



Construction
& Projects

Microsoft D365 Solution for EPC Industries

Accelerate Productivity from Initial Bid to Project Completion

Track Project Phases, Milestones, Tasks and Roles

Alletec's Project Industries Solution suite is a set of business solutions addressing the complex needs of project based industries. Undertaking customer specific, time-bound assignments – needs project tendering, project planning, project specific procurement, schedules management, project execution, tracking costs and managing risks. The solution suite specifically suits the industries of:

- Infrastructure & Construction
- Project Manufacturing
- Professional Services

Built on the robust Microsoft Dynamics AX & CRM platform, Project Industries Solution Suite enables efficient Sales & Marketing Process Management, Tender Management, Financial Project Management, Project Supply Chain Management, Project Execution Management, Human Resource Management, Asset Management and Business Intelligence – the core essentials of a successful project organization. It enables project oriented enterprises to plan, set up, execute, monitor and deliver projects effectively. In tandem with other Alletec Business Solutions, it helps weave related business processes together – streamlining workflows, optimizing resource consumption, better costs management, enhancing operational efficiency, thus boosting profitability.

Project Industries Solution Suite



Leveraging the Solution for Business Control

<p>INFRASTRUCTURE & CONSTRUCTION</p>		<p>A fast growing infrastructure development group undertaking infrastructure projects in EPC, Real Estate and Hospitality sector. Majority of work orders include highways/expressways, bridges/flyovers, building construction, mining, tunnels, airport, other civil works, dredging, townships, residential complexes and hotel construction. The group has many Government, Semi-Government, PSU and private sector clients.</p> <p>One of the most respected construction and infrastructure development companies of India – with operations currently extending over North, South and Western India – has a service portfolio including construction of factories and manufacturing facilities, IT campuses, commercial & residential complexes, malls and hotels. It has executed many construction projects including automotive plants, biotechnology plants, food production facilities, newspaper printing facilities, budget apartments, super-premium apartments, IT campuses for Fortune 500 companies, corporate offices, luxury seaside resorts, super luxury urban hotels, some of the biggest malls in North India, super-specialty hospitals and healthcare centers.</p> <p>A multi-core diversified Industrial Conglomerate involved in development of Pipelines, Earth Works, Canal Works, Road Works, Bridge Works, High Rises Buildings, Individual Villas, Row Houses and Club House & Resorts. It specializes in construction and upgrading of highways and property development including world class townships and commercial buildings using modern technology and equipment.</p> <p>A dynamic group with an extensive experience in wide range of Plotting, Housing, Farms, Infra, and Resorts & Leisure Services. AP's largest & South India's fastest growing company, the group is also present in USA, UK, UAE and Australia.</p> <p>An engineering and infrastructure development company offering pragmatic solutions in the field of railways (main line, sidings, ballast-less track for metro/light rail/apron), maintenance shops, manufacturing facilities, flash butt welding, Sonneville LVT, project management consultancy, earthworks, steel bridge fabrication, bridges, bailey bridge, highways/roadways, structures, telecom towers, transmission line towers and other civil engineering works. With 30+ years of experience in Railways, its manpower has experience in managing railway networks of over 10000 km.</p>
<p>ENGINEERING</p>		<p>A recognized worldwide leader in heavy lifting and engineered transport. With a fleet of equipments including giant cranes, hydraulic cranes, lattice boom cranes, SPMTs, gantries, jacking, skidding, engineering, barges/pontoons, tower cranes and strand jacks; it addresses the heavy lift and transport challenges of civil, petrochemical, oil & gas, minerals, metal & mining, nuclear, wind onshore, wind offshore, coal power plants, gas power plants and offshore & module yards sectors.</p>

Pull Off Projects in Shortest Time

ENGINEERING



A construction company dedicated to building infrastructure for Rail Transport under one roof on turnkey basis. It has been active in fields of Signaling, Telecommunications, Track and Information Systems. It has plans to further diversify in the fields of Electric Traction system, Traffic Management Systems, Traffic Surveys and Project Evaluation as well as annual maintenance contracts for Railway's fixed assets.



