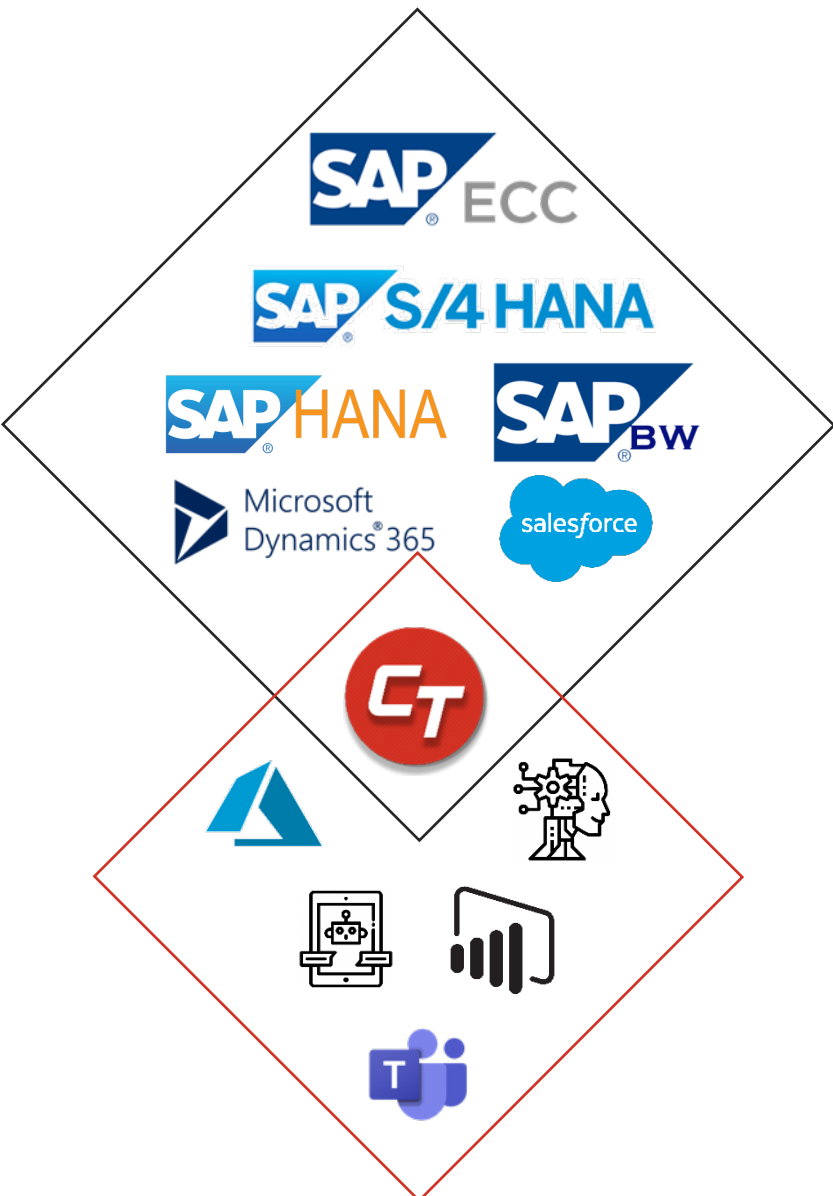




Enterprise Solution

Microsoft Partner
Gold Data Analytics
Gold Data Platform
Gold Cloud Ops
Azure AI Inner Circle





300+
Employees




Global Presence
US
UK
Singapore
India




Pioneers in SAP
Surround on Azure


The Complete Cloud – Productivity, Apps, Hosting & Analytics




Synapse Analytics




Azure ML



Azure Intelligent Cloud



ADF





Azure Databricks





Modern Workplace



Office 365



Power Platform



Microsoft Dynamics® 365

Leadership



Anupam Gupta, Co-founder , Head of US Operations

Anupam brings in 21 years of Development and Global Consulting experience with Enterprise Software Solutions. He has been advising customers on Enterprise strategy and Technology Road maps. He Holds a B.Tech from IIT Bombay



Anirudh Kala, Co-founder, Director, Chief Data Scientist

Anirudh is an expert in Machine Learning techniques, Artificial Intelligence and Natural Language Processing using Azure and Cortana Services. He has led AI ML COE for various organization throughout the globe.



Saurabh Daga, Supply Chain and Manufacturing , Principal

Saurabh has been a Supply chain Guru and has helped multiple Fortune 500 companies such as Samsung , Lenovo, etc. He has been a pioneer of designing and implementing Supply chain Systems in Manufacturing and Retail.



Dinesh Thawani, Principal

Dinesh has 20+ years of experience in delivering Enterprise Solutions and has led multiple practises in various disciplines of Computer Science. He is a fellow from Tata Institute of Fundamental Research.



Anish Ashirgade, Head Celebal Tech. Singapore

Anish has 20+ years of experience in SAP Analytics with expertise enterprise in Automation. Currently he leads the SAP practise for Celebal Asia pacific region and is based out of Singapore



Abhishek Goyal, Solutions Sales Principal

Abhishek brings in about 20 years of Sales and Marketing experience across Industry domains. Having a keen Engineering interest and background empowers Abhishek in Technology Solution Sales and Services.



Mukul Biswas, Head Celebal Tech. UK

Mukul has 22+ years of experience in SAP and has led large practises of SAP analytics and Implementation for Global SI around the world. Mukul holds a B.Tech from IIT Delhi



Jon Myklebust - Strategic Advisor

Jon has been a Senior IT executive at Fortune 500 companies such as The Walt Disney Company (Technical Project Manager – IT Strategic Planning), Warner Bros. (VP of BI and DW) and Sony Pictures (VP of SAP).

SAP Surround on Azure

Data & AI

Apps & Infra



ELT/ETL
SAP BODS, Informatica, talend
Azure Data Factory

Business Intelligence

SAP Analytics Cloud, Power BI
SAP crystal reports, SAP Lumira, SAP Business Objects

Enterprise Data Warehouse Enterprise Data Lake

SAP BW, NETEZZA, Azure Data Lake, Azure Synapse Analytics

ML/ IOT

SAP Leonardo, IoT Hub
Azure Stream Analytics, Azure Machine Learning Services

Big Data

cloudera, HORTONWORKS, databricks, Azure HDInsight

Intelligent Enterprise

SAP Integrated Business Planning, jda., CT-Intelligent Enterprise

Enterprise Application Integration

SAP HANA Cloud Integration, MuleSoft, Azure Service Bus, API Management

Infrastructure

Azure Bare Metal M Series, Ultra SSDs, SAP HANA, Azure D Paas, On Premise Legacy Hardware

Enterprise Chatbots


Transactional Systems, CT-Digital Assistant, CT-SAP Chatbot, CT-Azure Search Bot

Enterprise Apps

SAP Fiori, PowerApps, SAPUI5

Azure Innovations in SAP

Base Tables in SAP ERP

Finance and Controlling 

ACDOCA, BKPS, BSET, BSIK,
BSIS, BSID, BSAD,
BSAS, BSAD

Material Management

EBAN, EKKO, EKPO, RBKP, MATD
OC, MKPF, MARA, MAKT, LF1

Sales and Distribution

VBAK, VBAP, VBRK, VBRP, LIKP, LI
PS, KNA

Product Planning



AFKO, AFPO, PLKO, PLPO, A
U FK, JEST

Data Foundation Layer




Finance and Controlling 

 Account Receivable  Account Payable  Transactions

Material Management

 Spend Analysis  Vendor Evaluation


Sales and Distribution




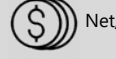

 Sales Overview  Billing Overview  Delivery Details

Product Planning

 Production Overview

Business KPIS


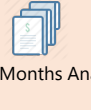
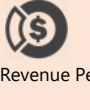


Finance and Controlling 

 Expense Head Budget v/s Actual  Account Payable Turnover  Account Receiver Turnover
 Net/Gross Margin  Revenue and Cost Analysis


Material Management

 Vendor Material Price Variance  Vendor Performance  Purchase Order Cycle time

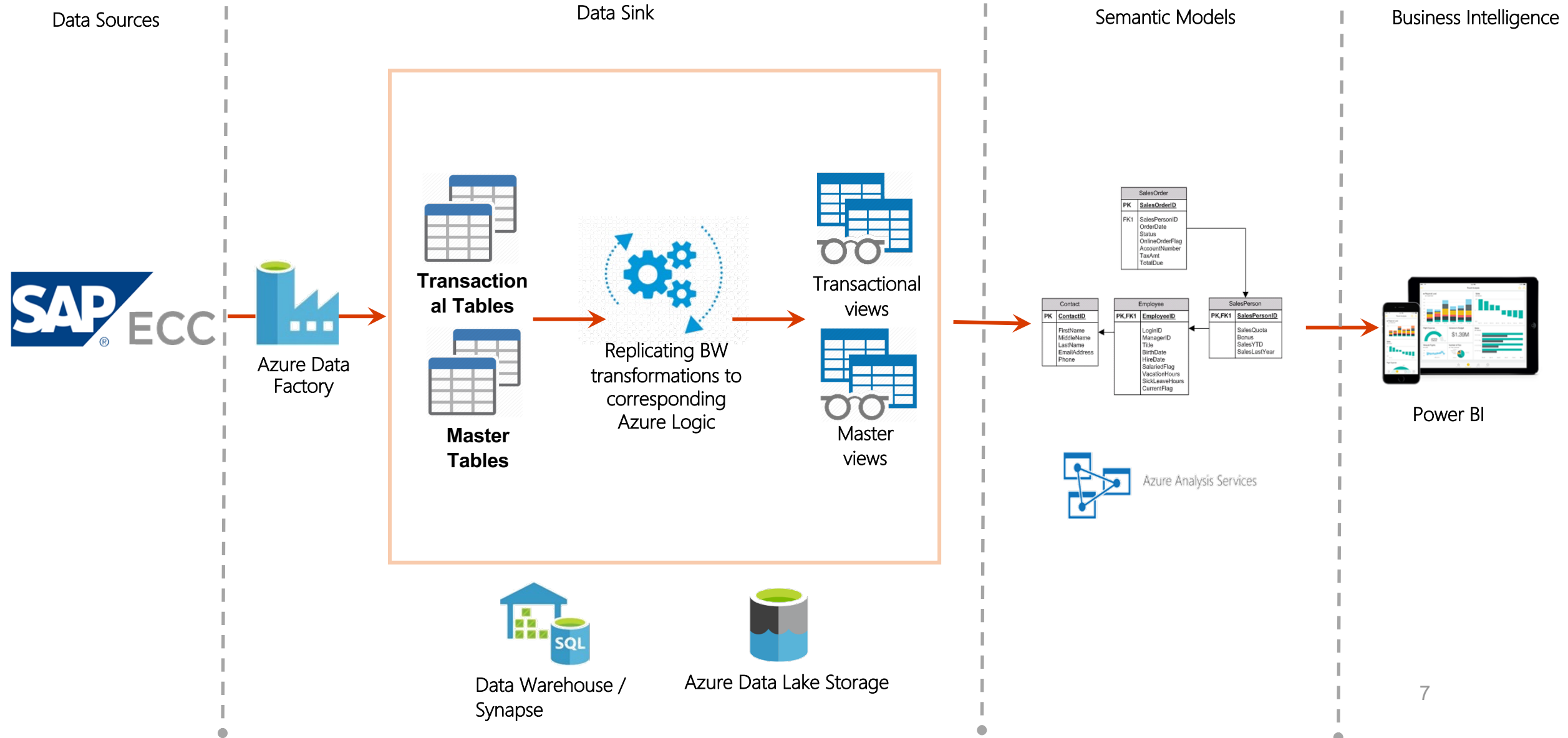
Sales and Distribution

 Sales Growth Analysis  Billing Months Analysis  Average Revenue Per Unit
 Sales Target v/s Actuals Analysis  Customer 360

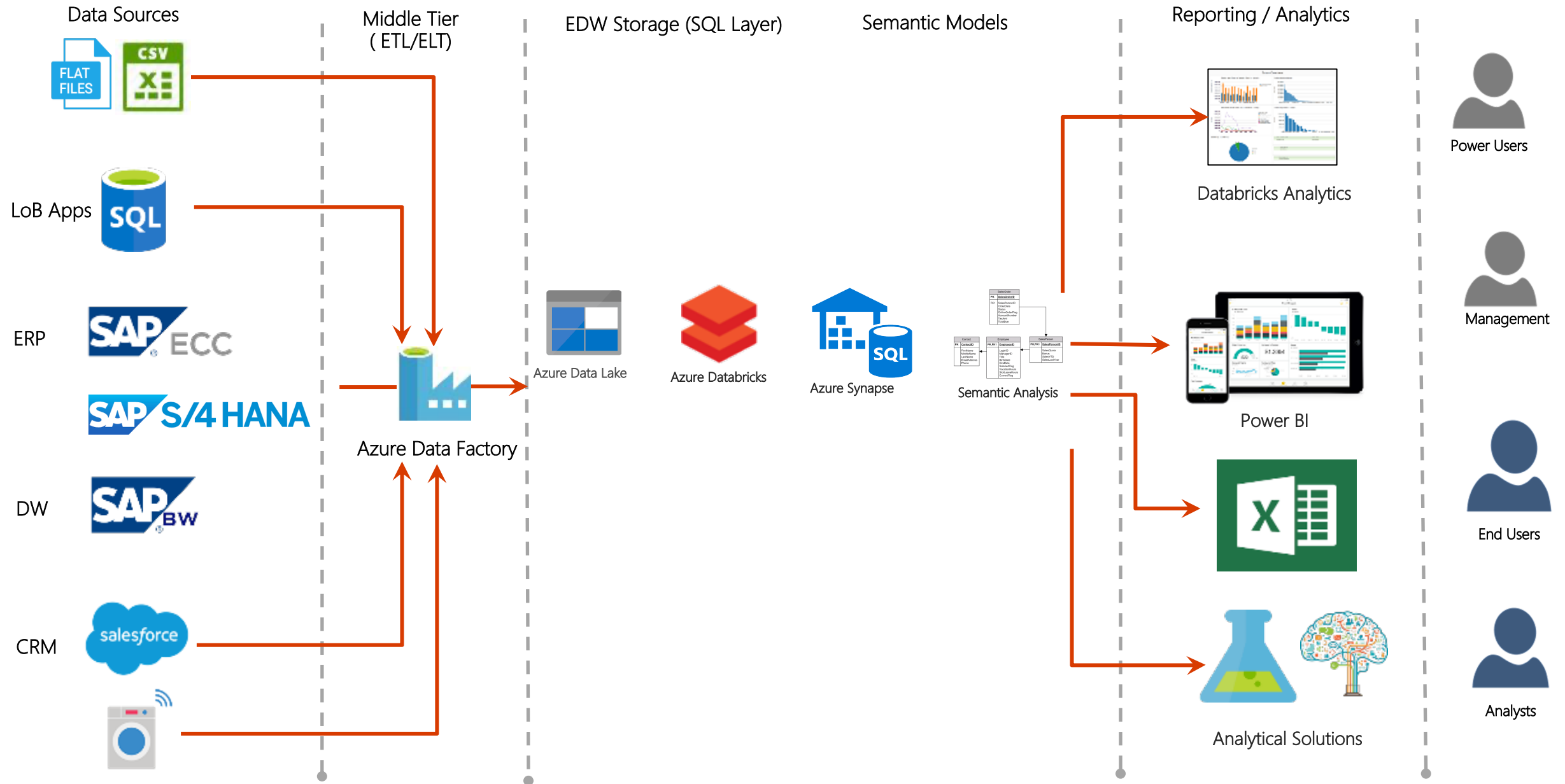
Product Planning

 Production Analysis

Functional Flow



Enterprise Architecture- Data Lake



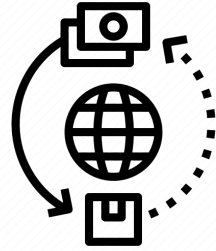
Intelligent Enterprise – Our offering



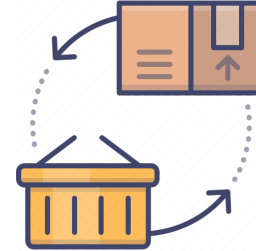
SAP Data Lake/ Data Warehouse on Synapse



Intelligent Demand Sensing



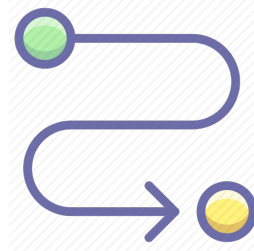
Trade Promotion Offer Analytics



Integrated Forecasting and Replenishment



Inventory Optimization and Management



Route Optimization



S&OP on Power BI



Intelligent Territory Engagement



Customer Insights



Product to Product Cannibalization

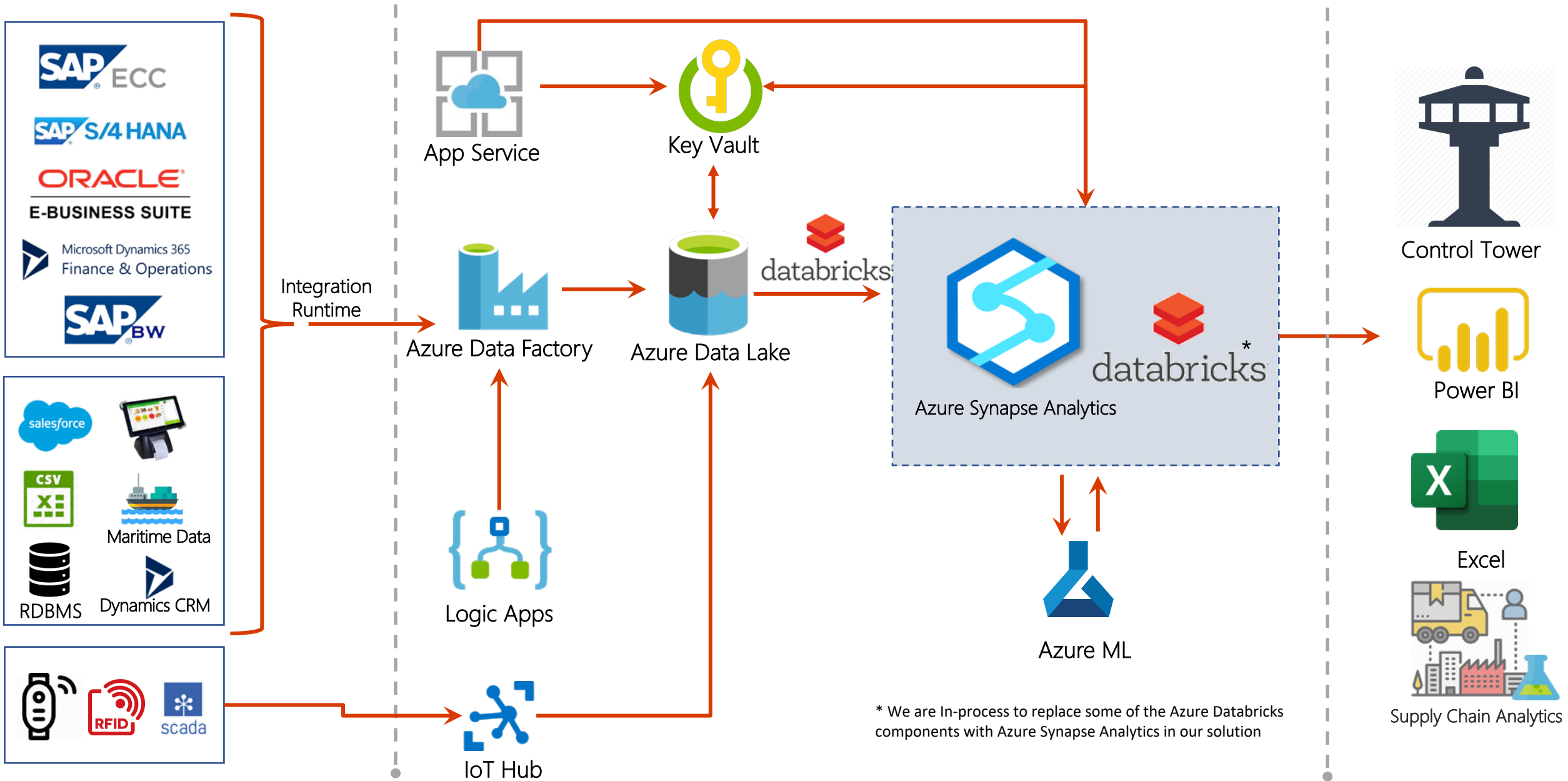


Constraint Based Optimization



Pricing Analytics

Intelligent Enterprise Architecture



Demand Planning

ML powered data cleansing

- Advance anomaly detection algorithms
- Define a maximum deviation.
- Quickly identify exceptions and outliers.
- Improve your forecast accuracy.

