

## **What is ERP**

Short for *enterprise resource planning*, a business management system that integrates all facets of the business, including planning, manufacturing, sales, and marketing. As the ERP methodology has become more popular, software applications have emerged to help business managers implement ERP in business activities such as inventory control, order tracking, customer service, finance and human resources.

### **Benefits of AMS ERP**

- Increase sales and reduce costs for process enterprises.
- Enable faster and flexible responses to business changes.
- Enable commercial results and projections to be based on the latest accurate data.
- Help reduce the cost and time needed to do system integration.
- Provide repeatable standardized business processes across sites.
- Link legacy applications intelligently.
- Convert data to useful knowledge anywhere and anytime for everybody in the enterprise.
- Greater speed, greater accuracy, greater control, increased profits.

## **Why ERP**

### **AMS ERP: Business Benefits**

AMS ERP delivers a comprehensive set of business benefits to your organization, including:

- **Improved alignment of strategies and operations** -- AMS ERP can help you:
  - Run your enterprise in accordance with strategy and plans, accessing the right information in real time to identify concerns early
  - Pursue opportunities proactively
  - Achieve corporate objectives by aligning workforce and organizational objectives
  - Find the best people and leverage their talent in the right job at the right time
- **Improved productivity and insight** -- With AMS ERP, you can:
  - Leverage self-services and analytics across your organization
  - Improve operational efficiency and productivity within and beyond your enterprise

- **Reduced costs through increased flexibility** -- AMS ERP can help you:
  - Use enterprise services architecture to improve process standardization, efficiency, and adaptability
  - Extend transactions, information, and collaboration functions to a broad business community
- **Adaptability to support changing industry requirements** -- With AMS ERP, you can:
  - Take advantage of AMS NetWeaver's latest open, Web-based technology to integrate your end-to-end processes seamlessly
- **Reduce risk** -- AMS ERP can help you:
  - Solve complex business challenges today with AMS, your trusted partner for long-term growth, having 30 years of experience with organizations of all sizes in more countries than any other vendor
  - Join AMS's world-class partner network, uniquely qualified to support the best business practices in more than 25 industries.
- **Improve financial management and corporate governance** -- With AMS ERP, you can:
  - Gain deep visibility into your organization with financial and management accounting functionality combined with business analytics
  - Increase profitability, improve financial control, and manage risk
- **Optimize IT spending** -- AMS ERP can help you:
  - Integrate and optimize business processes
  - Eliminate high integration costs and the need to purchase third-party software
  - Deploy other AMS Business Suite applications incrementally to improve cash flow and reduce costly borrowing
- **Faster, higher ROI** -- With AMS ERP, you can:
  - Install AMS ERP using rapid-implementation techniques that cost less than half what traditional approaches cost
  - Leverage preset defaults and prepackaged versions available for specific industries
- **Retain top performers** -- AMS ERP can help you:
  - Retain your top performers through clearly defined career and development plans
  - Link employees' performance to compensation programs such as variable pay plans and long-term incentives
- **Immediate access to enterprise information** -- With AMS ERP, you can:
  - Give employees new ways to access the enterprise information required for their daily activities

## **AMS Modules : Sales & Marketing**

Excelling in customer service is the key to success in today's business environment. To enable this marketing team requires on line information on order status, inventory status, current cost of product range etc. In addition, updated information on customer history, payment discipline, sales tracking etc. is necessary for effectiveness in the function. **AMS sales and marketing module** handles all the activities for domestic and export sales of an organization. The software maintains database on customer and product. Capturing enquiries, order placement, order scheduling, despatch and invoicing form the broad steps of the sales cycle. The software provides important analysis reports to guide decision-making and strategy planning. All documentation related to Exports is automated. AMS Sales module is integrated with Inventory, Production Scheduling & manufacturing and Finance.

### **Features & Highlights:**

- Location wise scheduling of field force, tracking expenses and on line communication on field reports
- Demand estimation for various products by on line field surveys, target setting of field force to prepare effective marketing strategy.
- Detailed customer database including bank details, TDS details, contact details and credit limit
- Definition of super stockiest and dealers
- Allows key customers and Business Partners to share database for tracking
- Flexible and multiple prices for products, Multiple dispatch location for customers/dealers
- Flexibility exists for Product category, group and subgroup for classification of products.
- Excise details (chapter no. Associated with excisable products)
- Enquiries from potential and existing customers
- Quotations and amendments to quotations with complete history
- Order entry for direct/scheduled/open/D3/sample orders with details for Dealers, incentive calculation
- Order calculation based on price offered, discounts, excise, taxes, freight etc.
- Order amendment history and analyses of lost jobs
- Authorization of orders and invoices
- Order scheduling over a period of time and tracking delivery schedule
- Order closing/cancellation
- Preparation of dispatch advice
- Multiple dispatches against single Sales Order
- Invoice generation with advance adjustments – automated sales voucher
- Tracking sales returns
- Rejection invoice for rejections made against purchases with excise consideration
- Stock transfer between warehouses

- Flexibility exists for CRM integration through Internet - posting enquiries and sales orders on web by customers. Importing the same into ERP after validations.

