bafflesol
TECHNOLOGIES

COMPANY OVERVIEW

ISO 27001:2013 CERTIFIED COMPANY

servicenow PARTNER

Microsoft Gold Partner

SAP

Our Digital Transformation **goal is to** [_____] **which will be**

accomplished by [_____] **through the strategic**

selection and deployment of [_____] . **Success will be**

evaluated by [_____] .

Select Goal -
- Align inventory with sales
- Enhance customer experience and drive sales
- Enables Business Intelligence for real-time health of the business and better decisions by leaders
- Enables accurate production planning, budget planning, streamlining the supply chain, and managing projects for better profits

Select Method -
- Upgrading/Managing our ERP
- Overhauling IT infrastructure
- Implementing BI to have data-driven insights
- Adopting agile methodologies
- Creating IoT-connected products

Select Solution -
- Connect all enterprise functions using ERP,
- Manage customers using CRM,
- Easy Analytical dashboards for real-time health of the business and better decisions by leaders using Microsoft BI
- Accurate inventory, production planning, budget planning, supply chain using ERP,
- Bespoke software development to fit the need

Select KPI -
- Increased user engagement
- Reducing product development cycles
- Fewer cybersecurity incidents
- Increased throughput
- Increased sales conversion

Our Solution | Portfolio

BaffleSol with its **solution portfolio** is instrumental in transforming enterprises from being loosely connected functions to a centralized unit connected to all entities and functions with digital workflows.

Sales & Marketing
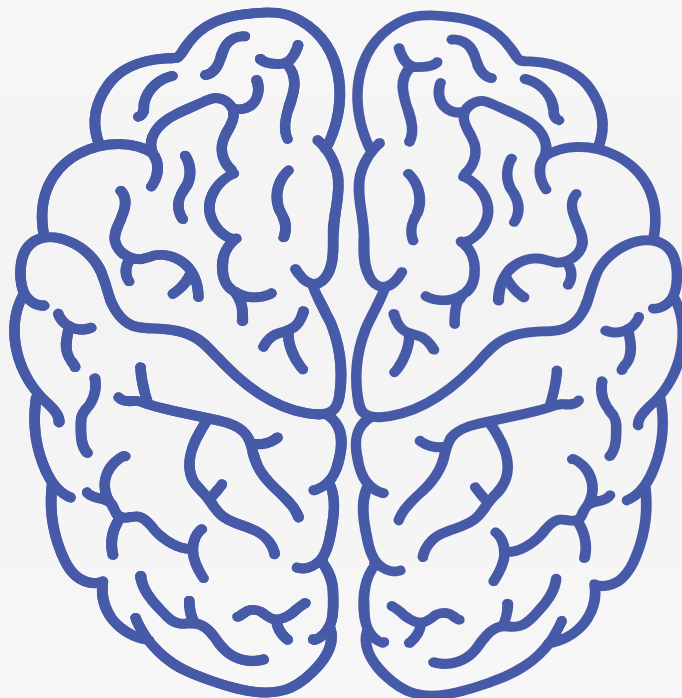Microsoft Relationship Sales, Customer Insights

Service
Field Service, Customer Service Remote Assist

Small and Medium Business
Business Central, Sales, Customer Service

HR & Finance
HR, Finance

Supply Chain
Supply Chain Management, Intelligent Order Management

Project Management
Project Operations

Our Solution | Portfolio

BaffleSol redefines **Power Platform**, revolutionizing your workflow with seamless custom business applications. Experience unparalleled ease and versatility, as we amplify efficiency and innovation in your digital landscape.

Power BI
powerful visual insights, analytics, and more

Power Automate
process automation to improve workflows

Power Apps
empower workforce to build enterprise-grade solutions

Virtual Agents
powerful AI Bots to maximize productivity

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Our Solution | Portfolio

With BaffleSol transcend limits with **Azure**: **PaaS & IaaS** - Unleashing the Cloud's Might for Effortless Integration, Limitless Scalability, and Revolutionary Innovation in Your Applications and Services.

