

DELPHI COMPUTECH

SAP COMPETENCY BROCHURE

- 1. Delphi Computech Pvt. Ltd- 13 Years of Committed Service in SAP-ERP and IT Education, Resourcing and Consulting.**
- 2. International existence & experience in Asia Pacific, UK & USA.**
- 3. An Award winning Partner of SAP INDIA**
- 4. Authorised Education and Business Partner of SAP with strong presence in Maharashtra having training centres at Pune, Pimpri, Mumbai, Navi Mumbai & Nasik**
- 5. More than 15000 IT professionals are trained/ placed from Delphi Computech in leading IT organizations**
- 6. Successfully implemented various SAP projects in India & Abroad.**

Chairman: Mr. Kishore Sardesai B.Com, LL.B., F.C.A.

- Rich experience of over 32 years in promoting & running companies in India, and South East Asia
- Experience with large conglomerate in Indonesia and Hong Kong having varied business interests in Banking, real estate, manufacturing and software fields.
- Extensive experience in system analysis in Banking and Manufacturing projects.
- Expertise is in building businesses from their infancy and making them successful large enterprises in international environments.
- One of the most prominent of all is his work in the garment and textile venture which involved setting up all the manufacturing units in Jakarta for 100% exports to the US Market and eventually list it on the Jakarta Stock Exchange in 1989.
- Promoter / Managing Director of Kaynet Group of companies, member of National Stock Exchange, Bombay Stock Exchange and Pune Stock Exchange.
- Consultant to many companies in Indonesia for advisory services in financial restructuring, IPO management, etc.

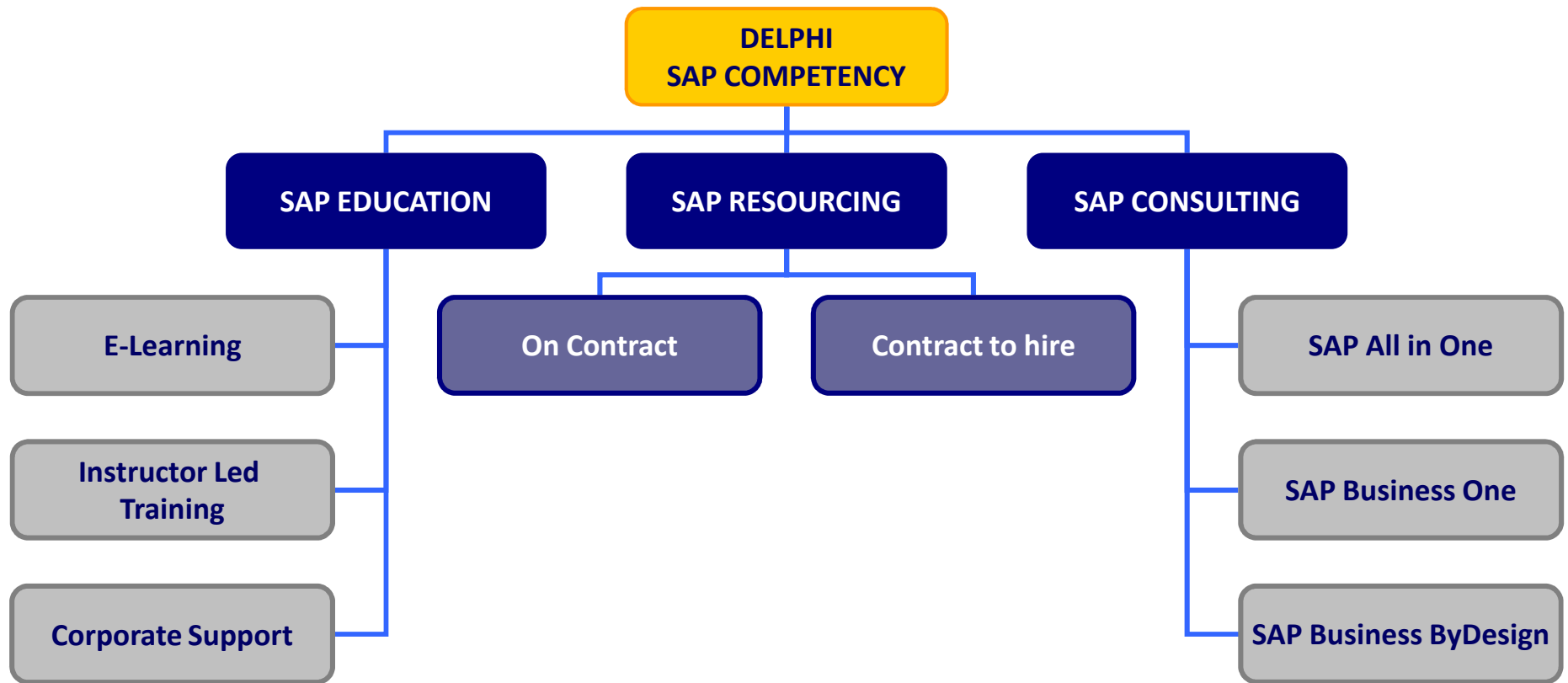
Executive Director: Mr. Pradeep Saggam B.E. (Mech.), D.B.M.

