



## Enabling the Intelligent Enterprise with digitalization

### Kabeer Consulting Group

**USA Office:** 26 Wills Way, Piscataway, NJ 08854, USA

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## Kabeer Consulting Group - Overview

Kabeer Consulting Group Overview					Industry Focus	
<ul style="list-style-type: none"><li>• <b>Global Presence</b></li><li>• Over 300 + employees in various countries</li><li>• 2/3 of Clients are in SMB</li><li>• More than 10 offices in 9 countries</li><li>• 90% repeat Business</li><li>• Global experience of implementation , Training &amp; Consulting</li><li>• Ranked #1 in client satisfaction</li></ul>					<ul style="list-style-type: none"><li>• <b>Manufacturing</b> : Auto ,Consumer Products</li><li>• Oil &amp;Gas, High-Tech , Retail &amp; Distribution</li><li>• Construction, Energy, Utilities and Chemicals</li><li>• Financial Services Industries</li><li>• Telecom, Media &amp; Networks</li><li>• Public Services</li></ul>	
<div>Consulting</div> <div>Technology</div> <div>Training</div> <div>Professional Services</div>	Our Services				SAP Focus	
	Transformation Consulting		Customer Relationship Management		Supply Chain Management	
	SAP S/4 Hana Implementation		SAP – B1 Package Implementation		Finance Transformation	
	SAP S/4 Hana		SAP B1 Training		Application Development & Integration	
	Local IT Services (Staff Augmentation)		Hardware and Network Management		SAP Corporate Training	
					Rightshore™	
					<ul style="list-style-type: none"><li>• <b>250+ Dedicated</b> SAP resources Worldwide</li><li>• 100+ Dedicated SAP resources in North America</li><li>• One of top SAP Integrator in the world</li></ul>	
					<ul style="list-style-type: none"><li>• Back-office Center in India</li><li>• No Subcontractors</li><li>• CMM Level 3 Certified</li><li>• 3 Global Delivery Centers</li></ul>	

## Kabeer's Core Team – Delivery Center

Name	Designation	Experience
Mr. Dilip Sadh	Sr. SAP Expert	20+ Years
Mr. Rajendra Sai	VP- Operations & BD	20+ Years
Mr. Ronaq Zaidi	General Manager BD	20+ Years
Mr. Vijay Bhandari	Sr. BDM & Operations Manager	15+ Years
Mr. Sanjay Agarwal	Sr. SAP Project Manager	20+ Years
Mr. Sudhakar Sharma	Sr. SAP Project Manager	15+ Years
Mr. Abhishek Yadav	Sr. SAP Technical Manager	15+ Years
Mr. Amit Panwar	Sr. SAP Project Manager	12+ Years
Mr. Mayank Mittal	Sr. SAP Technical Manager	10+ Years
Mr. Prakash Sharma	Sr. SAP Project Manager	8+ Years
Ms Kavita Saini	Sr SAP Consultant	4+ Years
Mr Naseem Ahmed	Sr Manager - Operation / Finance	15+ Years
Mr. Prince Sharma	Sr. SAP Project Manager	6+ Years
Mr Ankur Kansal	Sr SAP Consultant (Functional)	7+ YRS
Mr Mayank Bhatia	Sr Technical developer	6+ Years
Mr Vikas Ranjan	Sr Technical developer	7+ Years
Mr Vishal Panwar	Sr SAP Consultant	4+ Yrs
Mr Abhishek Yadav	SAP Project Manager	5+ Years
Mr Saurav Rawal	SAP Project Manager	5+ Years
Mr Abhay Rana	Sr SAP Consultants	5+ Years
Mr Master Abhash	Sr SAP Consultant	5+ Years
Ms Sabiha Bano	SAP Consultant	3+ Years
Mr Shrishi Gupta	Sr SAP Consultant ( Technical)	6+ Years
Mr Shubham Ray	Sr SAP Consultant ( Technical)	6+ Years
Mr Shobhit Sharma	Sr SAP Consultant ( Technical)	6+ Years
Ms Manisha Rani	SAP Consultant	5+ Yrs

## Kabeer's Core Team – Overseas

Name	Designation	Experience
Mrs. Priyanka Sadh	Head Operations & Finance	15+ Years
Ms Sonal Singh	Sr Manager – SAP & Training	12+ Years
Mr. Jude Egbokwu	Director – Kabeer Nigeria	20+ Years
Mr. Akeem Soyoye	Sr Finance Manager	15+ Years
Mr Ratnesh Kumar	Sr Project Manager	13+ Years
Mr Shubha Sharma	Project Manager	8+ Years
Mr Ashish Sejwar	SAP Project Managr	7+ Yrs
Mr Adewale Adegbola	SAP Project Manager	11+ Years
Mr Wisdom Ijequay	SAP Project Manager	8+ Years
Ms Arsheen Kaur	SAP Manager	10+ Yrs
Ms Priyanka Patil	SAP Manager	8+ Yrs
Mr Dennis Buenviaje	Director – Kabeer Philippines	10+ Yrs
Ms Rezwana Khan	Director – Kabeer Bangladesh	20+ Yrs
Ms Gabriel Abiola	Sales & Operations	7+ Yrs
Mr. Vishal Vishwas	SAP Project Manager	8+ Years
Ms. Nupur Srivastav	Sr Sales Manager	5+ Years
Ms. Jyoti Sharma	Sr SAP Consultant	5+ Years
Mr. Dinesh Biswal	Sr Manager – Operation / Finance	8+ Yrs
Mr Mayank Srivastava	Sr Manager – Operation / Finance	8+ Yrs
Mr. Achintya Tiwari	Sr. SAP Project Manager	6+ Years
Ms Kritika Jaiswal	Sr consultant ( Technical)	5+ Yrs
Ms Rekha Verma	Sr Technical Developer	7+ Years
Ms Manju Sharma	Sr Technical Developer	6+ Years
Mr Rahul Shah	SAP Consultant	4+ Yrs
Mr Sudipta Das	SAP Consultant	4+ Yrs

