

Company Profile



Hard n Soft Consultancy



Hard 'n Soft
Simplifying SAP Experience

Delivering Business Solutions

... Since 25+ years



Headquartered in Mumbai, India, Hard n Soft combines collaborative workforce, technological innovation, client satisfaction, deep industry and business process expertise. Established in 1987, HNS now have 3 delivery centers pan India and approximately 85+ resources directly associated with it and experience of Delivering solutions to more than 350 happy clients across various Industry domains. With a skilled workforce in the enterprise application services, particularly SAP Business one, we provide customized solutions to ensure faster Return On Investment . SAP acknowledges Hard n Soft as a preferred partner especially for the textile vertical.

Our Solutions Portfolio

Enterprise IT Solutions

- SAP B1 Implementation
- Add On Development
- DynaReps
- RepoRobot

Domains

- Textiles
- Engineering
- Manufacturing
- Retail

Mobility & web Solutions

- E-Commerce Solutions
- Web Portals
- Custom Mobile Applications

Our Offices

Head Office: 711-Crescent Business Park, Nr. Intl Airport Sakinaka, Andheri East, Mumbai

Surat Office:

#111 & 112, Valentino Business Complex, Opp Udhna Canal Road BRTS Bus Stop, Khatodara,

Vapi Office :

302, K P Tower ,Above Central Bank of India, Opp. PWD Rest House ,Station Road ,



Hard 'n Soft
Simplifying SAP Experience

OUR IT SOLUTIONS PORTFOLIO



Our ERP Offerings :

- + Complete SAP B1 Solutions
- + Customized ERP for Textile industry
 - (A) Process House
 - (B) Textile Manufacturing



Solutions for specific Business Process

- + Business Intelligence Solutions
- + HR Management Systems Software solutions
- + Fleet Management
- + Integrated Financial Management System

Web & Mobile Solutions

- + E- Commerce Solutions
- + Web Portals
- + Custom Mobile Applications



Delivering Business Solutions

... Since 25+ years

ERP Solutions



Points to Reflect

- Are your Business Procedures holding you back from growing as fast as you want to?
- Is your top management free enough to focus on its core business areas?
- Is your decision making entirely based on facts, data & patterns?
- Are you constantly in touch with true health of your business processes?

Advantages of Standard ERP Systems

- International Best Practices Incorporated
- Extensive Data Log & Audit
- Data Consistency Across All Aspects of Data
- Functional Stability (Free From Bugs & Glitches)
- Continual Functional & Technological Upgradations
- Relatively Quicker Implementation Cycle
- Vendor Independence
- High Status Projection

Why us?

- 28+ Years of experience in delivering Business Solutions
- Cost Effective & Technologically optimized approach
- 85+ Resources directly associated with us
- Experience of Delivering Solutions to more than 350+ clients across various industry domains, serving all types & sizes of Industries & Business Houses
- Equally comfortable in deploying standard international ERP solutions or customized applications depending on your business requirements & challenges



SAP B1 is one of the best ERP for the small and medium enterprise segment.
It is powerful enough and allows flexibility for operation.

- Improve efficiency for a better bottom line - Centralize and connect your entire business across sales, Inventory, purchasing, operations, and financials in one end to end solution, eliminating redundant Data entries, errors, and costs
- Focus on growing your business - Streamline operations from end to end, so you can focus on making Your business more profitable
- Make smarter, faster decisions - Put your business informations into a single data source, so you can Instantly drill down to complete, up to date information and so your people can respond quickly to Customer needs and be more empowered to make decisions
- Get faster time to value - Be up and running within two to eight weeks with a single application. The intuitive user experience minimizes user training and reduces the cost of ongoing IT support.
- Connect headquarters, subsidiaries, and business partners in one seamless network - Better serve your customers and gain operational efficiency with affordable, right - sized solutions to help manage information flow and harmonize business processes.

Advantages of SAP B1

1. Incorporates international best practices.
2. Data accuracy, response time & mobility applications enables very effective decision support Systems.
3. All business processes completely designed and as per standard business practices.
4. No dependency on technological up gradation i.e. all new versions are completely covered under AMC, Even new modules introduced are available for use without any charges (Only implementation charges)
5. No dependency on any implementation partner.