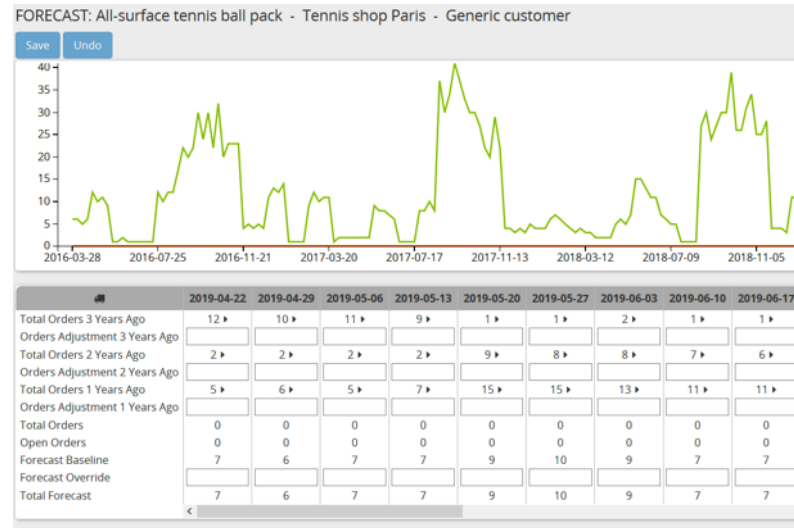
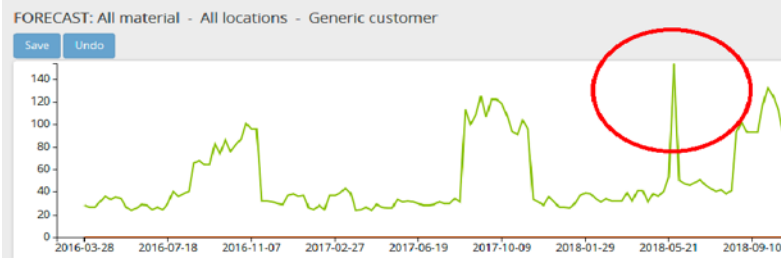
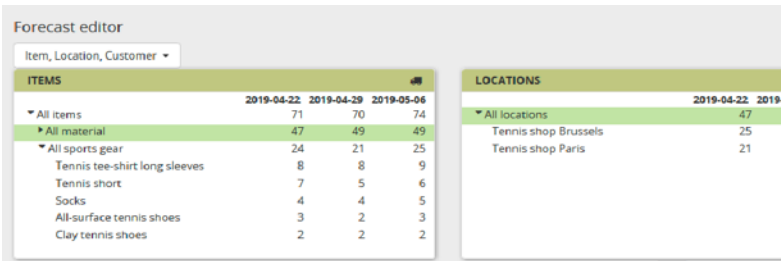


ML Powered Forecasting

- Forecast using the cutting edge Deep Learning algos.
- Leading indicators based forecast adjustments.
- Work in teams with sales and planners.
- Pick up your forecasting method.

Tuning and Productionizing

- Minimize forecast errors
- Product Mix Plans
- Estimate future sales.
- Foresee your stocks' volume.
- Anticipate your supply needs.



Ease of use , scalable , HTML5 UI

Workflow for Consensus






Export to Excel

Integrated with BI

Version based planning (Scenario Planning)

Data Localisation

Demand Sensing

-  Data Integration
-  Demand Planning
-  DRP
-  S&OP
-  Development

Demand Sensing

Show 10 entries

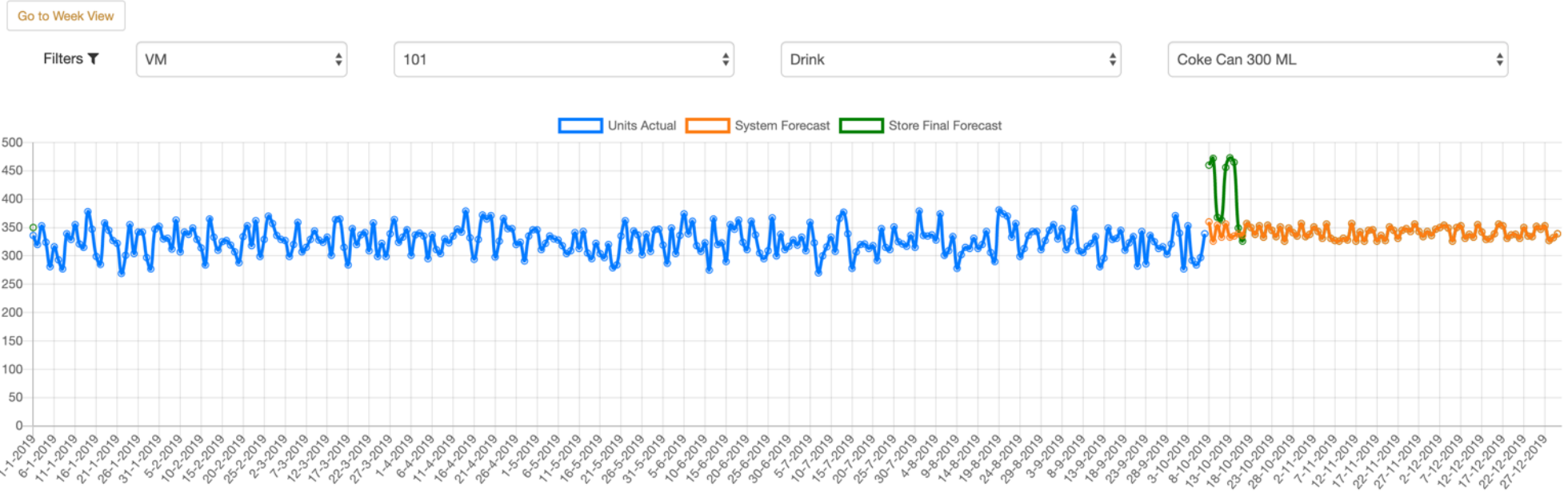
Search:

Action	Store	Category	Units Last Week (LW)			Forecast Accuracy		Status	Forecast Drivers			
			Actuals	Gap	Forecast LC	Forecast Accuracy Avg(3 Month)	R/Y/G		Supply Constraints	Initiative Charges	Competitor Actions	External Events
⋮	Vin Mart 1	Drink	1076	1	1075	67.74%	☆	🚩 Open	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
⋮		Food	1069	25 █	1044	59.08%	★	🚩 Open	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
⋮		Wash	1070	7 █	1063	60.18%	☆	🚩 Open	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
⋮	Vin Mart 2	Kitchen	1136	17 █	1119	67.74%	☆	🚩 Open	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
⋮		Electronic	1203	12 █	1191	59.08%	★	🚩 Open	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
⋮		Food	1124	8 █	1116	60.18%	☆	🚩 Open	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
⋮	Vin Mart+ 1	Drink	1070	1	1071	67.74%	☆	🔒 Closed	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
⋮		Kitchen	1100	12 █	1088	59.08%	★	🔒 Closed	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
⋮		Wash	1110	█ 26	1136	60.18%	☆	🚩 Open	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
⋮	Vin Mart+ 2	Electronic	1167	█ 22	1189	67.74%	☆	🚩 Open	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Showing 1 to 10 of 15 entries

ML Powered Forecasting

- Data Integration
- Demand Planing
- DRP
- S&OP
- Development



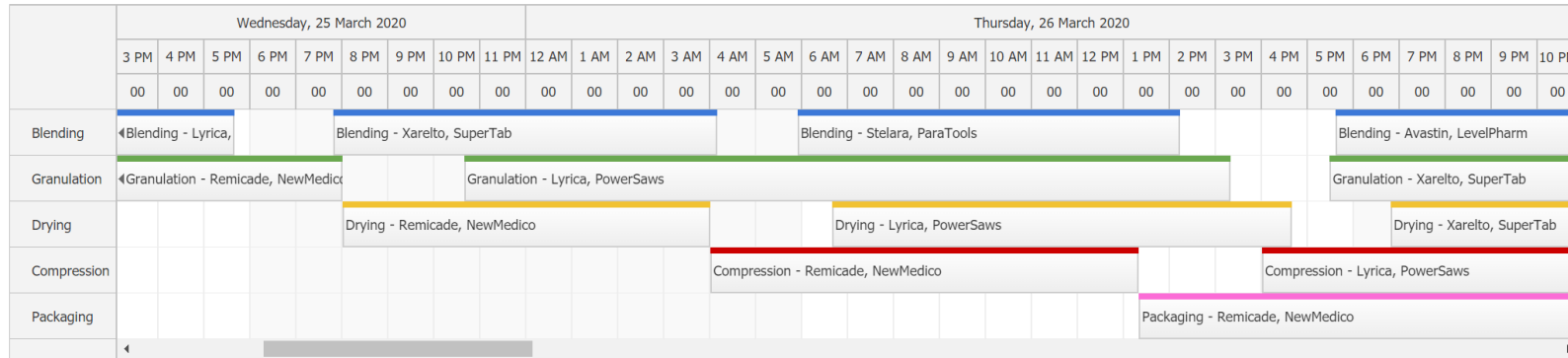
					... W42 - 2019									
Channel	Location ID	Category	SKU	Data	2019	10-10-2019	11-10-2019	12-10-2019	13-10-2019	14-10-2019	15-10-2019	16-10-2019	17-10-2019	18-10-2019
VM	101	Drink	Coke Can 300 ML	Actuals										
				ML Forecast		354	333	356	333	335	339	336	357	350
				Promotion Driver										
				Adjustment		14	30	100	140	130	10	-10	8	
				Store Final Forecast		368	363	456	473	465	349	326		

Production Planning & Scheduling



Project Start From - **Wed Mar 25 2020 12:00:00 AM** & Ends on - **Sun Mar 29 2020 12:37:00 PM**

Add Product



Project Start Date:

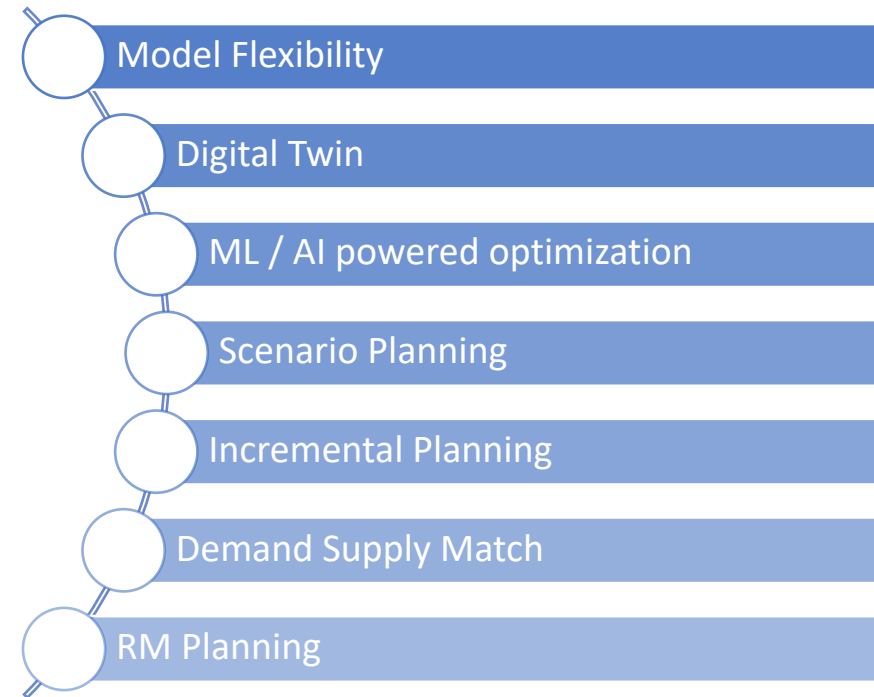
Task To Plan:

Task	Operation	Duration
Blending - 8N2B4	Blending	500
Granulation - 8N2B4	Granulation	1000
Drying - 8N2B4	Drying	600
Compression - 8N2B4	Compression	700
Packaging - 8N2B4	Packaging	800
Blending - 7A3P8	Blending	500
Granulation - 7A3P8	Granulation	1000
Drying - 7A3P8	Drying	600
Compression - 7A3P8	Compression	700

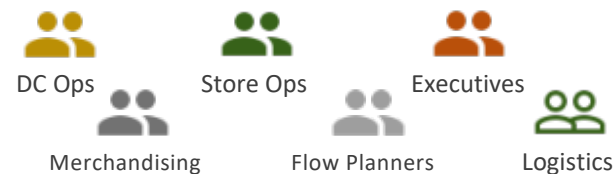
Routing:

Duration in Minute:

	Blending	Granulation	Drying	Compression	Packaging
Xarelto	<input type="text" value="5"/>	<input type="text" value="10"/>	<input type="text" value="6"/>	<input type="text" value="7"/>	<input type="text" value="8"/>
Stelara	<input type="text" value="5"/>	<input type="text" value="10"/>	<input type="text" value="6"/>	<input type="text" value="7"/>	<input type="text" value="8"/>
Lyrica	<input type="text" value="5"/>	<input type="text" value="10"/>	<input type="text" value="6"/>	<input type="text" value="7"/>	<input type="text" value="8"/>
Avastin	<input type="text" value="5"/>	<input type="text" value="10"/>	<input type="text" value="6"/>	<input type="text" value="7"/>	<input type="text" value="8"/>

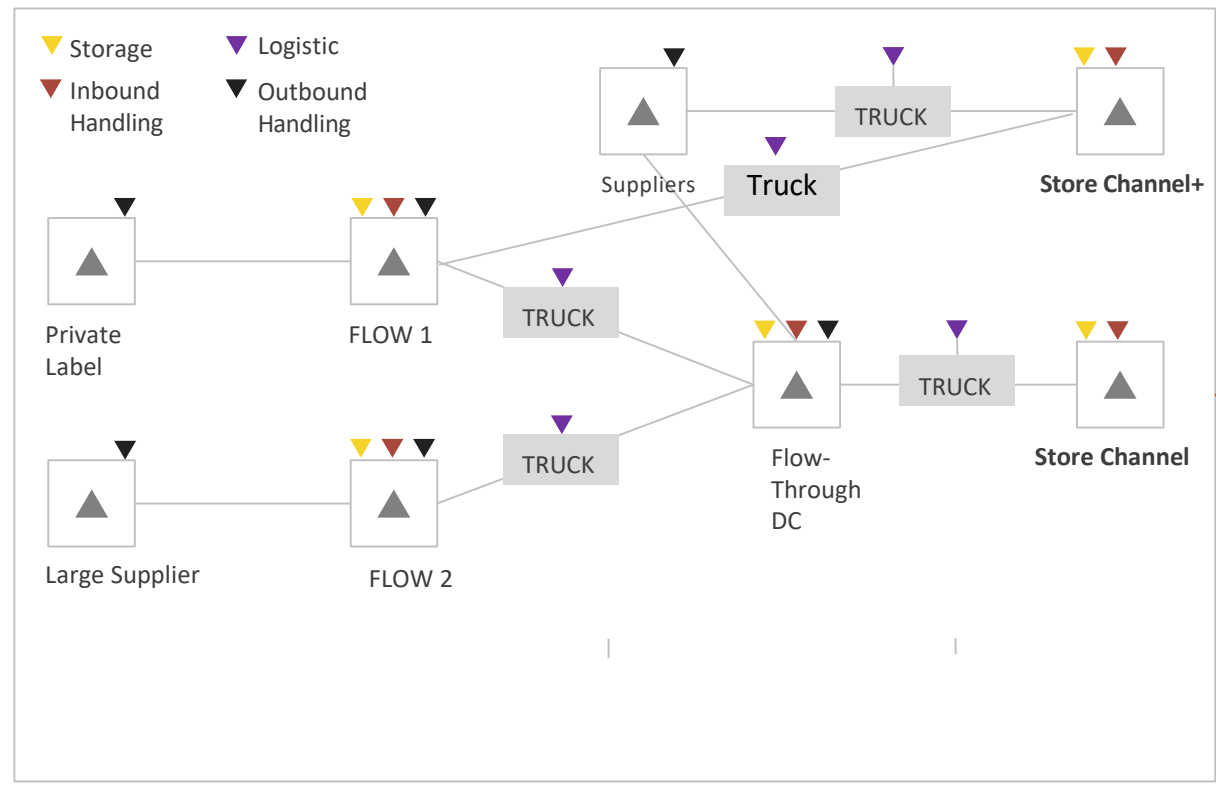


Multi-Echelon Optimized Distribution Plans



Inputs

- DEMAND FORECAST**
Daily POS, Marketing & promo Inputs
- DEMAND PRIORITIES**
Item A/B/C, store A/B/C, due date
- NETWORK**
Stores, DCs, Suppliers
Items, hierarchy, BODs, packs
- CONSTRAINTS**
Storage, handling, transportation
- PLANNING POLICIES**
Inventory targets/bands
Flow policies
- INVENTORY**
Inventory (on-hand) and open PO's



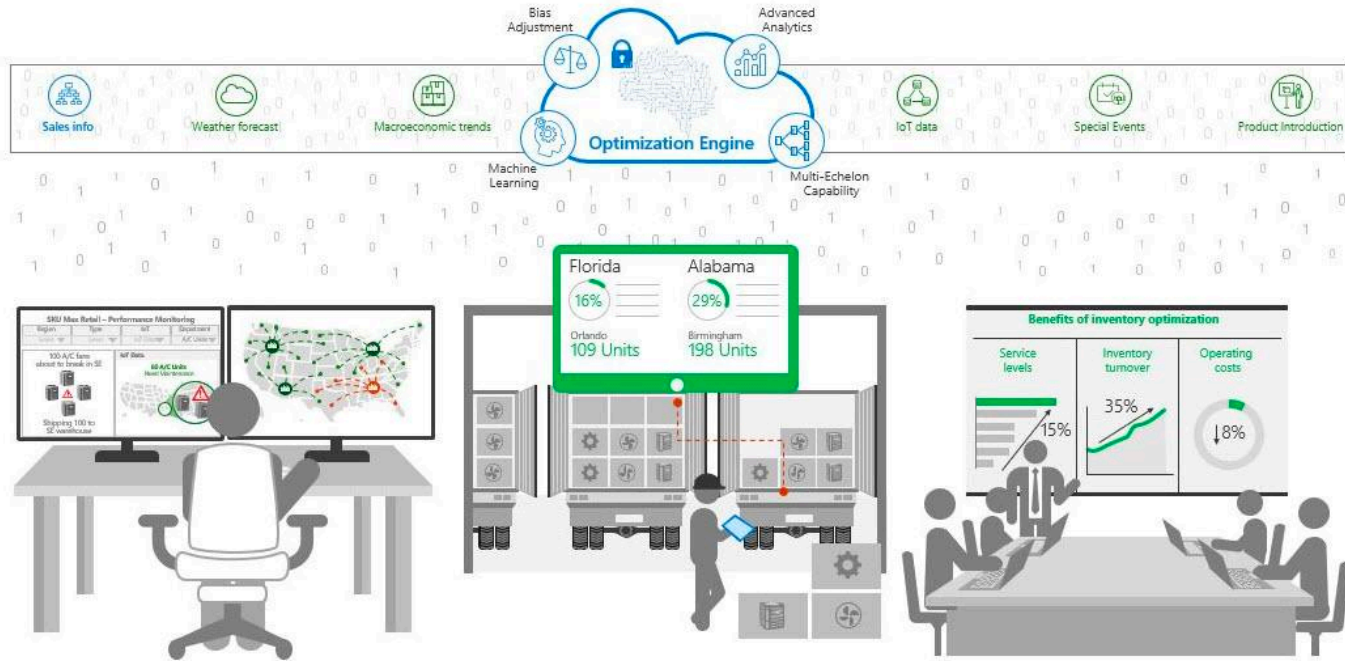
Outputs

- OPTIMIZED REPLENISHMENT & Procurement**
Inbound/Outbound Flow Plans
- OPTIMIZED INVENTORY PLANS**
Inventory policy changes
- OPTIMIZED DEMAND FORECASTS**
Constrained demand forecast

Reporting and Analytics

Store demand fill-rate vs. Service Level analytics
 Root cause analysis – Lost Sales, Excess Inventory Reports

Inventory Optimization



True Multi-Echelon Replenishment

Designed for omni-channel retailers and supports any process including vendor-DC-store & vendor-store

Automation frees up your resources

CTs Replenishment solution automatically generates optimal suggested ordering quantities

Flexible Rule Based System

The system accounts for any cost constraints, as well business rules & policies

Intelligently accounts for special events

Suggested order quantities account for effects of events such as promotions, moving holidays, weather triggers, and more.