- A Mechanical Engineer from Pune University with a merit rank.
- Post Graduate qualifications in Business Management and Industrial Engineering.
- 28 years of experience as system analyst.
- Expertise in leading ERP/CRM systems like SAP, PEOPLESOFT and SIEBEL CRM.
- Currently advising various companies on SAP & CRM projects.
- Specializes in development of Management Information System in Materials Management & Marketing Management.
- Functional experience in production engineering, industrial engineering, materials management & marketing management.

MILESTONES ACHIEVED BY DELPHI COMPUTECH

Sr. No.	Month/ Year	Milestone / Achievement	Description
1	Sep 1998	SAP consulting practice	First SAP project in India in the Machine Tool Industry. End to end project implemented by Delphi
2	April 1999	1 st Authorised Training Partner of Sun Microsystems in Pune	Achieved outstanding record of training & certifying more than 10000 students in 1999 till 2004
3	Aug 1999	CTEC (Certified Technical Education Centre) of Microsoft	Trained number of students in more than 30 courses of Microsoft in various technologies
4	Aug 1999	MCSP – Microsoft Certified Solution Provider Authorized training partner of Adobe & Prometric	Technical support to many companies
5	May 2001	Signed 5 year contract with well known University based in Western India as their sole marketing & technical partner to establish & develop their distance learning in IT courses	Established network of more than 100 franchisees. Designed courses for BCA, MCA, BBA & MBA students
6	2002	Managing Partner of Leading Educational institution at State Level.	Managed over 350 learning centres in western India.
7	2003	1 st authorized training partner of IBM for project management courses	

8	2004	Secured prestigious SAP implementation for a Forging Industry	Entry into SME sector in the untapped markets
9	2005	Secured prestigious SAP implementation project of Auto components unit	Mass manufacturing scenario with exports. Helped the team to enrich their SAP competency in the upcoming market segment.
10	Jan 2006	Authorised Business Partner of SAP to implement SAP projects	1 st SAP project in Pune in SAP Business One solution.
11	Aug 2006	Authorised Education Partner of SAP	Launched world's 1 st e-Learning centre of SAP in India offering various certified courses of SAP through e-Learning mode. Delphi won the most prestigious award of Best e-Learning Partner of SAP. The only partner to have won this award.
12	April 2007	Added 2 more centres to offer certified courses of SAP through e-Learning	Won the award of Best e-Learning Partner of SAP for 2 nd consecutive year.
13	May 2009	Launch of CAD-CAM courses	Offer certified courses of CATIA world's no. 1 CAD CAM solution. CATIA is flagship product of Dassault France.
14	2010	Initiated with SAP overseas projects.	Extended SAP consultancy services initiating with North America & Europe.
15	May 2011	SAP APAC & Africa business	Initiated plans for a tie up with Malaysia company to expand business in SEA through this plan. Discussion started for Africa business with El-Hanan. SAP partnership for Colleges in South east Asia in Final Stages



SAP EDUCATION PROFICIENCY

| E Learning | Instructor Led | Corporate Support |

SAP EDUCATION AT DELPHI COMPUTECH

Our SAP education solutions are designed with SAP clients and Consultants in mind. We offer SAP training at the following level:

1. **SAP Certification Oriented Training**
2. **SAP Configuration Level Training**
3. **SAP Project Team Training**
4. **SAP End User Level Training**

- Delivery of SAP courses through our instructor-led / eLearning mode of training, taking into consideration costing and ease of attendance
- Access **to licensed SAP systems** to all our clients/students for hands-on practice.
- Instructor Led Training sessions delivered by most experienced SAP Consultants in the market today.
- SAP Training courses designed for both corporate level (Companies already running SAP or planning to run SAP) and individuals wanting to expand their SAP skills or Knowledge.
- Offer certifications and customized, industry-based education solutions.
- Unique support system to all students to go through the entire training process.