RepoRobot :

- RepoRobot is a automatic report generation & distribution tool which can work on multiple database producing cross functional consolidate report.
- This tool work as third party tools and could be made compatible to your different application data.
- It can be programmed to produce different reports for different target audience and could be made available to the recipients via Email or SMS.
- This tool helps in eliminating the dependancy on any person for generating routine reports at fixed intervals

Advantage of Report Robot

- 1.Schedule Report Generation & Distribution
- 2.Multi Database Support
- 3.Multi Departmental Support
- 4.Saves Time



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Simplifying SAP Experience



DynaReps

- DynaReps is a software package which helps a user to configure and execute his own reports type dynamically on real time.
- DynaReps package acts like an external package to your existing ERP, which has got SQL as backend.
- One can configure his own reports type in real time basis
- One can authenticate and authorize users as per his role, and it does not clash with the protocol you had set in your existing ERP.
- It is a dynamic reporting tool which is having almost all functionality like in excel
- Each report can be configured by the user himself which is available to him without disturbing the other user's settings
- It has got powerful and dynamic features on Filtering, searching, grouping and sorting.

Reporting Modules Covered:

1. Accounts
2. Sales
3. Purchase
4. Inventory & Stock
5. Taxation
6. Merging Reports
7. Document Re-Printing

Pharmaceutical Solution in Strategic Partnership with Uneecops

SAP B1 Solution for Pharma Industry

Solution Benefits

This Solution helps you transform your business by reducing costs, handling regulatory compliance and managing risks, quality management, integrates distribution with other business processes and assists in innovation and development. Some of the key benefits that Hard n Soft: Pharma will bring to your organization include:

- Facilitates collaboration between different business functions
- Business performance monitoring
- Bi-directional traceability
- Improves distribution by integrating the manufacturing facilities, warehouses in different locations
- Keeps inventories at optimum levels
- Streamlines processes and improves operational excellence
- Reduces costs and improves profitability

Key Functionalities



Management & tracking of formulation based standard & additional requisition



Batch planning – Auto creation of intermediate production order



Automatic BMR / BPR generation



Online Batch tracking at every stage



Re-work Process Management



Stage wise yield calculation



Define routing/sequence for operations or stages



Tag Machine, labor and required cost centre a individual stage



Stage wise revaluation of product costing and its calculation



QC for stability & control sample for complaint management

SAP B1 Solution for Pharma Industry

Features & Functionalities

- Auto Calculation of Active Material quantity based upon Potency, Overage, Assay and LOD factors
- FEFO/FIFO based raw material consumption
- Stage wise batch reconciliation with standard vs. actual yield calculation
- Online batch tracking in WIP
- Stock Ledger as per Schedule – U for pharmaceuticals Industry
- Standard Product Cost vs. Actual Product cost analysis
- Provision for defining separate quality parameters for each product / component
- Incoming Inspection (IPQC), In process inspection, Finished Goods Inspections (COA)
- Retest & Rework Process
- Trend Analysis for Finished Goods
- Master Stability analysis test condition wise
- Managing outsourced Lab testing for microbiology tests



- World Class Formulation Management
- Quality Control/Quality Assurance Management
- Cost Centre Management for Production
- Approved/Rejected/Sample Label Printing
- Online Rejection Management
- Additional Issue for RM/PM Facility
- Partial Transfer Ticket Facility
- Integration with other system.



Note: The above clients SAP B1 implementation done by UNEECOPS

HRMS Solution in Strategic Partnership with UneeCops

HR- ONE Solution

A robust, scalable Human Resource Management System to meet the needs of modern business and employees...



HR asset to manage the greatest assets of your company - your people!

Hard n Soft Consultancy has been serving customized application & ERP Solutions since 25 + years operating in the western India regions, is in strategic partnership with Uneecops which is a 150 Cr+ Organization focusing on enterprise & HR Solutions since the past 15 years.

We jointly bring to you HR One which is a comprehensive & exostive HR Solution for medium to large organization. HR ONE has a proven past track record with more than 1000 organization using it for over 1 Lack employees

Why Hard n Soft???

- 25+ years of hard core experience
- Cross-functional experience: Experience in Multi industries across most departments
- Max technological leveraging : web, mobile, Interface devices etc.
- Highly experienced & stable core team
- Focus on Numeric & Graphical Analytics
- Decision supporting mechanisms
- Cost effective approach

Why Uneecops???

- 150 cr revenue and growing
- Strong work force of 300+
- 6 centers of excellence.
- Expanding portfolio of products & Services
- 1000+ customers globally
- Empanelment with NASSCOM, CII, DGS&D, NICSI
- Tech partners – SAP, Qlik Tech, Tableau, Oracle, ESRI, Canon, BenQ, Tyco RISO .

