Agenda

Business Life Cycle

- Industry Challenges

Technical Innovation

- Key Solution Benefits

- Customer Interaction Module (CIM)

- Vendor Interaction Module (VIM)

- Administrator Module

- Best-in-Class Multi Layer Authentication

Managed Services

- Business Consulting

Industry Challenges

Why Is Order Management So Challenging?

Organizations face numerous challenges in their day-to-day sales operation, vendor and customer management activities:

Limited Hours of Operation	Cost of Customer Service	Operator Error and Mistakes	Real-time System Access	Locations

We designed technology and tools to address the challenges and pain points faced by our clients. The result is a comprehensive and robust vendor/customer management platform built from the ground up.

What is iKonnet®

iKonnect® is a Real-time Dynamic Scalable Rugged and Secure web application and ABAP bolt-on accessing SAP offering robust and scalable features:

Secure — Role based self-service business collaboration with SAP in Highly Secured Environment

Real-Time — Anytime Real-Time Data

Productive — Improves Productivity & Customer Satisfaction, Reducing Pressure & Stress on Business

Cloud — Option to Implement on Cloud

Low TCO — Low TCO, Easy & Rapid Deployment Easy to Manage. No or Minimal Infrastructure Cost

Key Solution Benefits

Seamless Integration

Completely integrated with SAP ECC thru simple customization and expansion options.

Data Maintenance

Information flows automatically into SAP or thru a workflow. Any changes to your data can also be easily accessed and performed.

Ease of Use

Applications are intuitive and can be used with minimal web browser requirements.

Multi-Language Support

Custom interface can be localized to the local language for your global organizational teams.

World-Class Security

Uses N-Tier security technology and supports both SSL and HTTPS. Internally executes SAP's user and roles, while the delivered framework validates user roles and authorizations within SAP at runtime and contains both menu and screen-based security.

Customer Interaction Module (CIM)

Customer Interaction Module enables you to integrate your business with your customers around the world real time, without compromising system security or information integrity. Customer can have secure, reliable and personalized access to catalogues, order status and information, ATP, and of course the ability to place orders online and also to check the status of the order's. Business partner-specific pricing is provided during order entry by integrating with SAP ECC.

Strengthen Relationships

Eliminate time gap in sales cycle, Instant real time order booking ATP check price accuracy in quotes & orders robust self monitoring of entire contract lifecycle
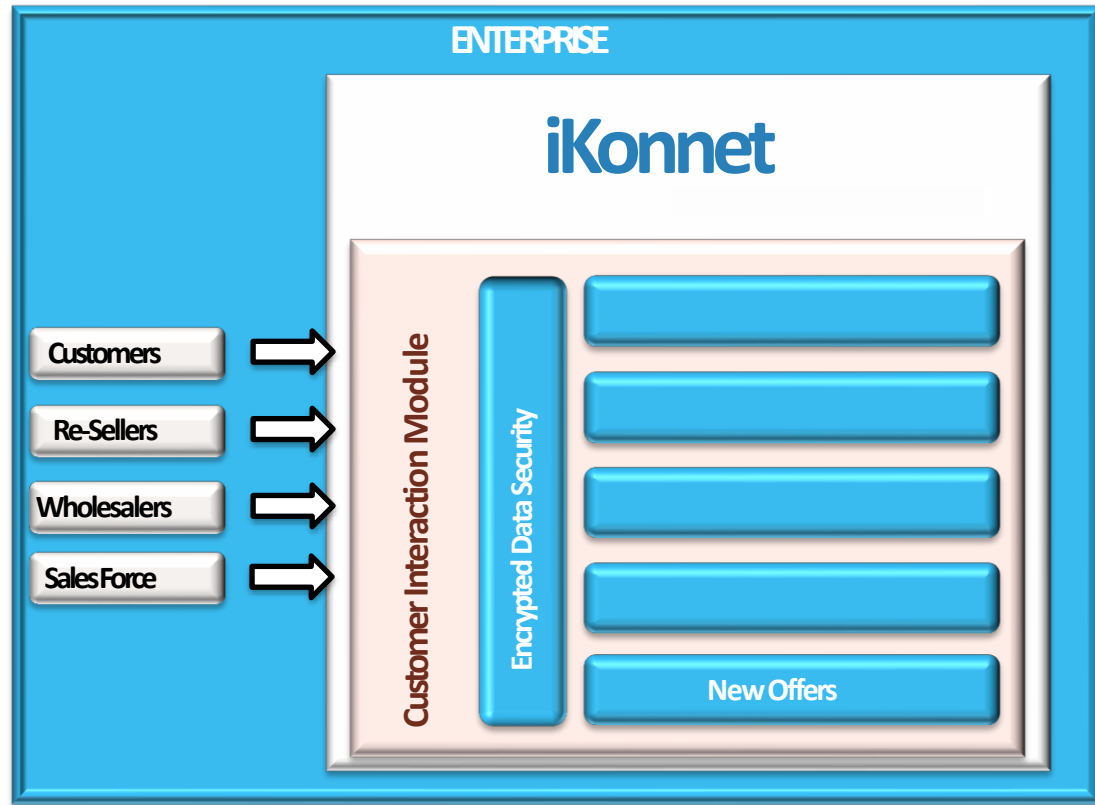
Improve Opportunities

