

# Industry Use Case Series



**ProductDossier**<sup>®</sup>  
Project Management First

## TouchBase<sup>™</sup> Made-to-Order

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

# Made-to-Order

## Business Challenges

### Scope & Quote Development

- Lack of standard process for proposal making
- BOQ/BOM details and their cost estimation are on emails/Excel, leading to inaccurate technical & commercial feasibility.
- Capture all cost categories like Travel etc.
- Access to last purchase price etc. from the procurement database.

### Realtime Project Financials

- Tracking project planned & actual profitability is missing.
- Tracking project cashflow is always a challenge.
- Reliance on spreadsheets and emails complicates it further.
- Missing approvals on cost escalations.
- Lost revenue due to ineffective change requests tracking and approval.

### Complicated Procurement Management

- Procurement teams are left with very little time to respond to confirmed orders and are always in catch-up mode.
- Tracking procurement status is always erroneous and time-consuming.
- Project-wise procurement or consolidating at the enterprise level
- Controlling procurement rates & quantity using approved cost sheets.

### Integrated Project Management

- MTOs are managed using a siloed approach to project management.
- Disconnected project timelines, project financials, project resources, project quality, and overall project health leads to weak project governance and ineffective customer satisfaction.

### Fit-to-Purpose Templates

MTO projects vary in value, complexity, life cycle, and methodologies used. Organizations choose a 'one-size-fits-all' approach as they are not able to 'templatize' according to the project needs.

### Collaboration Across Functions

MTO projects involve multiple functions and external vendors. For most 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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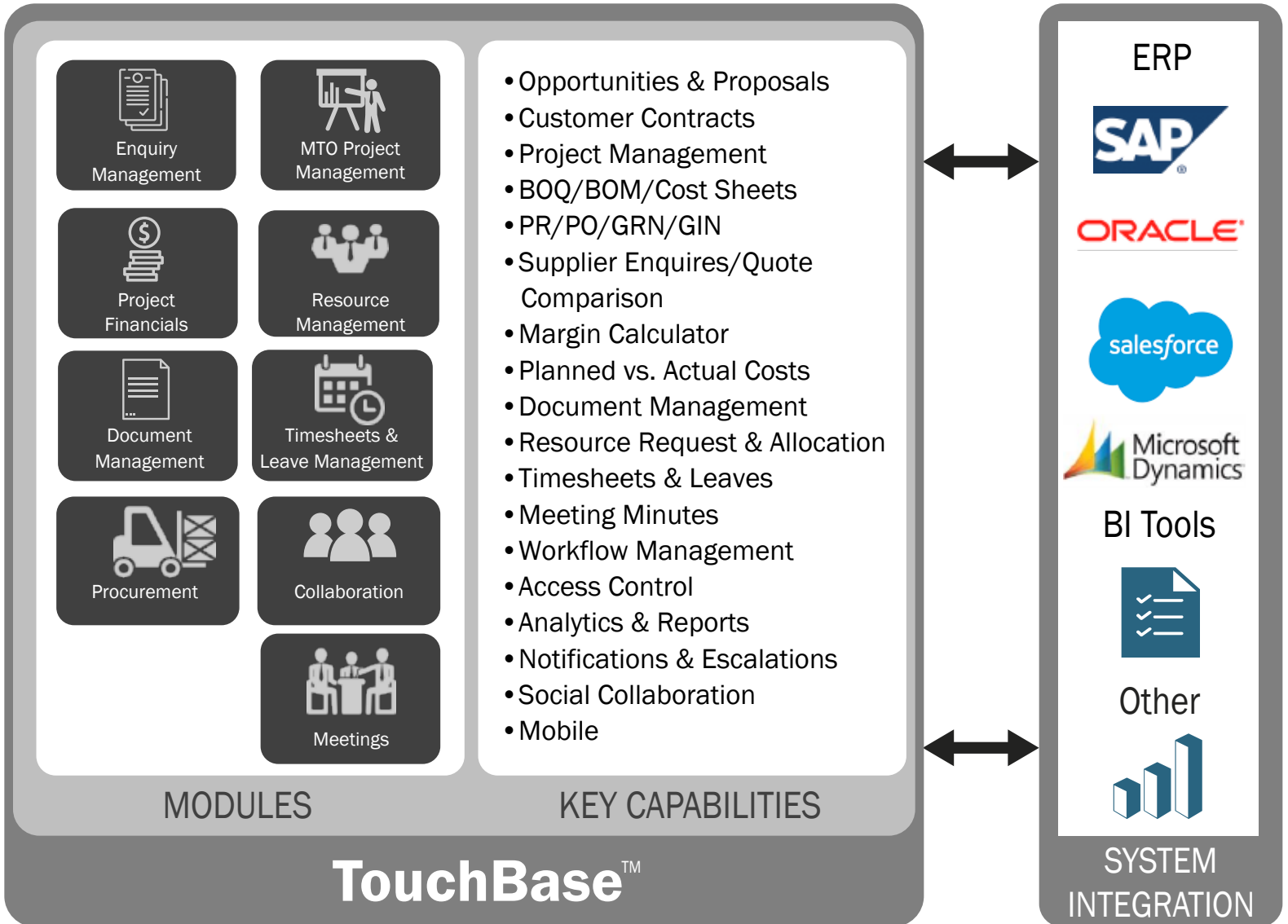
# Made-to-Order