- SAP eAcademy is a web based solution of the SAP ILT, delivered via Learning Management System (LMS).
- Includes the various delivery elements like flash presentation, voice over, flash demos, mentor tips, simulations, scenario based exercises, even threaded or real time discussions, FAQ's and Helpdesk.

There are many benefits of e-learning:

- it is self-paced,
- just-in-time,
- cost effective; and
- delivers a consistent message.

Access to SAP server for five months and you can take the courses as many times as you wish within this period.



- Delphi has successfully trained and certified more than 7000 students in SAP in last 5 years.
- Delphi provides its unique support system to its students to successfully go through the entire course schedule.
- Delphi's SAP Academy imparts the following modules with the latest versions:
 - SAP ERP All in One modules
 - TERP Integrated Business Processes in SAP ERP
 - SAP ERP 01 overview course
- Is the only winner of the prestigious award of “Best e-Learning Partner” of SAP in India.
- Is the First Partner to impart the global “eLearning” programme of SAP.
- Has the most modern infrastructure at Pune, Nasik, Mumbai and Navi Mumbai, to deliver high quality SAP ERP e-Learning curriculum online for all SAP ERP modules with SAP ERP certification.

- SAP ILT is classroom based training, delivered at a training centers guided by SAP Certified Instructors.
- Delphi has a pool of SAP Trained & Certified Consultants having various industry domain experience to conduct the Instructor Led Training Programs.
- Consultants are not only qualified in the subject but also in the general principles of training itself, which helps to be a valuable asset to the learning process.



- Delphi training team has been successful in developing and delivering support that gives you and your employees the practical SAP skills needed to maximize performance in a short time.
- We focus exclusively on high-quality support for your corporation's needs.
- We use performance-driven and proven professionals.
- We help manage unanticipated challenges.
- We can deploy resources in India and abroad.
- Delphi Provides its unique support system, which gives it a edge over its competitors.



- uAcademy is online SAP training for students of a university to help its students understand business systems & processes and tactical analysis of how technology enables optimal use of resources.
- The SAP uAcademy program has divided the SAP solutions into different modules, each focusing on different operations.
- Courses are designed by SAP Education. These are offered to universities at competitive prices to make the high end SAP courses, available to the student population. These courses deliver in-depth training on a specific role within the business process.
- Delphi has excelled in providing its SAP education proficiency to universities and colleges too.



Delphi has also provided SAP training to many renowned educational institutions (either through the SAP uAcademy or directly) and Companies apart from its retail training programs... To List a few:

Colleges & Universities:

- Sinhgad Institute (training order of 1800 students successfully completed)
- SEMCOM
- Indira Group Of Education
- Tilak Maharashtra Vidyapeeth
- Bharati Vidyapeeth
- Kolhapur Institute of Technology
- Progressive Education Society
- Deccan Education Society
- Poona School Of Business
- Balaji Group - IIMM

Companies:

- IBM
- Piaggio
- Crompton Greaves
- Mahindra



Delphi has its unique support system :

For its students to go through the entire training process successfully.

- **Introductory Session:** All enrolled students are guided with all the basic information, essential to start with the SAP Training Course. This session takes care of the student till successfully log in the SAP System and navigation.
- **Guidance sessions:** As the course **various guidance sessions** help students to successfully climb the steps of the course. It resolves any doubts and queries of the students and gives them the confidence essential for them to move forward successfully. These sessions are conducted by Delphi's SAP Trained & Certified Consultants with relevant experience in the particular field. This system maximizes learning by bringing the students together for in-class exercises and to discuss advanced concepts with a benefit of face-to-face interactions.
- **Certification Guidance:** Delphi also takes care of its students through the **Certification** zone providing them with adequate guidance & sample test papers.

This support system has been exclusively designed by Delphi Computech for its students to excel in their fields and be outstanding in the world of SAP.