Powered by Predictive Analytics

CT planning solution is powered by predictive analytics to provide accurate demand forecasts

End-to-End Integration

All CT solutions are fully integrated in a common predictive analytics platform with SAP and Dynamics 360

AI/ML Scenarios/Case Studies

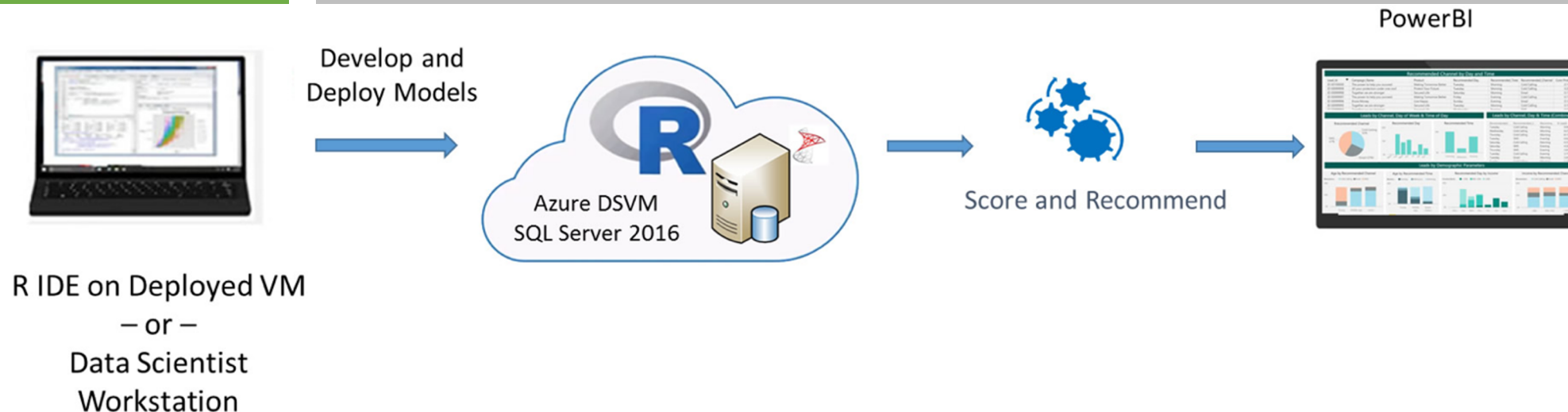
Scenario

Predict actions that are expected to maximize the purchase rate of leads targeted by the recommendations to be used by a renewed campaign on:

1. How to contact (for example, e-mail, SMS, or cold call)
2. When to contact (day of week and time of day) the targeted leads

Algorithm used

Decision Trees



Scenario

Customer Loyalty Prediction

- Who are the customers that would redeem an offer given to them
- Those who redeem the offer who are likely to be a Repeat Customer

Algorithm Used

Based on Ensemble of Random Forest and SVM



Scenario

- Score Leads according to their chances of becoming potential customers
- Enables targeting campaigns for both OEMs and advertising portals

Algorithm used

Based on Light Gradient Boosting Technique



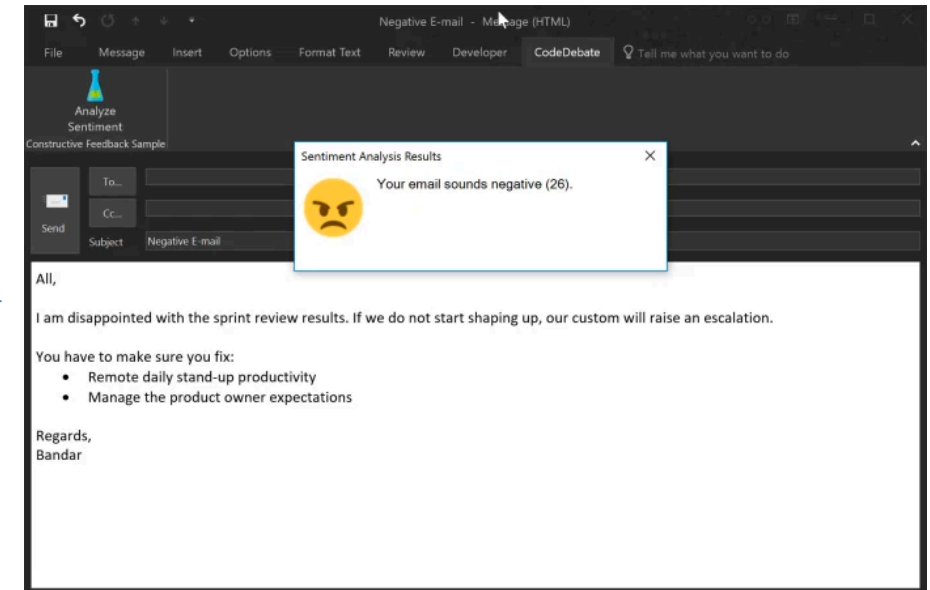
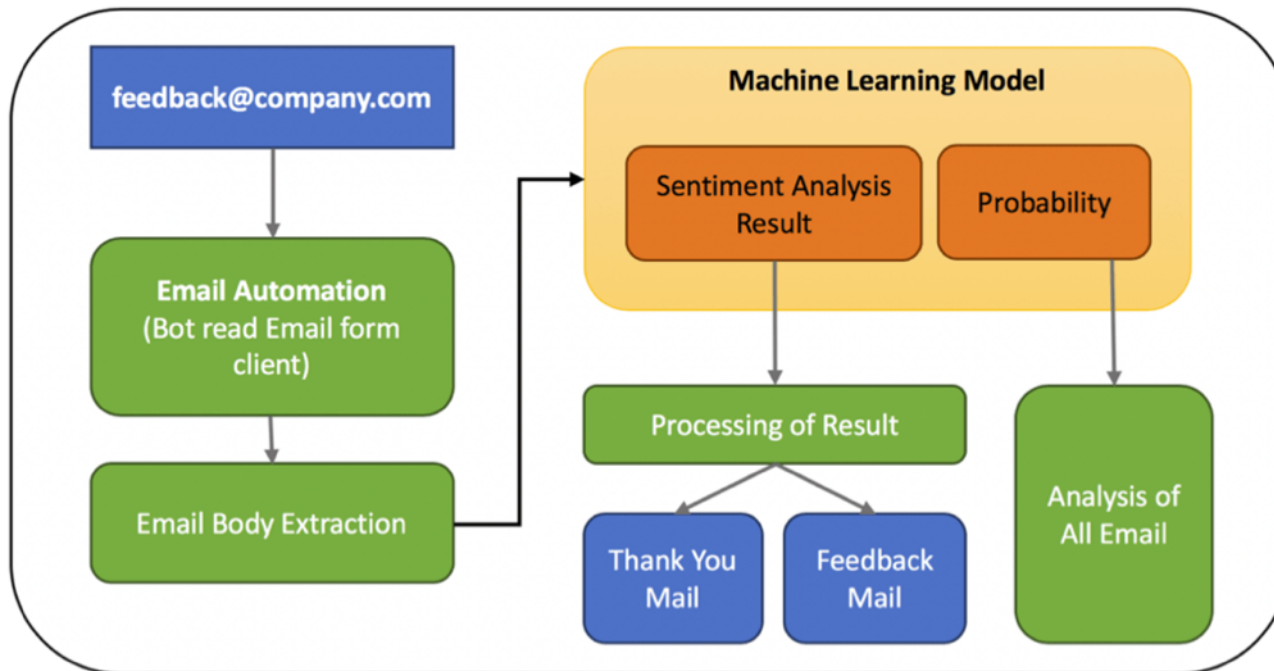
Sentiment Analysis

Scenario

- Categorize user feedbacks collected on Emails , Web-platform into different sentiments
- Enables targeting campaigns basis user Sentiment groups

Algorithm used

Word embedding through BERT using Tensorflow



Scenario

Predict the Denial Reason and Reason Code for insurance claim

Description

Analyzes Historical EOB's, Medical Codes, CARC/RARC codes, Payment patterns, Provider Credentials, Provider -Payer contracts prior to suggesting changes. Few of the data points were : Member ID, Provider ID, Line Of Business, Revenue Code, Service Code, Place Of Service Code, Procedure Code, Diagnosis Code, Claim Charge Amount etc.

Algorithm used

Ensemble of SVM (Radial Basis) and XgBoost



Fraud Detection- Vehicles

Scenario

Predictive models to determine which automobile claims are fraudulent

Description

Claim Amount - Uncommonly high claim amounts are more likely to be fraudulent.

Claim Cause - The more severe claim causes (fire and collision) will be less likely to be fraudulent.

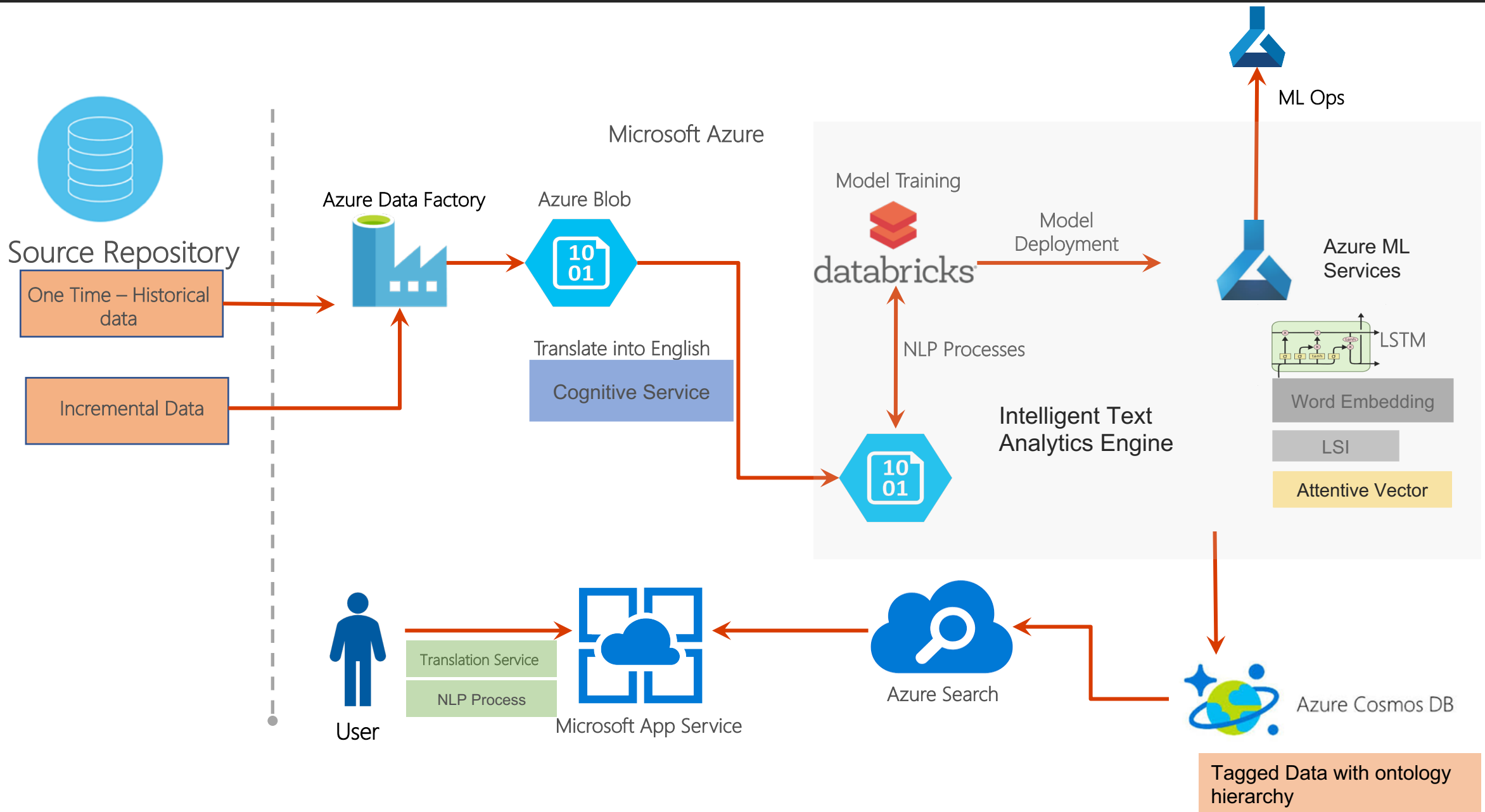
Claim Report Type - Fraud claims will be reported with as little human interaction as possible.

Algorithm used

Neural Network with ensemble of Gradient Boosting



Patent Similarity



Improve Quality of Hire

Scenario

Provide a quality of hire rating to each individual candidate appearing for the interview for a position

Description

Based on an ensemble of RF and Adaboost on the Employee Central data



Predict Order Returns

Scenario

Predict the order return probability for Cash On Delivery Orders.

Description

The algorithm is based on recurrent neural network and it would predict that out of all the orders that were booked this week how many of them would be returned



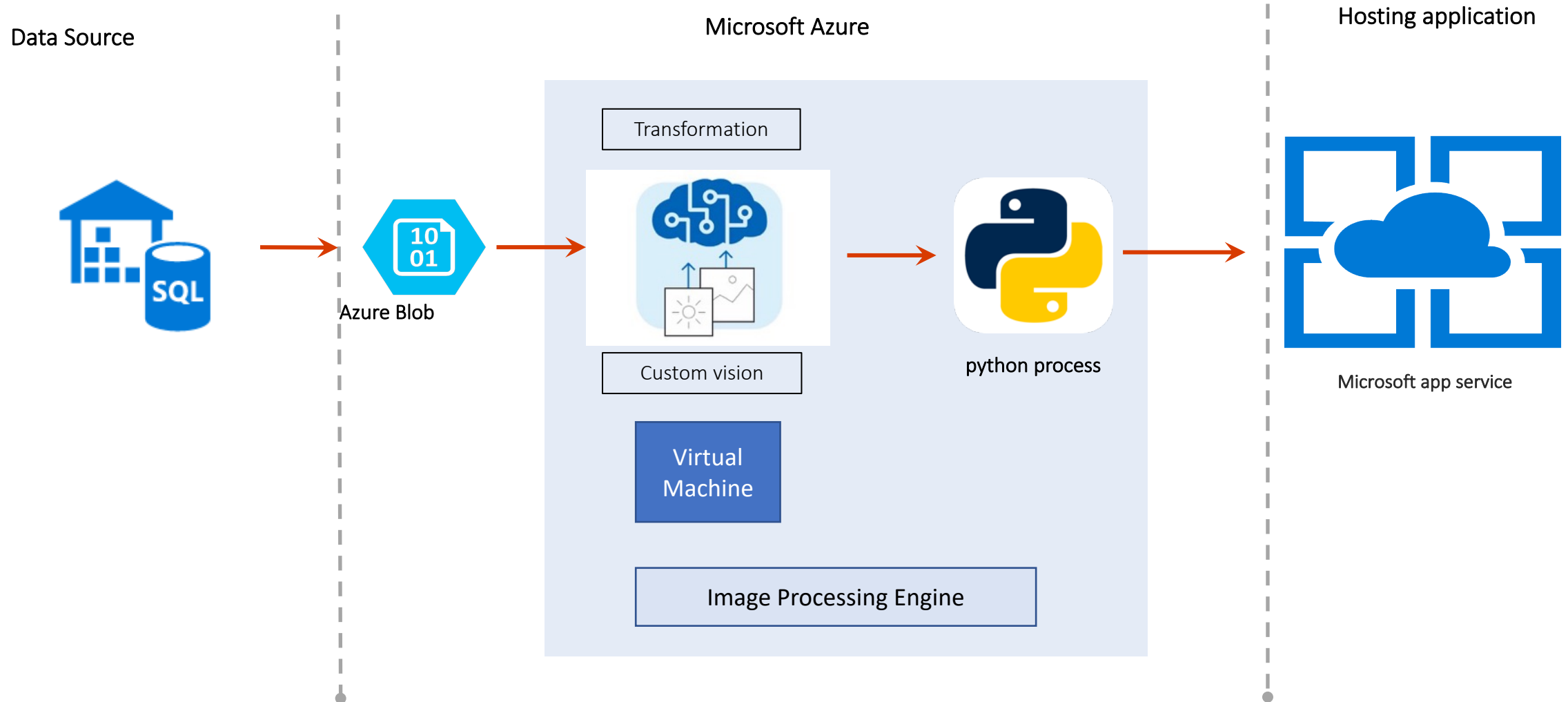
Identify damages using Computer Vision

- Find Parts , make , model for a given car
- Identify damages like Dent , Scratch etc.



