

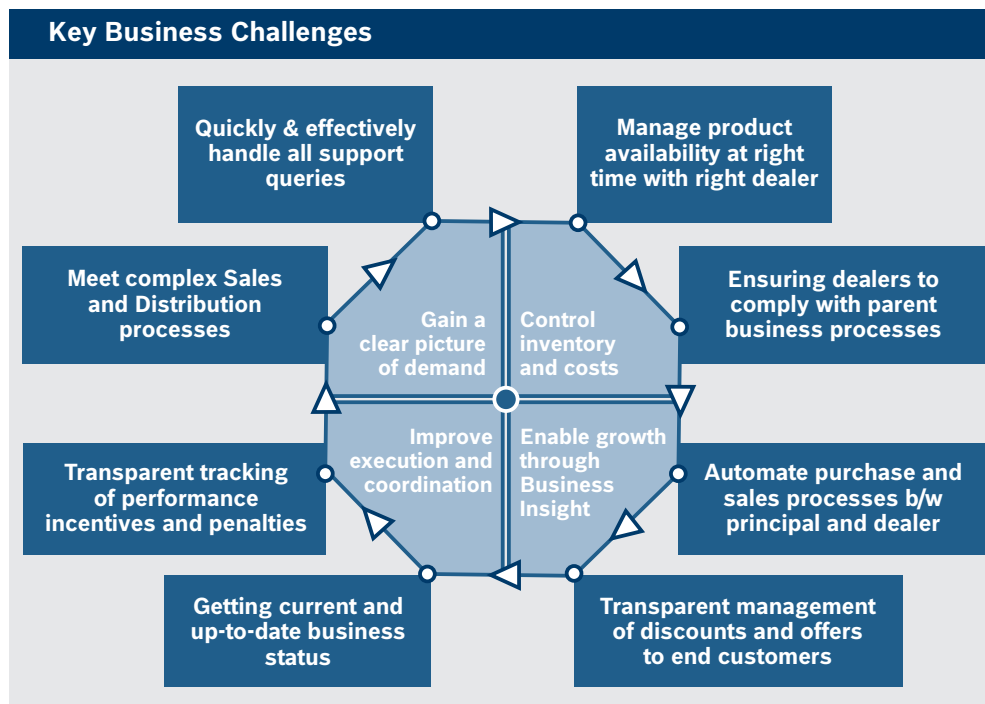
Robert Bosch Engineering and Business Solutions

HORIZON



BOSCH
Invented for life

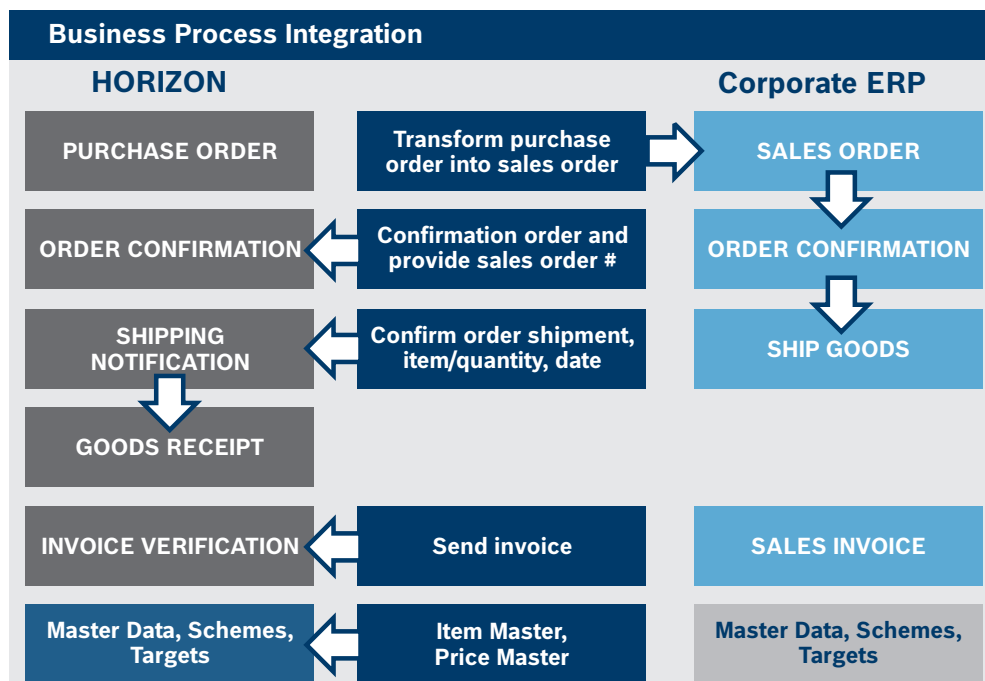
HORIZON is a comprehensive modular business partner management solution built on standard Microsoft (MS) Dynamics NAV platform and has been successfully rolled out.