### **Reports:**

- Customer wise/product wise sales analysis
- Quotations and Quotation amendment history
- Lost job analysis
- Order status (consolidated and detailed) and analysis for all order types like open orders, back orders, closed orders and cancelled orders
- Order acknowledgment
- Order amendment history
- Invoice printing
- Stock transfer status
- Variance analysis to compare sales of current and previous year.
- Sales trends showing actual sales for past months and forecasted sales for coming months
- Non moving/fast moving products
- Target Vs achieved sales analysis

### **Export:**

- All export documentation pre shipment, post shipment etc. including Commercial invoice with packing list, insurance list, insurance and inspection information, shipment advice and shipment details
- Information about export agents - insurance agent, inspection agent, marketing agent, line agent, custom house agent and trade control agent
- Excise bond details
- Preparation of LC specifying cost types (FOB, C&F, CEI)

### **Export Reports:**

- Form AR4
- Performa invoice
- Commercial invoice
- Packing list
- Intimation for inspection
- Intimation for insurance
- Shipment details and advice
- Certificate of origin
- Letter to bank

### **Advantages:**

- Handles pre-sales & sales activities of your organization
- Automation of sales force system
- Complete stock to dock tracking of sales order processing cycle
- Allows variety of order types to suit varied needs of customers

- Easy Stock Transfer between warehouses for multi-location companies
- Variance reports
- Order Tracking through status and transaction reports
- MIS for analyzing sales trends to project and forecast sales
- Complete export documentation for export oriented companies
- Enables top view - consolidation of sales data

### **AMS Modules : Product Costing**

Updated costs are necessary for all products as prices of raw materials and finished products are fluctuating constantly. **AMS product costing module** is useful for keeping updated information on current costs. Allocation of expenses is done to account heads in different cost centers. By this methodology, comparisons between budgeted, forecasted and actual costs are carried out. AMS Costing helps an organization to monitor its actual costs closely. AMS Costing is integrated with Finance & Accounts.

#### **Features & Highlights:**

- Definition of cost centers, Project information like start date, cost and status
- Indirect allocation of expenses to projects under a cost centre as against direct allocation in Finance
- Recording and analyzing expenses to ascertain the cost of a project associated with a cost centre
- Economizing of costs and maximizing profits
- Definition of formulae for man-hour rates
- Tracking of material overhead, management and marketing overheads, administration rates etc. and association with bill of material

#### **Reports:**

- On line comparison of budgeted, forecast and actual cost for a project or product
- Cost Center /Project /Product wise analysis.

#### **Advantages:**

- Project and Product costing
- Analysis of cost for a project or product on periodic basis
- Tracking of project wise/cost center wise / Product wise costs
- MIS to give insight on projects and areas of inefficiency in product cost to help maximize profits

### **AMS Modules : Finance & Accounts**

Finance and Accounts function form the backbone in any organization as it consolidates and provides information to all functions in the organization.

**AMS Finance and accounts module** streamlines the financial operations of a company. Chart of groups and chart of accounts are defined here. All vouchers related to journal entries, sales, purchase, receipt and payment are recorded. Using AMS Finance a company can generate balance sheet, general ledger, trail balance, profit & loss statement and daybooks besides many other transactional reports. AMS Finance is integrated with Sales and marketing, Purchase, Inventory, Costing and Equipment Maintenance.

### **Features & Highlights:**

- Complete balance sheet to reach up to voucher level
- Entering pending voucher details at time of accounts creation
- Definition of subsidiary ledgers
- User defined number formats and precision for amounts
- Printing of amount in words in any language
- Allocation of income and expenses to cost centers
- Department wise budget allocation for all accounts
- Online and batch posting of vouchers by authorized users
- Defining narration for vouchers for ease of data entry
- Flexible voucher numbering - daily, weekly, monthly, yearly and carry forward
- Recurrent JV entries, Replication of JV, JV reversal
- Fiscal year definition
- Receipt/Payment voucher against invoice, on account, new reference. against orders, advance adjustments
- TDS monitoring
- Debit notes/credit notes
- TR6 challan
- Book closing , Period closing and Financial year closing