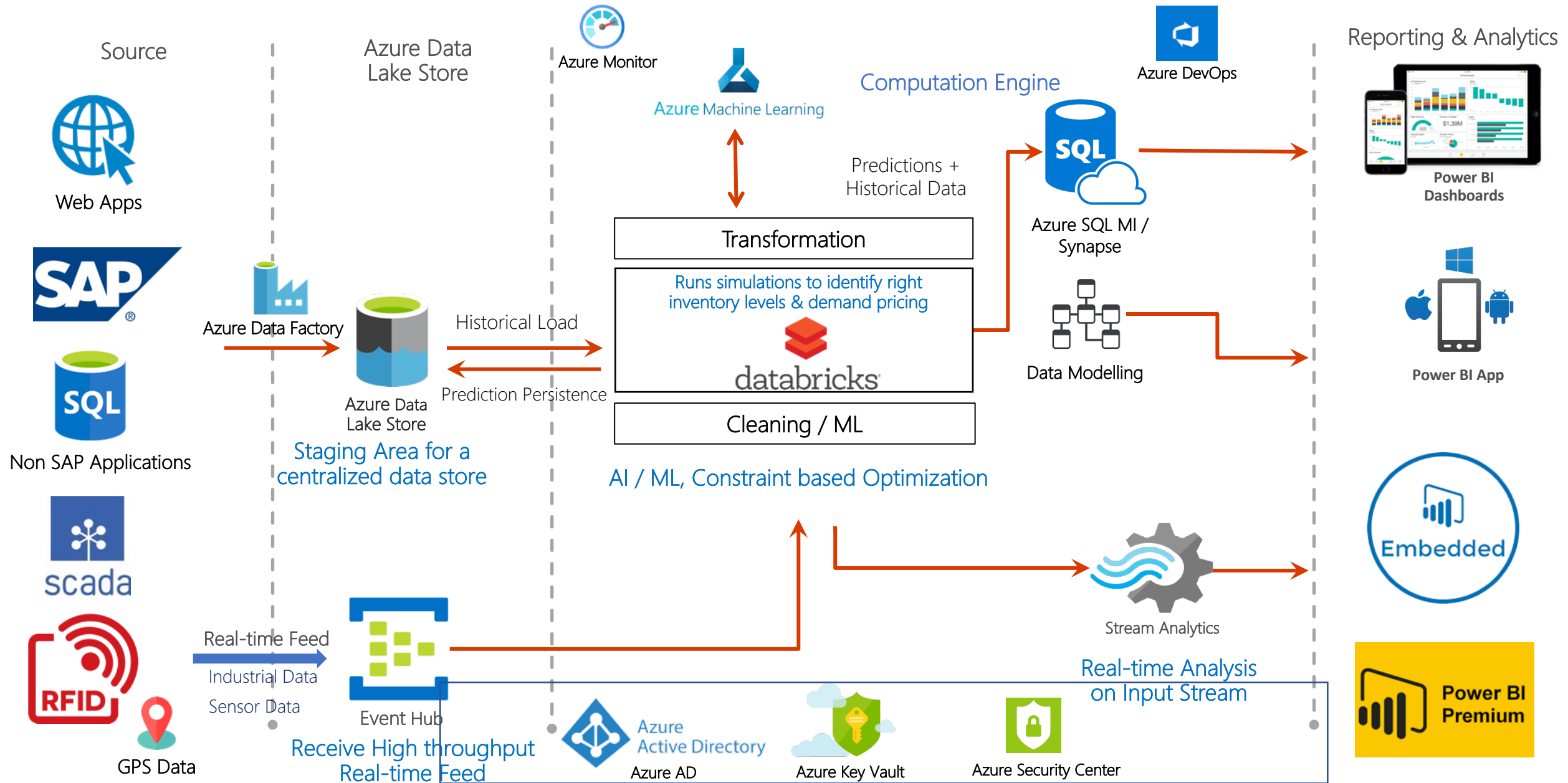
HOOD ASSY - Dent

Proposed Architecture



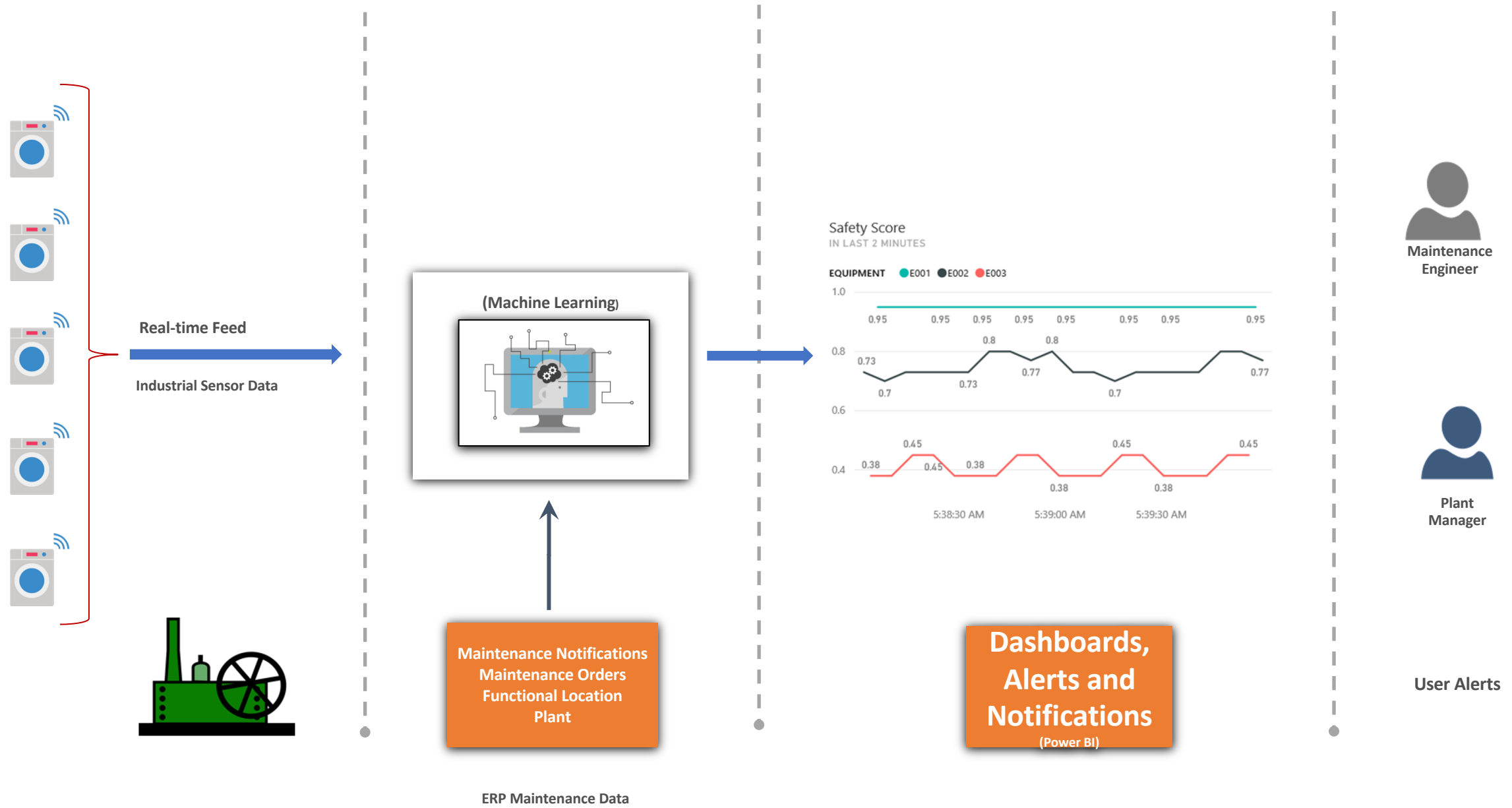
Big Data Implementation

Solution Architecture

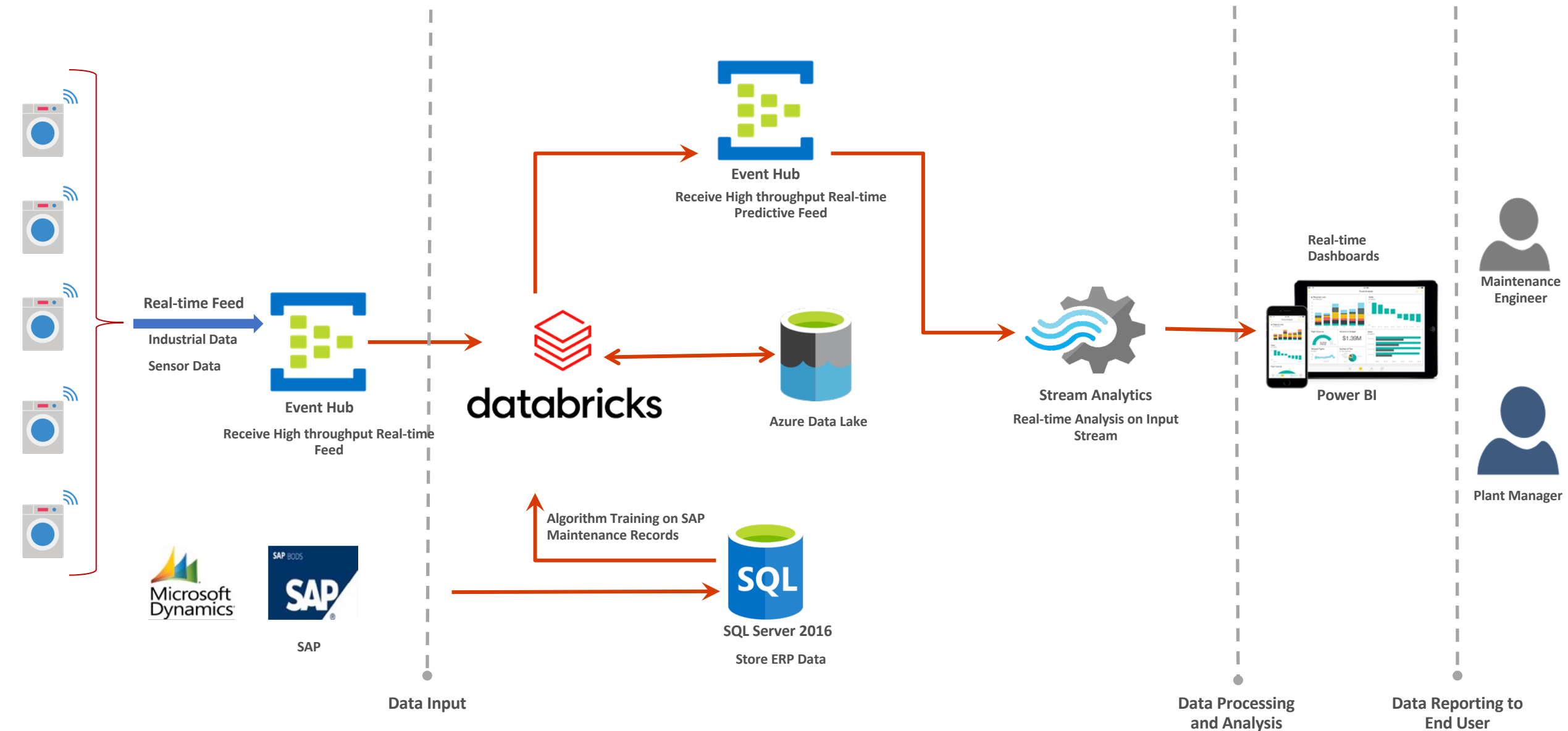


- Import ERP Maintenance history data into IOT Predictive system
- Use this data to Train a Machine Learning model (using Support Vector algorithm)
- Stream sensor data into this Model to predict safety score
- Visualize streaming data for sensor and scoring information
- Send Maintenance Alerts to responsible users
- Predict failures and take corrective action. Avoid shut-downs.

Functional Flow- Predictive Maintenance



Technical Architecture- Predictive Maintenance



Case Studies – Data Analytics

Business Scenario

Current process involves silo offline systems for forecasting unorganized implementation of data storage and analytics. Manual Workflow in the whole process and Analytics is done on spreadsheets with limited means of data processing. Solution not integrated and not scalable.

Solution

- Azure SQL acts as Enterprise Data Warehouse. Pulls the current Shipment (Actuals) from SAP ECC
- Pull the data from Azure SQL in Machine Learning / Forecasting System (Azure ML or Databricks)
- Performing data pre-processing and manipulation
- Training the forecasting models with past data
- Forecasting the sales for coming months
- Pushing the data back to SQL
- Visualizing the trends on Power BI

Sales Forecasting- Architecture

Source Examples

Media
(Unstructured Data)

Business/Custom Apps
(Structured Data)



Files
(Unstructured Data)

Azure Data Factory

Ingest Prepare Transform



Azure Data Lake Store

Azure Data Lake includes all the capabilities required to make it easy for developers, data scientists, and analysts to store data of any size, shape, and speed, and do all types of processing and analytics across platforms and languages.



Azure Blob Storage

Azure Blob Storage is a service for storing large amounts of unstructured object data, such as test or binary data.

Data Model, Calculations, Statistics



databricks



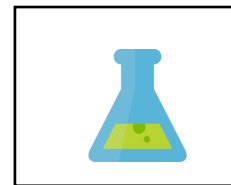
Data Modelling



Azure SQL Data Warehouse

Machine Learning Algorithms

Regression: Linear
Time Series
Forecasting: ARIMA



Azure ML Studio



Azure Analysis Services

Provides a way for users to browse massive amounts of data for ad-hoc data analysis



Azure Analysis Services



Ad-Hoc Analytics Monitoring



Power BI

Dashboards

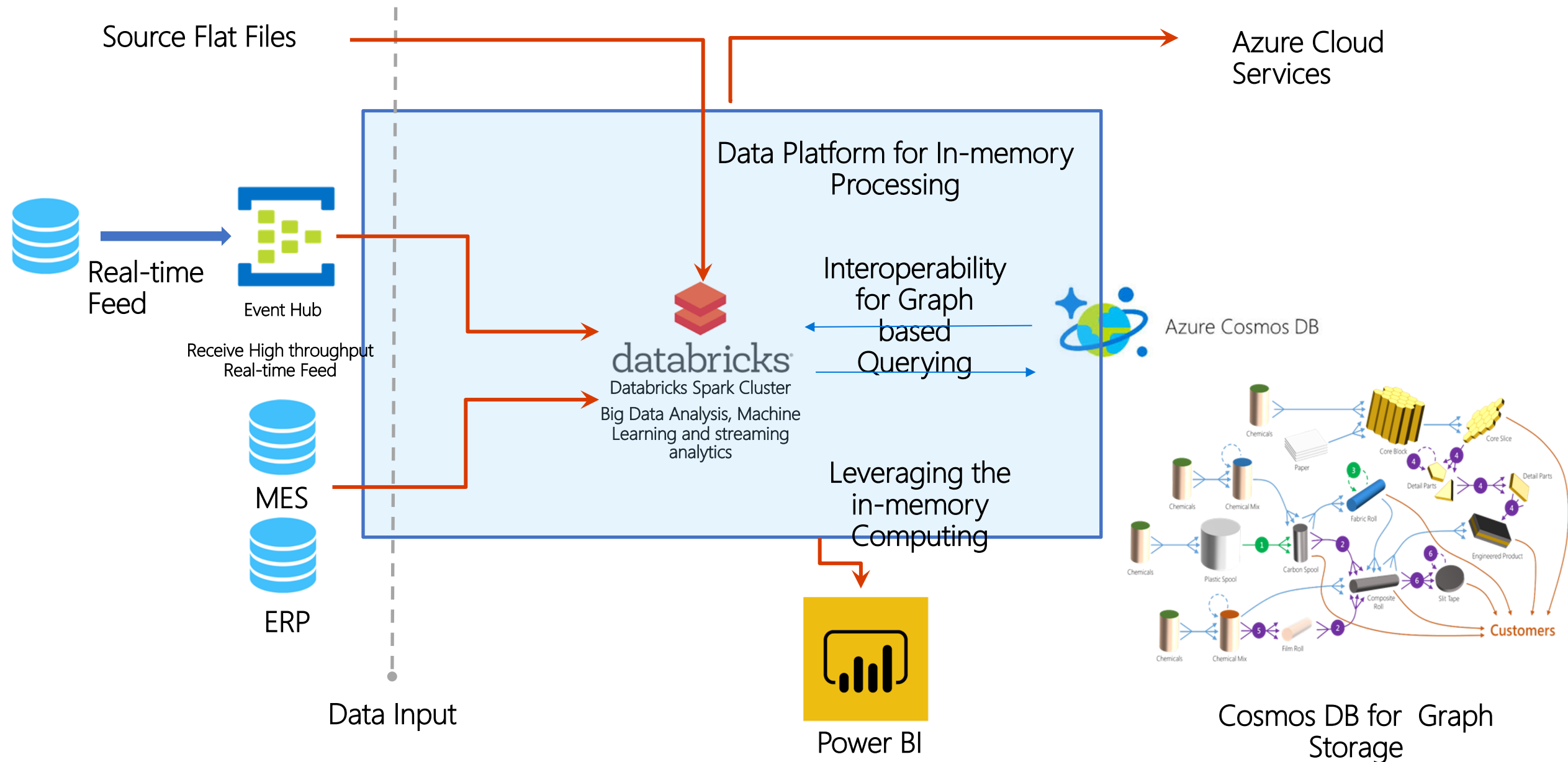
Business Scenario

- The chemical corporate firm was facing the issue of chemical composition of mixtures and products and their test results. It was also struggling with the sales data of a particular chemical.
- This scenario is focused on querying data and information for a UK based firm which stores production data in various stages and forms having complex parent - child relations.
- The major task was to create metadata and relations in the data such that it could be queried using a graph database without utilizing much of compute power as well within time constraint of 5 seconds.

Technology Solution

- The data from CSV files was imported, cleaned and transformed using Azure Databricks.
- After forming relations, transforming data in form of graph in Azure Databricks we pushed data in Cosmos DB.
- We then queried data and graph using Gramline API of Azure Cosmos graph and answered questions like, "In last year 3 years whom did we sell material to and in what quantity" and "What products contain any chemical X or it's derived chemical and in what quantity".
- Using **Azure Databricks Services and Source flat**, then interospectibility with graph based query on Azure Cosmos DB.
- **Power BI** is used to visualize this real time streaming data for recording and scoring information
- This whole compiling process comes under Azure data services using Azure Databricks.

Technical Architecture- Chemical Corporate



Telecom & Manufacturing

- Calculating hidden trends of attritions
- Department wide management of BI portal
- Power BI Embedded Portal to monitor Demurrages, Supply Chain, Port occupancy

Pharma

- Creation of Prediction Model for daily sales data and visualizing on power BI Dashboards
 - Number of drugs to be flagged or to be reviewed
 - Drugs categorized in decile feature
 - Change in Tariff, volume, COGS, margin on the basis of Dashboard filters and ML Algorithm

Finance

- Reporting for Group CEO and Business CFOs
- Mobile Dashboards
- YTD, QTD, MTD comparisons of %Growth and %Achievement
- P&L, Balance Sheet and Sales Reports
- Shared Datasets for Ad hoc report creation capability

HR

- Capability to plan the Workforce (HR Analytics)
- Yearly spending management
- Calculating Savings based on
 - GeoMix Optimize Hiring
 - Attrition Replacement
 - Bottom 15%
 - Defer Hiring
- What-if Analysis' feature and Complex Measures

Pharma

- Creation of Prediction Model for daily sales data and visualizing on power BI Dashboards
 - Number of drugs to be flagged or to be reviewed
 - Drugs categorized in decile feature
 - Change in Tariff, volume, COGS, margin on the basis of Dashboard filters and ML Algorithm

Manufacturing

- Calculated hidden trends of attritions
- Department wide management of BI portal
- Power BI Embedded Portal to monitor Demurrages, Supply Chain, Port occupancy