## A Life Cycle View



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## For Made-to-Order

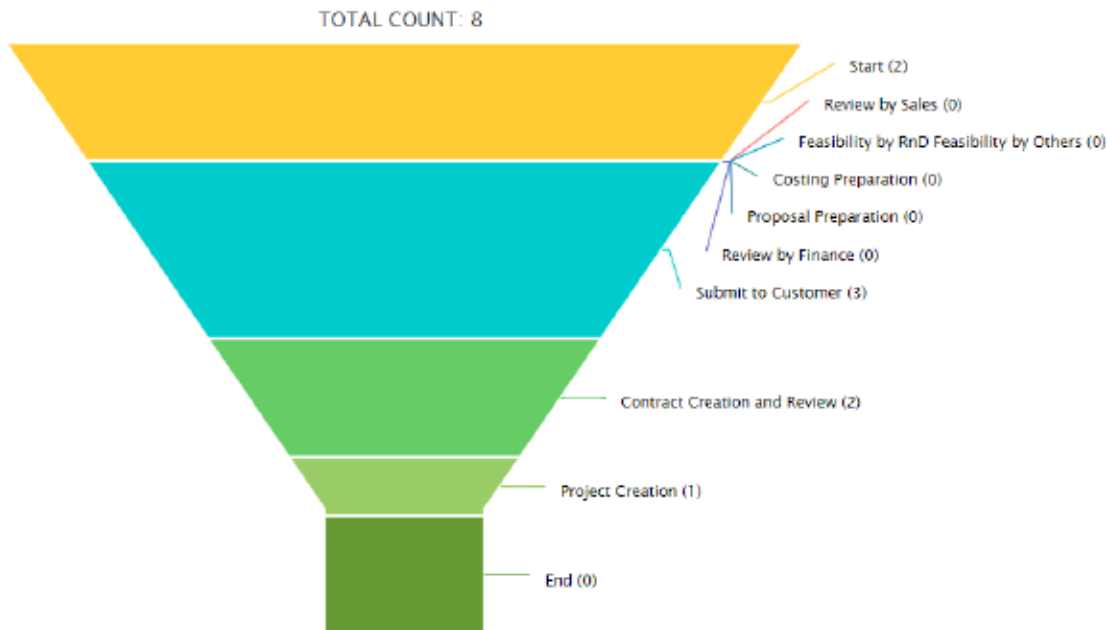


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# TouchBase™ Solution

## Analytics - A Sneak Peek

### RFQ Funnel Report



### Tool, Moulds & Fixtures Tracking



Item	Date	Status
CLPG00332	06-07-2020	13-07-2020
Initiate	06-07-2020	06-07-2020
Tool Drawing	07-07-2020	07-07-2020
Vendor PO	08-07-2020	08-07-2020
Manufacturing	09-07-2020	09-07-2020
Receipt	10-07-2020	10-07-2020
Inspection	13-07-2020	13-07-2020