Feature Highlights



Accessibility -
Web based Solution
compatible with all browsers



User Friendly -
Graphical & Dynamics
Dashboards



Database -
Import and Export data
through Excel



Authorization -
Multi-level security & Role-Based
Access Control. Architecture



Third Party Integration -
ERP Applications-SAP,
Oracle, Microsoft & Tally



**Manages multiple
companies, branches
& locations**

Modules Highlights



- **Workforce database** - Confirmation ! Separation ! Help Desk ! Document Management



- **Employee Self Service** - Profile | Self Service Request | Manager Service | Reports



- **Time Office** - Attendance | Leave | Over Time | Comp Off



- **Payroll & Statutory** - Salary Component | Multi Currency | Bank Reports | Statutory compliances



- **Mobile Application** - Leave | Attendance | Payslip

- **Recruitment Management** - Budgeting | Requisition | Sourcing | Screening | On Boarding | Candidate/Consultant Portal



- **Performance Management** - Goal Setting | Review | Appraisal | Increment Analysis



- **Training Management** - Training Plan | Schedule | Feedback | TNI



- **Asset Management** - Asset Type | Allocation process | FNF Integration



- **Expenditure Management** - Travel | Local Conveyance



Detailed Modules Features

Workforce database



- Employee Database - Managing employees and creating new employees database
- Confirmation - Confirming employee or extending the employee confirmation date.
- Separation - E-Resignation with Exit Questionnaire and clearance checklist from the respective departments.
- Document Management - Multiple Documents can be attached with Employees Id
- Letter generation - Various letters can be created from here like Offer letter, Appraisal letter etc.
- On boarding - Checklist Configurable checklist to track any activity with task management
- Code series generation - auto code generation logics for employee code, expense code , travel code and many more
- Email Notifications - Configurable email templates in all modules. Multiple email id configuration available for different modules
- Import/Export - New excel upload engine, works on free format excel. No requirement to upload data in fix format
- Dashboard Configuration - Admin controlled dashboard
- Dynamic fields creation
- Workflow configuration with TAT

Time Office



- Shift Mgmt - Multiple shifts can be created for different Branches, Departments, Locations. Etc.
- Flexi Shift - Shifts can be changed from Manager login for his/ her subordinates
- Separation - E-Resignation with Exit Questionnaire and clearance checklist from the respective departments.
- Attendance based on working hour - Multiple attendance policies based on working hours
- Rosters Assignment - Multiple rosters can be created for multiple shifts, roster mangment available at manager level
- Holiday calendar - Holiday calendars can be created state wise
- Overtime - Overtime calculation can be done on the basis of punch time and as per company defined policy

HR-Modules Complete Features

Time Office - (Cont)

- Compensatory Off - Compensatory off can be generated as per company policy
- Leave Policies - Multiple leave policy for multiple locations, departments etc.
- Multiple type of OD
- Leave Sandwich
- Auto leave calculation on pro rata basis
- Leave applicability based on gender, period, emp status etc.
- Restricted Holiday configuration
- Web check in - Mark attendance from mobile application with geo tagging

Payroll & Statutory

- Pay component creation
- Multiple paygroup configuration with formula breakup
- Loan/Advance
- Income tax declaration
- TDS calculation
- OT Calculation
- Leave Encashment
- Bank transfer
- Blue Colour employees payroll processing
- Payroll Cycle based on employees
- Statutory returns
- Arrear - Various arrear can be calculated such as Process New Joining, Salary Increment and Attendance correction
- Centralized payroll Processing - Payroll can be processed for multiple location from a single login



Travel Management

- Travel Management - Multiple travel itinerary can be linked with with single travel request for which unique travel ID will be created
- Travel Expense - After travel employee can raise expense request for the same unique travel ID

Expense Management

- Local conveyance - Employee can apply for local conveyance as per actuals or limit can be added for the request
- Other Expenses if any Other expenses can also be applied like Datacard, Mobile Bill etc.