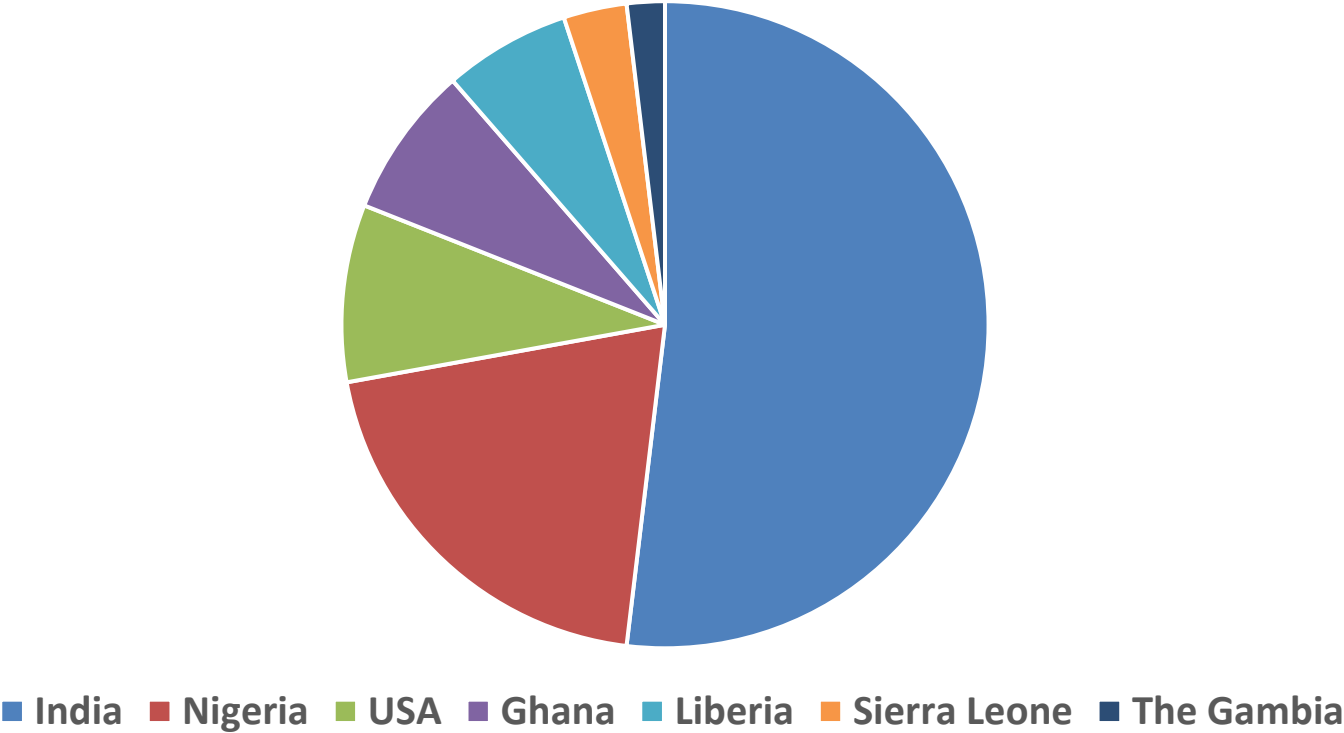






# Kabeer's : SAP Partnerships across World

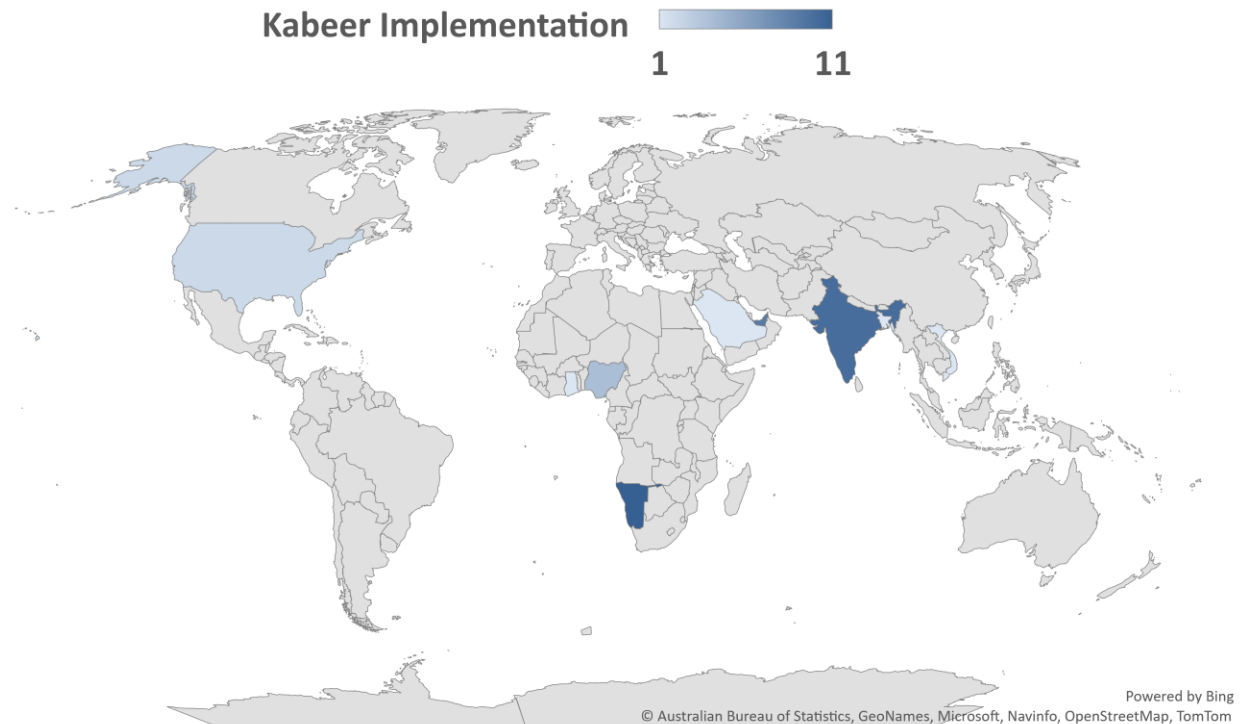
Kabeer Consulting Group has SAP partnerships across world



## Our SAP Implementations across World

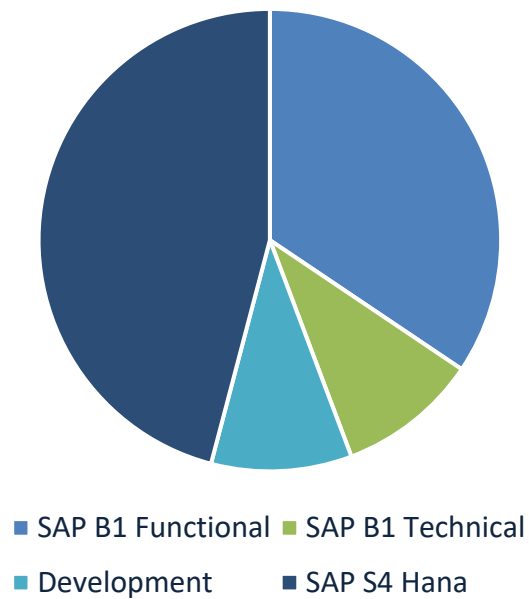
Kabeer has successfully implemented SAP across the Globe with high success rate

- India
- Nigeria
- USA
- Ghana
- Vietnam
- Philippines
- South Africa
- Bangladesh
- Saudi Arabia
- Singapore
- Netherland
- Australia
- Argentina
- Belgium
- Panama
- China