Promote quality sales leads instant order notifications from customers Improved visibility of customer orders & invoices

Boost Your Bottom Line

Reduce sales operating cost improved visibility & decision making. Improved inventory planning improve overall customer satisfaction

Customer Interaction Module (CIM) – Improve Sales Operations

ENTERPRISE

iKonnet

Customer Interaction Module

Encrypted Data Security

Customers

Re-Sellers

Wholesalers

Sales Force

New Offers

Customer Interaction Module (CIM) – Features

- ❖ Customer Registration

- ❖ Sales Quote and Order Management

- ❖ Order Acknowledgement

- ❖ Sales Invoice Management

- ❖ Sales Order Status Management

- ❖ Work flow/Status Management

- ❖ Dashboards

- ❖ Sales Contract Management

- ❖ Self Service

- ❖ Internal Mails / Alerts

- ❖ New Offers

Vendor Interaction Module (VIM)

Vendor Interaction Module enables you to integrate your business with your vendors around the world real time, without compromising system security or information integrity. Vendors can view details of their RFQ, quotations, purchase orders, contracts, schedule line agreements and payment status 24x7. Purchasing managers have total control of procurement activities by means of a flexible work flow that can be customized to suit the business for release strategy to levels required.

Centralize Information

-Suppliers provide real-time pricing

-Vendors & suppliers can update & access the most current information