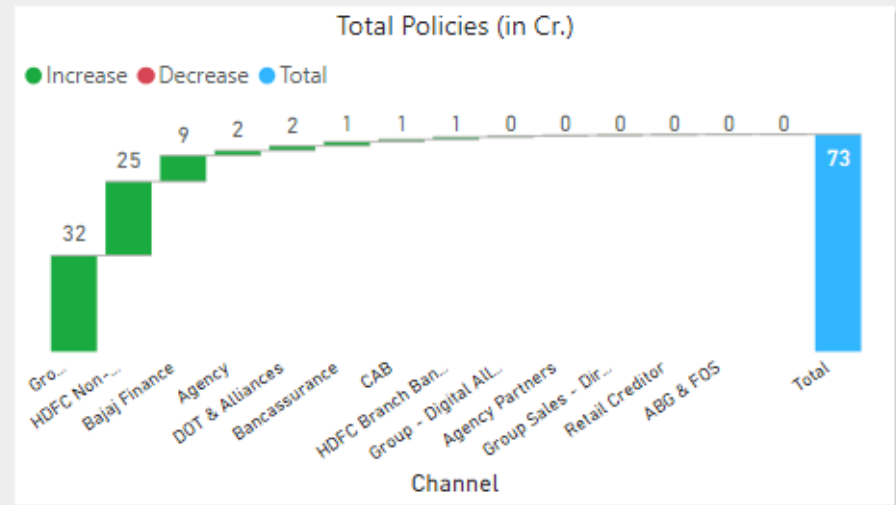
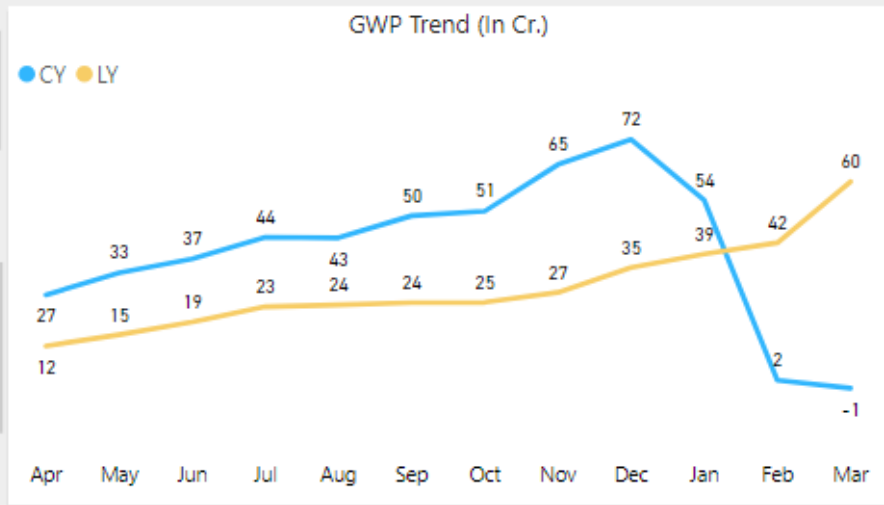
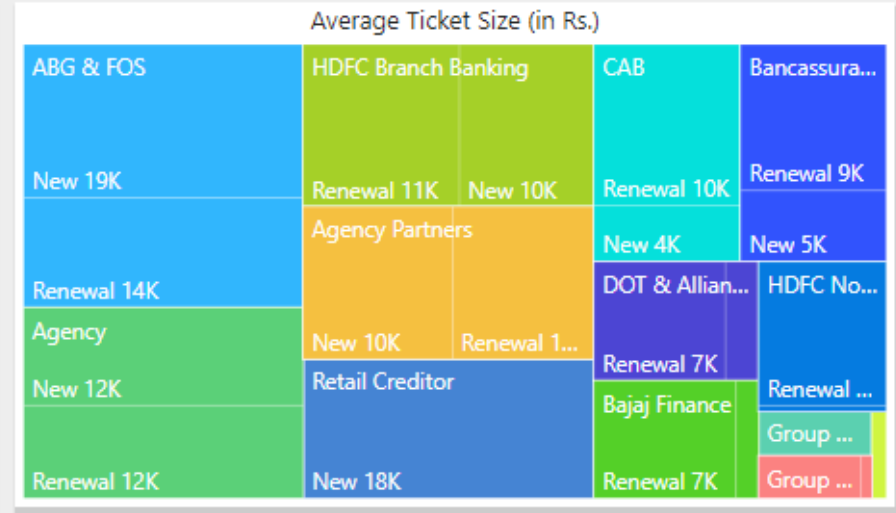
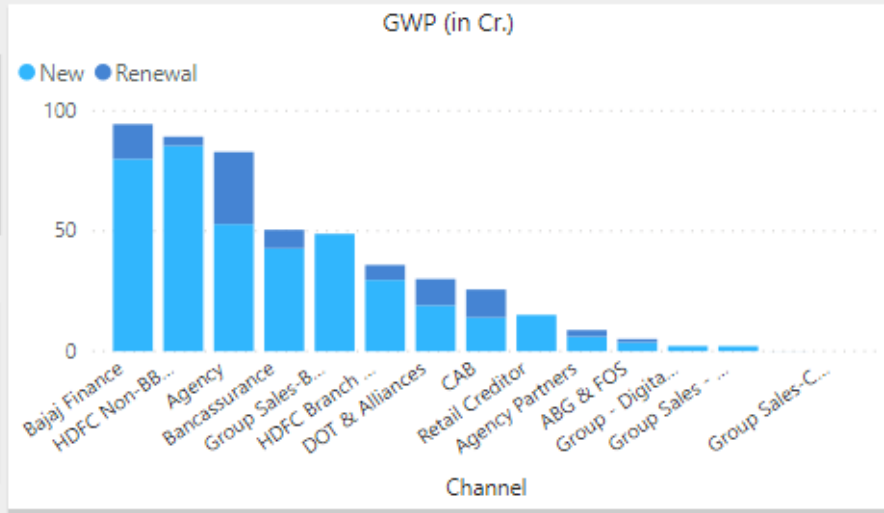
Business Type: All
Channel: All
Group/Retail: All
Products: All
Fiscal Year: All

GWP
541.5 Cr.
 Growth% 42.4% Achievement% 116.0%

Fresh Policies Issued
5,998,993
 Growth% 5.5% Achievement% 156%

Number of Lives
7,327,474

Average Ticket Size
805
 Growth% -0.75



Date

All

Internal Rating

All

Industry Group

All

Promoter Group

All

UCC

All

Internal Rating Wise Summary (In Millions)

Internal Rating	Count of UCC	Fund Exposure	Non Fund Exposure	Fungibility	Net Exposure	FB O/s	NFB O/s	Outsta
AA+	1	1.7	0.8	-2.11	2.5			
AA-	1	4.6	0.0	0.00	4.6			
A+	1	1.5	1.5	0.00	3.3	0.8	0.8	
A	1	1.6	1.5	0.00	3.3	2.1	2.1	
A-	3	4.1	0.0	0.00	5.1	8.8		
BBB+				0.00				
Total	8	12.0	2.2	-2.11	15.5	12.0	3.2	

Internal Rating Wise Summary (In Millions)

Industry Group	Count of UCC	Fund Exposure	Non Fund Exposure	Fungibility	Net Exposure	FB O/s	NFB O/s	Outsta
BANK	1	0.1	0.0	0.00	0.1	0.3	0.3	
1234	1	0.1	0.0	0.00	0.1	0.3	0.3	
GEMS AND JEWELLERY	1	1.7	0.8	-2.11	2.5			
IRON/STEEL & PRODUCTS	1	2.4	0.0	0.00	2.6			
OTHER METAL & PRODUCTS	1	1.4	0.0	0.00	1.4			
Total	8	12.0	2.2	-2.11	15.5	12.0	3.2	

Internal Rating Wise Summary (In Millions)

Promoter Group	Count of UCC	Fund Exposure	Non Fund Exposure	Fungibility	Net Exposure	FB O/s	NFB O/s	Outsta
Dumgrp1	3	5.8	0.8	-2.11	7.6	8.8		
Dumgrp2	1	1.5	1.5	0.00	3.3	2.9	2.9	
Dumgrp3	1	1.4	0.0	0.00	1.4			
Dumgrp4	1	4.6	0.0	0.00	4.6			
No.group	1	0.1	0.0	0.00	0.1	0.3	0.3	
Total	8	12.0	2.2	-2.11	15.5	12.0	3.2	



₹ Liability Report- Book Deposits & Long Term Funds

Amount in Cr

Fiscal Year

All

₹ 123M

Total Deposits

₹ 50M

Term Deposits

₹ 41M

Deposits In CASA

₹ 91M

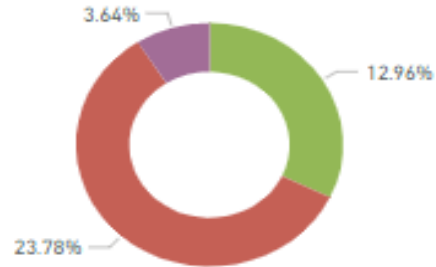
Book Deposits

₹ 32M

Long Term Funds

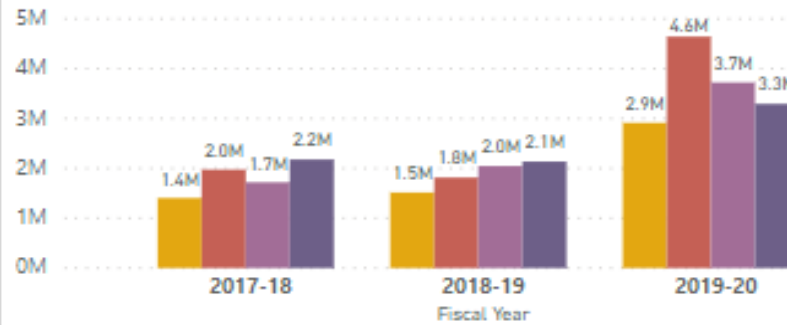
Key Ratios of Total Deposits

● % of Retail ● % of Bulk ● % of FCY

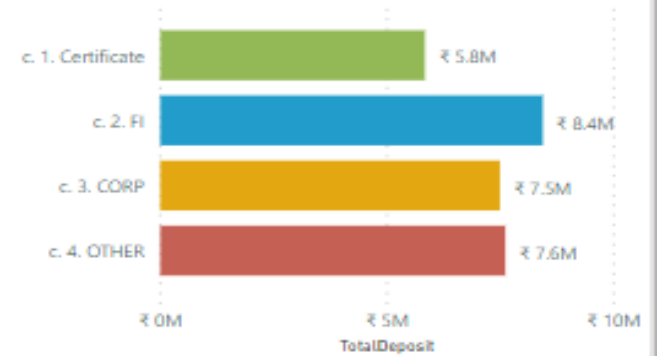


Total Bulk Deposits Year Wise

● c. 1. Certificate ● c. 2. FI ● c. 3. CORP ● c. 4. OTHER

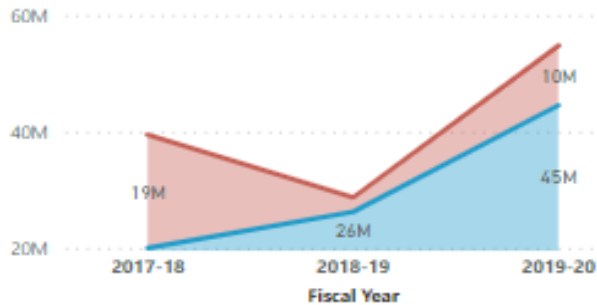


Head Amount of Bulk Deposits



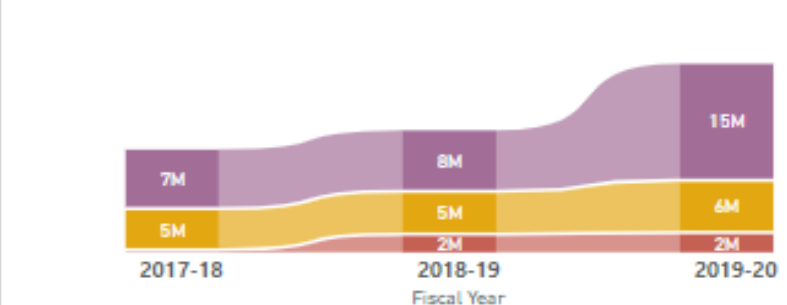
Total Deposit Year Wise

● Deposit Book ● Long Term Funds



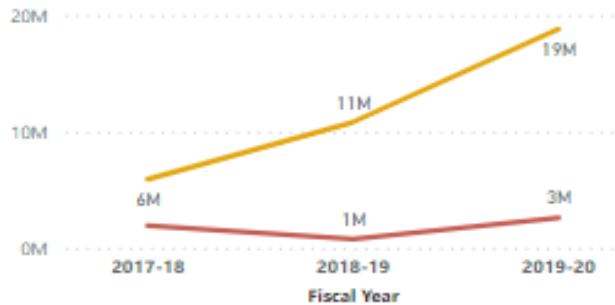
Term Total Deposit Year Wise

● Retail (<2cr) ● FCY ● Bulk



CASA Total Deposit Year Wise

● CA ● SA





Last Refreshed 16 June 2020

Daily Sales



HEALTH INSURANCE

Revenue
₹ 401 Cr.

* Data as on : March, 2020

Combined Ratio (in %)
87

* Data as on : March, 2020

PBT
-117 Cr.

* Data as on : March, 2020

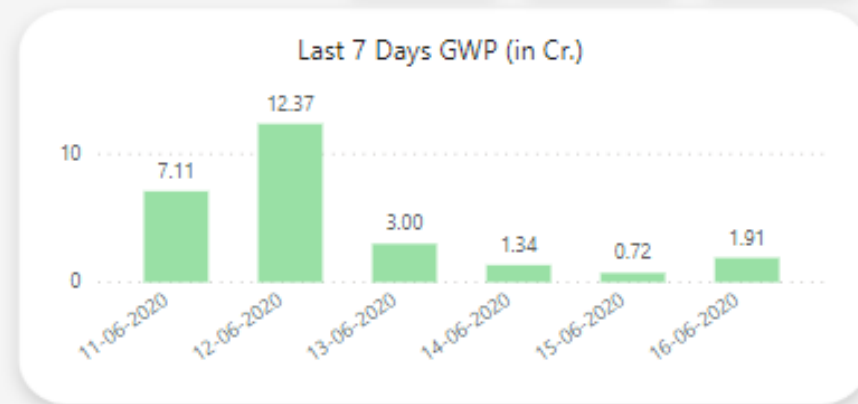
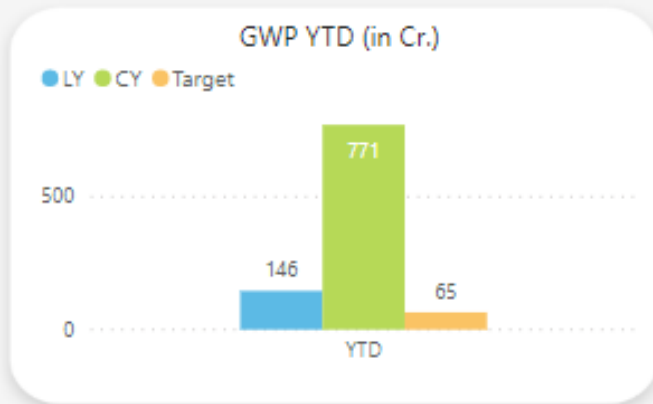
	GWP	Achv
New	592	44%
Renewal	179	38%

ATS RHI
₹ 30,788

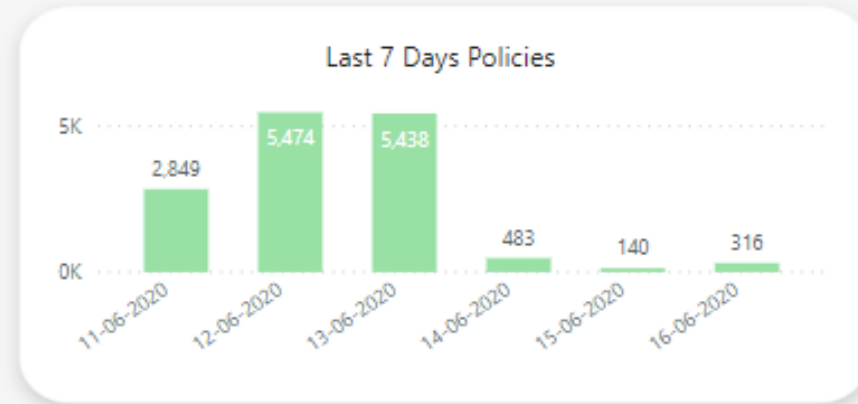
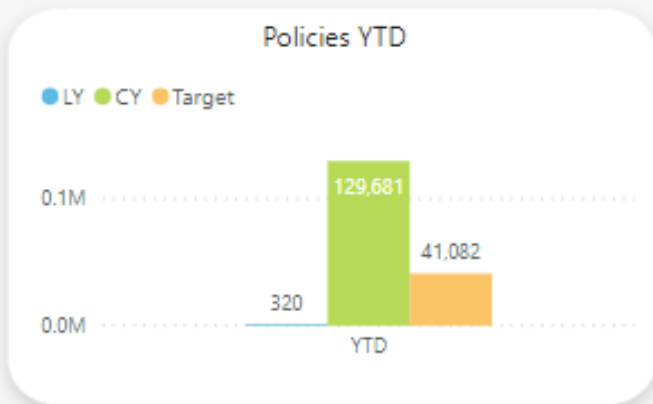
MTD QTD **YTD**



* Group data as on : April 2020

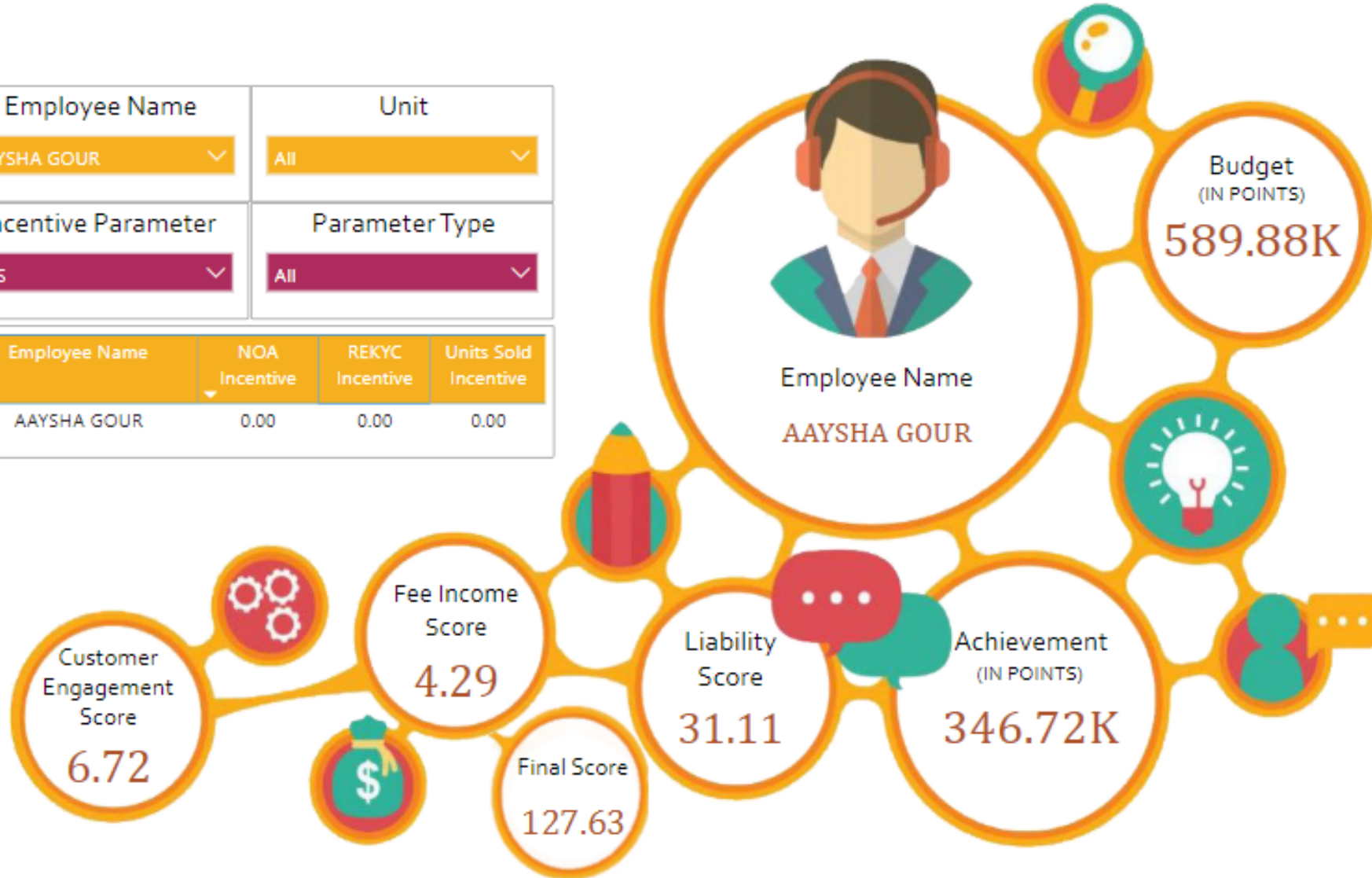


Last 7 Days Product Channel



Employee Performance Tracker

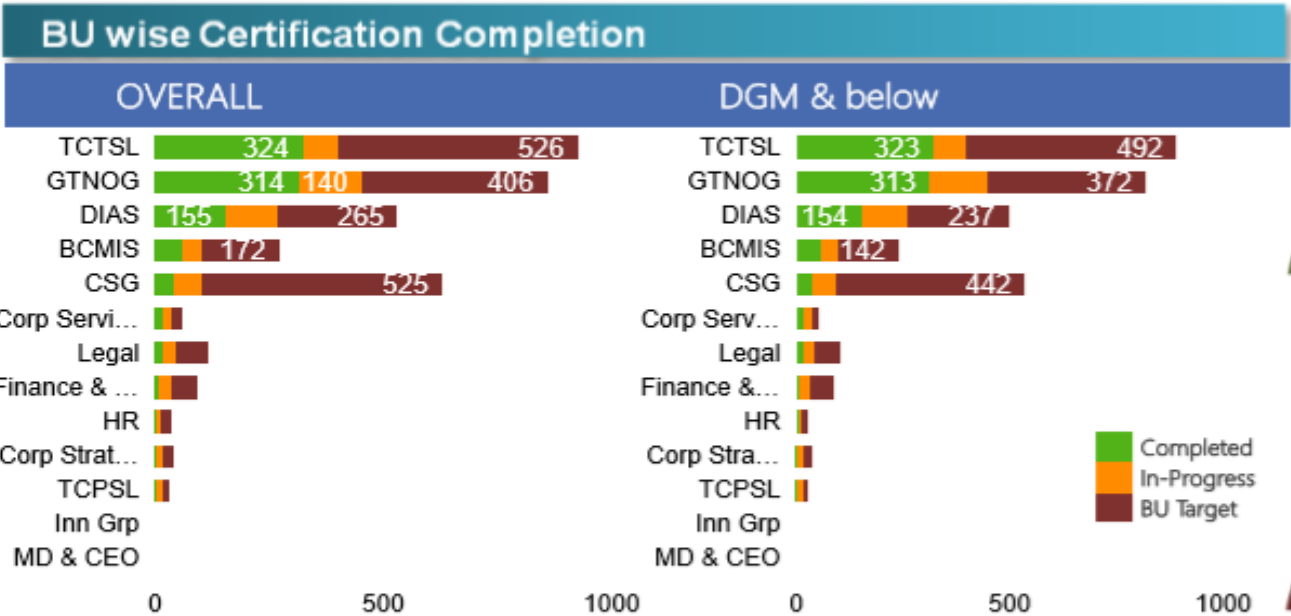
Employee Name		Unit	
AAYSHA GOUR		All	
Incentive Parameter		Parameter Type	
OCS		All	
Employee Name	NOA Incentive	REKYC Incentive	Units Sold Incentive
AAYSHA GOUR	0.00	0.00	0.00



Employee Performance

EMPLOYEE CERTIFICATIONS : FY19 | >16 hours effort

Fiscal Year: 2019-20 |
 Month: All |
 BU: All |
 LOB: All |
 Job Level: All |
 Region: All |
 Learning Mode: All



Overall Target 1548 **3,056** **51% Achievement**

GM & above [HC: (Bl...)]