Recent words of Praise -



“ *E- Learning course helped me to leverage my knowledge in most of the advanced topics in SAP. This course with certification had increased my confidence. This knowledge helped me in increasing my performance at my work.
I am very thankful to the whole Delphi team who had helped me during my course and until I had successful completion the certification.* ”

Sunil Sawant

Certified FI Consultant, Wipro Technologies

“

I am extremely glad that I pursued SAP Training from Delphi which has a tremendous future. The staff of Delphi Computech, is really really helpful and approachable. They take care of each candidate individually. Delphi has given me great assistance and regular support. They conducted various sessions invited experienced consultants to guide the students. Thanks again to the entire Delphi team for conducting the SAP course so professionally and for providing me a good placement too. ”

Siddesh Mithbawkar

Certified FI Consultant, Wipro Technologies



Best Partner of SAP India



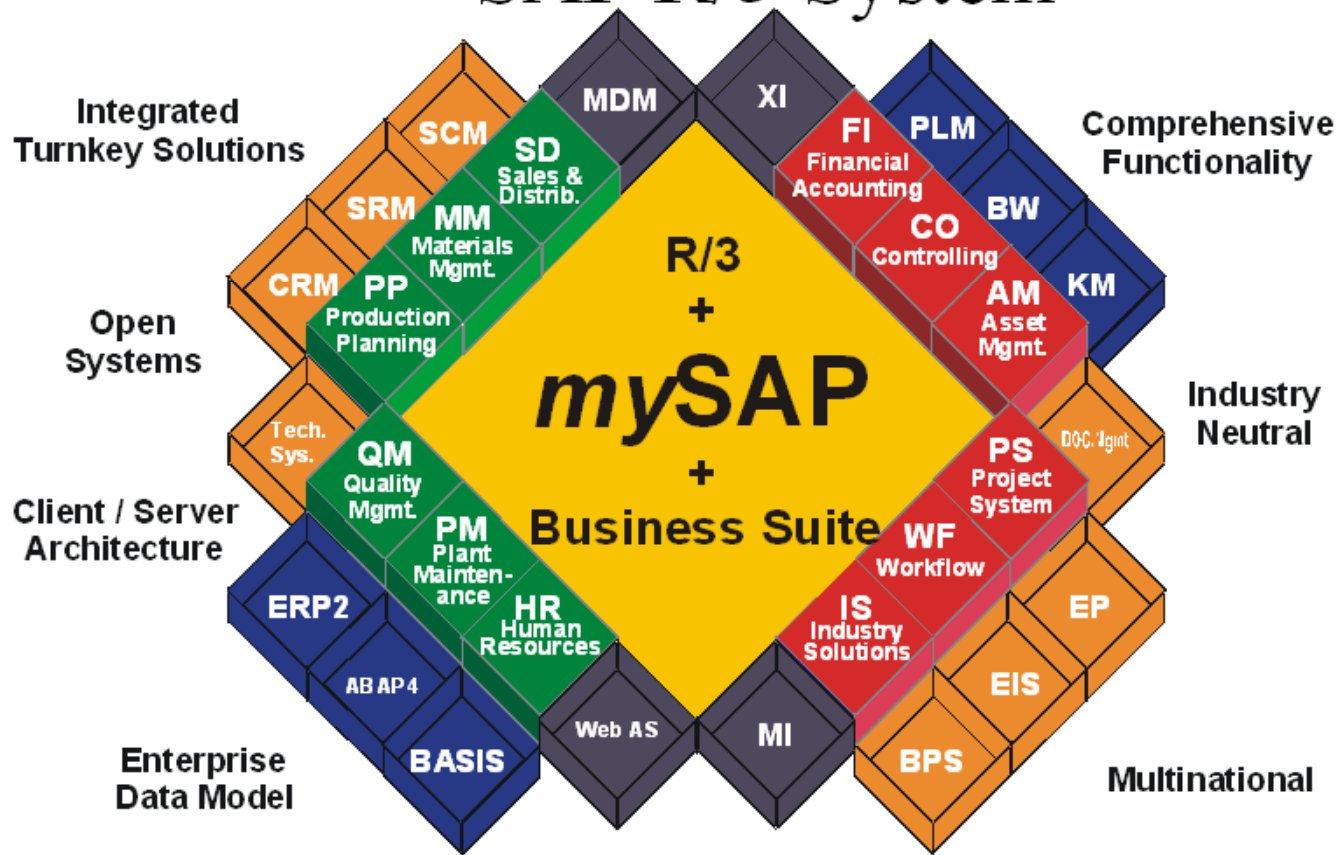
SAP CONSULTANCY PROFICIENCY

| SAP All in One | SAP Business One | SAP Business ByDesign |

- Delphi has considerable experience in complete Life cycle implementations using proven implementation methodology
- Expertise in SAP Business All in One, Business One, Business by Design
- Delphi has implemented many Projects successfully covering all modules of SAP.
- Expertise in configuring SAP systems to offer our clients the best business practices followed by fortune 500 companies.
- Help our clients with basic fundamental strength of online transparent data and highest level of decision making and controlling support.