### **Reports:**

- Chart of accounts and chart of groups
- Day books , Journal, bank book, cash book, sales book, purchase book, debit note book, credit note book
- Debtors ledger
- Creditors ledger and aging analysis
- Supplier outstanding and aging analysis
- Trial balance - for general and sub-ledger
- Profit and Loss statement ,Balance sheet
- General Ledger
- Cash flow statement
- Unposted voucher listing
- Complete reports for any financial year group to vouchers level - T/B, P&L, GL
- Variance Analysis
- Consolidation at branch/HO of GL, T/B, P&L
- Budget reports - planned Vs actual and Expense comparison reports
- Bank reconciliation and Bank statement

- TDS statement - Form 16A and TDS returns

**Advantages:**

- On-line and batch posting of vouchers
- Complete TDS functionality
- Consolidated reports for any level of the company hierarchy
- Complete reports to voucher level

**AMS Modules : Purchase Management**

Purchase function has seen a major change in recent past with concepts like global sourcing, on line purchases, open auctions etc. **AMS Purchase management module** aims at equipping the purchase function with these tools for the smooth functioning of the organization. All purchasing and subcontracting activities starting from inviting quotations, supplier history, generation of purchase order, supplier evaluation exists in this module. Facility exists to handle import of in the system. AMS Purchase Management is integrated with Inventory, Finance & Production Planning.

AMS Purchase is integrated with Inventory, Finance & Production Planning

**Features & Highlights:**

- Detailed database on Supplier/Subcontractor/Service Provider
- Materials requirement through Bill of material concept
- Automatic generation of purchase requisitions based on Min-Max. level
- Quotations from various suppliers and Quotation validity
- Subcontracting - generation of process orders
- Multiple indents for Multiple items in a single PO
- Purchase order processing for Raw Materials, Sub-contracted items, Bought out items, Non-inventory items, Fixed Assets
- Purchase order entry with item details and other details like taxes, discounts, extra charges like freight, P&F, octroi , payment terms etc.
- Excise consideration in Purchase and Process Orders
- PO authorization, PO amendments with complete amendment history
- Order cancellation and order closing
- Multiple delivery schedules
- Quality inspection of goods
- Advance adjustments
- Purchase bill with updation of GL and purchase book
- Service indents and PO, Service contracts , Service Bills against service contracts
- Value based approval of indents
- Purchase Bill for import and Excise consideration in imports
- Provision for SCM integration through Internet - posting quotation on web by suppliers, Importing quotations into ERP after validations

**Reports:**

- Supplier evaluation
- Outstanding RFQs
- PO tracking reports and Expected Deliveries
- Materials accounting with subcontractor
- Pending work status
- Inspection reports
- Indent , Purchase order Printing

**Advantages:**

- Highly integrated to reduce data entry
- Reports for Order tracking for complete control on the procurement cycle
- Complete import functionality with handling of custom details
- Service cycle with service contracts and service bills
- MIS for vendor evaluation

**AMS Modules : Inventory Management**

Working with optimum inventories is a major task cut out for all business organizations to remain competitive in the current business environment. **AMS Inventory Management module** covers all stock related functions of an organization. AMS Inventory handles all the store activities of issues, dispatches, receipts and quality control. The lot wise stock of each item is maintained and various MIS are provided for tracking stock movement. AMS Inventory is integrated with Sales and marketing, Purchase, Finance & accounts, Equipment Maintenance, Production Scheduling and manufacturing.

**Features & Highlights:**

- Maintenance of stock code and Multiple Levels of Classification of items
- Excisable items - Definition and Chapter allocation
- Multiple units of measurement
- Alternate items for Production Planning , if any
- Handling of non-stock low value items
- Lotwise tracking of inventory at shop floor and main stores
- Tracking of item quantity on various parameters like in stock, available, reserved, ordered, rejected and defective.
- Stock Valuation - LIFO/FIFO/weighted average
- Material Requisition from different users
- Receiving material against sales order processing, material requirement, subcontracting, gate pass and production requisition
- Landed Rate of Items
- Quality Control based on QC parameters
- Handling Material Rejections and Rejected Material dispatch to subcontractors
- Linking of GRN to PO and Invoice
- Generation of returnable/non returnable Gate pass

- Cenvat claim for capital goods
- Physical verification of stock
- Reallocation of reworkable stock
- Handling of Multiple warehouses and consolidation including Stock transfer, Receipts from other warehouse

#### **Reports:**

- Stock ledger
- ABC Analysis
- Movement Analysis
- Finished Goods Aging Analysis
- Consumption Analysis and integration with GL
- Requirement Analysis
- Excise Ledgers - PLA, RG23A Part I, RG23A Part II, RG23C Part I, RG23C Part II, Form R.T. 12 and Daily Stock Account
- Statutory reports
- Repair Register - Account of duty paid goods received for reprocessing and repair
- Processing Register - Stock register for goods sent processing job work
- Form D3 - Sales return
- Rejection Reports
- Item wise transaction detail
- F/S/N analysis
- Goods received status report
- All registers of stock ledger for any period including Receipt register, Issue Register, Despatch Register