> 16 hours 60 **Infini..**

Target 250 **60** Completed i.e 24% of the target achieved(>16 hours)

DGM & below [HC(Blank)]

> 16 hours 1488 **Infini..**

Target 2,806 **1488** Completed i.e 53% of the target achieved(>16 hours)

Insights:

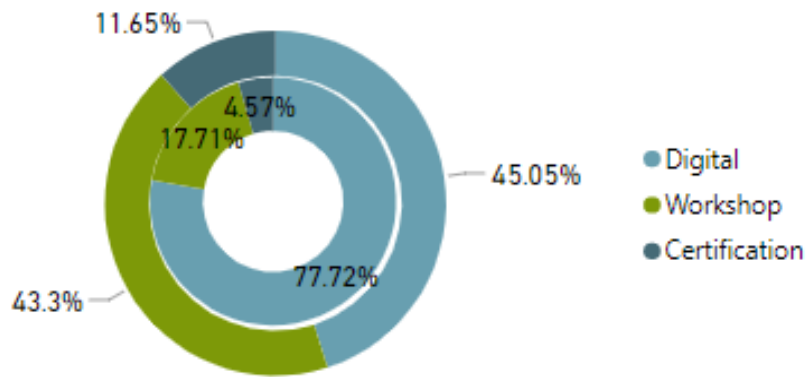
- o Considering certifications with minimum >16 hours effort **51%** of the annual certification target achieved

% = Participants as a % of headcount of given population
 HC: Headcount

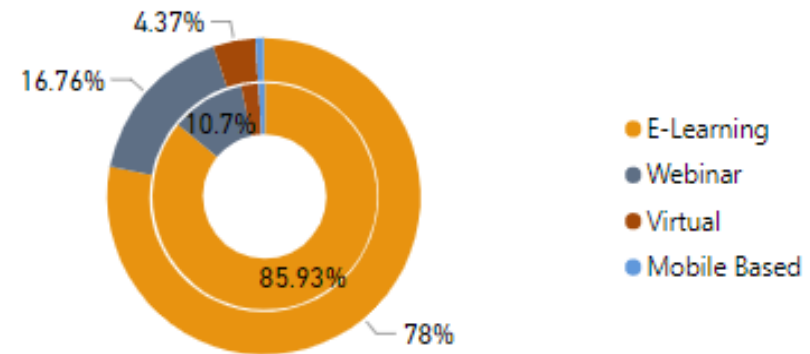
LEARNING CHANNEL DISTRIBUTION

Fiscal Year: 2019-20 |
 Month: All |
 BU: All |
 LOB: All |
 Job Level: All |
 Region: All |
 Learning Mode: All

Learning Channel Distribution



Digital Channel Distribution (break-up)



Outer Ring: Person days covered per channel | Inner Ring: Learning Participation per channel

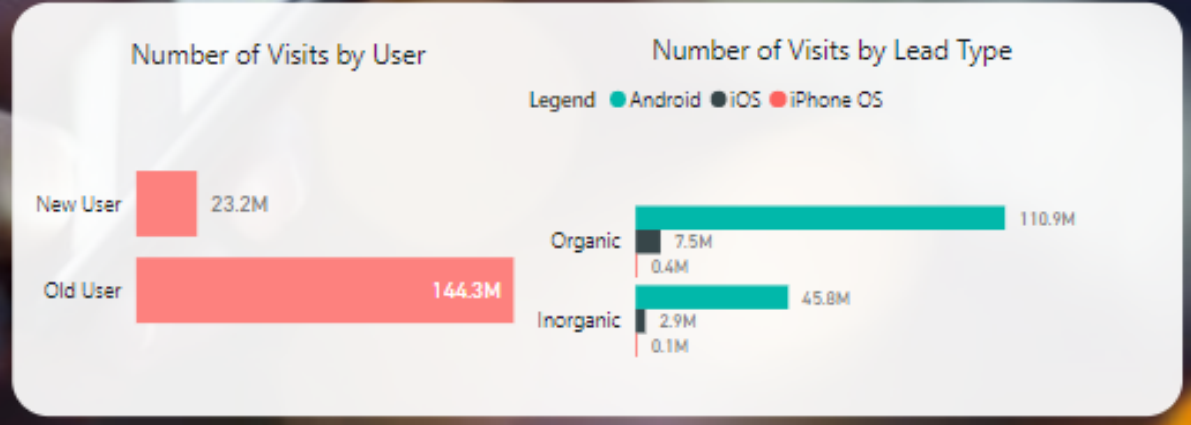
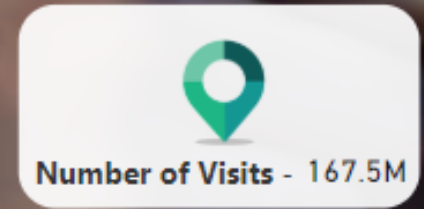
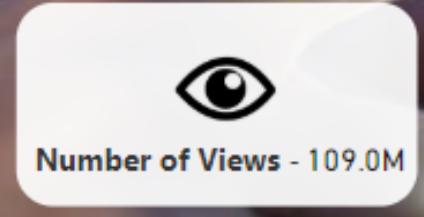
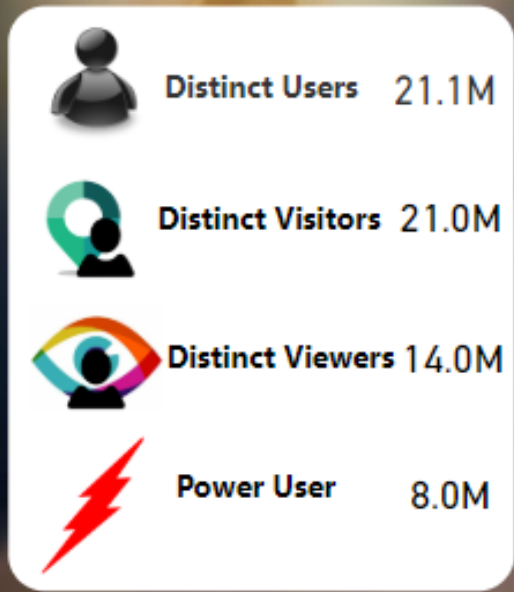
<p>Digital</p> <ul style="list-style-type: none"> 89.89% of total learning participation is via Digital channels 49.52% of total learning person-days is achieved through digital courseware 	<p>Workshop</p> <ul style="list-style-type: none"> 6.90% of total learning is via Workshops till May 35.14% of the overall learning person-days is on account of workshops 	<p>Mobile</p> <ul style="list-style-type: none"> Mobile adoption is negligible E-learning contributes heavily to the digital learning channels with 64.75% adoption
---	---	--

User Trends for Media Application



Select Date Range

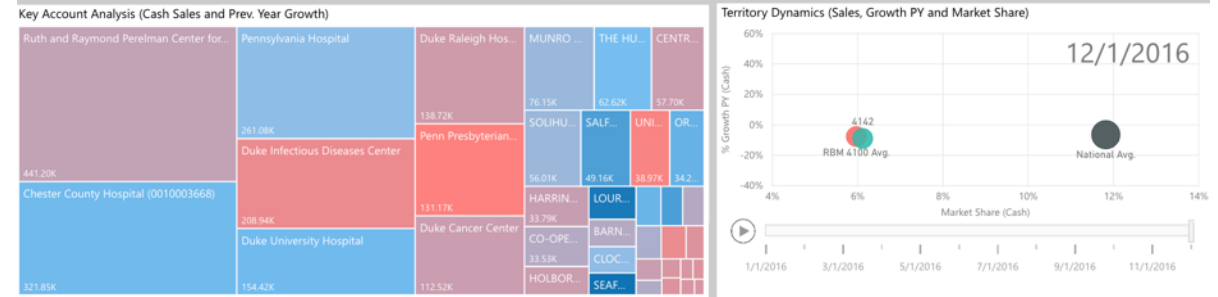
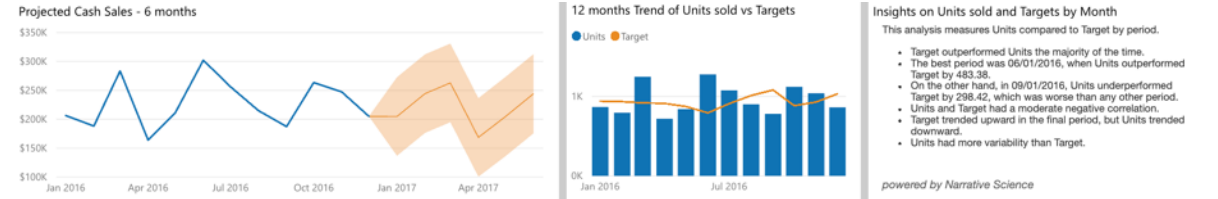
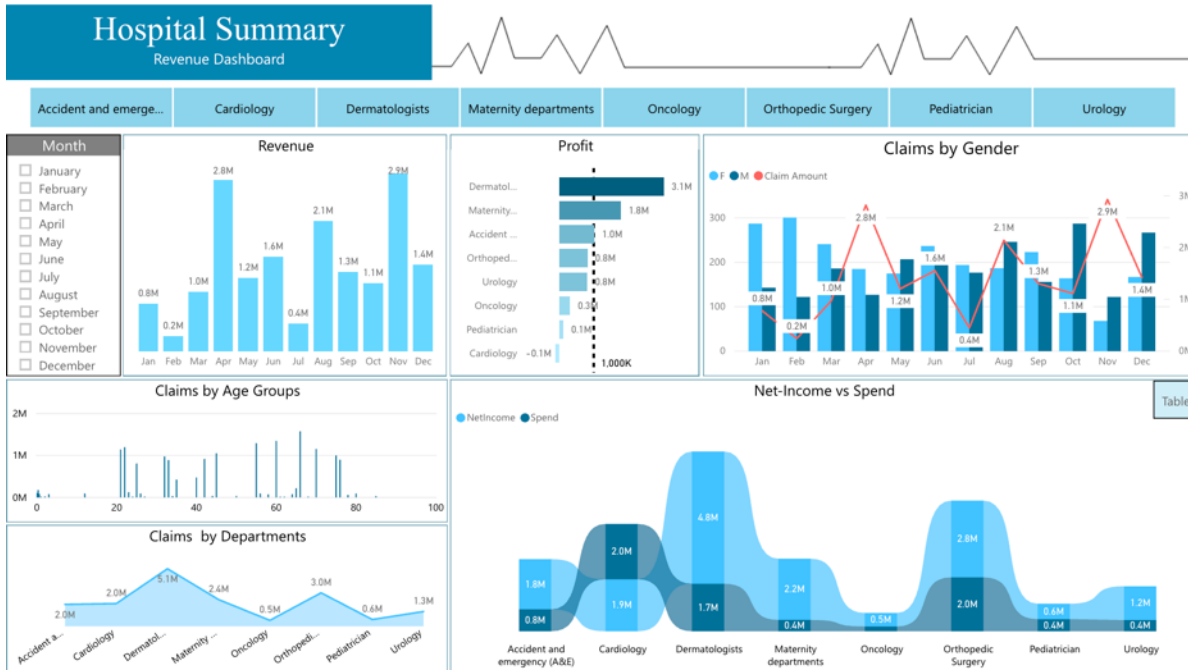
12/19/2017 2/15/2018



Supply Chain- Top Management



Pharma/Healthcare



Analytical Features in Power BI

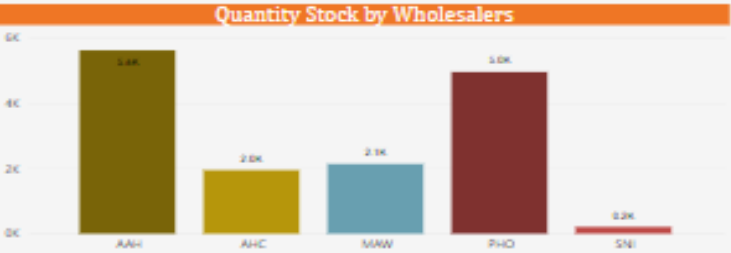
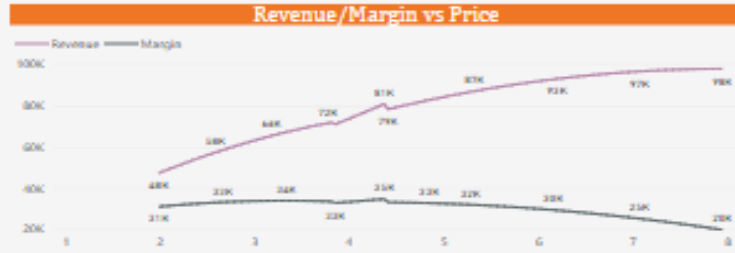
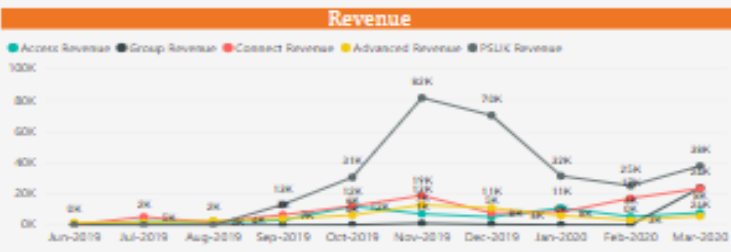
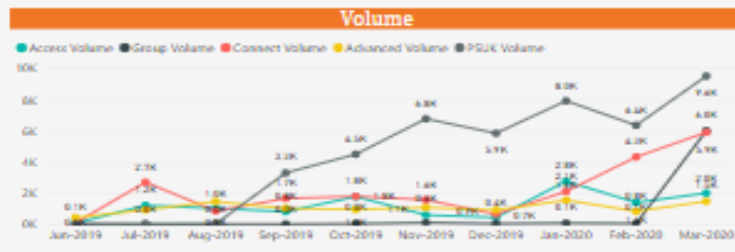
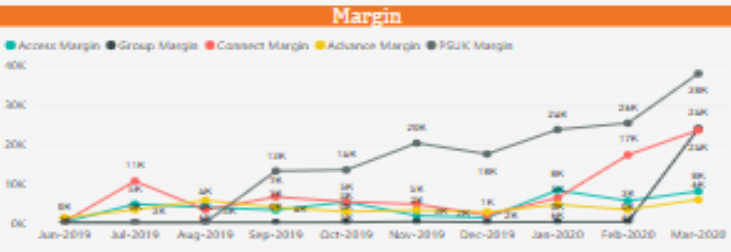
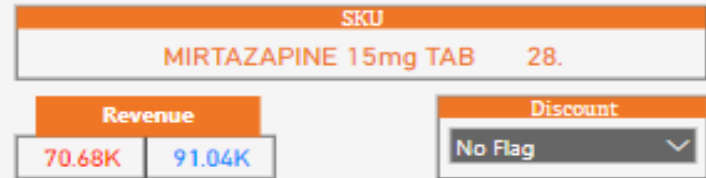
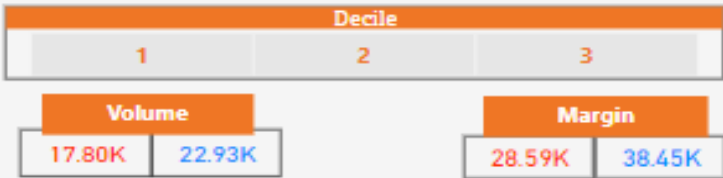
Price Recommender – What if + AI

AtoZ REV.