Cloud Transformation & Optimization

D365/SAP on Azure Services

Database Services
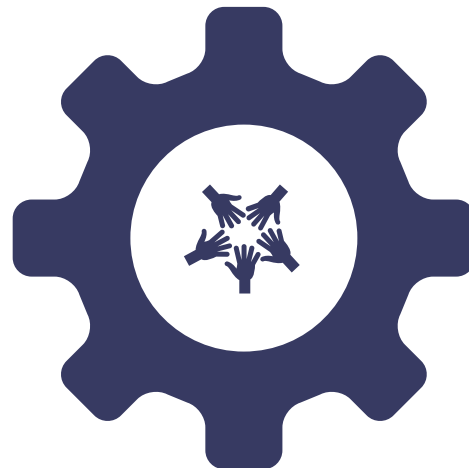
Disaster Recovery and Business Continuity Support

Cloud Hosting, Migration

Solution | Using IoT

Material and Inventory Tracking

With an IoT-based inventory solution, manufacturers can look at their business holistically, track real-time data on goods, and identify bottlenecks early on. With RFID and IoT solutions, companies can reduce operational costs and better track warehouse inventory.

E-Commerce

Multi-vendor platform to enhance and develop your e-commerce capabilities. Enabled with cross-selling, upselling, and drop shipping capabilities, our customisable multi-vendor solution allows you to receive orders, invoice clients, notify shipping and upgrade your inventory, all in a well-optimized process, saving human effort and costs.

Salesforce Automation

Manage your Salesforce more effectively and increase profitability with our automated solution. Our solution empowers field teams in effective route planning, asset tracking, invoicing, and payment collection with real-time data and analytics.

Industries | Benefitted So Far

We have added value across a multitude of industries, including

Agri Commodities(Tea/Coffee /MLP/Cotton/Grains)

- Compliance Management
- Contract Management
- Position Management
- Supply Chain & Logistics
- Business Intelligence
- Customer Relation Management
- Finance

Manufacturing & Retail

- Accounts & Finance
- Operations & Production Management
- Compliance Management
- Warehouse Management
- Business Intelligence

Food & Beverages

- Order Management
- Planning
- Quality Management
- Shop Floor Control
- Supply Chain
- CRM, Marketing & Operations

Construction

- Finance
- HRMS
- Finance & Payroll
- Production Planning
- Inventory & Logistics