SAP Business All-in-One

SAP R/3 System

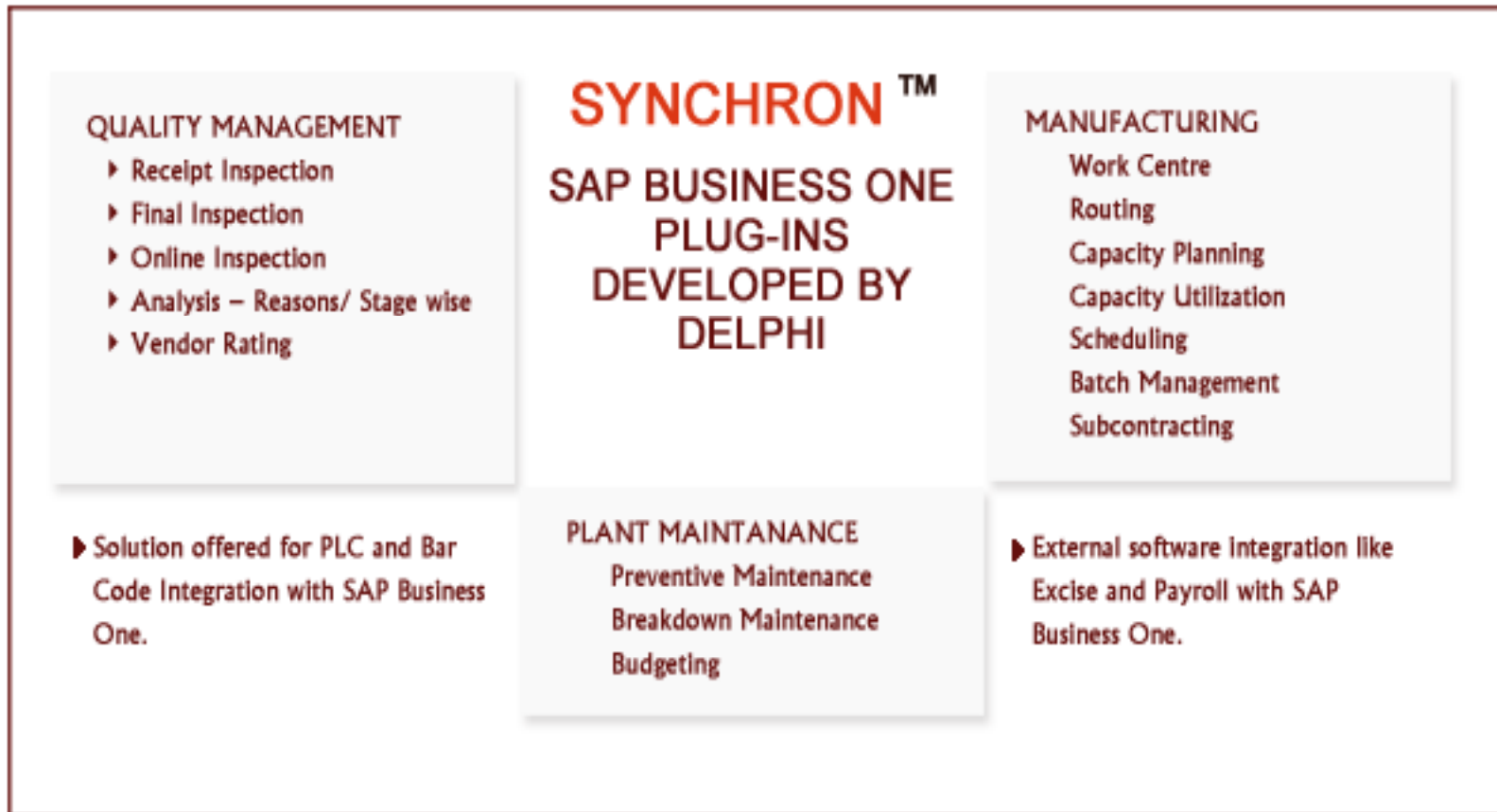


SAP Business One

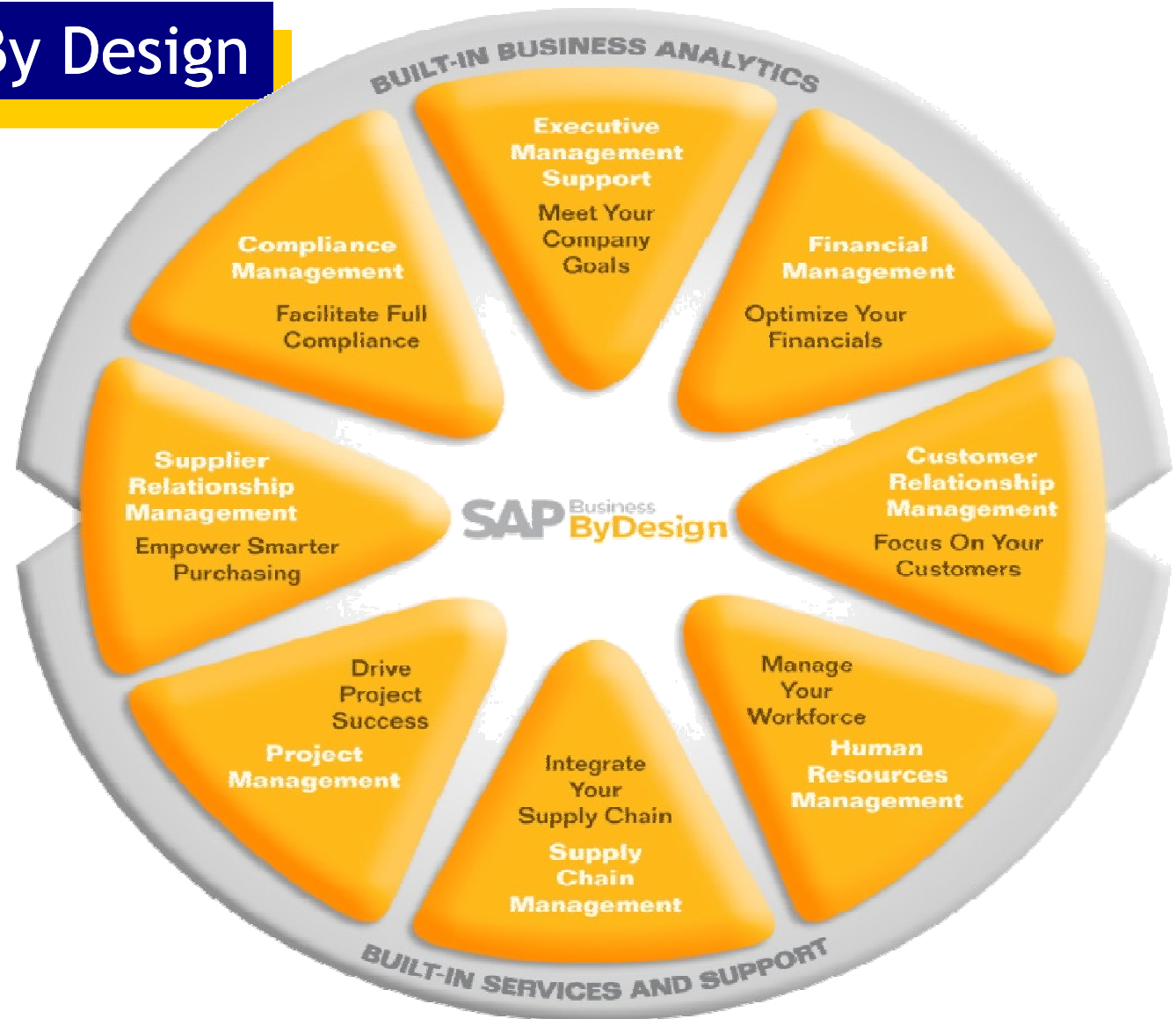


SAP Business One Add on

Along with our competency in SAP Business One projects, Delphi has its own Add-on for Manufacturing Industry: SAP Business One Plug-in - (SYNCHRON™):



SAP Business By Design



Projects

Delphi has implemented many Projects successfully covering all modules of SAP. We have expertise in configuring SAP systems to offer our clients the best business practices followed by fortune 500 companies. This helps our clients with basic fundamental strength of online transparent data and highest level of decision making and controlling support.