- SKU**
- Search
- OMEPRAZOLE 20mg CAP 28
 - GABAPENTIN 300MG CAPS 1...
 - SERTRALINE 100mg TAB 28
 - PREDNISOLONE IR 5mg 28
 - FINASTERIDE 1mg TAB 28
 - MIRTAZAPINE 15mg TAB 28.
 - LEVOTHYROXINE 100mcg TA...
 - LATANOPROST 50mcg/ml EY...
 - LEVOTHYROXINE 50mcg TAB...
 - ALLOPURINOL 300mg TAB 28
 - PROPRANOLOL 40mg TAB 28
 - EPLERENONE 25mg TAB 28
 - AMITRIPTYLINE 10mg TAB 28
 - NAPROXEN 250mg TAB 28
 - DOXYCYCLINE 100mg CAP 50
 - RAMIPRIL 2.5mg CAPS 28
 - HYDROXOCOBALAMIN 1mg/...
 - AMLODIPINE 5mg TAB 28
 - NAPROXEN 500mg TAB 28
 - MIRTAZAPINE 30mg TAB 28.
 - CO-DYDRAMOL 10/500mg T...
 - ETHOSUXIMIDE 250mg CAPS...
 - LACTULOSE 3.3g/5ml LIQ 50...
 - ATORVASTATIN 40mg TAB 28.
 - DIAMORPHINE 100mg AMP 5.
 - SERTRALINE 50mg TAB 28
 - DULOXETINE 60mg CAP 28
 - RAMIPRIL 10mg CAP 28
 - RIZATRIPTAN 10mg ODT 6
 - PARACETAMOL 500mg TAB 1...
 - BIMATOPROST 0.1mg/ml 3m...
 - NEBUSAL 7 4ML VIALS X 60
 - TRAMADOL 50mg CAP 100
 - BUSPIRONE 10mg TAB 30
 - BENDROFLUMETHIAZIDE 2.5...
 - OXYTETRACYCLINE 250mg T...
 - ACICLOVIR 400mg TAB 56
 - PRAMIPEXOLE 0.088mg TAB 30
 - NAPROXEN 500mg GR TAB 56
 - LERCANIDIPINE 20mg TAB 28.
 - TAMSULOSIN 0.4mg PR CAP...
 - AMLODIPINE 10mg TAB 28
 - AMITRIPTYLINE 50mg TAB 28
 - PREDNISOLONE 5mg GR TAB

Reason

['In last 2 month access volume went up by 43% on average ' , 'In last 2 month connect volume went up by 37% on average ' , 'In last 2 month group volume went up by 10112% on average ' , 'In last 2 month advance volume went up by 75% on average ' , 'In last 2 month Numerics_Net Competitor Price went up by 4% on average ' , 'In last 2 month total Margin went up by 74% on average ']



Trade Price	3.97	Updated Trade Price	3.97
Trade Price Slicer			
0			

Current Volume		Predicted Volume
1,439.00	Access	3,206
60.00	Group	290
2,245.00	Connect	4,646
1,015.00	Advanced	1,747
6,557.00	PSUK	6,557.00
2,051.00	Numerics	2,051.00
4,436.00	ASDA	4,436.00
0.00	Rowlands	0.00

Current Revenue		Predicted Revenue
5,713	Access	12,728
238	Group	1,151
8,913	Connect	18,445
4,030	Advanced	6,936
26,031	PSUK	26,031
8,142	Numerics	8,142
17,611	ASDA	17,611
0	Rowlands	0

Current Margin		Predicted Margin
3,288	Access	7,326
119	Group	582
4,410	Connect	6,190
1,455	Advanced	3,004
12,881	PSUK	12,881
4,850	Numerics	4,850
1,262	ASDA	1,262
0	Rowlands	0

Annualized Operation Planning – What if



Reporting Manager: All | Country: All | BU: All | JF Cluster: All

Category	Value
Outlook	\$441976K
AOP	\$459332K
Over Utilization	\$17357K
Over Utilization after Simulation	\$17357K

Control	Value
Geo Transfer	1448
Drop Positions	12496
Defer Positions	579
Down Level Positions	579

YOU MAY WANT TO CONSIDER THESE OPTIONS

Option	Count	Value
Geo Transfer	1448	\$101.78M
Drop Positions	12496	\$71.81M
Defer Positions	579	\$12.01M
Down Level Positions	579	\$121.21K

Planning through Power Platform - Writeback



Financial Planning & Analytics(FP&A)

CR (In MnT)

80.0

Plants

BOKARO

Variable Cost(Rs/T)
1,399.37

Fixed Cost(Rs/T)
235.12

Enter Cement Volume

Select Plant

BOKARO

Submit

Revenue(Rs/T)
2,600.00

EBITDA(Rs/T)
996.51

Price(Rs/Bag)
296

logistics Cost(Rs/T)
1184

Total FC (Rs Cr)
1,880.96

EBITDA (Rs Cr)
7,972.09

CC Ratio

Clinker Cost

Cement Cost

LS

Fuel

Slag

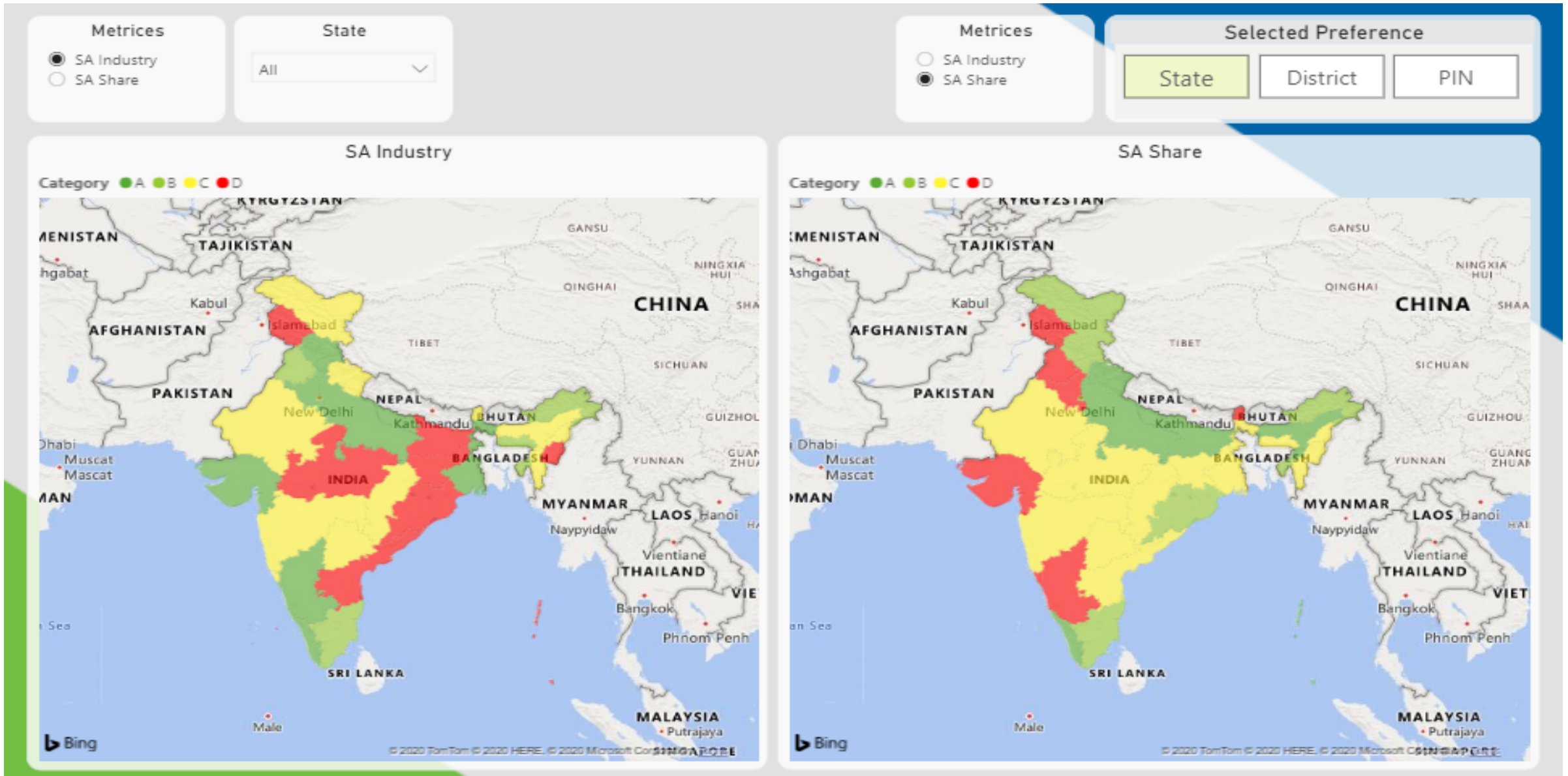
Fly Ash

Power

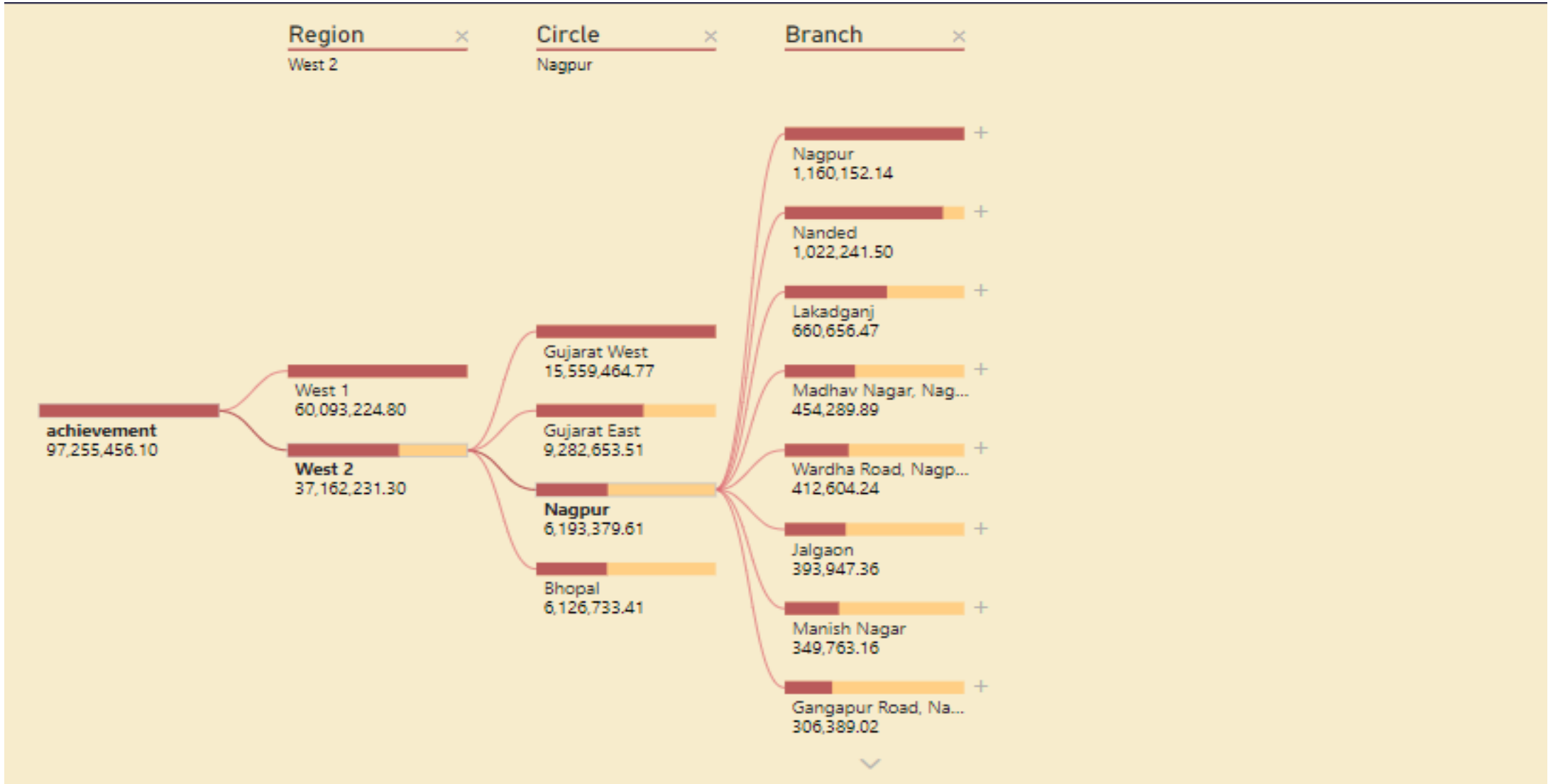
CC Ratio

Volume	Value
Cement_vol_MnT	80.00
Max of cc_ratio_MnT	1.70
clinker_vol_MnT	47.06

Geo Spatial KPIs Comparator

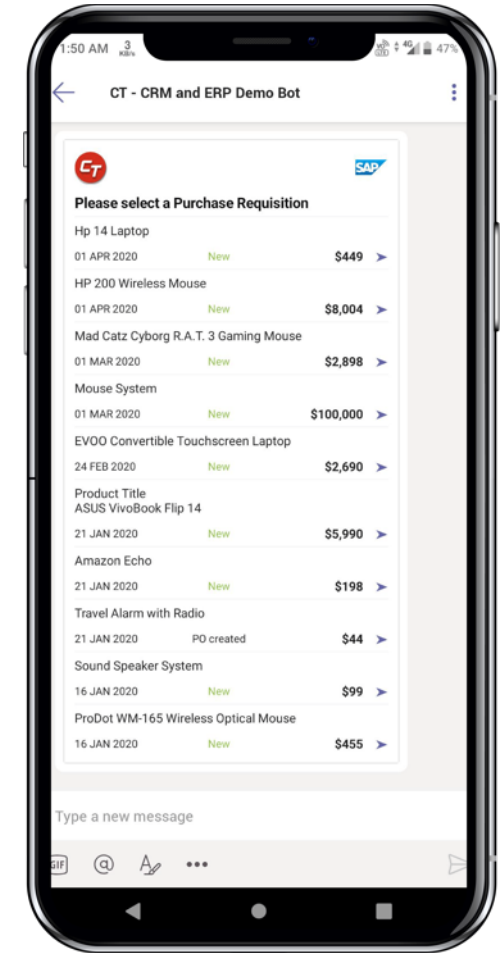
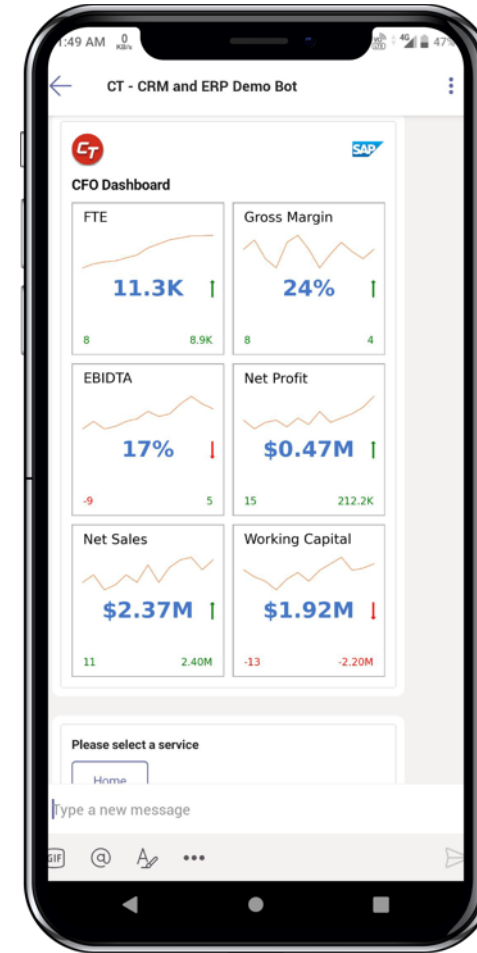
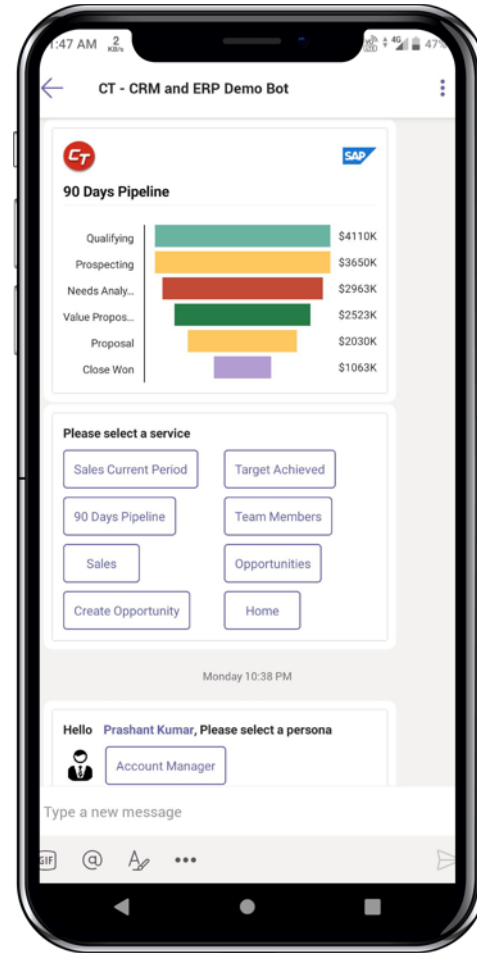
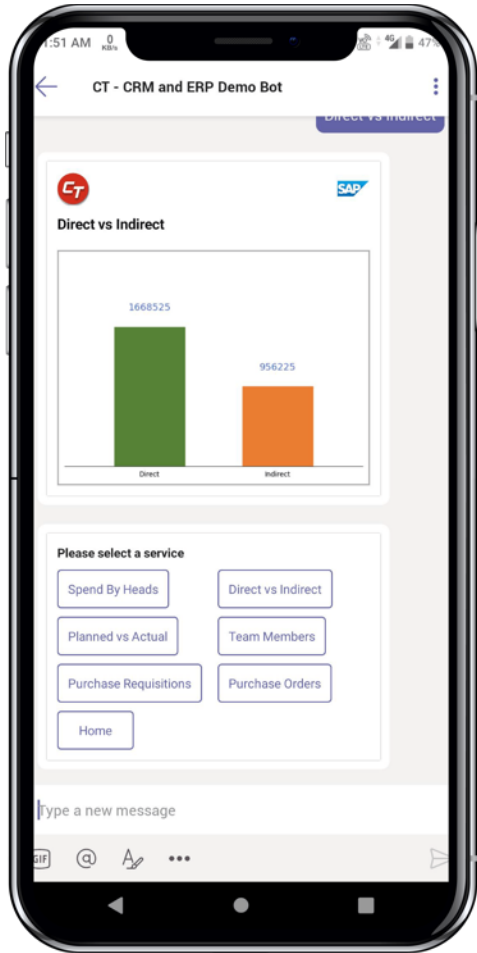