Healthcare

- Finance & Billing
- Appointment Booking
- Facility & Inventory Management
- Reports & Analytics
- HRM
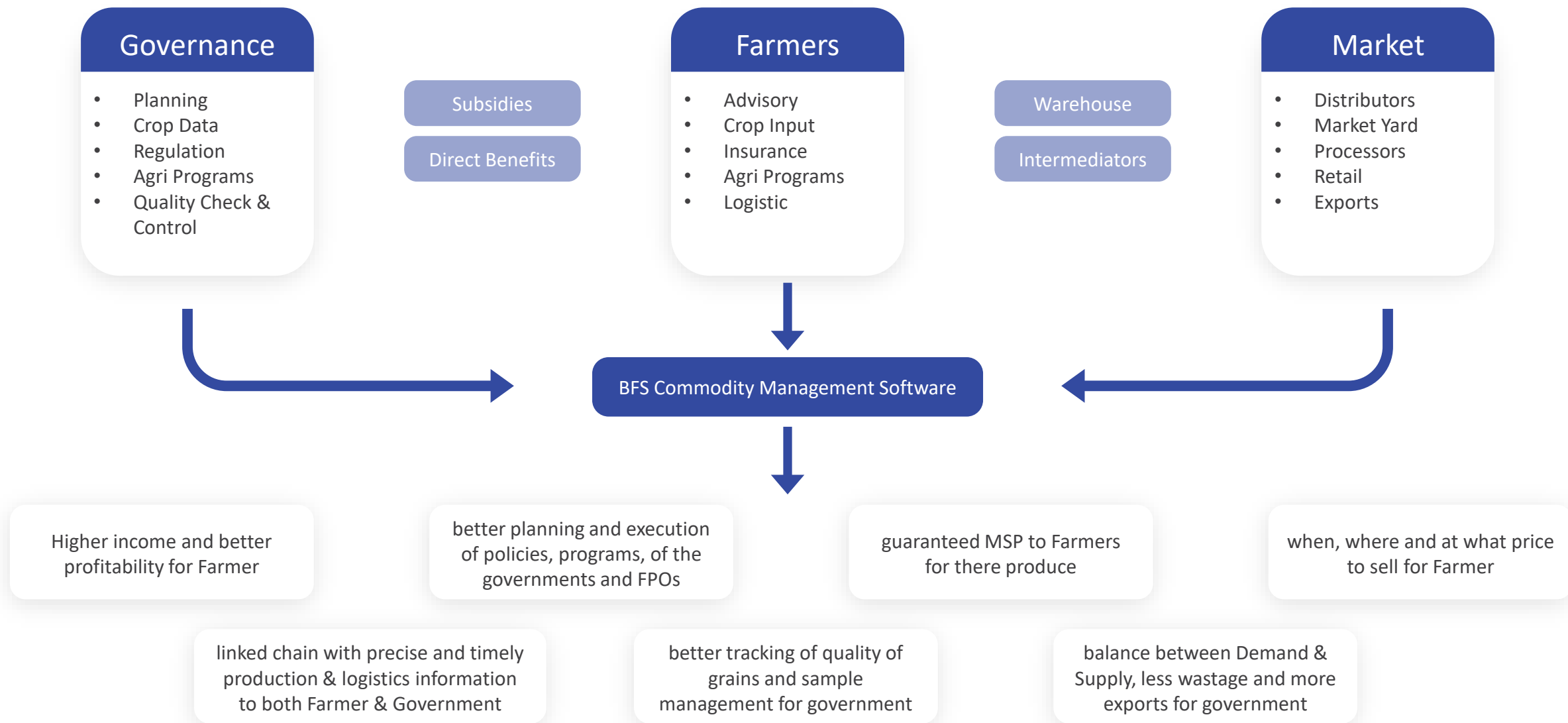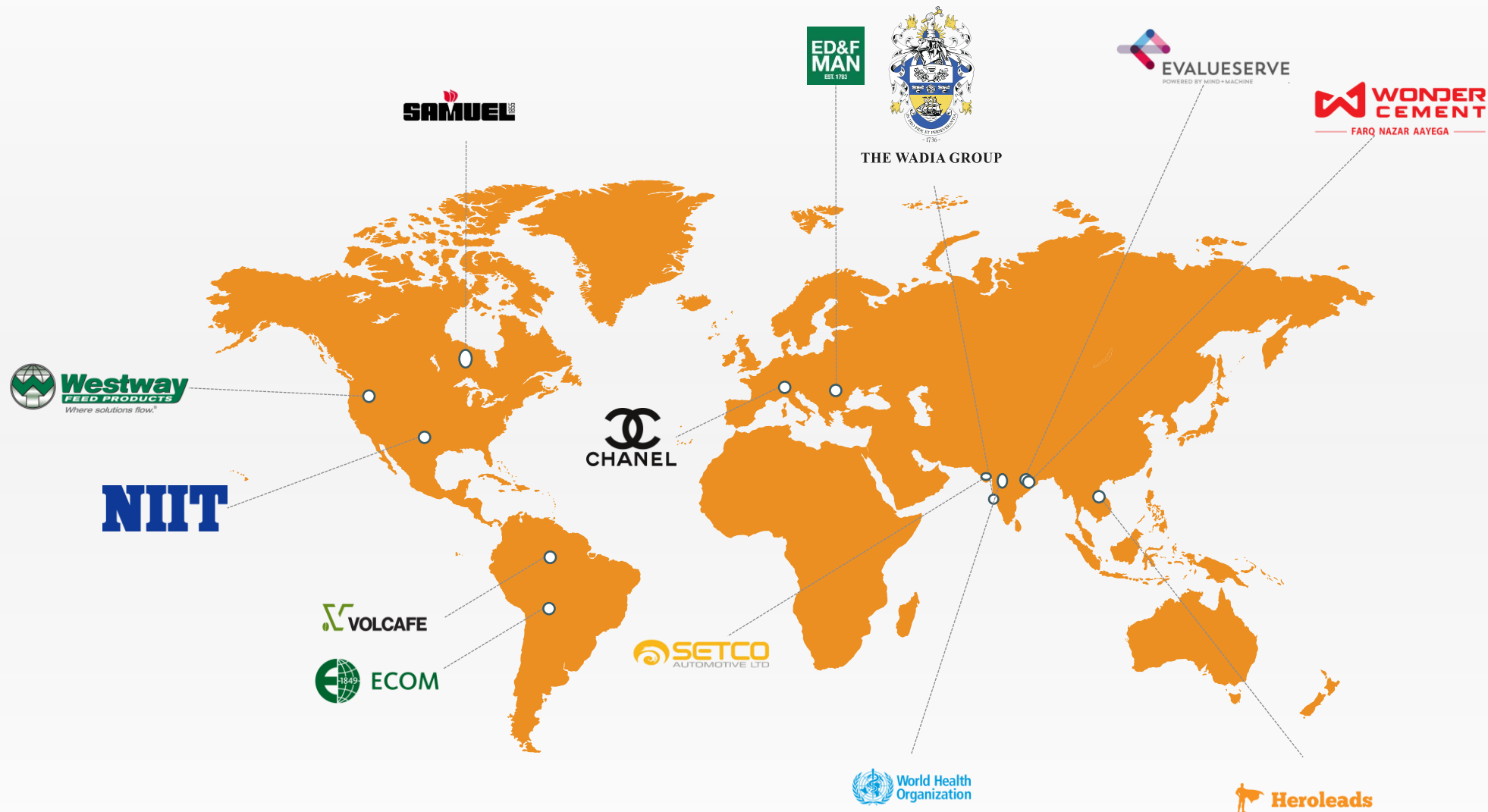- Pharmacy & Pathology management

