

# Hofinsoft

Your Challenges. Conquered.



## Corporate Presentation

**Microsoft**  
Business  
Solutions

**Microsoft**  
DEVELOPMENT  
Partner



## Agenda

- Corporate Background
- Our Software Products & Industry Solutions
- Enterprise IT Solutions
  - ✓ *Dynamics Ax EAM Implementation*
  - ✓ *Application Management Services*
  - ✓ *Microsoft Application Platform*
  - ✓ *Enterprise Database Management Services*
  - ✓ *Software Product Development*
  - ✓ *Professional Services & Consulting*
- Business Process Outsourcing
  - ✓ *Healthcare Solutions*
  - ✓ *Media & Publications*
  - ✓ *Real estate Solutions*
- Knowledge Process Outsourcing
  - *Financial Solutions*
- Legal Process Outsourcing
  - *Business & Legal Solutions*
- Benefits & ROI
  - *Key Strategic Benefits for Enterprise IT Solutions.*
  - *Key Strategic Benefits for Process Outsourcing.*
- Knowledge Profile
- Partial Client Lists
- Location Presence

## Corporate Background

- ✓ Over decades of business management, consulting, technology development and implementation experience all over the world.
- ✓ Solid track record and customers-centric company with more than 250 employees, including industry solutions experts, functional consultants, technologists and project managers.
- ✓ Software products, industry solutions and productivity tools for number of industries built on Microsoft and Oracle platforms.
- ✓ Global delivery experience team in managing clients' critical business objectives and implementing packaged software & custom solutions, mission-critical applications and BPO services.
- ✓ Microsoft ISV/Development Partner for design and development of ERP, CRM and .Net platform applications. Strategic partnership with Oracle as Oracle Network Partner.
- ✓ Our Culture – ***Innovative, Passionate and Driven.***

### Our Software Products

Hofinsoft’s deep experience working with number of industries, including process manufacturing, heavy equipment manufacturing, power & utility, constructions, equipment services industry, transportation & logistics and retails for more than a decade, and has been serving these industries with innovative software products, industry solutions and services. Our strategic partnership with MICROSOFT as ISV and Development Partner and now with Oracle as Oracle Network Partner is aligned with our long term vision to continue sustainable product innovations and industry solutions for our clients and business communities all over the world.

Hofinsoft Software Products has a powerful solution that addresses real business challenges in many industries that require real time information to manage, track and support productivity.

Some of our products are showcased below:-

- ü Microsoft Dynamics Ax “Enterprise Asset Management”
- ü eIMPACT (Integrated Computerized Maintenance System)
- ü eMAVERIC (Inventory Management System)
- ü NomCat (Catalog Management System)
- ü LINECAT (Line Based Catalogue)
- ü CIMS (Corrosion & Inspection Management System)
- ü PRISM (Program Review of Inventory and Spares Management)
- ü PMS (Permit Management System)
- ü TTMS (Transportation Management)
- ü REMS (Retail Management System)
- ü eMedSuite (Electronic Medical Management Suite)



## Industry Solutions

### q Oil & Gas and Petrochemicals:

Plan Maintenance Planning, Parts & inventory requisitions, work Order Schedules, Workforce management and repairs.

### q Energy & Power:

Machinery & parts planning, stocks planning and maintenance.

### q Manufacturing:

Assets, equipments, parts, tools and gears tracking, repair and maintenance management.

### q Transportations:

Fleet Management, Maintenance and Reporting.

### q Industrial Equipments:

Equipment Management for Forklifts, trucks and other earthmoving parts for repairs and maintenance.

### q Healthcare:

Hospitals' assets, medical diagnosis machines, regular gadget and workforce planning as Facilities management.

### q State & Federal:

Parks, Recreational properties and government assets, facilities and buildings for repairs, inventory stocks planning and regular maintenance.