#### **Advantages:**

- Online status of item quantity in terms of in stock, ordered, rejected and reworkable quantities.
- Lot wise tracking of items which provides ease of tracking the stock movement
- Automation of excise registers
- In depth analysis to help maintain optimum stock levels

#### **AMS Modules : Production Scheduling & Manufacturing**

Automated production scheduling, machine loading in order to maximize asset utilization is the key to reduce cost of manufacture. **AMS Production Scheduling and Manufacturing module** helps an organization plan production with the optimum utilization of all available resources. Material Requirement Planning is based on the product requirement plan generated by the sales department. System evaluates feasibility of production using details like available raw material, on order material, machine availability and capacity. A production schedule is generated for all machines where the scheduling in an optimized fashion based on the priorities of production. AMS Production Planning & Manufacturing is integrated with Sales & Marketing, Inventory & Purchase.

### **Features & Highlights:**

- Definition of manufacturing process inputs, outputs, by products and overheads
- Bill of material for all products
- Customer wise production advice and sales forecast
- MRP based as machine capacity and availability, machine efficiency, raw material availability, giving feasible quantity for production
- Production plan for machines with optimum utilization of all available resources like raw materials & machines
- Option to update production plan to change input parameters or change production priority on quantity using fresh production advice
- Generation of production schedule detailing inputs and outputs
- Automatic generation of MRS on finalization of plan
- Generation of process requisition for processes that have to be subcontracted
- Provision for reserving quantity for production
- Automatic generation of job orders for production
- Option to make daily/ weekly plans for production

### **Reports:**

- Raw material consumption analysis
- Daily Plans and Periodic Plans
- Machine efficiency and Utilization analysis
- Raw Material requirement against sales forecast/ production advice

### **Advantages:**

- Definition of multi-level Bill of Material
- Automated material requirement planning
- Dynamic planning based on sales orders
- Generation of production schedule for machines
- Analysis of machine efficiency and utilization

### **AMS Modules : HR & Payroll**

Performing organizations realize the importance of human assets. Ordinary people can bring about extraordinary results if proper and congenial working environment is provided. **AMS HR & Payroll module** facilitates all the HRD, Personnel & Payroll related activities of an organization. This module is suitable for any type of salary structure and reporting structure. Detailed employee database is maintained along with the details of salary, attendance, leave and appraisal/promotion of each employee. AMS HR & Payroll also generates the income tax plan for all employees taking into account the investment and other details. AMS HR & Payroll module is integrated with Sales & marketing, and Finance.

### **Features & Highlights:**

- Consultant and candidate databank
- Manpower planning and recruitment including generation of call letters and appointment letters
- Maintaining record of employee details including job related details, qualification, work experience etc.
- User definable salary components for earnings, deductions, allowances and reimbursements
- Formula based grade wise/designation wise/location wise/employee wise salary structure
- Defining statutory parameters for PF, ESI, Superannuation and Gratuity
- Payroll calendar based on working days/payment days
- Professional tax management
- Leave entitlement details for each employee
- Shift roaster to generate employees' working calendar
- Full attendance records
- OT tracking and approval and processing
- Recording advance compensating off department/employee wise and arrears calculation
- Loan structure, application and sanction of loan
- Bonus processing
- Category/employee wise salary processing taking into account attendance, salary components, PF, ESI, arrears, tax and reimbursements
- Leave encashment and posting of salary details in finance
- Training related details - training program and analysis
- Performance rating against various user defined performance factors
- Employee history records like promotions, transfers, salary increments
- Complete separation procedure including settlement and exit interview, gratuity and superannuation
- Income Tax functionality - Tax slabs/surcharge Investment details TDS plan generation on basis of LTA, perks, investment, HRA and CLA details Statutory reports

### **Reports:**

- Salary slip and Salary register
- Monthly gratuity report
- EPS reports EPS 5 ,EPS 6, EPS 7, EPS 8
- PF reports, PF challan Form 6A, Form 5, Form 3A,Form 9 ,Form 10 ,Form 12A, Form 2
- Loan statements
- ESI Reports ESI challan, Form 6, Form 7
- Income tax reports Income tax register Tax computation reports Form 16 ,Form 24, Form 2D
- Bonus register Attendance register
- Full and final settlement

### **Advantages:**

- Highly integrated and suitable for any organization
- Reduction in data entry
- Automation of recruitment procedure and maintenance of candidate databank
- Track of employee history of appraisals, promotions, transfer and separation
- Complete income tax functionality and generation of statutory PF, ESI and Income Tax reports