-Improves collaboration

Improve Predictability

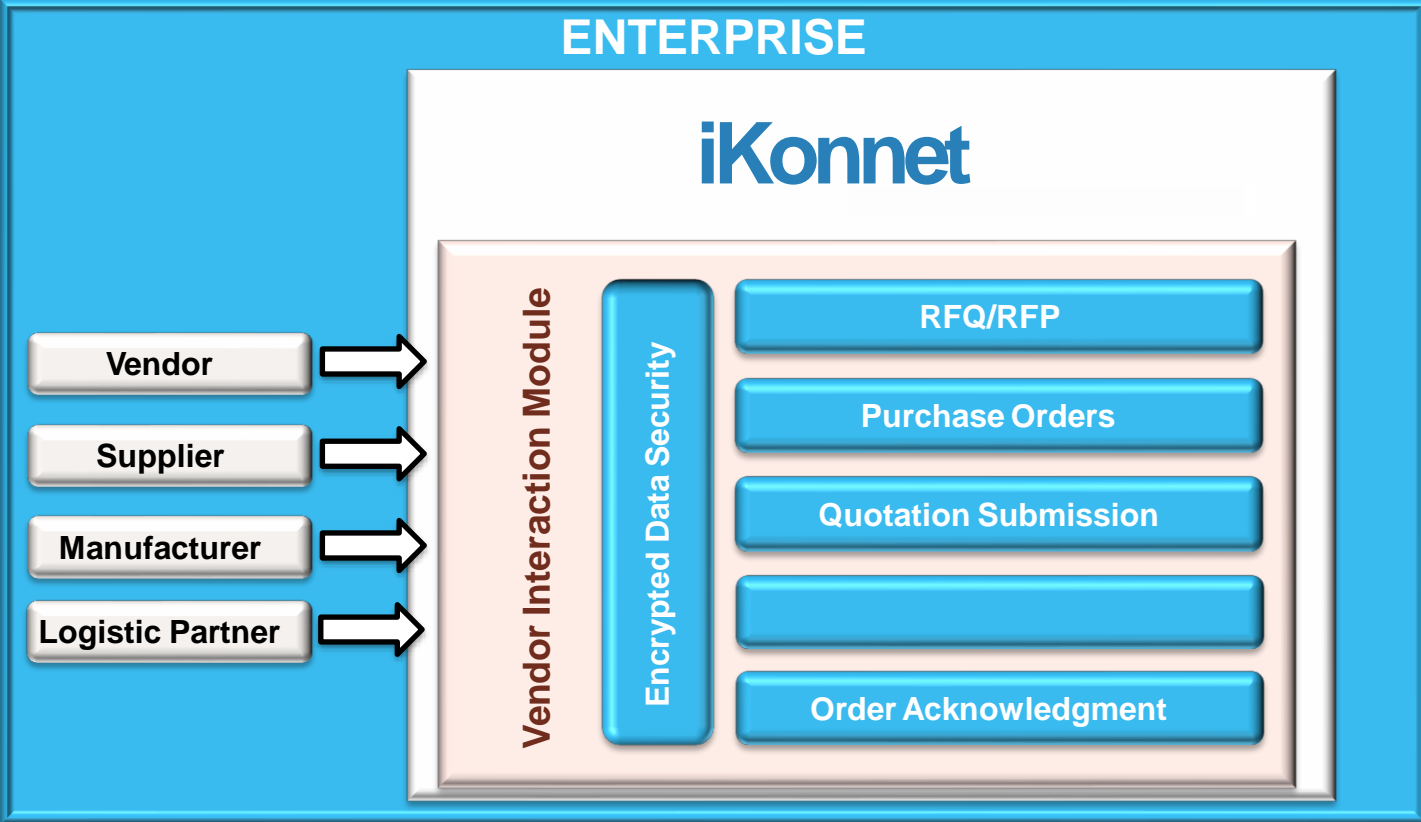-Improve cost controls for goods and services

-Reduce cost of serving vendors

-Minimize inventory through real-time information sharing with vendors

-Reduce supply cost and inventory risk

Drive Performance

-Automate Procure-to-Pay Process

-Offer order tracking to improve supplier delivery performance

-Price management & purchase order confirmations

-Reduce overall Purchase lifecycle

Vendor Interaction Module (VIM) – Improve Inventory Operations

Vendor Interaction Module (VIM) – Features

- Vendor Registration

- Request for Quotes

- Quotation Management

- Re-Quote

- Purchase Order Management

- Out Line Agreement Management

- Purchase Order Acknowledgement

- Shipping Notification

- Self Service – Payment analysis

- Internal Mails / Alerts

- Dashboards

Administrator Module

Our administration tools allow you to manage your orders and associated data to adhere to security standards in order submission, approval, rejection and release for processing.

Administration Levels

Define administration authorization levels and distinguish between sales or purchase manager profiles.

Profile Management

Admin can approve or reject newly registered vendors and customers.

Order & Quote Submission

Sales admin can approve or reject the customer created inquiry, quotation, sales order and contracts.