Achievement – Decomposition Tree



SAP/ERP Chatbots on Teams

SAP Chatbots



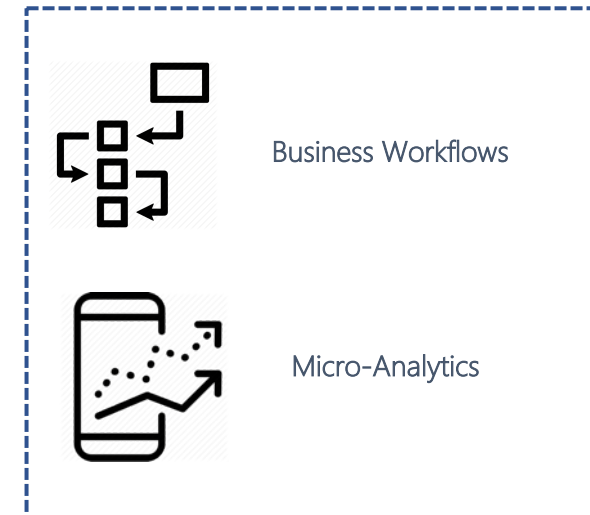
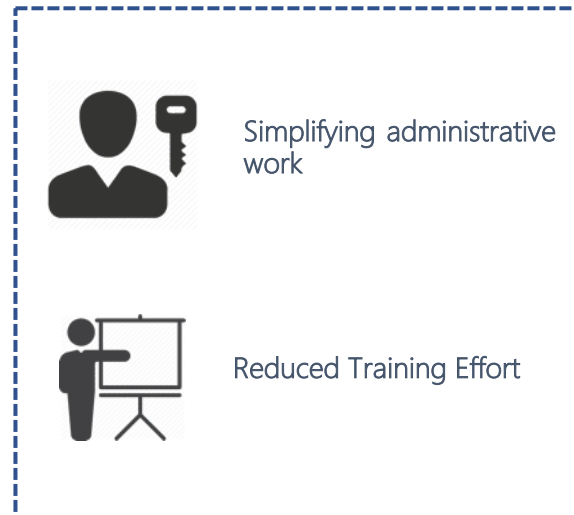
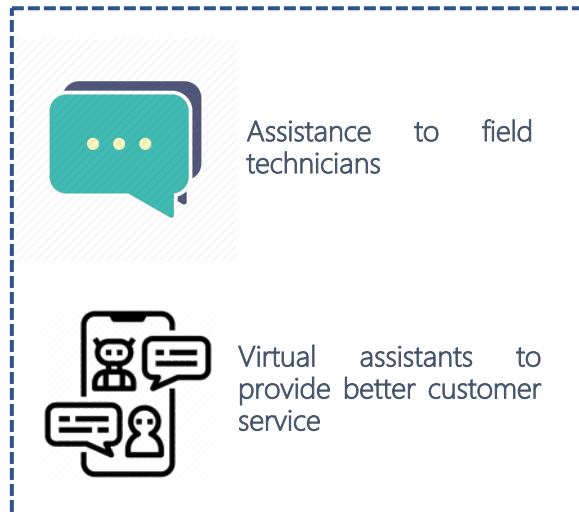
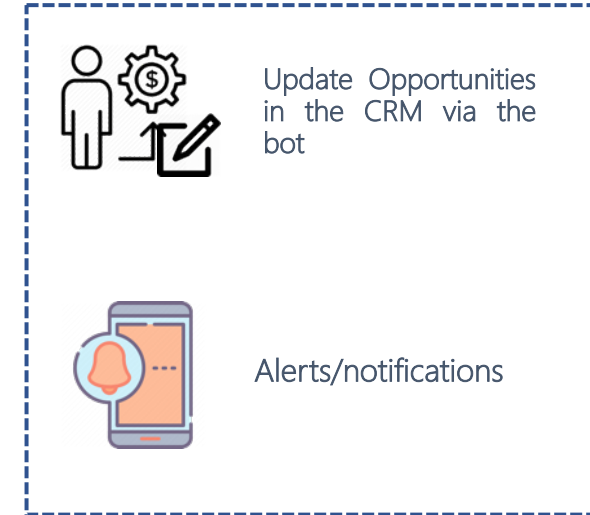
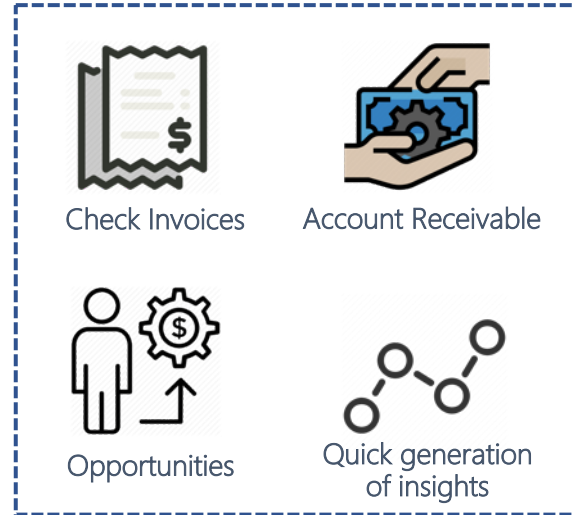
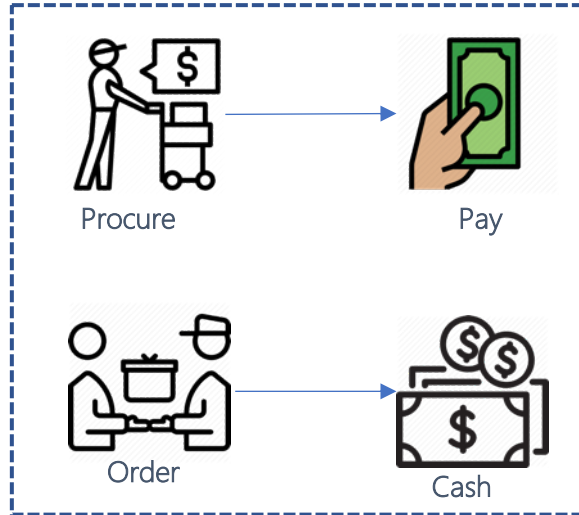
CT - CRM and ERP Demo Bot

Please select a Purchase Requisition

Item	Date	Status	Price
Hp 14 Laptop	01 APR 2020	New	\$449
HP 200 Wireless Mouse	01 APR 2020	New	\$8,004
Mad Catz Cyborg R.A.T. 3 Gaming Mouse	01 MAR 2020	New	\$2,898
Mouse System	01 MAR 2020	New	\$100,000
EVOO Convertible Touchscreen Laptop	24 FEB 2020	New	\$2,690
Product Title ASUS VivoBook Flip 14	21 JAN 2020	New	\$5,990
Amazon Echo	21 JAN 2020	New	\$198
Travel Alarm with Radio	21 JAN 2020	PO created	\$44
Sound Speaker System	16 JAN 2020	New	\$99
ProDot WM-165 Wireless Optical Mouse	16 JAN 2020	New	\$455

Type a new message

SAP ERP Processes on Teams



SAP ERP Processes on Teams

Run workflows like Procure to Pay, Order to Cash through chatbots on Teams that can speed up execution time

Check status of Invoices, Account Receivables, Opportunities etc.

Approve PR, PO process and expedite the workflow.

Generate Quick Insights in real-time entering just a few commands or using natural language

Sales teams can update customer opportunities in the CRM via a bot

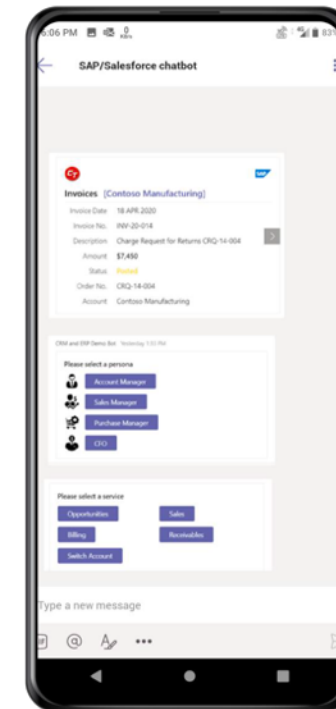
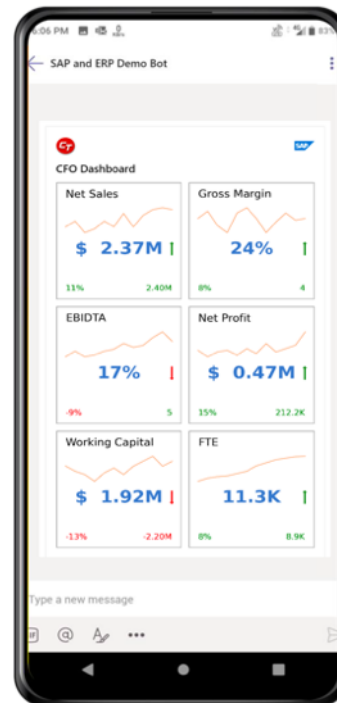
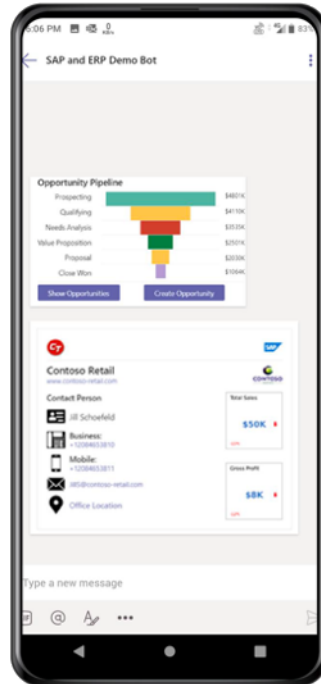
Managers can get inbound alerts regarding project delays

Service bots can assist field service technicians in their work

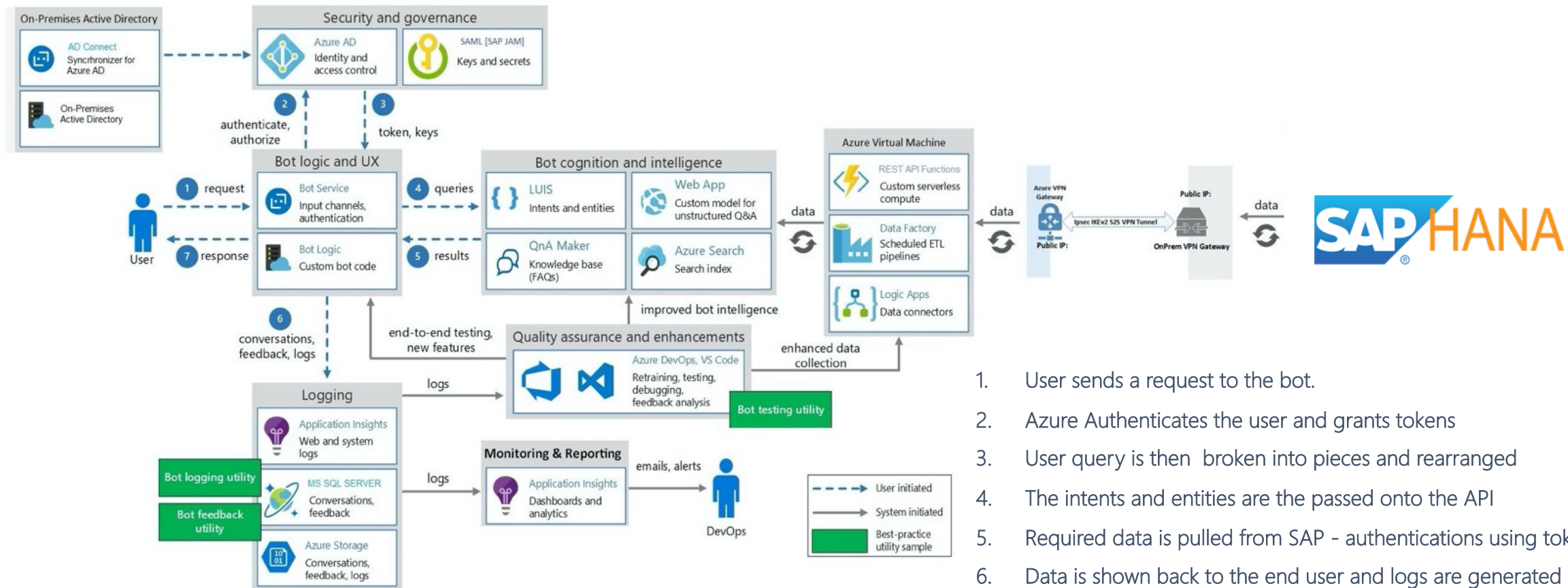
Virtual assistants can provide customer service and also work as your sales representative

Bots can carry out most of the work of administrative assistants such as scheduling meetings

Employees have to spend less time on learning new software applications or look at the Mundane SAP screens

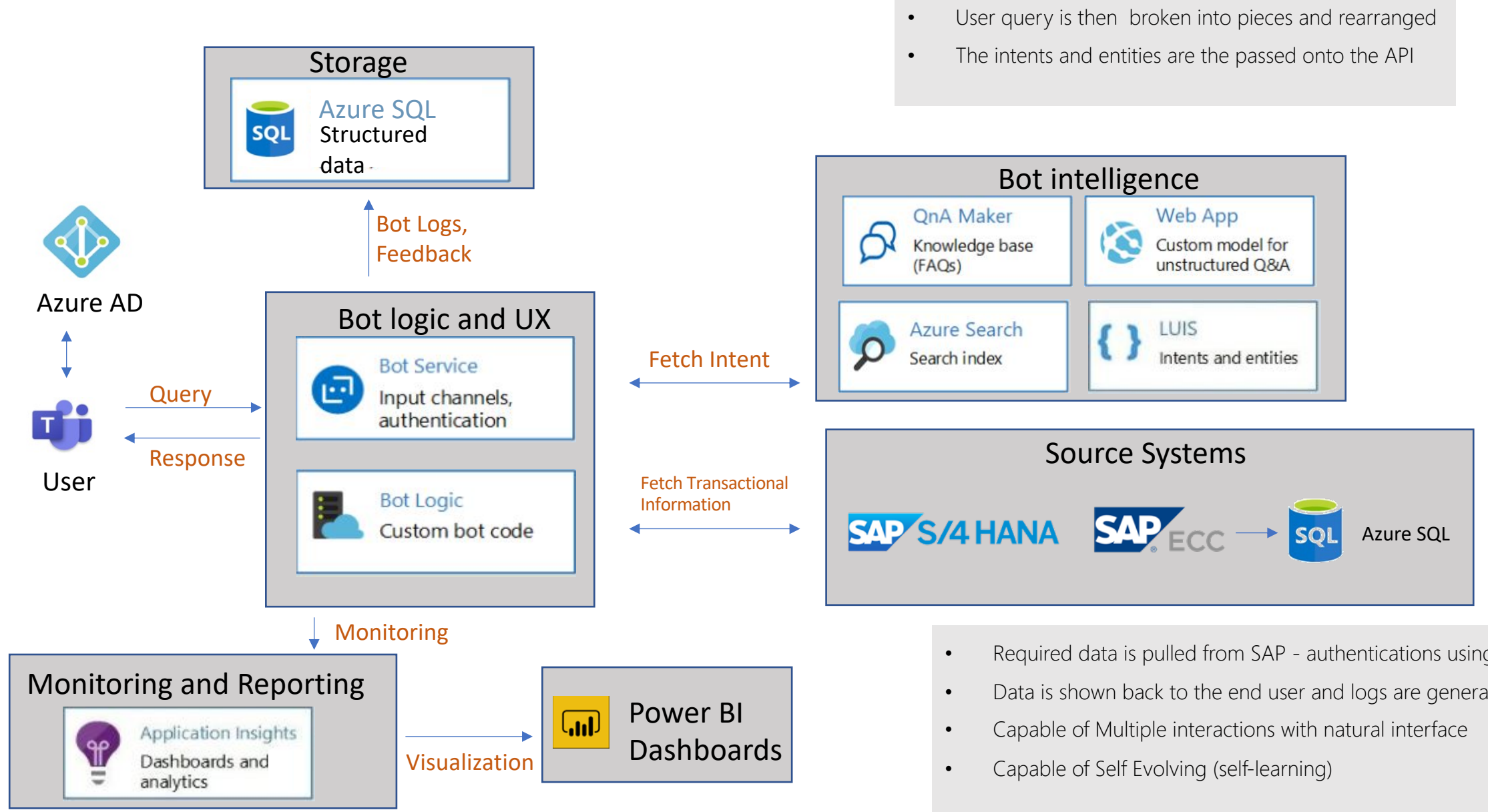


Architecture and Flow



1. User sends a request to the bot.
2. Azure Authenticates the user and grants tokens
3. User query is then broken into pieces and rearranged
4. The intents and entities are the passed onto the API
5. Required data is pulled from SAP - authentications using tokens
6. Data is shown back to the end user and logs are generated
7. Capable of Multiple interactions with natural interface
8. Capable of Self Evolving (self-learning)
9. Run intelligent planning solutions on the bot.

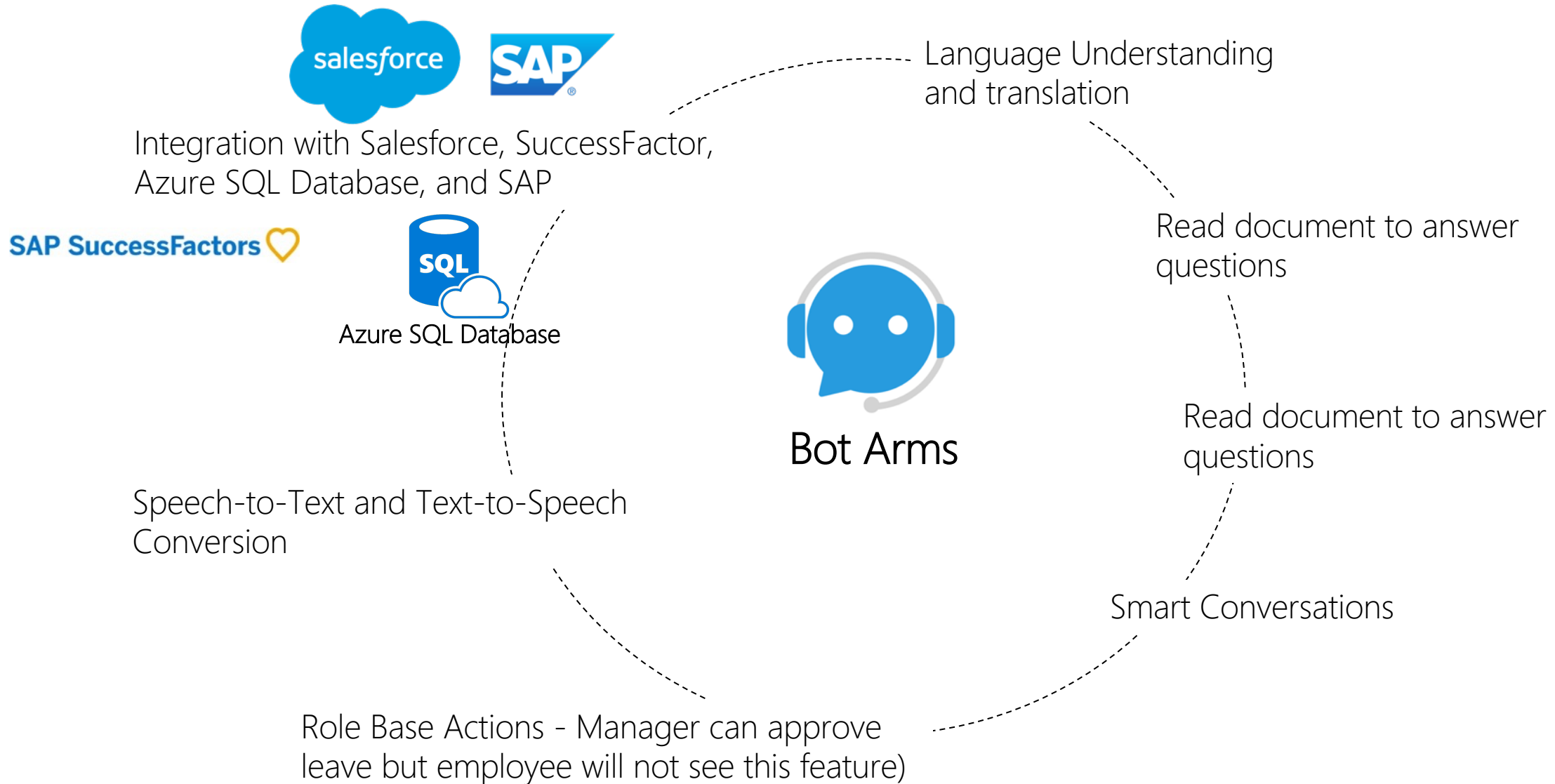
Chat-Bot Functional Architecture



- User query is then broken into pieces and rearranged
- The intents and entities are passed onto the API

- Required data is pulled from SAP - authentications using tokens
- Data is shown back to the end user and logs are generated
- Capable of Multiple interactions with natural interface
- Capable of Self Evolving (self-learning)

Celebal Tech Bot Arms



Leave Management

- Apply for leave
- View leave balance
- Delete leave application balance
- View leave application status
- Question and answering of leave policy (directly from docs , plug and play, no training required)

Recruitment

- Can refer candidates
- IJP (Internal job posting)
- Can open position (only manager can do this)

Survey

- Bot is able to take different survey's like
 - Employee grievances survey
 - Feedback survey

Payroll

- View salary slip
- View bonus
- Apply for reimbursement
- Question and answer of payroll policy

Employee Benefits

- Question and answering of Employee Benefits policy)
- Integration with Third Party

L&D

- Opt different skill trainings
- Portfolio
- Access my skill repository
- Integration with external Parties

Troubleshoot Issues

- System issues
- Software issues
- Internet issues
- Printer issues
- Other Issues

Request Softwares

- Windows operating system
- Linux operating system
- Antivirus
- Microsoft Office 365
- Others Software request
- Any Custom Software

Reset Password

Change Password

Request Hardwares

- Laptop
- Keyboard
- Mouse
- Monitor
- Webcam
- Headphone/Mic
- HDMI
- LAN Cable/Splitter
- Power Extension

System Upgrade

- Software and Hardware upgrade
- Graphics upgrade

Raise an Issue

- Query issues by raising a ticket

Thank You