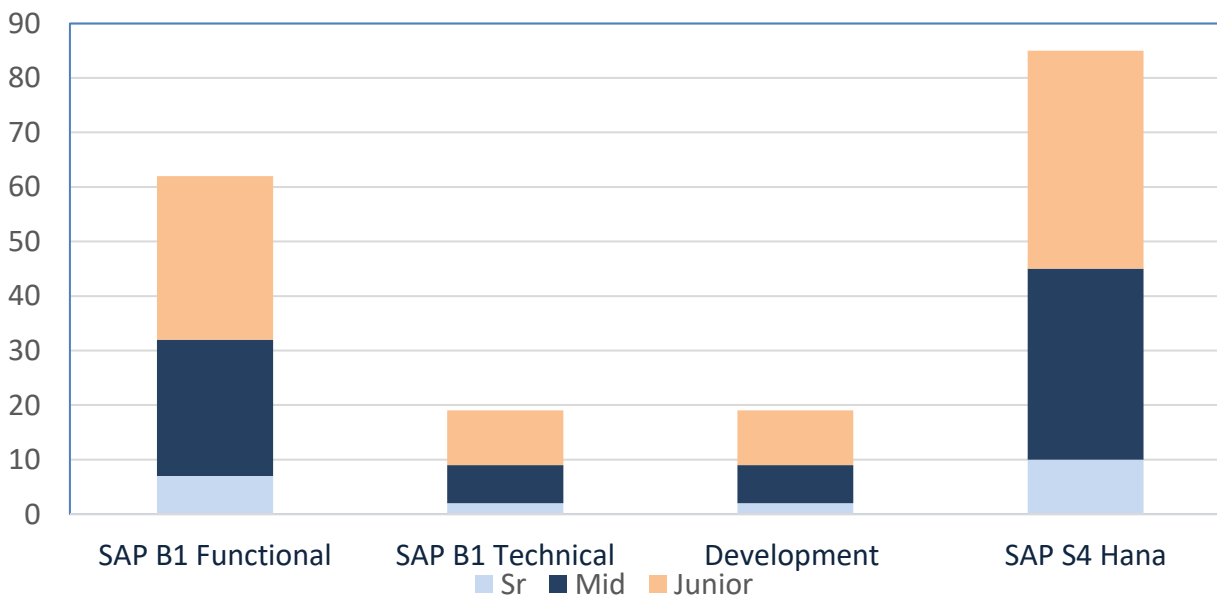




## Team Skill Distribution



## Team Size & Composition







**Innovative Solution for Every Business**

### Manufacturing

Automotive

Pharma

Plastics

Packaging

Life sciences

Industrial  
Machines

Textiles