Vendor Quote

Purchase admin can approve or reject vendor created or edited RFQQuote.
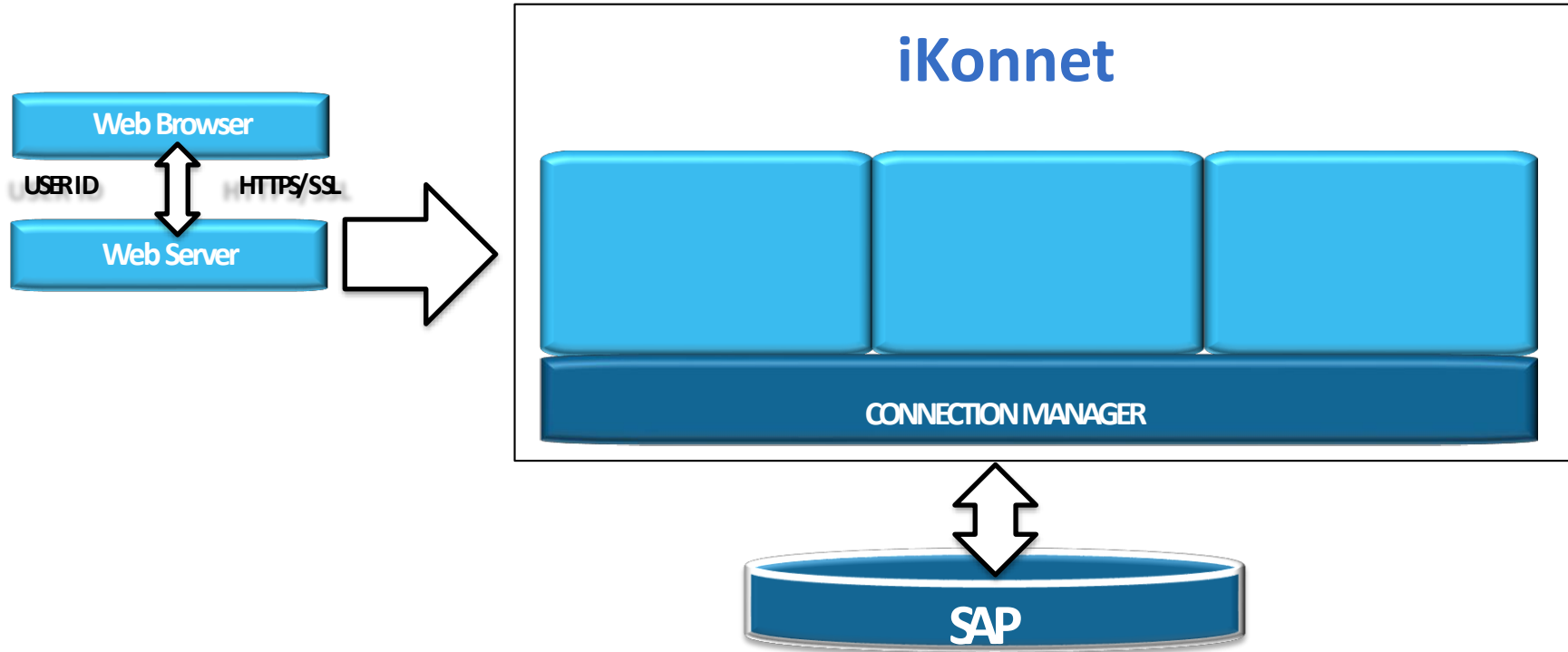
Updates and Offers

Manage news and information related to order updates or sales offers.

Best-in-Class Multi Layer Authentication

Our turnkey authentication process leverage your existing SAP user profiles and authorizations, validating access rights and permissions through a multi-layer approach using secure web HTTPS and SSL protocols:

iKonnet

Web Browser

USER ID   HTTPS/SSL

Web Server

CONNECTION MANAGER

SAP

iKonnet® Road Map & Future Releases

- MiniSoft® Mobile Application

- Enterprise Secondary Sales

- Proof of Delivery

- Service Contract Management

- Sales Force Automation

- Plant Maintenance and Service

- HR – Self Service – Employee & Manager

- Virtual Helpdesk and Customer Service

Always better solutions with better Experience!!

MiniSoft
Empowering Technology

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