Other Industries:

- Services
- Entertainment
- Automotive

Our **constant certification and training** has created a culture of **continuous improvement,** and making sure teams adhere to **processes**

Dynamics | Office | Azure

Certified Microsoft
Professionals

Certified Sure Step
Professionals
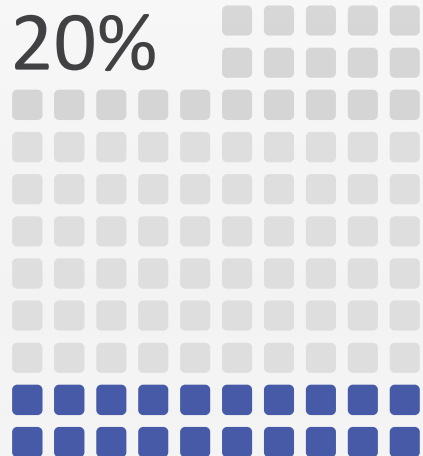
Certified DevOps
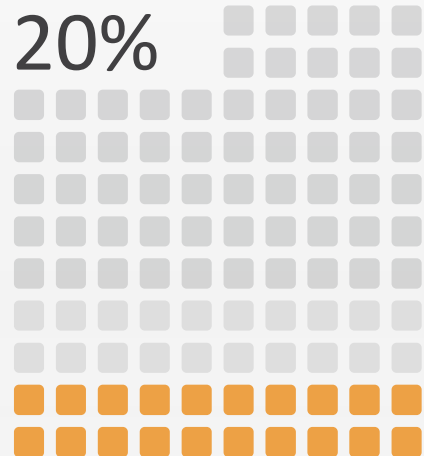Professionals

Certified SAFe Practitioner

Certified Kanban
Practitioner

Team Structure | We Maintain

20%

9+ years of Exp
FinOps, Business Central, CRM, SAP, .net, Power Platform

20%

7-9 years of Exp
FinOps, Business Central, CRM, SAP, .net, Power Platform
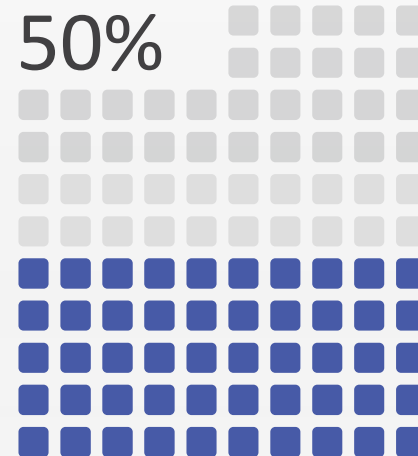
50%

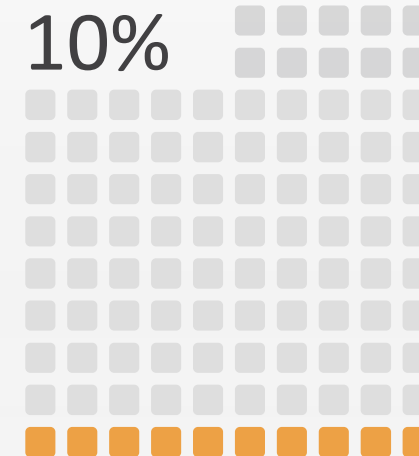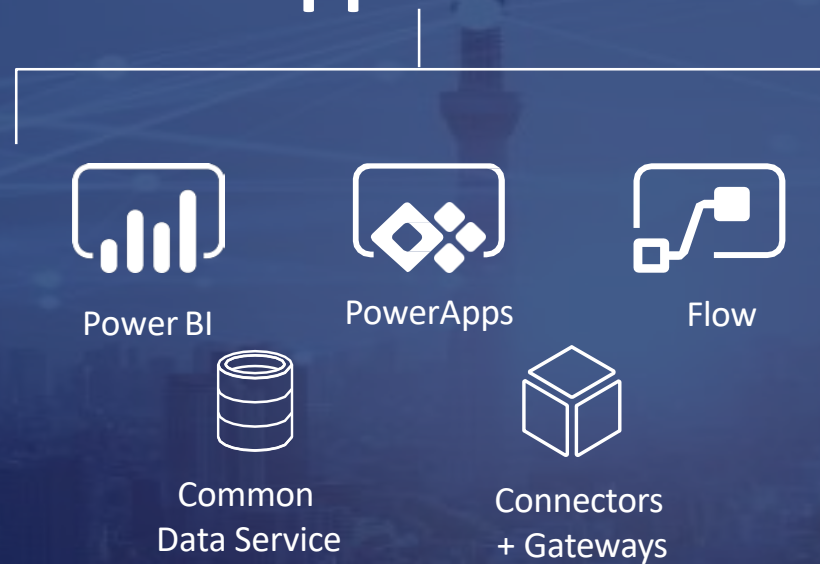**2-7 years of Exp**
FinOps, Business Central, CRM, SAP, .net, Power Platform