## Enterprise IT Solutions

Ø Application Management Services: **SLA based services agreement**

*Dynamics Ax EAM, Dynamics Ax 4.0/3.0, GP Dynamics CRM, Salesforce.com*

Ø Microsoft Application Development: **T&M and fixed fee contracts**

*Visual Studio, .Net, XML, C#/ASP, C++, Sql-Server, Crystal Reports*

Ø Oracle Application Development:

*Developer 2000, PL/SQL, Oracle 9i/10i, Oracle Reports*

Ø Enterprise Data Management: **World-class data experts and team**

*Architecture, Data Modeling, Test Management, Performance Tuning, Data Migration, Standardization, Re-engineering and Maintenance.*

Ø Software product development services: **Structured approach**

*Product management roadmap, Lifecycle planning, Product development, integration & testing.*

Ø Professional Services & Consult.: **100% Satisfactions guaranteed**

*Project management, Implementation & Training, Staffing and Resources Planning*

Ø Software Quality Assurance & Testing Services (Planning)

## Business Process Outsourcing

### Ø Health Care Solutions

- § *Medical Transcription*
- § *Medical Coding*
- § *Billing and Claims Management System*

### Ø Media & Publication

- § *Data & Content Transformation*
- § *E-Publishing*
- § *Imaging & Indexing Services*

### Ø Real Estate Services

- § *Title Processing*
- § *Mortgage Processing*



## Knowledge Process Outsourcing

Our Complete Accounting and Financial Services is designed to complete your daily financial record-keeping tasks as well as your month-end closing tasks, followed by preparation of your monthly financial reports and analysis of your business.

We provide the following Accounting Services

- § *Accounts Payable*
- § *Accounts Receivable*
- § *Cash Management*
- § *Fixed Assets*
- § *Financial Reporting*
- § *Quarterly Tax Filing*
- § *Payroll*

## Legal Process Outsourcing

Our Business & Legal Solutions offer a comprehensive and efficient single stop solution for the legal fraternity. We provide readily accessible data enabling information to be queried, sorted, located, distributed, archived and viewed specifically or as a whole in any subject.

To name a few of our Litigation Support capabilities:

- § *Document Scanning and Imaging*
- § *Optical Character Recognition*
- § *Bates numbering*
- § *Logical Document Preparation*
- § *Standard Bibliographic Coding*
- § *Names Standardization*
- § *Capture of Keywords*
- § *Custom Formats*
- § *Electronic Data Discovery*

## Benefits & ROI

### Key Strategic Benefits for Enterprise IT solutions

- § Reduce Plant maintenance and operating cost
- § Properly maintained machines minimizes downtime
- § Production cost decreases.
- § Continuous improvement in commonly performed work.
- § Improve employee work efficiency.
- § Improve reporting and analysis capabilities.
- § Comply with Health and Safety Regulations.
- § Improve Business Planning and make informed decisions.
- § Improve operational efficiencies.
- § Increase productivity and profitability.
- § Improve strategic and business planning; Analyze records, needs and patterns.
- § Identify trends and highlight potential problem areas.
- § Improve controls and accountability; Lead to better quality of work.

### Key Strategic Benefits for Process Outsourcing

Information lies at the heart of every organization. Some have information that is very sensitive; for others, information is time-sensitive, and critical. Some retain too little information; some have so much that they can't hope to use a fraction of it. Some don't know what information they have, while others can't access or share theirs. Most don't manage information well; others don't even realise it needs managing.

Wherever there is Corporate Information, there is the need for a solution. Hofinsoft offers that solution. We partner with some of the world's leading organisations to create customised solutions which manage Corporate Information in a strategic, structured and holistic way.

Our Corporate Information Solutions enable our clients to be more successful by:

- § **Improving your profitability**, because we help you win new business and retain the customers you already have.
- § **Enhancing your customer experience**, because we enable you to exchange information with them in a more efficient, responsive and impactful way.
- § **Reducing your risk**, because we protect the integrity of your brand, and we understand your sector's regulatory environment.

