▪Min. Customization time due to in-house Staff & Agile Tools ▪Ease in Understanding in-house Business Operations ▪Cost Cutting due to in-house staff involved for customization
Documentation & Standardization	ISO 9000:2000 CMM Stds/6 Sigma	▪Ease in deriving MIS helpful during Audits & for Business Analysis ▪Streamlines & Systematize Operations
Enterprise Suite	Agile Automation Tools	▪Easy & very fast Customization using Agile Tools ▪Timely Delivery ▪Improved Product Attributes ▪Ease in getting trained Manpower ▪Min. Customization Cost involved

The Solution

iWeb Enterprise – An Overview

- Multi company, Multi division, Multi branch
- Multi lingual
- Multi currency
- Inbuilt Workflow with rights for approval, rejection, holding & off-holding
- Built with RAD tool – 'AgileWiz'
- Platform & Device Independent
- Available with facility of device integration
- Workroom & DMS facility present

Customer Relationship Management

MARKETING MANAGEMENT

- Campaign Management / call plan Management
- Lead / Opportunity/Contact Management
- Contact summaries / profile / Account Balances
- Integration with any External Email Client / SMS Gateways
- Sales opportunity Management / Sales Forecasting
- Business partner Management
- Analytical and Transactional report

SALES MANAGEMENT

- Customer specific/Batch/Dealer specific Pricing
- Promotional schemes (free goods/rebate agreement)
- Inquiry/quotation Management
- Quick costing for quotation
- Auction/tender Management
- Stock availability check during order booking
- Order tracking and booking (batch wise if required)
- Sales contract management
- Credit control using financial instrument or credit limits
- L/C management
- Sample Management including approval procedures
- Excise/ Export documentation

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SHIPMENT MANAGEMENT

- Transportation and route planning
- Distribution Management for distribution to depots
- Packing material management
- Barcode and weighbridge interface
- Manage invoice and receivables

SUPPORT SERVICES

- Customer complaint processing including goods return
- Front-Desk management
- Service management with contract management/SLA Agreement/Service Allocation/Planning/Customer Support

CUSTOMER SELF SERVICE

- Commerce/online Shop / Auctions
- Order – Shipment Tracking/ e-PO

POS

- Full-Fledged / Localized Point of sales for various verticals

Key Benefits of CRM

- Campaign window with all relevant information at your fingertips
- Connection between campaigns and marketing budgeting
- Measure the profitability of campaigns
- Correspond with large groups of existing or potential customers or vendors through media/newspaper etc
- Campaigning and evaluate the performance of sales representative against the target assigned
- All common campaign reports available
- Common repository for all of your sales and marketing collateral
- Exchange sales and marketing knowledge
- Track competitor information and trends by launching competitor Web sites for review
- Helps increase sales and revenue
- Manage all aspects of business relationships, including customers, vendors, leads, partners, members, subscribers, etc.
- Provides instant overview of all financial or logistic information
- Analyze actual sales against budgets
- Forecast and plan future revenue
- Forecast and plan future production based on anticipated sales
- Monitor and manage the activities and performance of employees

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- **Perform opportunity management, pipeline analysis, and measure sales forecasts against sales targets**
- **Generate graphs or reports from sales activities**
- **Tracks the telemarketing/telesales activities as call list is generated and history of correspondence is tracked to identify the quality of calls given**
- **SMS/Email Integration is possible for sending urgent messages to sales force which saves on time and money on front office communication process.**
- **Keeps track of complaints received through customers and against the product to analyse the performance of product**
- **Records the visits made by service engineers to gauge the performance**
- **Facility of scheduling,allocating and escalating the call enhances the controlling & monitoring of Service Calls**
- **Online facility of submitting service call report enables organization to keep the records in real time and helps for analysis at any time anywhere**
- **Organize warehouses into storage zones in order to prioritize selection of locations for incoming inventory**
- **Specify warehouse locations on five levels: warehouse, aisle, rack, shelf and bin**
- **Manage the pick-up of output orders based on shipment planning**
- **Price Estimation for a product while preparing the quotation is possible which includes the raw-material,production,packaging etc rates**

Supplier Relationship Management

PURCHASE MANAGEMENT

- Procurement Process
  - For Manufacturing
  - For Sub-contracting

- **Purchase Contracts**
  - Rate contracts/Period contracts/project contracts/tenders

