Digital Practice

Logbizgroup.com

Contents

- Overview
- Practice Snap Shot
- Methodology
- Practice Over View
- Practice Snapshot
- Value Proposition
- Engage Road Map
- RoI Deployment Frame work
- Why Logbiz

Overview

After extensive research, Logbiz has spotted problem areas in the functional domains its focusing to improve through digitalization . This is not exhaustive list, however common problem areas . Logbiz digital solutions are geared to address these problem areas

Supply Chain	CRM	PtP	OtC
- Manual processes - On premise systems , accessibility challenge. - Single channel Supply chains. - Sustainability Is becoming Essential. - Non-responsive supply chains touch points. - Centralised decision making. - Non-availability of data - Slow information flows	- Too much data, not enough action? - Bridging the gap between acquisition and retention. - Behaviour-based personalisation. - Optimising email frequency & content. - Integrating social into a contact strategy. - Creating mobile experiences	- Unifying Systems and Processes. - Lack of Governance and Compliance. - Reduced Accuracy - Lack of Adaption. - Change Management. - Difficult Data Retrieval - Lack of Spend Visibility - Slow Invoice Process Time - High Costs Per Invoice	- Non Standard Process - Numerous ERP Systems in use - Delivery Fulfilment Issues - High # of Errors In Order Taking - Master Data Issues - High # of Manual Entries - High DSO - Lack Of Clearly Defined KPI's - Lack Of Sufficient Control Framework - High cost of processing the transactions

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.

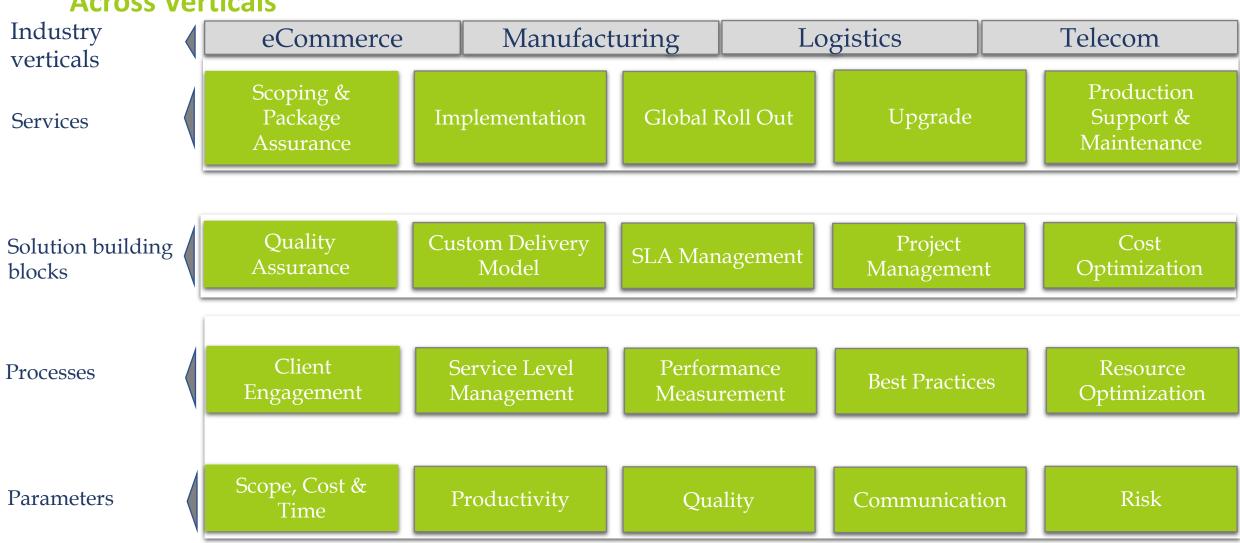| Focus Areas	What We Deliver	How We Deliver	Key Enablers
Transformation & Digitalization : ▪ Supply Chain ▪ CRM ▪ O2C ▪ P2P ▪ Analytics ▪ Cloud Computing	▪ On premise &/or Cloud based Digital Solution	▪ Consulting ▪ Digital & Cloud Strategy ▪ Blue Print ▪ Transformation Program ▪ Organization & Change 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

E2E Digital Offerings

Across Verticals

Industry verticals	eCommerce	Manufacturing	Logistics	Telecom
Services	Scoping & Package Assurance	Implementation	Global Roll Out	Upgrade	Production Support & Maintenance
Solution building blocks	Quality Assurance	Custom Delivery Model	SLA Management	Project Management	Cost Optimization
Processes	Client Engagement	Service Level Management	Performance Measurement	Best Practices	Resource Optimization
Parameters	Scope, Cost & Time	Productivity	Quality	Communication	Risk

Value Proposition

- **Focus on Adoption & Business Success**
  - Visual, Iterative, Business-Driven Solution Design
  - Education, Adoption, Enablement
  - Define Success Criteria & Benchmarks
- **Minimize Risk**
  - Inclusive Subscription, no Hidden Infrastructure or Upgrade Fees
  - Adoption: Iterative Functional Deployment &Training
  - Value: Emphasize Time-To-Value
- **Drive Continual Business Improvement**
  - Market Driven, Responsive
  - Frequent Upgrades & Frequent, Incremental Increases in ROI

- **Domain Knowledge**
  - Experience in addressing Industry specific challenges both at functional & cross functional organisation levels
  - Huge expertise in Industry specific best practices and large scale implementations
  - Trained and Certified Resources
- **Offshore Delivery Model**
  - Reduces Project Implementation Lifecycle
  - Lower TCO (Total Cost of ownership)
- **Quality Assurance**
  - Highly robust and tested processes in place to ensure defect free delivery
  - Quality Adherence

Engagement Road Map

Hypothesis Formulation / Scenario Building for digital solutions	Define Purpose	Project Initiation Document (PID)	Infrastructure set up (Cloud)	Training

- 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

Innovation	Business Case	Project Plan	Build	Deliver
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