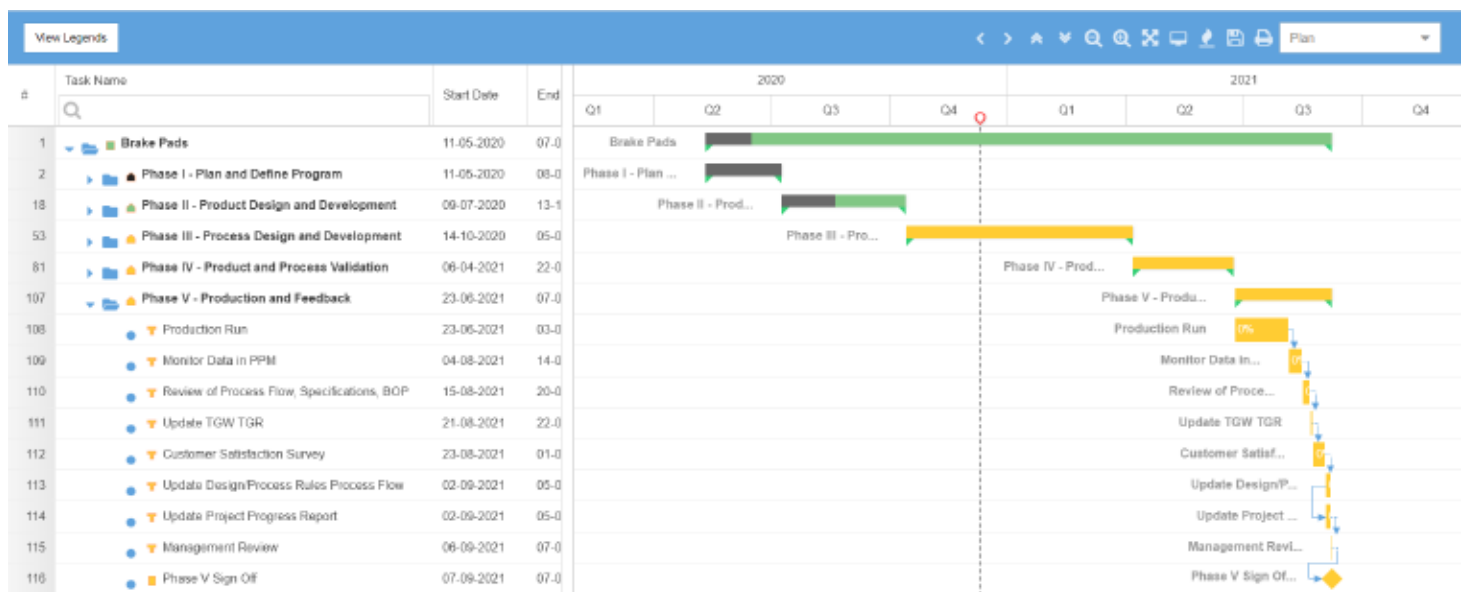
Item	Count
Initiate	1
Tool Drawing	1
Vendor PO	1
Manufacturing	1
Receipt	0
Inspection	0

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# TouchBase™ Solution

## Analytics - A Sneak Peek

### Phase Gate Process



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## Differentiations

### End-to-End Solution

Unique capabilities from **Opportunity tracking to their Project Management** powered by BOM/BOQ 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 MTO Industry

TouchBase is designed incorporate **end-to-end and unique processes for Made-to-Order projects**. 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 to its use are all driven by superior UI and a great UX – fosters product adoption by users, thereby accelerating customer value.

