

Industry Use Case Series



ProductDossier[®]
Project Management First

TouchBase[™] EPC

We Build
Project Management Culture*
for your Enterprise.

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*A set of norms, values and behaviors exhibited by a project. organization, manifested in project management systems, processes, methodologies, and mindset of people. directly or indirectly involved and / or influencing the project

Business Challenges

Preparing BOQ & Cost Sheet

BOQ/ BOM details along with associated cost estimation are mostly captured in Emails/ Excel. This leads to erroneous technical & commercial feasibility and the organization may be pursuing the wrong Proposals.

Integrated Project Procurement

As the biggest challenge on EPC projects, the procurement process including PR/Supplier Quotes/PO/GRN/Invoices are not streamlined - gets delayed at every stage. Another challenge is cost control. Both these challenges result in delays and cost escalation.

Tracking Project Cashflow

EPC firms find it difficult to guard their margins very closely, as they lack an integrated approach to physical performance and financials. Cashflow is impacted by inefficient tracking of customer and supplier invoices.

Weak Project Management

Project plans are often Excel-based and very difficult to track plan vs. actual for timelines and financials. Fire-fighting and rework are the norms and erodes project profitability.

Managing Documentation

EPC project documents such as drawings, specifications are exchanged via Email or Shared Drives. Lack of digitizations 'creates process delay' and also results in outdated documents referred to for procurement and manufacturing.

Collaboration Across Functions

EPC projects involve multiple functions and external vendors. For most EPC companies, it is a struggle to foster stakeholder engagement and real-time collaboration. Spreadsheets, Documents, and Email add to their woes.

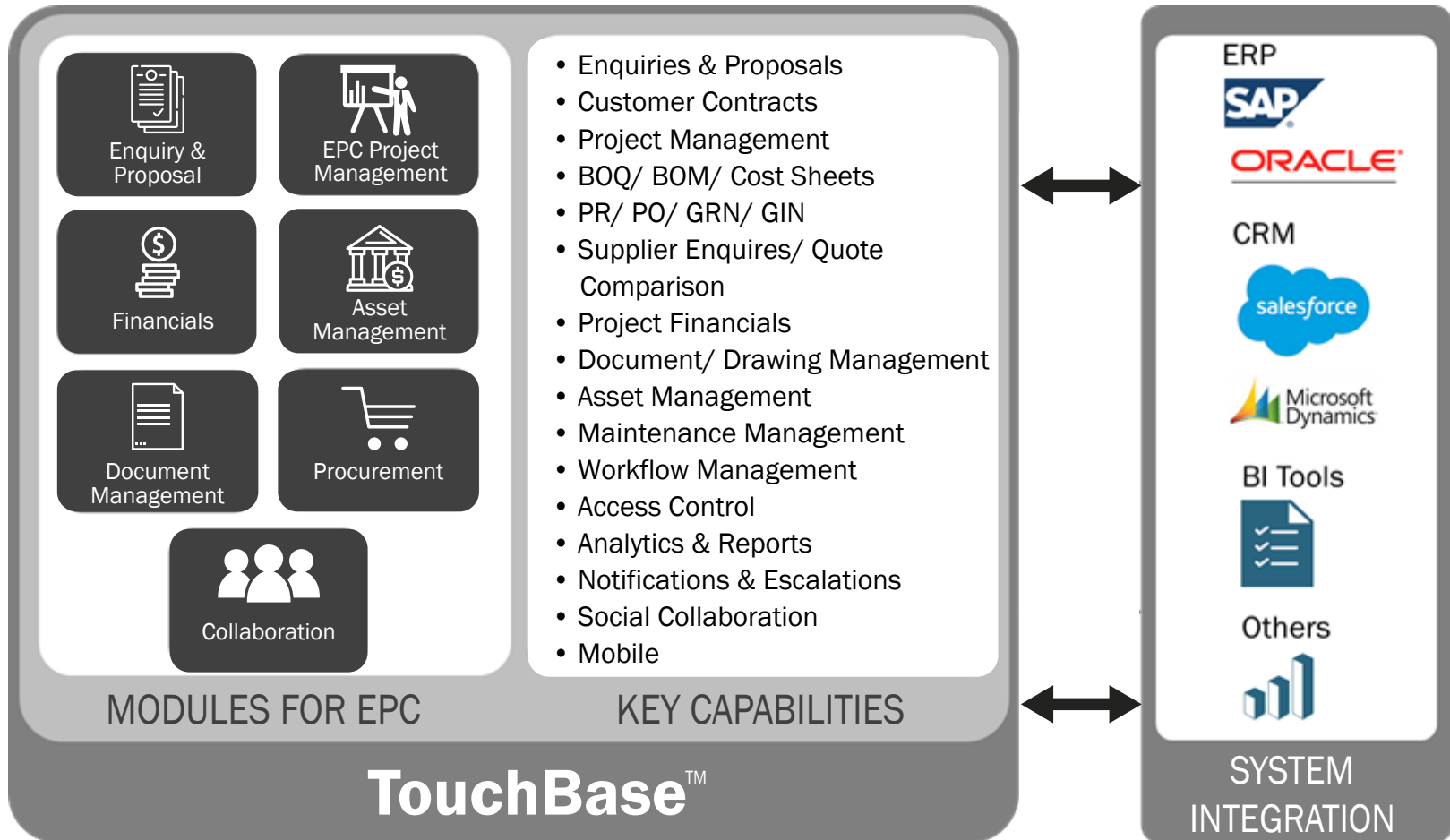
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A Life Cycle View