Medical  
Devices

Apparel &  
Footwear

Consumer  
Goods

### Non-Manufacturing

Healthcare

Retails

Services

Wholesale

Oil & Gas

High Tech

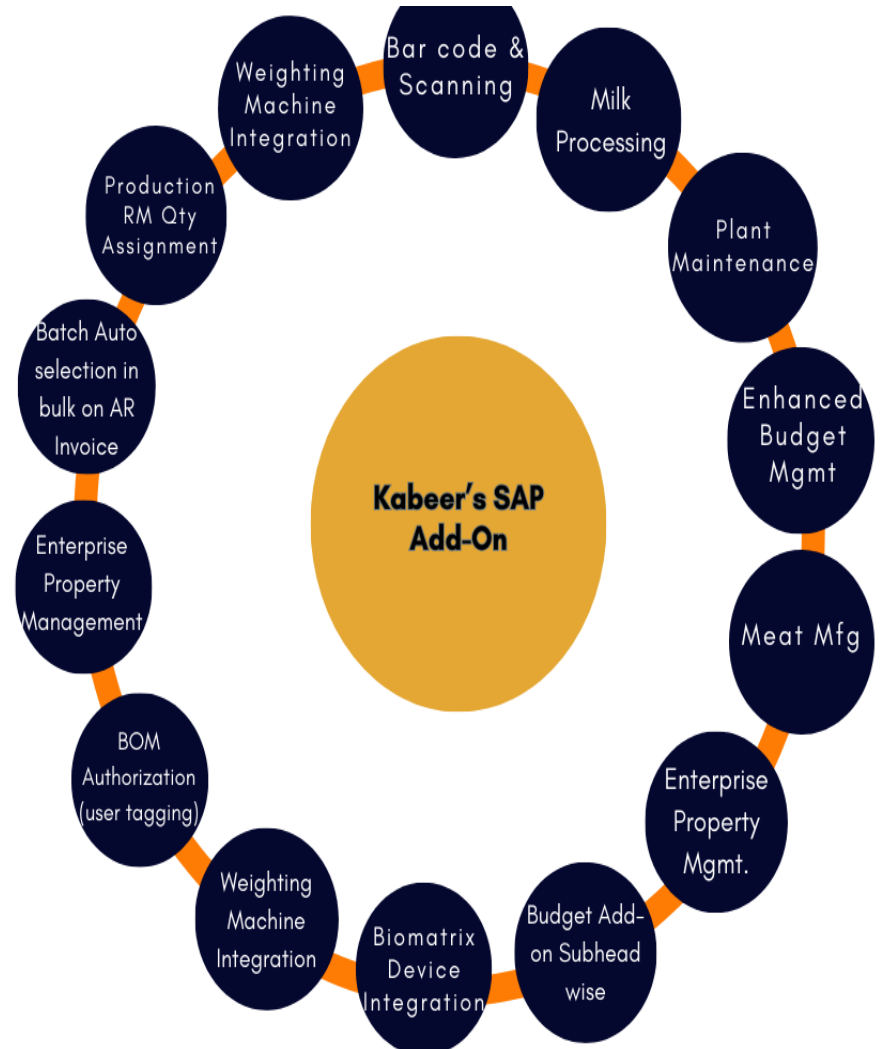
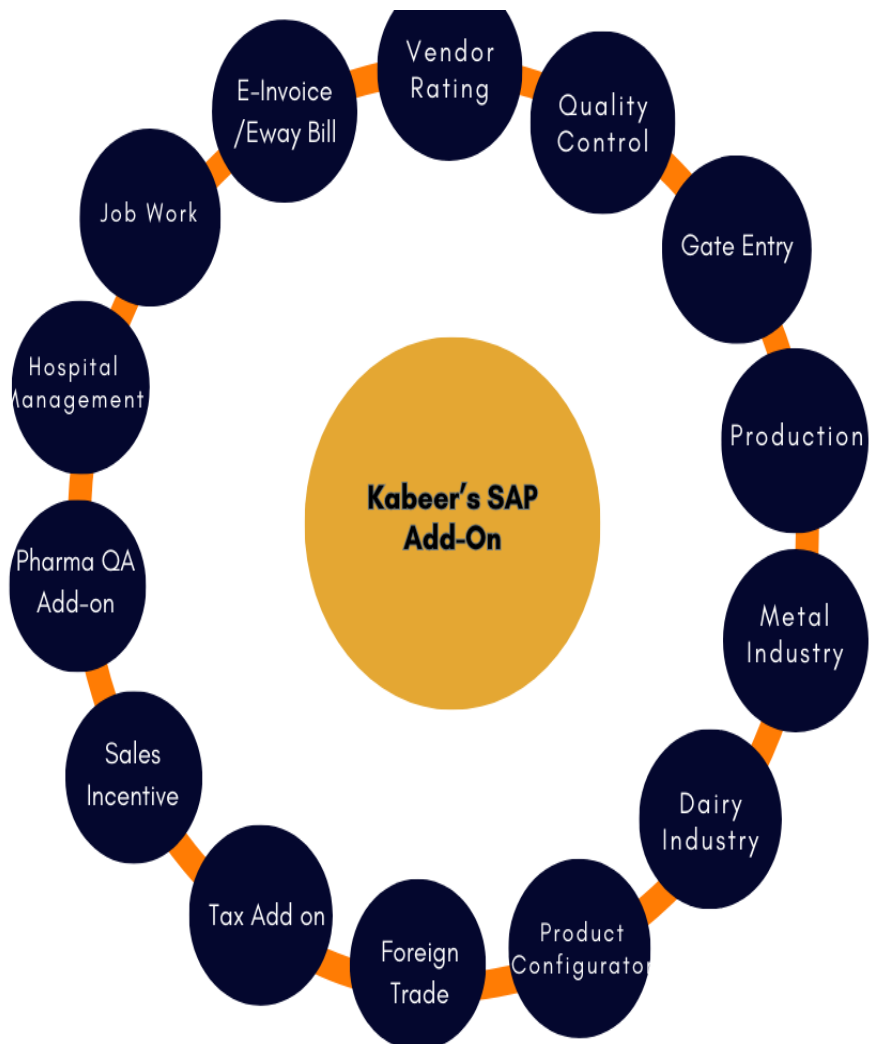
Logistics &  
Distribution