- **Vendor Directory**
- **Purchase Requisition / Enquiry**
- **Supplier Pricelist / Item Catalogue**
- **Compare quotation / RFQ / Tender/ Bid**
- **Vendor Performance & Evaluation**
- **Special Price Agreements**
- **Purchase Order Processing / Amendments**
- **Tender Processing**

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STORE/ INVENTORY MANAGEMENT

- Goods Inward / Issue
- Inward QC for all incoming material
- Handles Inventory levels
- Inventory Management
  - For Manufacturing
  - For Sub-contracting
- Material Valuation for local as well as Imported materials
- Tracking and Control of Raw Material & Finished Goods by batch/lot/order supported by full transaction history
- Rack / Bin Locator
- Transfer of Goods and Materials between warehouse, outside contractors and inter company-manufacturing facilities.
- Bar-coding / RFID solution to manage Raw material, WIP and Finished Products
- Purchase Returns and credit Notes
- Inventory Analysis : ABC, FSN, SOS, VED
- Transfers between warehouses & stock transactions
- Stock Movement analysis
- Define taxes / Duties for each item as applicable
- Enter quote Against RFQ
- Enter bid against tender/ Enter supplier stock
- Supplier payment tracking
- Supplier ageing analysis OR Pending Payments / Credits

Key Benefits of SRM

- Optimize inventory levels by better matching supply with customer demand
- Improve your inventory management with detailed insight into your inventory and item tracking.
- Consolidate sales and purchase forecasts into one inventory forecast
- Set up specific prices and discounts per item dimension combination
- Maintains valid combinations permutation of item dimensions - can be allocated manually or automatically
- Provides facility to describe storage by using warehouse, pallets and locations
- Track items using the serial and batch number dimensions
- Easy information available on current on-hand inventory per warehouse & item wise
- Method is provided to track batch and serial numbers throughout the system
- Set aside items in quarantine using quarantine orders, either manually or automatically when receiving items
- Look up quarantine inventory at any stage in the quality control process
- Helps in FSN/ABC analysis based on several parameters like revenue,cost value,margin etc
- Product supports Barcode/RFID tags for maintaining & controlling stocks
- Keeps track of the goods return and automatically creates debit note for the same
- Specify quarantine requirements at the item level
- Automatically send and lock quarantine items pending inspection to the quarantine stocks
- Exact use of cost prices from purchase order when invoicing sales order

- **Purchase orders can be initiated from production orders, sales orders or inventory coverage rules**
- **Provides facility for supplier evaluation based on parameters like price,quality,service and keeps track of the last purchase price of the supplier**
- **Benefit of converting Purchase Requisition to RFP/RFQ is available and then quotation comparison to select the best supplier is inclusive**
- **Delivery commitments, posting of PO, tracking of purchases is possible through supplier self service portal**
- **Inventory analysis, valuation and stock management**
- **Automatic conversion of purchase units into inventory handling units**
- **Prices and discount agreements can be applied to the supplier master for the further transactions**
- **Easy creation of credit notes from invoice journals**
- **Inventory Costing can be possible on the basis of FIFO, LIFO, standard cost price, and weighted average**

Manufacturing Resource Management

PRODUCT/S PLANNING PROCESSES (INCLUDING BY PRODUCTS)

- Sales plan; Production plan; Capacity plan
- Costing / Finance Planning
- Replenishment and distribution planning
- Seasonal Forecasting / Demand Management

MATERIAL PRODUCTION SCHEDULING

- Work center scheduling
- Bill of Material required for production along with specifications
- Lots or batches complemented with optimizing load scheduler
- Scheduling of work orders / Inbound & Outbound job work
- Bundle / Batch Tracking / Packing
- Sampling / New Product Development

SHOPFLOOR PLANNING & PROCESSES

- Production Order
- Lot Movement
  - Move Lot; Merge-Lot; Terminate Lot; Split-Lot
  - Job Card / Lot Traveler Line QA / QC Inspection

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PLANT MAINTENANCE

- Maintenance Plan / QC
- Maintenance Execution / Costing
- Refurbishment of spares / Utility Consumption

CONTROLLING

- Product Costing / Cost center accounting
- Online Roll-up based on bill of material
- Costing includes direct, indirect variable costs integrated with cost center budget & financial applications
- Monitoring inventory, carrying costs across all warehouses and distribution centers in enterprise.