Few Success Stories:

- Indo Schottle Auto Parts Pvt. Ltd
- Siddhi CNC Pvt. Ltd.
- Premier Auto Ltd. (Machine Tools Division)
- Siddhi Forge Pvt. Ltd.
- EMI Transmissions Ltd.

Indo Schottle Auto Parts Pvt. Ltd

Indo Schottle Auto Parts Pvt. Ltd. is India's largest manufacturer of Engine Valve Collets, Rocker Arm Screws and Turbocharger Components. It has a history of providing precision machine tools to the world's most demanding customers. They fulfill Engine valve collets, rocker arm screws and Turbocharger components' customer needs anywhere in the world.

Indo Schottle has its manufacturing operations in Pune, India and its products are sold globally. In the last two decades the company has supplied over 400 million parts to its valued OEM customers. Indo Schottle proudly boasts a bunch of esteemed customers including industrial giants like TATA, MARUTI, TVS, and MAHINDRA HONDA etc. The plant II is 100% EOU where they manufacture Turbocharger parts & Fuel System parts.

Our Task

We have implemented Phase I of mySAP 5.0 at Indo Schottle.

Project Mission: Speed through system support In Phase I, PP, PM, SD, FI, MM, QM.CO & Payroll In Phase II, KM, HR, BW, and EP.

Testimonial

"While Indo Schottle Auto Parts Pvt. Ltd has enjoyed some cost savings, the real value of the SAP solution lies in the company's ability to move employees from manual tasks to higher-value activities. Says GM Finance

"Instead of merely gathering data, we're now analyzing and evaluating that data, leading to more effective decision making and planning." A later implementation of SAP Business Intelligence, a component in the SAP NetWeaver™ platform, will further support additional analysis. "We're very pleased with how well the project went," he adds.

"With the entire process online on SAP software, even a midsize company like ours can provide up-to date inventory and order fulfillment information using a variety of electronic communications protocols."

GM Finance, Indo Schottle Auto Parts Pvt. Ltd.

Siddhi CNC Pvt. Ltd.

A QS 9000 Certified company is engaged in business of manufacturing & machined components for automobiles & engineering industries. Main customers include Alfa Laval, ZF Steering, Spicer India, and Mahindra & Mahindra etc.

Our Task

We have implemented FI, PP, MM and SD

Project Mission: Integrated system to support targeted growth and export market

Subsequently we will be implementing PM, PI, PS, QM, and CSA

Premier Auto Ltd. Machine Tools Division

Manufacturer of Special Purpose Machines & CNC machining Centers. This Process is complicated right from Sales order to Delivery of machines. Single SPM machine consists of more than 1800 components. Every customer has different specifications for finished goods. The requirements of the customer keep changing till the machine is finally complete. Hence Material and Production Planning is the most complex process which is configured in SAP system successfully by us.

Our Task

We have implemented FI, PP, MM and SD

Project Mission: Integrated system to support targeted growth and export market.

Testimonial

"Introducing a robust ERP package is a business necessity today. Every company of significant size will venture into this sooner or later as part of their business strategy. The uniqueness then lies in the approach to implementation - clarity of objectives, timing, and depth of coverage and how quickly & effectively the system is institutionalized with focus on benefits and this is what will make the difference ultimately. In this regard, Premier Automobiles Limited (Machine Tool Division) implementation would certainly score very high, as we have seen within a year of post-live experience. We hope to build on this further to integrate IT with our business strategy".

Head-SAP Systems, PAL

Siddhi Forge Pvt. Ltd.

Situated at Ahmednagar. We have implemented PP, MM, SD, and FI/CO. Siddhi is specialized in Manufacturing of Stainless Steel Forging. All the users of Siddhi Forge are using SAP system full fledged for their daily activities. Siddhi also has export orders, so we have configured Export Scenario in SD over there. We have successfully implemented VAT over there.

Our Task

We have implemented FI, PP, MM and SD in the first phase

Project Mission: Integrated system to support targeted growth and export market.