### Best Value-to-Cost Ratio

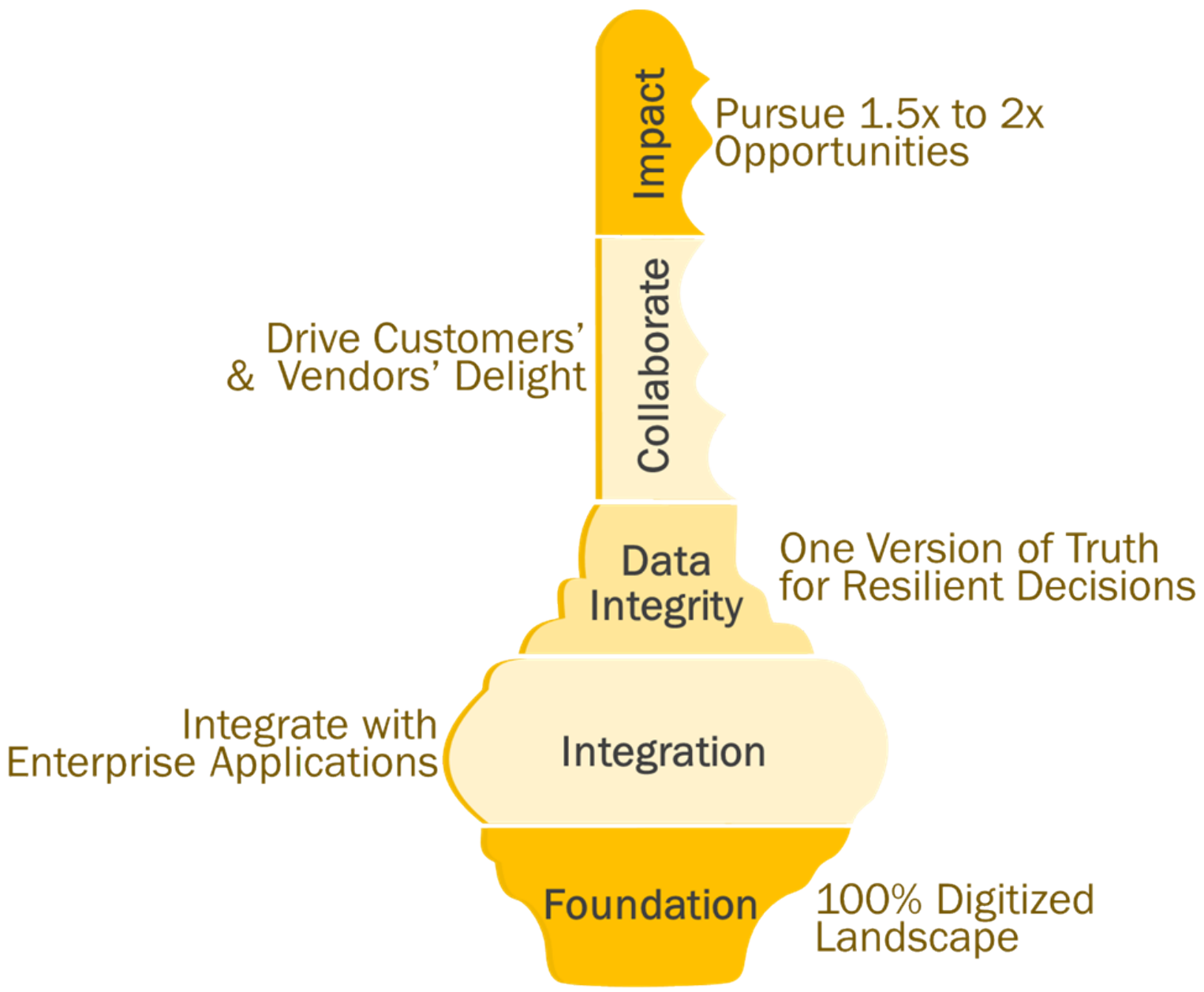
Our solutions are designed to deliver 'business value' at every stage. Coupled with this, the TouchBase Cost Model is designed to optimize your investments and deliver a **Superior Value-to-Cost Ratio!**