QUALITY MANAGEMENT

- In bound / Outbound Material check for quality
- WIP / In-Process Material check for quality
- Test Equipment Calibration
- Quality Analysis / Certificates

PROJECT MANAGEMENT

- Project Definition / Duration / Estimation / Costing & Analysis

STORES MANAGEMENT

- Item / Inventory Management
- Pricelist / Special Price Agreements
- Transfers between warehouses & stock transactions

Key Benefits of MRM

- Minimize lead times and satisfy customer demand with flexible scheduling options
- Make optimum utilization of manufacturing resources for efficient performance
- Track production/WIP progress and easily make changes to increase production efficiency and reduce total cost of production
- Get real-time insight into production
- Facility of lot tracing/routing is provided for increasing the flexibility to maximize production efficiency
- Manually creating production orders for make to order case
- Automatically create production order through running MRP/MPS for planned orders
- Create production order directly through the sales order created
- Improve materials requirements planning with flexible options for managing bills of material.
- Flexibility to define Bill of Material quickly and easily up to infinite level in form of Tree diagram
- Bill of Material defines the process & operations routes along with different raw material required for production
- Helps in estimating the delivery schedules by calculating the accurate lead time taken for production during the production planning
- Automatically raises PR if the ROP level is reached and shortages while producing
- Has facility of In-Line QC to produce Finished Item with optimum accuracy
- Facility of unit conversions is provided during manufacturing
- Tracks the scraps, Input, Output, byproduct etc at each stage of production
- Allows to track actual production level costing
- Facility of subcontracting is available where the subcontractor purchase orders are linked to production

- **Finite & Infinite capacity planning can schedules**
- **Back flushing of the item is allowed**
- **Tracking of the jobs can be provided through the route card/job card**
- **Helps in analyzing the performance of each operator at each work center to find the efficiency of both**
- **Keep maintenance records of machines which the information on critical spares, breakdown time, cause etc for checking the performance of machine**
- **Multiple work centers attached to the same operation**
- **Alternative work center can be used for an operation in case of scheduling overloads**
- **Reduce inventory levels through improved production planning and forecast scheduling**
- **Respond quickly to changes in demand for materials and capacity**
- **Minimize lead times and maximize on-time deliveries to customers**
- **Facility of action messages is provided to quickly respond to changes on purchase,production,capacity fronts**

Finance & Accounts Management

ACCOUNTS DEFINITION

- Accounts Group/Chart of Accounts/Opening Balance.
- Cost/Center/Annual Budgeting/Voucher Types/ Tax Structures

MANAGING ACCOUNTS PAYABLE

- Processing Invoices with GRN/PO Qty.
- Creating Purchase Invoices
- Track Payables/ Vendor Ageing Analysis
- Raise Debit/ Credit Notes for rejections/ invoices/ Stock-Price adjustments, Interest on outstanding

MANAGING ACCOUNTS RECIEVABLES

- Creating Sales Voucher
- Generate receipts on Settlement Bills
- Tracking receivables through credit period etc./ Ageing Analysis
- Raise Credit/Debit Notes for rejections/ invoices/ Stock Price adjustents, Interest on outstanding

FIXED ASSETS & DEPRECIATION MANAGEMENT

- Managing Assets Details
- Recording Purchase, transfer & sale of assets
- Maintaining Books of Depreciation
- Posting Depreciation to Ledgers
- Tracking of third party maintenance contracts & warranties.

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TAX MANAGEMENT

- Tracking tax forms to be issued/ received.
- Recording of tax payments
- Posting to General Ledgers
- Calculate T.D.S and managing T.D.S register
- Recording deposits of T.D.S challan
- Generate/ Issue/ Tracking T.D.S Certificate
- Posting of Annual Returns and entries in GL

BILLING & DOCUMENTATION MANAGEMENT

- Creating Excise/ Export/ Local Invoices
- Managing Excise & Export Documentation

ACCOUNTS STATEMENTS/ RATIO ANALYSIS

- General Ledger/ Daybooks etc.
- Trial Balance/ Balance Sheet
- Profit & Loss/ Ratio Analysis
- Fund Flow/ Cash Flow Statements

COST ACCOUNTS/ AUDITING

- Inventory Valuation using FIFO/LIFO/Average/Cost Center Analysis
- Audit Tracking