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For EPC



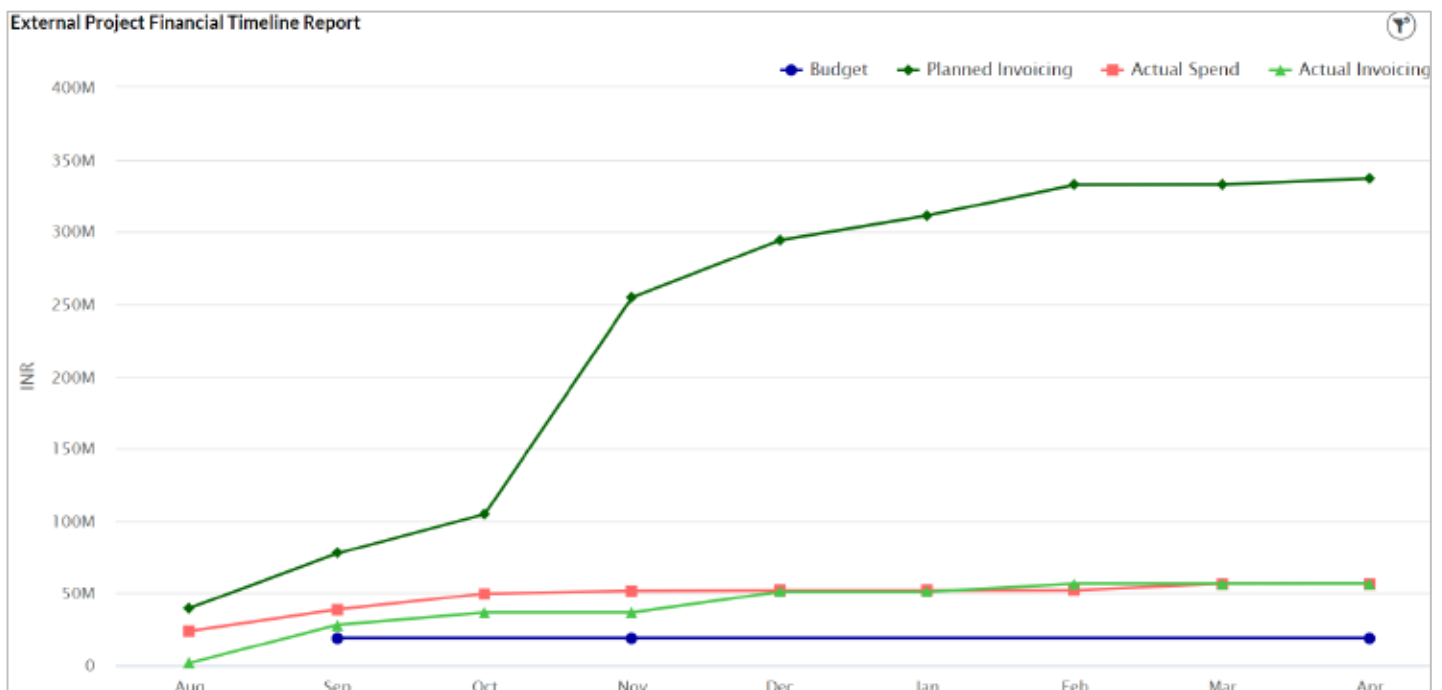
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TouchBase™ Solution