Testimonials

"SAP not only helped us streamline our business processes, but interact with other corporate as well. Mahindra & Mahindra, one of India's largest auto manufacturers, having also gone in for the solution, makes communication easier between the two companies. Their system can now talk to our system. In fact, their system inspired us to implement a solution that would help us address problems related to day-to-day functioning."

Director, Siddhi Forge Pvt. Ltd.

SAP Business One Proficiency

Projects

Few of our SAP Business One Projects include:

- Data Care Corporation
- Insight Print Communications
- Global Heat Transfers Ltd. (Canada)
- SEPA (Italy)

Data Care Corporation

Data Care Corporation (popularly known as DCC), a Pune based company is a TOP ranked authorized distributor in Maharashtra for well known IT brands like Samsung, Intel, LG, HP, Compaq, Touch mate, I-ball, Mercury etc. Founded in 1991, is focused in Distribution and Sales of Computer hardware and peripheral products.

SAP Business One solution fulfilled all their expectations. The additional advantages SAP provided to DCC were user friendly, real-time data and prompt report generation with great levels of permutations and combinations across the organization. It also minimized manual work and efforts. Further, it enforced correct data at first instance, Process oriented approach, Security and Controlled access to data.

This gives Reliable data for strategic decision making and achieving higher targets. SAP also provided better allocation of HR, Financial resources and opportunity management which streamlined the difficult and time consuming processes leading to better productivity of employees, discipline and increased customer satisfaction.

Inventory Management and CRM was a boon for DCC as it could look for aging stocks and customer responses on click of button. This will lead to improvement in services and creating knowledge data base.

Insight Print Communications

Insight Print Communications a subsidiary of Sansui Software, a Pune based company is leading Printing machinery and spares trading organization. They are the OE suppliers to all most all news printing presses across India.

Insight wanted to get an ERP solution to streamline their business activity and there by enhanced share in the market. Insight had been using local ERP solution which had limitation on Finance and Logistics. In order to have an integrated product this can connect all their business processes and CRM.

SAP Business One solution met with their requirement. Being user friendly, SAP also offered them real-time data and reports across the organization. It also minimized manual work, enforced Discipline, Process oriented approach, Security and Controlled access to data. Use of CRM in SAP will lead to creating knowledge data base, improvement in services and Increased Customer satisfaction. Apportion of landed cost over the imported items like printing machinery spares and inks was biggest challenge which SAP Business One did very effectively.

Delphi has implemented many prestigious projects. Few clients are as below:-

- Premier Automobiles
- Siddhi Forge
- Siddhi CNC Machines
- Indoschottle Auto Components
- PMT Machine Tools
- Honda, Indonesia
- Lavino Kapur
- Sansui Software
- Data Care Corporation
- Insight Communications
- Many more..



Indo Schöttle



HONDA



SAN SUI
SOFTWARE



SAP RESOURCING PROFICIENCY

A problem in the IT industry is the high turnover of work force. Delphi's resource division was started with a view to address this predicament of the industry by offering consultancy services and conducting Placement activities for the right talent.

- Delphi provides resources on one time hiring basis, contract basis and contract to hire basis.
- Delphi has a well-trained resource staff to efficiently conduct the staffing activities.
- Our capability to develop resources at SAP Implementation sites is useful to support our clients in the long run.
- The Division proudly boasts of a huge database of qualified, technically sound and experienced professionals who are probably the best talents in SAP.
- Strong team of Functional and Technical consultants to take up any SAP implementation challenge.
- **Delphi has successfully completed Resourcing assignments in UK, USA, Asia Pacific and Canada for SAP All in One and also for some prominent SAP Business One partners.**

Delphi has provided SAP consultants to reputed IT Organizations like :

- Wipro,
- Satyam,
- IBM,
- WNS,
- TCS
- L&T InfoTech,
- Mphasis
- Coconut Softwares
- Fijitsu
- KPIT
- ABM Knowledgeware
- Infosys
- And many companies in India and abroad.



GROWTH PLANS

The following critical strategies are pursued by Delphi :

- Accelerate Resourcing Services with the strengthened Resourcing team.
- Seek new market segments/applications for products
- Pursue strategic alliances with complementary players
- Extend SAP corporate support solution to every industry verticals making optimum utilization of SAP experts from Delphi's ecosystem.
- Strengthen web presence and promote



THANK YOU

www.delphicomputech.com