Consturction

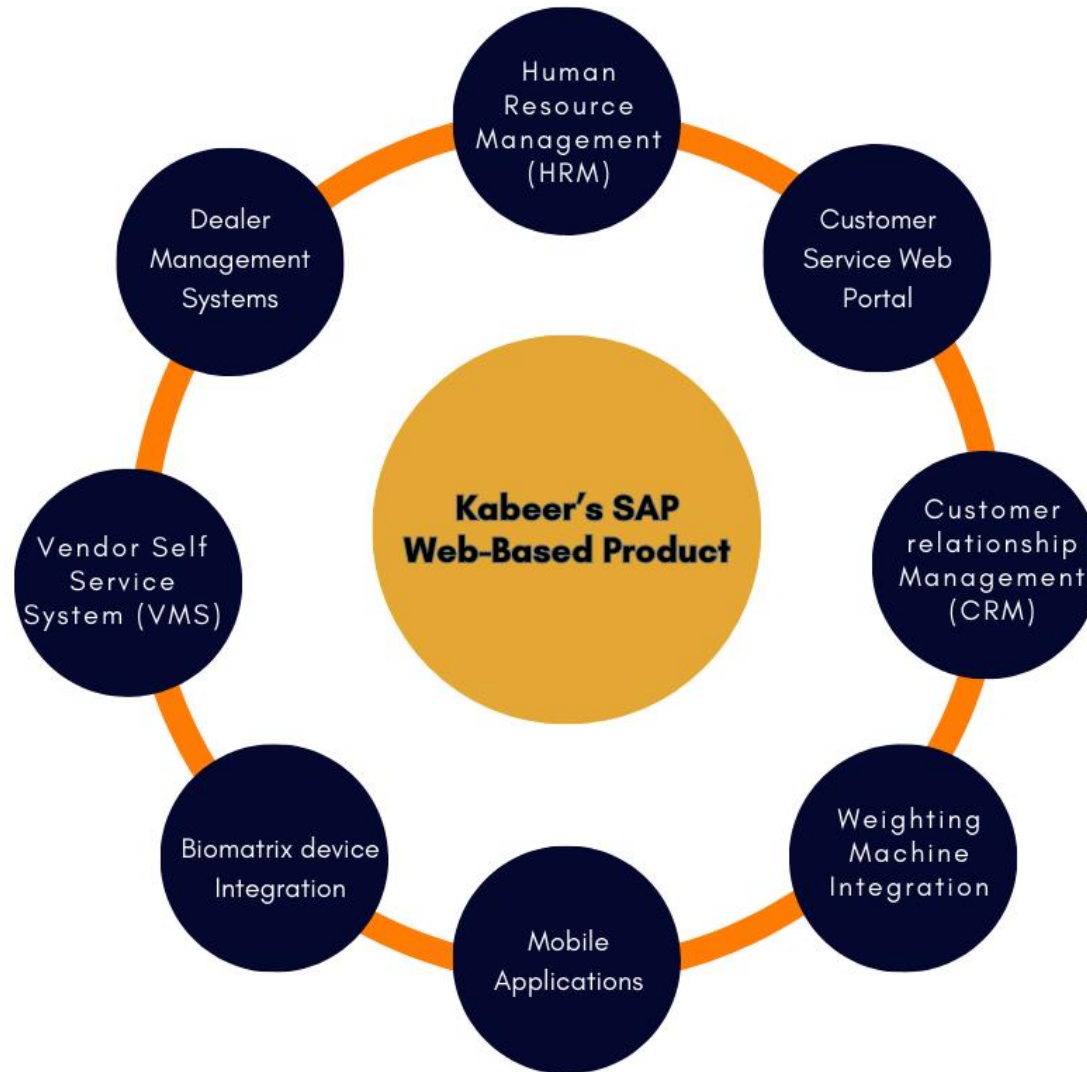
Energy

Information  
Technology

## Kabeer's Products : SAP Add –On's



## Kabeer's Products : Web-Based Applications





## Our Recent Customers : Overseas



- Bhojaraj Industries Ltd
- Winelight Analytical Systems Pvt. Ltd.
- Hyprops Nigeria Ltd.
- Sosai Renewable Energies Company.
- MOB Integrated Services Ltd.
- West Africa Ventures(WAV) Ltd.
- Cybele Cosmetics Ltd.
- Nayo Tropical Technology Ltd.
- Provast Nigeria Ltd.
- AmTech International
- Safe & Secure Trading Est.
- Green Liquefied Natural Gas Ltd
- Nigeria Distillery Limited (NDL)
- Eco Gas Energy Limited
- Somerset Food & Concessions
- Naxa Electronics Inc
- Citromax Flavors



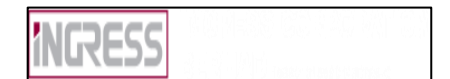
Kabeer Consulting Group – Global SAP Partner



## Our Recent Customers : India



- KRN Heat Exchanger & Refrigeration Pvt Ltd
- SRS Diecasting Pvt Ltd
- Alion Solutions LLP
- Truetech Services Pvt Ltd
- Tayal & Company
- Godani infratech pvt ltd.
- Kanakdham Foods Private Limited
- SGE Control & Switchgear Pvt. Ltd
- Bharat Soka Gakkai
- AG Poly Packs Pvt Ltd
- Anmol Polymers Pvt Ltd
- SHRI BALAJI PRESSES PVT LTD
- Prevest Denpro Limited
- Amrit Corp Ltd
- Sphere Thermal systems Pvt Ltd
- SPP Foods Products Pvt Ltd
- And Hitech Industries Ltd
- Ingress Industrial Limited
- Hilux Auto electric Pvt Ltd
- Orikam Healthcare
- Protech Bio systems Pvt Ltd





## Kabeer's Unique SAP Training Methodology

### SAP Training Support

- Support SAP Trainings activities
- Global Training delivery model
- Best in class Staff Augmentation support

### SAP Enterprise Training Model

- Create a high-level end-to-end view of the future state training needs
- Training Strategy and overall training delivery framework/ Methodology
- Training Design (structure, processes, roles and responsibilities) based on current & future state
- Provide Training Matrix

### SAP Training Support

### SAP Training Model

### SAP Training Content Development

What is our client's requirement and...

How and when will we implement the training capabilities...

...how will we develop the Training content?

...how does this Training model link to value drivers and goals?

### SAP Training Content Development

- Develop training content as per specific organization need
- Content for Instructor led training (ILT)
- Content for Web based training (WBT)
- Content for ONLINE training