Analytics - A Sneak Peek

Project No.	Customer	GP Sheet Details							
		Revenue	Budget	Profit	Profit %	As Sold Profit %	Profit % Change	Actual Profit	Actual Profit %
PD0149	ABC Enterprises(CUS0005)	2,00,00,000.00	1,87,46,365.00	25,17,683.80	11.84%	6.43%	5.41%	-9,05,796.00	0.00%
PD0140	XYZ Pvt Ltd(CUS0003)	34,000.00	21,133.52	12,866.48	37.84%	0.00%	37.84%	30,000.00	100.00%
PD0139	XYZ Pvt Ltd(CUS0003)	0.00	79,62,400.00	8,65,177.95	9.77%	9.77%	0.00%	0.00	0.00%
PD0136	XYZ Pvt Ltd(CUS0003)	88,18,174.20	75,23,923.20	7,52,392.32	9.09%	9.09%	0.00%	47,21,806.10	58.37%
PD0132	Red Stone Infra(CM0002)	9,827.22	8,191.85	12,01,635.37	99.32%	0.00%	99.32%	-8,819.89	0.00%
PD0126	Red Stone Infra(CM0002)	0.00	12,226.84	-14,423.96	0.00%	0.00%	0.00%	-29,421.99	0.00%
PD0119	XYZ Pvt Ltd(CUS0003)	1,83,81,381.00	1,64,99,784.88	17,34,788.75	9.44%	10.36%	0.92%	23,52,476.15	54.96%
PD0089	Alfa Engineering(CUS0001)	10,000.00	5,00,000.00	-5,00,000.00	0.00%	0.00%	0.00%	1,180.00	100.00%
PD0087	Alfa Engineering(CUS0001)	1,24,52,200.00	1,15,48,077.00	4,51,923.00	3.77%	7.27%	3.50%	0.00	0.00%

S. No.	Item No.	Description	Unit	Cost	Quantity	Total Cost
1	C1200615	Relay Pcb Display Board 90x130	No	47500.0000	1.00	47500.00
2	C1200616	10K 1 4W 1%1206 SMD CHIP RESISTOR	No	33250.0000	1.00	33250.00
3	C1200617	16X2 CRYSTAL LCD CDT71602BSGB-1V3	No	3800.0000	4.00	15200.00
4	C1200618	Draw Out Relay Box-8007	No	47500.0000	1.00	47500.00
5	C1200619	Rela Box-L240xW145xH190mm Corrog	No	4750.0000	8.00	38000.00



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Differentiations

End-to-End Solution

Unique capabilities from **Proposal to their Project Management** powered by BOQ/BOM Management, Workflow Management, etc. delivers visible customer value at every stage of the business.

Assured Successful Implementation

Our numerous **past successes empowers our confidence** to engage and drive optimum processes, relevant integration touch points as well as the people change management dimension

Solution Specific to EPC Industry

TouchBase is designed incorporate **end-to-end and unique processes for the EPC industry**. This product design strategy significantly eliminates the need for customization

State-of-the-Art Technology

Our continual **investment in state-of-the-art technology stack** ensures security, performance, and scalability yet optimizing on your hardware costs.

Ease of Use Powered by Advanced UI/UX

Touchbase design strategy is centered around its users. Product configuration is **driven by superior UI and a great UX** fosters product adoption by users, thereby accelerating customer value.