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# TouchBase™ Solution

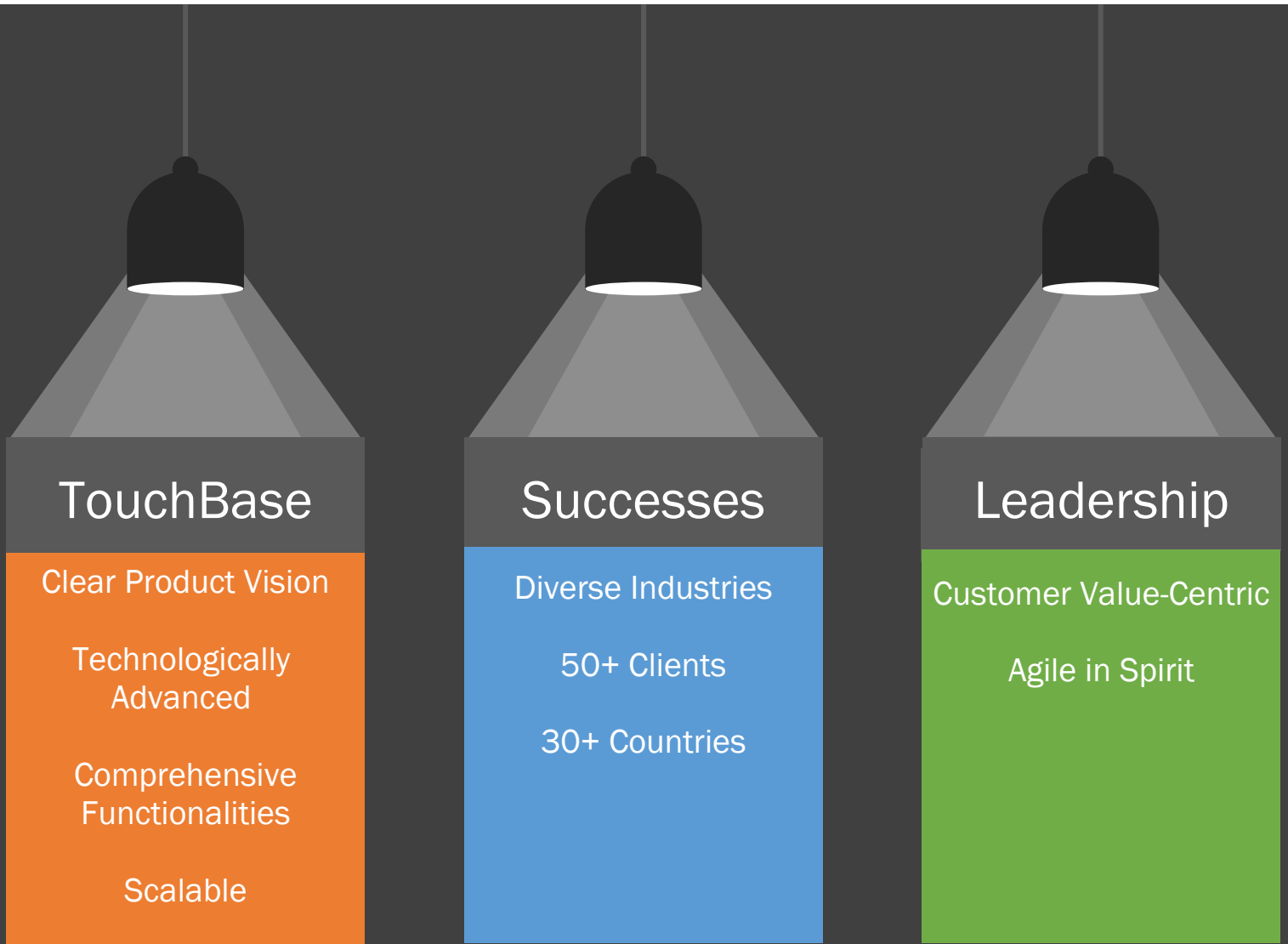
## The Key to your Business Impact



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## 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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