Key Benefits of FM

- All invoices entered into the system automatically create a Purchase Voucher.
- All Purchase Vouchers automatically create payment reminders.
- All payments made automatically generate a payment advice.
- Supplier based aging analysis creates warning messages for the accounts department.
- All closed Sales Order / Invoice auto-creates Sales Voucher with tax structure
- Every Invoice or closed sales order automatically issues a notice to the Accounts Department for payment corrections and follow-up as per the collection plan.
- Aging Analysis mentioned the credit limits and credit plan based payment schedule for follow-up
- Estimating & Preparing the budgets within the system is available as referencing with earlier years is easy as database is common which enables effective budget preparation and constant monitoring vis-à-vis actuals
- Reduces Time of preparing Fund Flow by removing tedious processes in excel and provides direct porting of data as per statutory formats.
- Reduces Time of preparing Cash Flow/Ratio Analysis/Cost Analysis by removing tedious processes in excel and provides direct porting of data as per standard formats.
- Reduces Time by removing tedious processes in excel and provides direct porting of data as per standard formats. Analysis available in multiple formats under each revenue/expense head employee wise, equipment wise, department wise and so-on
- Easier and effective analysis of profitability across divisions/ branches etc.
- Effective control and management of the entire asset history with auto calculation for accurate and timely reporting.
- Removes tedious headaches of bank reconciliation in consultation of bank and auto reconciles.
- Cheque Books can be entered on receipts and tracked for issue establishing accounting controls
- Other Accounting Analysis like Aging 0f Receivables / Payables etc are available with work flow and auto reminders which Removes preparation of reminder letters.

- **Structure to provide accounting in Schedule VI format of the Companies Act with minimum modifications which reduces Time by removing tedious processes in excel and provides direct porting of data as per statutory formats.**
- **TDS rules automatically set in the system enables auto entry as well as auto calculations and posting of the same which Ensures accuracy as its is rule based and triggers auto entries and calculation.**
- **In-Built module for tracking legal matters and associated documentation enables control through the system for legal matters**
- **Investment process totally mapped to provide exhaustive details of various investments made, returns on the same and analysis helps in total Analysis of investments and auto tracking for periodic returns available through this module.**
- **Funds Management enables you to keep a precise check on revenues and expenditures or funds-relevant business transactions in your business**
- **Customers can directly see or download invoice from iWeb Enterprise System via internet**
- **Sales Invoice can be send via XML or Excel files to customer so that customer system can load it automatically.**
- **Multi Currency Transactions are available**
- **Real time P&L/Trial Balance statements can be available**
- **Drill down approach is used which makes the system very user friendly**
- **Management/Financial analysis is available on a click of button at real time**

People Relationship Management

EMPLOYEE INFORMATION

- Organization Setup-departments, categories grade etc
- Pay Structure Earnings/Deductions
- Various Leave types & rules related to entitlement, carry forward etc.
- Over time Policy/Number of Shift, Policy, rotation Policy or logic

RECRUITMENT MANAGEMENT

- HR Requisitions/Posting of the Job Vacancies
- Candidate Evaluation/Managing Interview/Call Letters
- Appointment Process/Orientation

TRANING MANAGEMENT

- Training Requisition /Courses/ Tracking Training Records

LEAVE / TRAVEL MANAGEMENT

- Leave Application/Leave Records/Create Leave Card
- Processing / Approval/cancellation/Leave Encashment
- Travel Requisition/Tracking travel Expenses

OVERTIME / SHIFT MANAGEMENT

- Overtime Requisition
- Creating OT Plan for Employees based on requisition
- Shift Change Requisition/Planning

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ATTENDANCE MANAGEMENT

- Capture Attendance from Attendance Recording machine
- Generate Muster Roll/Record Early Going/Late Coming
- Tracking Absenteeism/Holidays/Outdoor Visits

PAYROLL MANAGEMENT

- Recording PF/ESIC/Bonus/Increment
- Managing IT/TDS Forms /Form 16 / Form 12 BA etc
- Pay slip/Bank Statement Generation
- Settlement / Perks /Declaration/Employee Certificate

PERSONAL ACTION MANAGEMENT

- Exit Interview/rewards/Disciplinary Notice/Transfer Form
- Performance Appraisal management/Performance form