## Knowledge Profile

### Business Consulting

#### Background

- ü Industry Specialists
- ü ERP/SCM/BPR Consul
- ü Data & IQ Specialists
- ü Management Consul

#### Experience Overview

- 20 years of business consulting experience in manufacturing and 10 years in ERP, SCM and Business Process Reengineering and Over 5 years in strategic value chain and costs management.
- Manufacturing Process Analysis
- Focused approach to value creations

### Enterprise IT Solutions

#### Background

- ü CTO/CIO/VP
- ü Solutions Architects
- ü Product Managers
- ü CRM/ERP Analysts
- ü Database Architect
- ü Project Managers
- ü Lead Designers

#### Experience Overview

- Highly experienced and qualified IT professional with excellent educational background.
- Solving business & technical problems for clients reducing lead time, increasing productivity while reducing total costs of ownership.
- Specialized in implementing business solutions for various industries (CRM/ERP/SCM)
- Enterprise Data Management
- Integration between ERP and CRM and support services

### Process Outsourcing

#### Background

- ü Business Managers
- ü Functional Analysts
- ü Quality Managers
- ü Service Managers

#### Experience Overview

- Highly experienced in back-office process management and services
- Certified CPA/Costs/Tax Accountants
- Healthcare billing & transcription with full HIPPA compliance process
- Exp. financial services analysts
- Data Transformation and support infrastructure
- Experience dealing with clients in managing and supporting of the billing, accounts payables, financial management and business support services
- Onshore & offshore team for better customer services.

## Partial Clientele

| Domestic  | International   |
|---|---|
| Nuclear Power Corporation, India<br>(9sites /18units) | Deloitte Consulting, Canada<br>Microsoft Canada<br>Royal Canadian Mint, Canada<br>(Axapta EAM Implementations)<br>SHELL Services, Netherlands |
| Indian Oil Corporation (Largest Petrochemical)        | ISPAT INDO, Indonesia   |
| Bongaigaon Refinery & Petrochemicals Limited          | CERT Malaysia   |
| GMR Energy Limited                                    | Brandix Textiles Limited, Srilanka  |
| Kerala Chemicals & Proteins Limited                   | Arab Paper Manufacturing Company, Saudi Arab<br>(Axapta EAM Implementations)  |
| Zuari Industries                                      | Solugenix, USA (Dynamics AX Services)<br>Ensolvia, USA (Dynamics Ax Services)<br>Bonsai Inc, USA (Microsoft Development Services)             |
| Jeypore Sugar Company Limited                         | TransWorld Shipping   |
| Indian Infrastructure Equipment Limited               |   |
| India Cements<br>Microsoft India<br>Oracle India      |   |

## Location Presence

### SALES & MARKETING OFFICE - INTERNATIONAL

#### NORTH AMERICA

Hofinsoft Technologies, Inc.,  
34650 US Highway 19 North,  
Suite 301,  
Palm Harbor, FL 34684

#### MIDDLE EAST

Z2 Bldg., 4th Floor,  
76, SAIF ZONE  
PO. Box 8538,  
Sharjah, UAE

### DOMESTIC DELIVERY CENTERS - INDIA

Hofinsoft Technologies Private Limited  
G R Complex Annexe, 3rd Floor, 408/19,  
Anna Salai, Nandanam, Chennai 600 035  
Tel: +91 44 2432 9524 / 25 / 26  
Fax: +91-44-2432-9529

Hofinsoft Technologies Private Limited  
#3, Lakshmipuram, First Lane,  
Royepattah, Chennai 600 014  
Ph: +91-44-2811 1879  
Fax: +91-44-2432-9529

Hofinsoft Technologies Private Limited  
Kamala Subramaniam Arcade  
2851/35, Ist Floor, Trichy Road  
Tanjore, 613007

Hofinsoft Technologies Private Limited  
#10-5-4/5, 102, MAH Manor,  
Rd#1, Banjara Hills,  
Masab Tank, Hyderabad-28.  
Tel: +91-40-23371776  
Fax: +91-40-23371984