HR-Modules Complete Features

Employee Self Service



- Corporate dashboard Corporate dashboard for Announcements, New Hires, Birthday or anniversary wishes and many more
- Profile Change request
- Task Management
- Employee Directory Employee directory is available in ESS for checking Limited employee information
- Event Calendar Event calendar for showing different events
- Leave Request Leave request with multi level approval workflow
- On Duty/ AR Request OD request with multi level approval workflow
- Compensatory Off request Compensatory off generation request if worked on holidays, national holiday, week-off as per company policy
- Travel request Travel request with multi level approval workflow
- Local Conveyance request Local Conveyance request with multi level approval workflow
- Ticket request Helpdesk ticket request for multiple categories with sub categories
- Investment Declarations Employee can apply for investment declaration either Proposed or Confirmed with document attachment
- Employee Reports
- Tax Calculator Tax simulation for employees to calculate tax as per investment declaration
- Resignation Request Resignation request with multi level approval workflow
- Clearance approval
- Exit Interview Exit interview questionnaire after resignation request approval
- Reimbursement request
- Payslip
- Monthly attendance calendar Raise leave, od and Ar from attendance calendar
- Loan/advance request
- Expense request
- Manager can assign the shift through ess
- Manager can apply leave/OD on behalf of employee
- Kudos Track employee performance with badges

HR-Modules Complete Features

Training Management



- Course creation - Multiple courses can be created for training
- Participant Management - Nomination of employees can be done in different ways either by Manager or by HR and also by the employee himself
- Training Scheduler - Training can be scheduled for the employees who have been finalized
- Feedback & Attendance - Trainer can mark employees attendance and employees can give feedback of the training
- Training Effectiveness Analysis
- Training Need by User/Supervisor/HOD/HR

Asset Management



- Employee Asset database Complete database of the asset available in the company can be created with unique codes
- Create and assign asset to employees Employee can raise request for assets and same can be assigned from the software
- Maintenance and discard asset reports
- Asset recovery during FNF Asset module is linked with FNF for asset recovery

Help Desk



- Query Ticket tracker
- Escalation matrix for ticket owner

HR-Modules Complete Features

Recruitment Management



- Recruitment Budget
- Man Power request Position owner can create various position with complete JOB Description
- Candidate & Consultant Portal
- Interview scheduling & Feedback After approval of position assigned recruiter can schedule interview and check interview feedback
- Candidate Database Its like a resume bank with complete candidate details
- Offer letter Processing offer letter can be generated with salary details
- Internal Job Posting & Employee References

Performance Management



- Goal Setting process - Objective cycle with Various KRA/KPI & competencies can be created
- Review Cycle duration - Monthly, Half yearly, Quarterly, Yearly Review can be done on Monthly, Half yearly, Quarterly, Yearly basis Appraisal Yearly appraisal rating can be done
- Competency Mapping
- Posting to Payroll
- Training need identification Appraisal is linked with training module for nominating employees for training
- 360 degree feedback 360 feedback from same departments employees it can be anonymous or not



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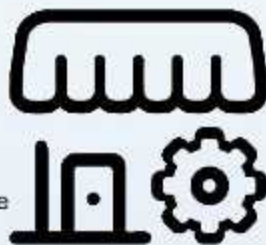
Contact:
99044 11154

Mall Management Solution in Strategic Partnership with Uneecops

SAP B1 Solution for Mall Management

Industry Challenges

- Lack or predefined workflow processes and best practices
- Time consuming Document Management
- Increased and hidden costs due to lack of effective Service & Maintenance processes
- Multi tier human resources and work force management
- Loose Coupling between Finance and other business functions
- Complicated Lease and Contract Management with varied revenue type and their recurring on-time billing
- Tracking of Fixed Assets and Automatic depreciation calculation
- Managing multi-level Conditional Approvals and Alerts



Key Functionalities

- Agreements and commercial management
- Lease Management and Renewals
- Promotions, Events and Signage Management
- Engineering & Maintenance Services
- Operations: Fire and Safety, House Keeping, Security Management, Helpdesk, Concierge, Shift Management
- Utility tracking and billing management (Electricity, water, gas, diesel etc.)
- HRMS (Workforce Management)
- Third party integration: Biometric, helpdesk, electricity and gas management
- Temporary and Festive Markets Management



SAP B1 Solution for Mall Management

Product Overview

Lease Management



Lease review



Lease renewal options



Occupancy cost analysis



Lease audits



Rents/ escalation reminders



Operating expense review



Unit allocations

- Allocation
- Extension
- Reallocation

Engineering and Maintenance Services



Installations of new equipment



Preventive Maintenance Plan



Inspection and lubrication of existing equipment



Maintenance of installed equipment



Monitoring of faults and failures using appropriate techniques



Up-gradation of existing equipments and facilities

Operations and Utility Management



Fire and Safety



Security Management



Concierge



Utility tracking



House Keeping



Helpdesk



Workforce Allocation



Billing management
Electricity, water, gas, diesel etc.