Digital Practice

Logbizgroup.com

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Practice Snapshot

Logbiz is a startup offering Consulting & Professional Services to the enterprise businesses in India. It started in 2017, with key focus on disruptive logistics infra solutions & have expanded portfolio to offer digital solutions to create complete package for transformation. Over the period of time, it has established relationship with clients across industry sectors primarily in the Telecom, Manufacturing , eCommerce & Logistics Industry sectors.

Focus Areas	What We Deliver	How We Deliver	Key Enablers
Transformation & Digitalization : ▪ Supply Chain ▪ CRM ▪ O2C ▪ P2P ▪ Analytics ▪ Cloud Computing	▪ On premise &/or Cloud based Digital Solution	▪ Consulting ▪ Digital & Cloud Strategy ▪ Blue Print ▪ Transformation Program ▪ Organization & Change Management ▪ Capability Development ▪ Cultural Change	▪ Robotic Process Automation ▪ Artificial Intelligence (AI) ▪ Internet of Things (IoT) ▪ Process Mining ▪ Data Mining & Modeling ▪ Hybrid, Private and Public solution ▪ Service Models: SaaS, PaaS & IaaS ▪ On demand network access and resource pool ▪ Universal access & Security

SMART Procurement

Current Scenario

Recent business disruptions due to Covid 19 impact has crippled some of the organisation that were operating with conventional systems & processes . It is an eye opener to the fact that an organisation has to be a resilient to deal with such situations and which obviously can happen through one of key resilient factors i.e. Digitalisation . Digitization of many traditional aspects of procurement is already under way, as companies use a variety of big data tools and techniques to connect more closely with suppliers, aid the planning process, improve sourcing, actively manage supplier risk, and boost collaboration. Digitising procurement will radically change the processes, tools and skills required, and transform the value proposition of the procure to pay (P2P) process.

With robotic process automation (RPA), cloud-based applications, sophisticated analytics, mobile computing, and big data all expected to experience significant growth, embracing these tools has never been more important.

The qualifying criteria for value addition to the organisation would be:

- Developing a reliable vendor base
- Build high-performing vendors
- Achieving higher linearity of supplies
- Vendor inventory management

Business benefits will result in:

- Material/overheads cost reduction
- Reduction in lead time reduction
- Improved service levels
- Significant reduction in inventory levels

The business benefits realisation (ROI) will depend on comprehensive scalable solution, adoption by an organisation and its maturity time lines.

Case Study I – SMART Procurement

Key Challenges – Voice of Customer

- Unifying Systems and Processes
- Lack of Governance and Compliance
- Reduced Accuracy
- Lack of Adaption
- Change Management
- Conversion of Dark Data to Smart Data
- Lack of Spend Visibility
- Slow Invoice Process Time
- High Costs Per Invoice

Logbiz Solutions Framework

- Process Analytics using Smart Cloud Transformation Tool
  - Kick off Pilot study
  - Data transferred via ETL or Excel spreads sheets
  - GAPs reported to the client and signed on contract to bridge the gaps
- Transformation Program to achieve set goals using enablers
  - Robotic Process Automation
  - Artificial Intelligence (AI)
  - Internet of Things (IoT)

P2P Process TAT : 30 Days

Create Purchase Requisition → **2 Days** → Create Purchase Order → **2 Days** → Send Purchase Order → **8 Days** → Record Goods Receipt → **6 Days** → Record Invoice Receipt → **12 Days** → Clear Invoice

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Process Statistics

Number of PO	: 1.12 M
Net order Value	: € 2.16 B

Process Defects

Automation Rate	: 48 %
EDI Accuracy	: 77%
Rework Rate	: 36%
Throughput	: 30 Days
Non Conformance	: 497K Cases