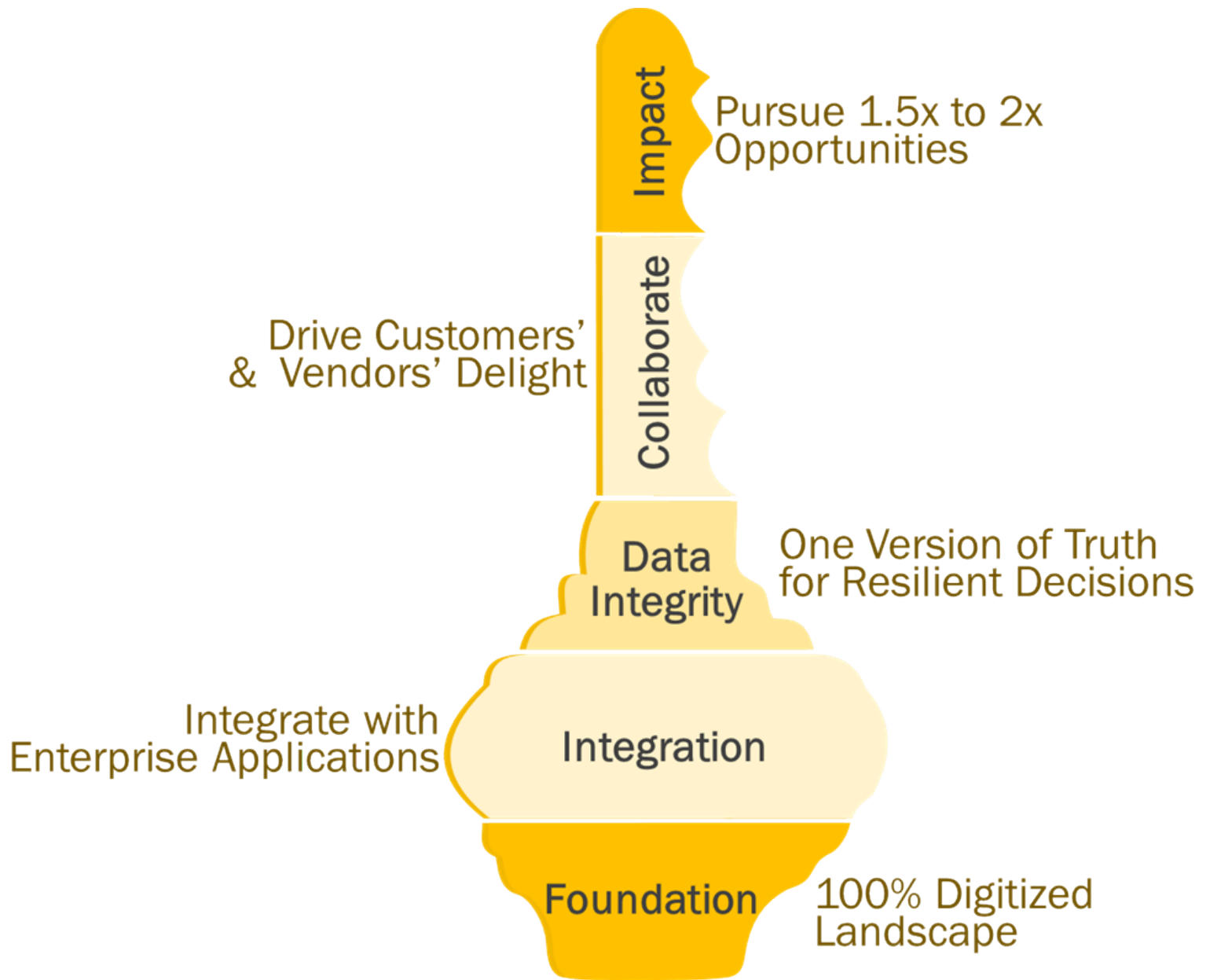
Best Value-to-Cost Ratio

Our solutions are designed to deliver 'business value' at every stage. Coupled with this, the TouchBase Cost Model is designed to optimize your investments and deliver a **Superior Value-to-Cost Ratio!**