10%

1-2 years of Exp
FinOps, Business Central, CRM, SAP, .net, Power Platform

CLIENT PROFILE

The customer is Sweden's largest and most consistently successful retailers of grocery and operates the biggest supply chain network. Today, the Group has a total of 5 brands, made up of approx. 500 stores and 2 large scale warehouses with employee strength of 7000.

PAIN AREA

They lacked a consolidated platform where they could transition to next-generation technologies and make needed improvements while saving on costs. Stores need to focus on making the entire shopping and checkout experience faster and more convenient. Billing delays on the counter, slower check outs reduced bottom line. Supply chain shocks causing unnecessary congestion, Lack of next-generation systems that allow them to Track their inventory and manage their supply chains more with more pre-emptive and proactive visibility.

SOLUTION

Our SMEs designed the functional and technical solution for the client
- Data Migration from Legacy to SAP was planned, built and executed
- SAP POS design, build and deployment was done by our SMEs

IMPACT

Seamlessly integrated Central Master Data, Stores, Warehouse, Buyers, Central Finance and Audit
- Efficient manufacturing and supply chain planning
- Centralized Order and Inventory Management

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CLIENT PROFILE

Global agricultural commodities trading merchant, deals in sugar, coffee, molasses, animal feed and pulses. They provide access to commodity and capital markets through financial brokerage business, including futures & options, fixed income securities; equities; energy; base metals, foreign exchange, and OTC and exchange-traded agricultural derivatives.

PAIN AREA

They lacked a consolidated platform where they could
- Capture the indirect cost for different stages of Sales Process, Purchase Process and Production Process
- Onboard the Vendors, this being manual, it was slow, which was impacting the whole Purchase Cycle
- Struggling to determine the Positions and Stock on various stages; With logistics, integration was also a challenge. The customer had minimal information related to transport, transfer and loading
- Struggled to finalize an approach to deploy resources, process transactions, and report on all aspects of their financial and operational processes
- Solution to check lead progression through varying stages with a solution to manage Customer Events

SOLUTION

- Digitization of financial and Operational processes as far as possible
- Transparency & accuracy in the business transactions by bringing in automation
- Supply Chain Management and Cost Management implemented

IMPACT

- Ability to calculate the offer price for Vendors, and bifurcate the cost for direct and indirect cost
- Automated vendor onboarding with improved supplier communication and data integrity
- Global implementation of Supply Chain Management System and Transport Management system; customer has complete transparency of loading to transport with integration to Inventory management
- Ability to manage regulators with no-code configurations, better decisions on finance with Power BI App workspaces that gave in-depth reporting capabilities and embedded real-time analytics
- Live Dashboards to check various sales stages, achieved through –

  - Manage customer events
  - Automated follow-up messages
  - Lead generation
  - Registration conversion

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CLIENT PROFILE

One of the largest KPOs' in designing innovative solutions – from "research augmented data analytics" to RoI-focused digital transformation and mind+machineTM workflows. HQ in Switzerland and a global footprint with clients in over 46 countries, with impact driven solution for its C Suite leaders, powered by a workforce of over 25K and providing knowledge services and Analytics services in industries like life sciences, manufacturing, financial services etc

PAIN AREA

- Inconsistent and error-prone data
- Fragmented data sources
- Redundant data capturing processes across teams
- Error-prone manual processes when updating information

SOLUTION

We developed reports for them in Microsoft Power BI, which got connected to their CRM Online instance and fetched data according to the requirement and then published these reports to the web.
After the reports were published a link was provided which was further used by the end users to view the reports online from outside the CRM and the same link was used to attach the Power BI report to CRM Dashboard which is easily used by CRM users.