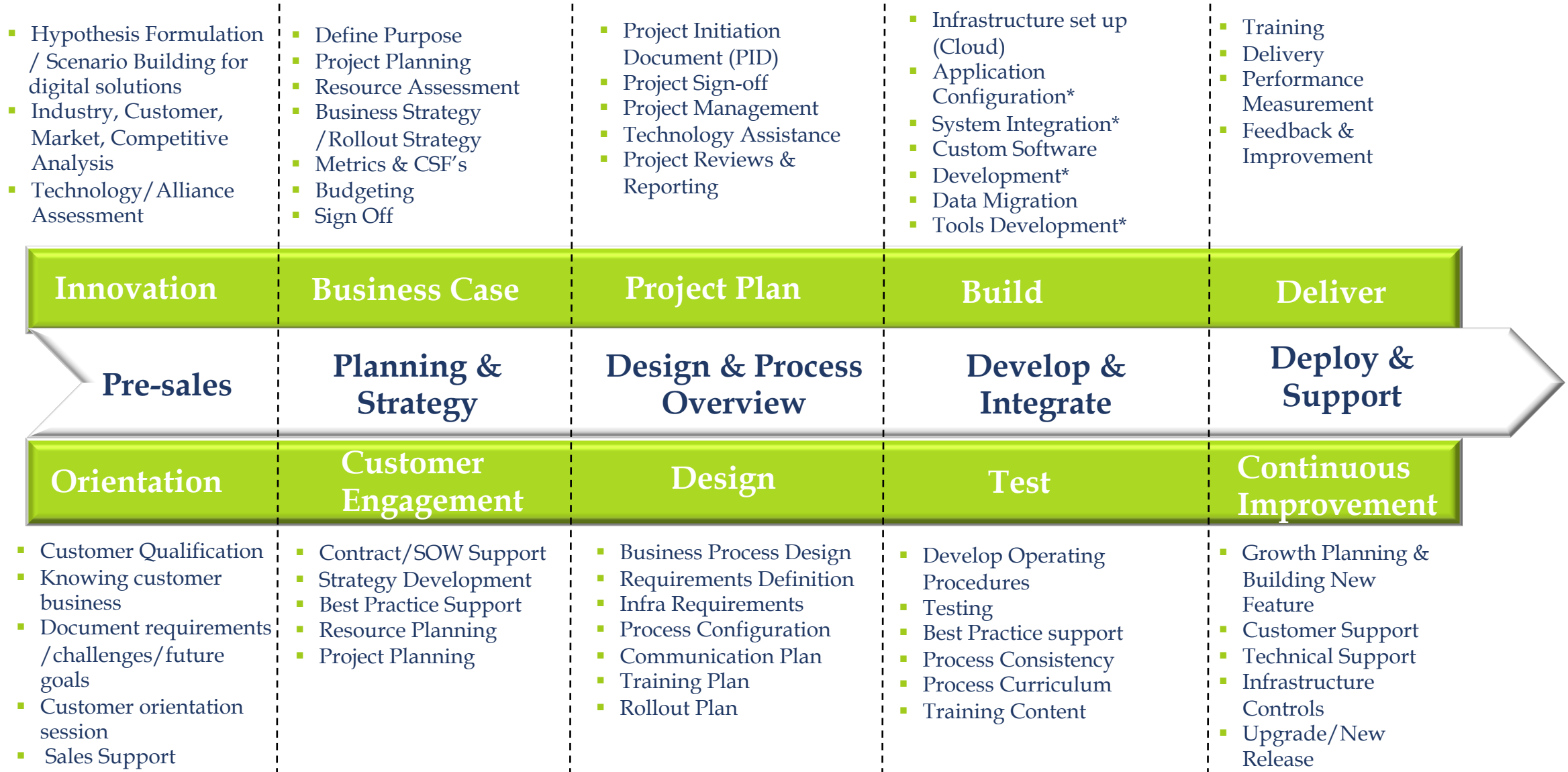## Potential Savings

Estimated saved manual costs	: € 4.23M
Estimated saved manual time	: $ 147K Hours

Enablers

SMART P2P :Digitalisation of process e2e with objective to make touchless, automated , agile & responsive

Engagement Road Map

Innovation	Business Case	Project Plan	Build	Deliver
- Hypothesis Formulation / Scenario Building for digital solutions - Industry, Customer, Market, Competitive Analysis - Technology/Alliance Assessment	- Define Purpose - Project Planning - Resource Assessment - Business Strategy /Rollout Strategy - Metrics & CSF's - Budgeting - Sign Off	- Project Initiation Document (PID) - Project Sign-off - Project Management - Technology Assistance - Project Reviews & Reporting	- Infrastructure set up (Cloud) - Application Configuration* - System Integration* - Custom Software Development* - Data Migration - Tools Development*	- Training - Delivery - Performance Measurement - Feedback & Improvement

Pre-sales → **Planning & Strategy** → **Design & Process Overview** → **Develop & Integrate** → **Deploy & Support**

Orientation	Customer Engagement	Design	Test	Continuous Improvement
- Customer Qualification - Knowing customer business - Document requirements /challenges/future goals - Customer orientation session - Sales Support	- Contract/SOW Support - Strategy Development - Best Practice Support - Resource Planning - Project Planning	- Business Process Design - Requirements Definition - Infra Requirements - Process Configuration - Communication Plan - Training Plan - Rollout Plan	- Develop Operating Procedures - Testing - Best Practice support - Process Consistency - Process Curriculum - Training Content	- Growth Planning & Building New Feature - Customer Support - Technical Support - Infrastructure Controls - Upgrade/New Release

RoI & Deployment Framework

- Eliminate Provisioning Complexity, Time, Fees
- Visual, Iterative Design Instead Of "Black Box" Customization
- Accelerated Training Facilitates Change Management
- Iterative Design & End User Training Accelerates Adaption

Professional Service Implementation

Stage	Planning	Design & Configuration	Training
Time frame (month)	1	2	1

Software Product Implementation

Stage	Planning	Design Process Overview	Develop & Integration	Pilot & UAT	Delivery
Time frame (month)	1	4	4	2	*

* for more details on ROI calculations please get in touch with info@logbizgroup.com

Thank you

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