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## B2B SOFTWARE TECHNOLOGIES

B2B Software Technologies Ltd is a **Microsoft Gold Certified Partner** is the **leading ERP implementation company** in the Microsoft dynamics space in AP for the last 5 years.

Having a footprint in more than **100+ clients** in India.

B2B is the winners of the **Best Regional Partner in South for the years 2007 & 2008**

B2B is the winner of the prestigious **Presidents club member** for the year 2008.

B2B has expertise in Microsoft Dynamics ERP (NAV/AX) and MS CRM. Major focus areas for implementation are Discrete Manufacturing, Life-Science Industries like Pharma (API& Formulations), Food Processing, Chemicals, Telecom Industries etc.,

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The current market scenario has brought in a deep rethinking in the ways business is being conducted and in many ways the companies are viewing back to basics as the formula to go forward.

While regulatory compliance, competition from Domestic & International players, interdependence of other organizations for being globally competitive have been the major challenges; the present melt down has been focusing on cost cutting. Under these circumstances adoption of IT and embracing it as an enabler of organization, business & growth is a pragmatic situation. We have developed B2B LIFT, as solution to meet the Industry Challenges.

### INDUSTRY CHALLENGES:

- Inventory tracking and availability
- Pack size wise Finished Goods valuation
- FEFO / FIFO Material Issues
- Assay Calculations
- Material Destruction, Retesting, Expiry Tracking
- Label Management
- Container Management
- Tracking of sales enquiry/sample sent
- Recipe Management
- Blending Records
- Deviation reports for yield, extra time or extra material.
- AR Number allocation
- Batch Costing
- R&D Project Cost tracking
- Loan Licensing / Contract Manufacturing
- Subcontracting



## THE SOLUTION

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### Microsoft Dynamics – ERP

Microsoft Dynamics ERP is now **No.1 in India**, as rated by Data Quest.

MSD is **highly adaptable** to the business needs.

Solution provides deep insight to give required **information support to the end user**. Has a deep drill down facility to satisfy the **user's quest**.

A very **User Friendly Software** which helps in user delight and less training costs.

Integrates seamlessly with MS Office.

The most **Cost Effective Solution**.

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B2B offers the solution to address the following pain areas

**Good:** This offering is available with minimum 3 user Licenses and the modules covered in this edition are:

- Financial management
- Purchase & payables
- Sales & receivables
- Inventory management

**Better:** This offering comes with minimum 5 user licenses and covers the modules like:

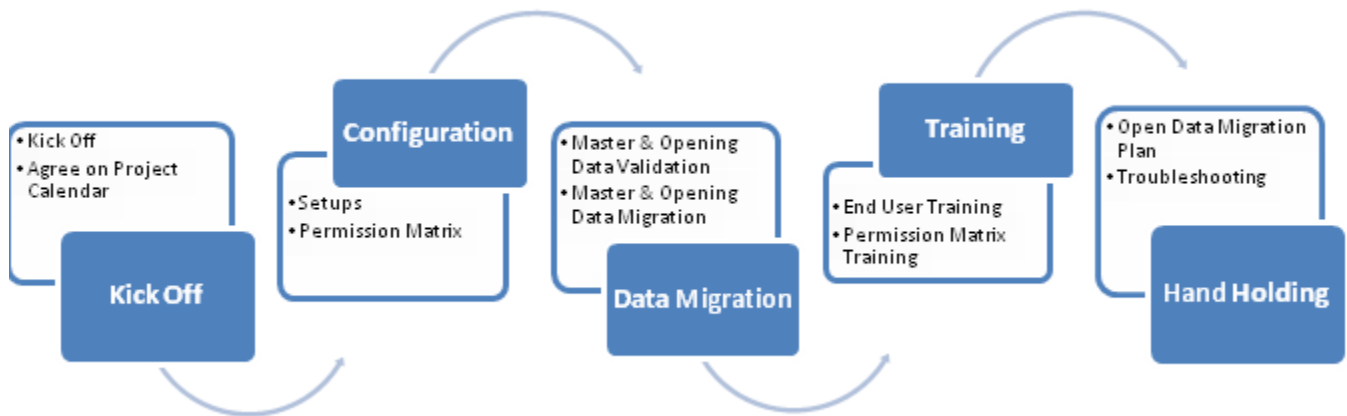
- Financial management
- Purchase & payables (with PO Automation, Container management)
- Sales & receivables
- Inventory management (Shelf life mgmt, Assay Calculations & Destruction worksheet)
- Inbound QC (including Labels)

**Best:** Enterprise offering comes with minimum 5 user Licenses and covers the modules like:

- Financial management
- Purchase & payables (with PO automation, Container management)
- Sales & receivables
- Inventory management (Shelf life mgmt, Assay Calculations & Destruction worksheet)
- Inbound QC (including Labels)
- WIP & FG Analysis
- Batch Manufacturing
- Production Planning, Bill of Material
- Loan Licensing
- Subcontracting



## IMPLEMENTATION METHODOLOGY



## Project Calendar

Project Phase	Activity	Calendar Duration		
		Good	Better	Best
<b>Pre Kick-Off</b>	Master Data Templates submission Initial Project Plan & Calendar	1 day	1 day	1 day
<b>Kick-Off</b>	Kick Off Project Plan Approval	1 day	1 day	1 day
<b>Configuration</b>	Setups & Basic Permission Matrix configuration	2 days	3 days	5 days
<b>Data Migration</b>	Master Data Validation & Migration Opening Data Validation & Migration	4 days	5 days	9 days
<b>Training</b>	Product Training Permission Matrix Setup Training	4 days	5 days	8 days
<b>Handholding</b>	Open Data Migration Plan Onsite Troubleshooting	2 days	3 days	6 days
	<b>TOTAL Calendar Days</b>	14 days	18 days	30 days