IMPACT

- Reduced turnaround time and improve the quality of their data.
- Augment their investor company profiling and classification research
- Rapidly extract and cleanse 900 buyer logs and around 17,000 interactions and deals.
- It improved internal as well external customer overall experience

Baffle Technologies

CLIENT PROFILE

Leading merchant and processor of agricultural goods. With portfolio of Grains & Oilseeds, Coffee, Cotton, Juice, Rice, Sugar, Freight and Global Markets, they feed and clothe some 500 million people every year by originating, processing and transporting approximately 80 million tons of products.

PAIN AREA

They lacked a consolidated platform where they could
• Sales E-Invoice GST data update, required a Manual intervention which led to human error and lots of manual work
• Coffee chain is not mapped and managed differently in the warehouses , leading to less transparency and no complete Information for the capacity of warehouse
• Contract management was a manual process, consolidating all the information of the determined contract and generate the legal contract, took lot of time leading to delays
• Open Contract information is manual, and producer doesn't get the complete information on time
• Complete Coffee Purchase Process (Procure to Pay cycle) is manual and led to many human errors

SOLUTION

• Automated GST information update in system
• Automated Purchase process in system

IMPACT

• Automated solution which GST information and update the identified people in customer system.
• Help business to have better control on purchase cycle start from bidding to final payment and better transparency for warehouse and inventory

CLIENT PROFILE

Customer is the global supplier of agricultural-based liquid solutions with the resources, service, technical support and collaborative culture to understand and meet their needs through products and solutions that help them thrive, not just survive. Our client is committed to providing the agricultural industry with world class service and the best available molasses-based products

SITUATION

They lacked a consolidated platform where they could
- Environment, deployment & upgrade support was required
- Pre-payment for customers was managed manually and interest calculation on advance payment was also managed manually

SOLUTION

Customization in AX system to calculate the advance payment and interest also support for AX System related to Infra , security , data backup , changes in the current Supply chain management system of dairy products

RESULTS

- This helped them to update no lag information system
- Customization in AX system to calculate the advance payment and interest

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CLIENT PROFILE

One of the leading manufacturers of automotive components for the OEMs. The US $445 Million Group, with a workforce of more than 16,000 is catering to the leading Passenger Vehicle, Commercial Vehicle, Motorcycle & Scooter, Off-road Vehicle & Tier 1 Manufacturers in India with presence in Indonesia, Vietnam, Uzbekistan, U.S.A. and Japan. We also serve to after market segment in India through a strong dealer distributorship of about 450 dealers.

PAIN AREA

- Fragmented dealer network
- Slow 'item discount schemes' adoption by dealers, failing to push sales
- Lack of reports like target vs achievement, Sales reports, customer wise total o/s, geo tagged tour plan
- Limitation of legacy application like 'tally'

SOLUTION

- Customer developed an application in DotNet named 'Dealer Management System' , that :
- Streamlined their entire dealer network on one platform with easy access to order and schemes
- Fetched data from their ERP to quickly run various reports
- Run analytics on data to make intelligent decisions
- Update collections data
- Apply schemes to push sales

RESULTS

- 20% increase in sales orders
- All dealers on one platform, increasing operational efficiencies
- Increased revenue due to better decision making based on live data reports
- Motivated salesforce, leading to better sales

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CLIENT PROFILE

A global manufacturer of perfumes and cosmetics had outgrown its existing ERP system and wanted a solution to help manage their data from international operations, different POS integrations and inventory management

PAIN AREA

- Fragmented inventory
- Lack of reports like target vs achievement, Sales reports, customer wise total o/s, geo tagged tour plan
- Integration with different POS and different tax policies
- Reduce business risk
- Reduce costs

SOLUTION

- Access data from remote locations easily and securely
- Stabilize processes to improve speed and accuracy
- Enhance inventory management
- Integrate Business Central with external vendor systems
- Consolidate financial reporting from international operations
- Successful implementation with in six month

RESULTS

- 20% more efficiency in management
- All POS integrated to one platform, increasing operational efficiencies
- Increased revenue due to better decision-making based on live data reports
- Flexibility to quickly deploy and use additional functionality like production in Dynamics 365 when needed