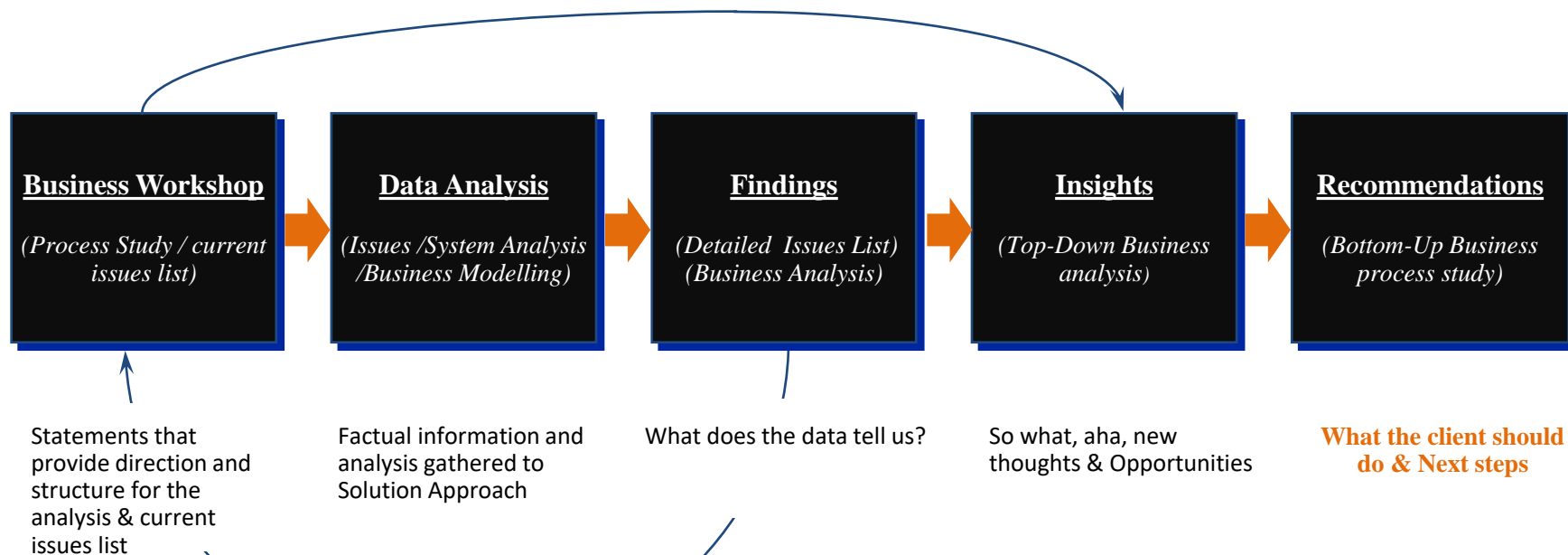
### SAP Training Delivery

- Outlines the approach required to enable the Training Model within organizational, process, and technology areas
- Deliver Instructor led Training (ILT)
- Deliver Web based Training (WBT)
- Course evaluation and measurement

### SAP Training Delivery

## Approach : Post-Implementation Assessment & Improvement

### In-depth Analysis of Critical business Processes during Post Implementation



In reality these process elements merge into one seamless Process, however we have split it into discrete core elements to enable better understanding.

## **Partial list of Kabeer's Success Stories**

# SAP Business One® - integrated automation that seals the deal



**Bhojraj Industries Limited**  
(Formerly Bhojraj Industries Plc) RC. 4614 Est.1965

Flexible packaging manufacturers, Bhojraj Industries Limited, implemented SAP Business One to take their business to the next level. With the help of Kabeer Consulting, management now has better control of operations, effective resource planning and an integrated work force.

## Before: Challenges and Opportunities

- Bhojraj Industries Limited previously relied upon accounting software that relied upon spreadsheets.
- Spreadsheets were compiled monthly and incurred many inaccuracies.
- Keeping track of raw materials was also problematic.
- A new ERP solution was required that could consolidate data and introduce effective resource planning.

## Why SAP Business One and Kabeer Consulting

- SAP Business One met all Bhojraj Industries' requirements with effective resource planning and centralized data.
- Kabeer came highly recommended and was fast to implement and customize SAP Business One.

## After: Value-Driven Results

- Since implementation, management now has increased control across all processes.
- Accurate data allows the team to optimize and maximize the sales product mix.
- Real-time data and reporting shows what is happening in the factory at anytime, from anywhere.
- Resource planning is more efficient, increasing productivity.
- Inventory of raw materials is now more accurate.
- Thanks to SAP Business One, Bhojraj Industries Limited' customers can seamlessly upload their requirements and automatically receive a purchase order.

"SAP Business One offers a **platinum standard ERP solution** that shows we are a serious manufacturing company. And Kabeer is an excellent business partner – 10 out of 10."

Prashant Bhanawat – Group Finance Director at Bhojraj Industries Limited

## 3% profit increase

thanks to optimized sales mix

Featured Partner



**Bhojraj Industries Limited**  
Lagos, Nigeria  
<http://bhojrajchanrai.com>

**Industry**  
Manufacturing

**Products and Services**  
Suppliers of flexible packaging to the food industry

**Employees**  
800

**Featured Solutions**  
SAP Business One

**Kabeer Consulting Group – Global SAP Partner**



# Shri Balaji Presses consolidates market lead with digital inventory management powered by SAP Business One®

Established in 1979, Shri Balaji Presses has embraced technology with a platform to improve inventory control, customer service and drive the next generation of growth with the help of Kabeer Consulting.

## Before: Manual systems prevented fast and accurate data

- Disparate legacy systems meant manual reporting processes that were slow and prone to human error
- Complex and time-consuming tracking of stock levels delayed accurate inventory information
- Lack of automated credit control systems impacted cashflow management
- Unable to get timely and reliable production reports due to traditional production planning

## Why SAP and Kabeer Consulting

- SAP Business One replaced multiple disparate legacy systems with one integrated solution for enterprise resource planning (ERP) which was easy to deploy and manage
- SAP Partner Kabeer Consulting was chosen as they are highly-regarded experts in using SAP Business One to streamline businesses in the manufacturing and distribution industries

## After: Accurate centralised data on demand

- An all-in-one system with consolidated data company-wide has significantly improved control and visibility across all operations which enhances customer service
- Up-to-date reports easily available on any device streamline communication and decision making
- Integrated digital systems optimise transaction flow, planning and inventory management
- Automated monitoring of sales, dispatches and after sales service enables faster, more accurate deliveries with rapid response times to any changes or customer issues



“SAP Business One **gives us the right tools to access data quickly**, in a reliable and accurate way which results in increased efficiency. Kabeer provided a smooth implementation and is very responsive.”

Omhari Garg, Director, Shri Balaji Presses Pvt. Ltd.

## 1 system

Consolidation of inventory, financials, production and sales across the business.

## 360° visibility

Unified systems and data enables a real-time view across suppliers and clients.

## Featured Partner



### Customer Name

J Shri Balaji Presses Pvt. Ltd.  
(Aligarh UP, India)  
[www.shribalajipresses.com](http://www.shribalajipresses.com)

### Industry

Industrial Machinery  
and Components

### Products and Services

Leading Indian mechanical power press  
manufacturers and suppliers since 1979.