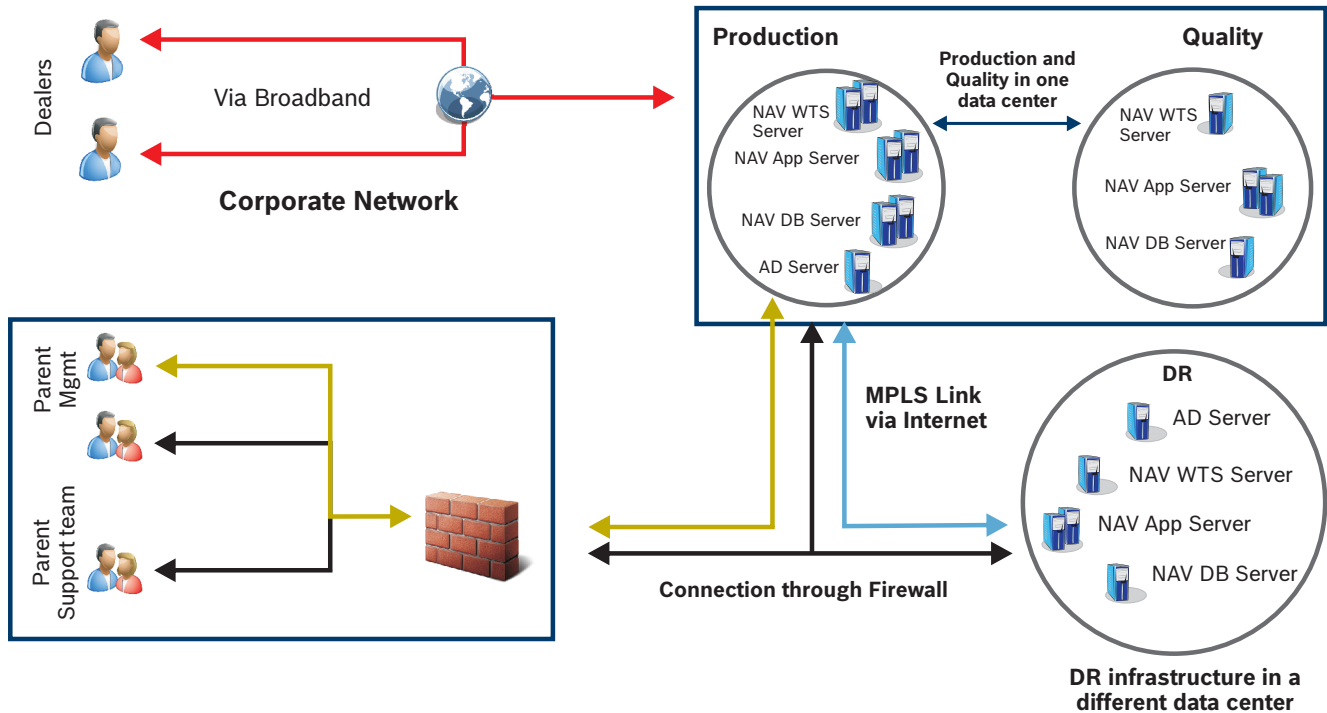
Functional Modules

Purchase
Finance and Taxation
Sales and Distribution
Targets and Schemes
Inventory Management
Business Intelligence

- ### Value Proposition
- ▶ 10+ years of domain expertise
 - ▶ Helps faster, informed business decisions and guides in business planning
 - ▶ Shapes inventory levels with automatic forecasting based on past performances
 - ▶ Carves out the plans to move purchase decisions to the highly fluctuating market behaviour
 - ▶ Unbeatable control over the payable and receivable management
 - ▶ A complete solution by leveraging rich features from:
 - MS NAV 2009
 - MS SQL Server 2008 Business Intelligence
 - MS SharePoint 2010 Foundation
 - ▶ Integration of Cash Discount and Penalty details to the sales process
 - ▶ Expert functional and technical teams for NAV, SQL BI, SharePoint and Enterprise Application Integrations



External Hosting Architecture



Increased Productivity

- ▶ Centralized hosted solution accessible via internet
- ▶ Seamless integration with Principal ERP Solution
 - ▶ Master Data from Parent's ERP flows into Horizon
 - ▶ Purchase process of Dealer integrated to sales process of Principal
- ▶ Rich integration capabilities with local business apps.
 - ▶ XML/CSV based export/import features to integrate with local applications at Dealer Locations (e.g. Tally)
- ▶ No client side software installation at user site

Targeted Business Processes

- ▶ Calculates CD and penalty related to payments
 - ▶ CD/Penalty defined for major customers in Parent's ERP flows into Horizon
 - ▶ Extendable for multi-tier business partner network
- ▶ Centralized setup of schemes, targets & incentives
 - ▶ Schemes & targets defined in Parent's ERP flows into Horizon
 - ▶ Flexibility for users to define new schemes
 - ▶ Targets for individual sales person can be defined and tracked by users

Business Intelligence

- ▶ Exhaustive reporting facilities
 - ▶ Powerful analytic reporting via MS SQL BI module developed on MS Dynamics NAV data model
 - ▶ Consolidated summary reports – across business partners, across product hierarchy or part numbers
- ▶ Integrated service desk application
 - ▶ Streamlined support process
 - ▶ Centralized user manuals & knowledge base mgmt.
 - ▶ Mail communication on new support tickets and solution alerts

Benefits

Principal

- ▶ Real-time inventory, Sales status
- ▶ Extensive Business Intelligence Reports – Schemes, Target achievement, Sales, Inventory
- ▶ Realistic and informed decisions for production and sales planning
- ▶ Online collaboration portal for communication and broadcasting

Business Partners

- ▶ Real-time tracking of business
- ▶ Transparent tracking of incentives
- ▶ Solution to handle entire business
- ▶ Business status from anywhere
- ▶ Statutory reports

Sales Team

- ▶ Real-time business partner status
- ▶ Transparent tracking of targets & achievements
- ▶ Extensive analytical reports

Admin Team

- ▶ Integrated systems for automated data flow
- ▶ Centralized system for better support
- ▶ Integrated Service Desk application
- ▶ Streamlined deployment & Support

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