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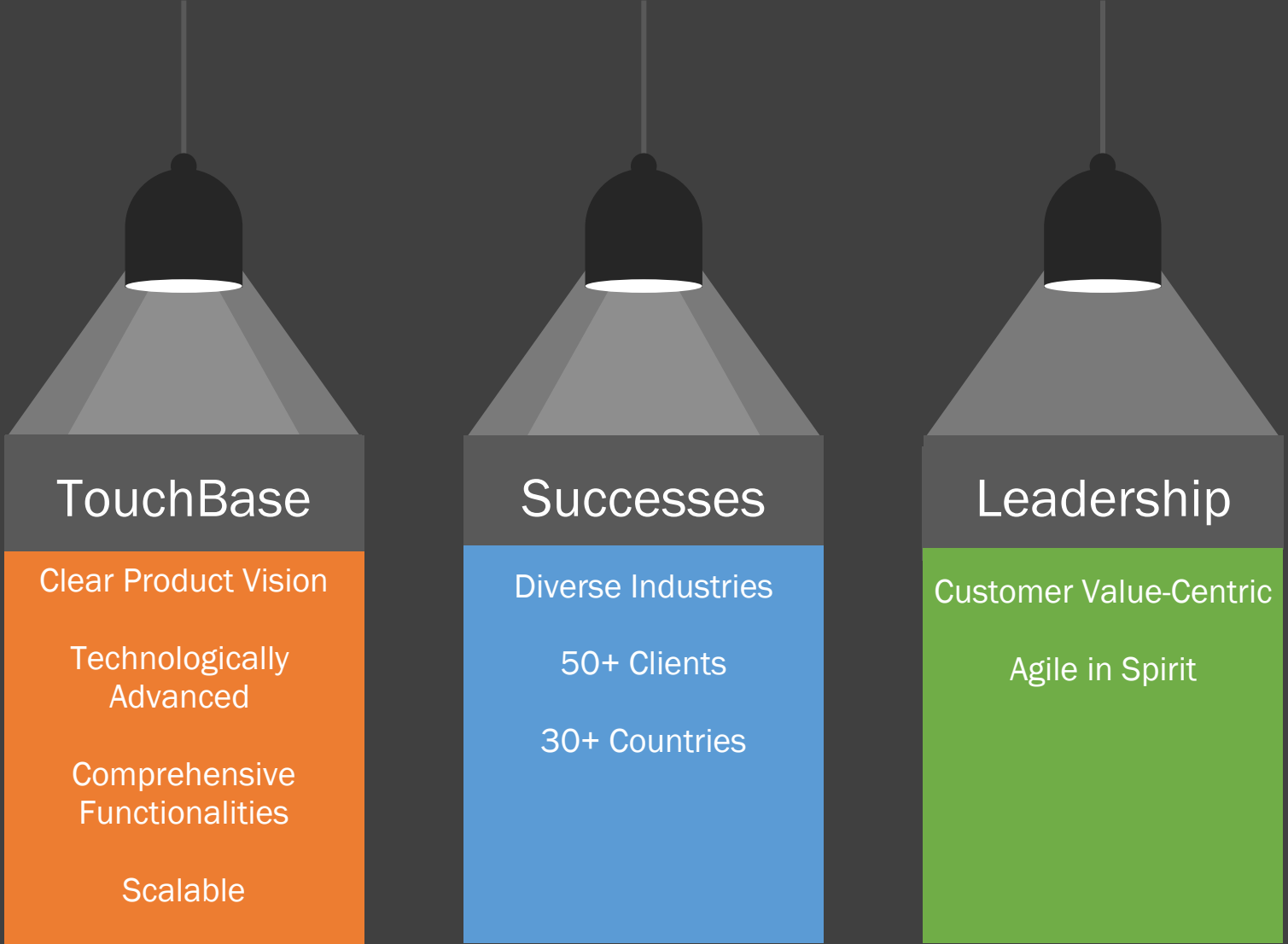
TouchBase™ Solution

The Key to your Business Impact



We build project management culture for your Enterprise.

Your Trusted Partner



We build project management culture for your Enterprise.

We are ready to build
project management
culture for your
enterprise.
Are You?



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