### Employees

~50

### Revenue

INR 80 million

### Featured Solutions

SAP Business One

**Kabeer Consulting Group – Global SAP Partner**





## Success in testing conditions with SAP Business One®

Winelight Analytical Systems, specialists in laboratory equipment, turned to Kabeer Consulting to help improve their reporting capabilities. Opting for SAP Business One, Winelight now has the tools required to grow their business and increase customer satisfaction.

### Before: Challenges and Opportunities

- Winelight's previous software didn't provide the team with the right solutions to reach their goals.
- Processes were slow and data was manually inputted into spreadsheets, which caused errors.
- A new ERP solution was required to automate processes and make reporting easier, so management could focus on growth.

### Why SAP Business One and Kabeer Consulting

- SAP Business One was already being used by a large percentage of Winelight's customer base, allowing seamless interactions.
- Kabeer Consulting has been very supportive throughout implementation, helping to upload data from Winelight's previous software and spreadsheets, and providing invaluable training sessions.

### After: Value-Driven Results

- Since implementation, processes have been automated, saving valuable time across all departments.
- Accurate, real-time reports can be created in just a click of a button.
- Productivity has increased.
- Integrity of data has improved, so invoices can only be created if there is enough stock to match the requirements.
- SAP Business One has helped improve the overall quality of customer service.



"Our partnership with Kabeer and SAP has been very rewarding. SAP Business One has **successfully added value to our business.**"

Tobi Balogun – Sales Officer at Winelight Analytical Systems Ltd

## 30% increase in revenue

since implementation of SAP Business One

Featured Partner



Winelight Analytical  
Systems Ltd  
Nigeria  
[www.winelightanalytical.com](http://www.winelightanalytical.com)

Industry  
Professional  
services

Products and Services  
Specialists in the sale,  
installations, repairs and  
maintenance of laboratory  
equipment

Employees  
35

Featured Solutions  
SAP Business One

Kabeer Consulting Group – Global SAP Partner



# Delivering groundbreaking solutions at a competitive price with **SAP Business One®**

MOB Integrated Services, providers of a range of products and services in the logistics industry, turned to Kabeer Consulting to help improve inventory control. Opting for SAP Business One, MOB Integrated Services has achieved operational excellence and superior financial control.

## Before: Challenges and Opportunities

- MOB Integrated Services' previous software was not as interactive as they required.
- Managing and monitoring inventory was time consuming and created inaccuracies.
- New automated software was required that could improve productivity and offer better inventory control.

## Why SAP Business One and Kabeer Consulting

- SAP Business One can grow with businesses and provide users the level of control they individually require.
- Kabeer Consulting came highly recommended and offered invaluable training and support, quickly resolving and offering solutions to any problems.

## After: Value-Driven Results

- Since implementation, management now has better inventory control.
- Analysis of inventory enables MOB Integrated Services to know when there are shortages.
- Overall performance has improved.
- Management can track the performance of each sales agent.
- Real-time information can be exported quickly for easy reviewing and sharing between departments.
- The finance department can work more efficiently.



“Both SAP Business One and Kabeer Consulting offer great professionalism and aftercare support that has **brought our organization to the top level.**”

Mr. Adeola Adewusi - Head of Finance & Accounts, MOB Integrated Services

## 80% improvement in productivity

with the potential to improve further once more employees are integrated onto SAP Business One

Featured Partner



**MOB Integrated Services Ltd**  
Lagos, Nigeria  
[www.mobintegrated.com/](http://www.mobintegrated.com/)

**Industry**  
Logistics

**Products and Services**  
Starting off as a waste management company, they now have operations and services in: Oil & gas, Transportation, Agriculture, and Real Estate.

**Employees**  
Approx. 100

**Featured Solutions**  
SAP Business One

**Kabeer Consulting Group – Global SAP Partner**





## Kabeer - Partners & Associations





## Our Office Locations

### Head Office

#### **Kabeer Consulting Inc.**

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Fax : 732-354-3629, E-Fax : 732-230-6918

Email : [info@kabeerconsulting.com](mailto:info@kabeerconsulting.com)

### India Office

#### **Kabeer Infotech Systems India Pvt. Ltd**

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Phone : 0120-4221274, 4265609, 4255609

Email : [info@kabeerconsulting.com](mailto:info@kabeerconsulting.com)

### Kenya Office

#### **Kabeer Consulting (K) Ltd.**

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Hurlingham Park 1st Floor (B3)- Argwings

Kodhek Rd E-Mail:

[info@kabeerconsulting.com](mailto:info@kabeerconsulting.com)

### Nigeria Office

#### **Kabeer Consulting Nigeria Ltd**

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### Bangladesh Office

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Floor) Dhaka 1205, Bangladesh

Email : [info@kabeerconsulting.com](mailto:info@kabeerconsulting.com)

### China Office

#### **Ningbo Kabeer Consulting Co. Ltd**

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Haishu District, Ningbo – 315000, China

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### Ghana Office

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### Philippines Office

#### **Kabeer Consulting Phillipines Ltd.**

Suite 501 5th Floor, Legaspi

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Paseo de Roxas, Legaspi Village, Makati

City, Philippines, 1229 Email :

[info@kabeerconsulting.com](mailto:info@kabeerconsulting.com)



# Thank you

**Kabeer Consulting Group**

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