LIBRARY MANAGEMENT

- Record of Books/issue Receipt tracking

INSURANCE /LOAN MANAGEMENT

- Loan Application/Loan Records/Managing Insurance Records

SECURITY MANAGEMENT

- Keeping track of the visitors details

Key Benefits of PRM

RECRUITMENT MANAGEMENT

- Interlinking the website with the recruitment in order to have a central repository of the database
- Manage the resume with the detailed skill sets where the skill matrix enabling to map the vacancies with a less response time.
- Online test procedures shortens the selection process
- Templates defined for correspondence like appointment, resignation, permanency etc letters gives ease to the HR department.
- Employee portal enables accessing the vacancies posted internally and externally to the consultants by the means of a consultant portal.
- Candidate evaluation is automated where by the rating based on various criteria like Attitude, Technical Skills etc can be mentioned and right candidate can be selected based on total evaluation score
- Includes the joining process whereby the employee master is automatically updated and creates a pay structure.
- Provides a checklist for the orientation procedure

ATTENDANCE /OVERTIME/SHIFT MANAGEMENT

- Attendance can be recorded automatically by integrating any external devices like card readers, biometrics is possible
- Keeps a track of early going & late sitting with the purpose in detail
- Details for the outdoor visits are maintained with the track of expenses
- Tracking of the overtime records with the approval authority and purpose is mentioned
- Shift requisition facility is provided in addition to the feature for request change form
- Feature for Manual & Auto shift planning per week is provided

TRAVEL MANAGEMENT

- Travel requisition form is available in the employee self service portal
- Details on the travel purpose, place and visit are managed along with a tour plan
- Expenses information are kept in track

APPRAISAL MANAGEMENT

- Key Result Activity(KRA) can be set for the employees along with the goals and objectives.
- Performances on the Critical to Quality (CTQ) parameters can be evaluated and scoreboard could be managed which would enable the tracking for the managers.
- Self-assessment by an individual employee can be done on the Business opportunities and milestones achieved.
- A holistic review through 360 Degree approach inculcates a proactive culture and environment
- Includes Personal Information Management System
- Intuitive in decision making and analysis for better planning

LEAVE MANAGEMENT

- Facility for entering the leave application form through employee self service portal is available and through inbuilt workflow leave application is available for approval based on hirearchy
- Record and track of the type of leave with balance & carry-forward etc details are managed
- Automatically generates the leave record

TRAINING MANAGEMENT

- It provides a facility to raise requisition of training to the employees & managers on the basis of the lack in milestone achievements
- Allows you to define the course, subjects & venue meant for training and invite the employees to join the training
- Keep track of the attendees involved in the training and maintain their feedback
- Managing the workflow, analyze the response and effectiveness of the training courses & faculty.
- Tracking the expenses incurred in the training.

PERSONAL ACTION/PROJECT MANAGEMENT

- Details of employee history is maintained which helps during the exit of employee.Exit Interview Form is available for tracking the critical information during the resignation or the retirement process
- Templates for various disciplinary action like Show cause notice, Warning notice etc are readily available
- Facility for recording PF/ESIC/Bonus/Increment/Gratuity/Arrears is available
- Facility for Full & Final Settlement is included where the handover of the assets / Perks / Employee Certificate
- Facility for managing IT/TDS Forms /Form 16 / Form 12 BA / Form 3A/ Form 6A/ Form 5/ Form 10 etc statutory forms is available
- Feature for declaration pertaining to all employees and managing perks are included
- Tracking of personnel and time on each project to separately generate timesheet billing
- Correspondingly to track cost associated with each project other than the manpower cost as mentioned above
- Tracking of rewards & incentive for employee are managed

SECURITY /LIBRARY MANAGEMENT

- Track of the visitors details with their name & contact details are managed
- Track of all the books/magazines/journals with the issue & receipts details are to be managed for individual employees

INSURANCE / LOAN ACTION MANAGEMENT

- Facility of the loan application form is provided for the employees to apply & Loan details with installments, period etc information are provided easily for access
- Employee related insurance details are maintained with the details of policy date, type of policy etc where across reminder facility is provided for policy renewal dates

Employee Self Service Portal benefits:

- Employee related personnel information is available
- Workroom facility is available for accessing the secure files
- Features for placing travel claims, purchase requisition is available
- Includes the facility for accessing the attendance records, payslip & job vacancies.
- Includes the training accessibility pertaining to the schedules & courses
- Information regarding the work schedule, hierarchy chart & address book along with business alerts
- Enhances the efficiency & productivity
- Reduces the response times & delays
- Enables enriching the performance culture
- Enriches Employee Satisfaction
- Quickens the day-to-day administrative responses

Thank you