It undertakes projects for New Railway Line Construction, Gauge Conversion Projects, Modernization of Railway yards, Construction of Railway Sidings for large industrial units (including Ports, Power plants, Petroleum Depots etc.), Railway Bridges, Buildings and Earth Work, Ballasted Rail Track including Points and Crossings, Ballast-less Rail Track for Metro Rail including Point and Crossings, Fiber Optic Wide Area Networks, Cable based Local Area Networks, Wireless Networks, Mobile Train Radio Communication Systems, Electronic Interlocking, Audio frequency, Direct Current Track Circuits, Block Control Systems and Up-gradation/modification of existing Mechanical, Electrical and Electro-mechanical Systems. It has also been involved in design, manufacture, supply, installation, testing and commissioning of Automatic Fare Collection System for a Metro Rail project. It is also executing some mega infrastructure and modernization projects.



A leading Rail Infrastructure Development Provider in India providing turnkey rail infrastructure solutions to Indian Railways and other Major Indian Companies. It is engaged in Earthwork, construction of railway Tracks, Platforms, Railway Siding, Overhead Electrification, Railway Signaling & Telecommunication, Pavement, Road construction works, Transportation of all sorts of Heavy Equipments and Over Dimensioned Consignments. It also undertakes Pile Foundation Works, provides Pavements & Road works globally and also provides ballast-less track for underground & elevated railway tracks.








A leading integrated railroad company in India engaged in manufacturing track products. It is a one-stop destination for all bridges and permanent way requirements of the railways, including engineering component manufacturing, supply, installation and commissioning. Its lines of businesses include construction of Bridges (super structure as well as substructure), Track Installations (track renewals, gauge conversion, new line, doubling), Civil Construction, Flash Butt Welding, Turnout Systems, Fastening Systems and Steel Fabrication. It also manufactures and exports Switches, Crossings, Turnouts, Improved Switch Expansion Joints, Switch Setting Devices, Glued Insulated Joints and Steel Sleepers.



It owns patent for Zero Restraint Fastening System and markets and supplies Pandrol Fastenings for High Speed, Heavy Haul and Metro Rail applications in India. It is currently executing contracts involving fabrication and erection/ launching of more than 50000 MT of steel structures at various sites spread across India. The company is constructing Super-structure of bridges as long as 5 Km involving spans up to 123m with individual span of 2100MT. It has the capacity to weld over 1500 m of rails per day and fabricate 800 Tons of Structural Steel per month.

Monitor Timelines to Accelerate Custom Deliveries

POWER		<p>A company involved in manufacture and installation of renewable energy technologies. It specializes in solar energy and provides remote lighting systems for villages as well as power for water pumps, vaccination fridges and water purification systems. It designs, manufactures, installs and services a multitude of Solar and Alternative Energy Systems and products. It specializes in setting up complete solar solutions for all customers with products including PV Modules, Batteries, Package System, Electronic System Components, Portable Solar Systems, Solar Power Converter, Solar Pumps, Ozone Water Purifier, Solar Vaccine Refrigerators etc. The company delivers complete turnkey solutions, managing all phases of Solar and Alternative Energy projects – from assessment, design, manufacture and installation to services.</p> <p>A hydro-electric power generation company engaged in building hydro power plants. Its range includes large hydropower plants, pumped storage power plants, small hydropower plants, automation systems and innovative technology for utilizing the energy of the oceans, the modernization of power plants, as well as full life cycle service.</p>
POWER		<p>The largest integrated energy company in Australia with five coal seam gas producing projects, ownership of one, and interests in two other gas-fired power stations and plans to deliver liquefied natural gas to the international market through a world class plant in Gladstone. It is focused on the exploration, extraction and use of coal seam gas (CSG) for fuel electricity generation. Its activities cover the spectrum of CSG activities ranging from exploration to production, transportation and electricity generation. It is currently working to explore and develop the vast and largely untapped CSG resources in Queensland.</p> <p>A JV between two global power companies providing world class services for Renovation and Modernization of power plants in India and other SAARC countries. Its services include engineering, procurement, project management & site services. It provides detailed Design Engineering Expertise in the discipline of Boiler, Turbine, ESP, Electrical, Control & Instrumentation and Civil of Thermal Power Projects due for Energy Efficient Renovation & Modernization – delivering design solutions at the time of bidding, detail engineering, cost control, planning & scheduling and system integration.</p>
PROJECT MANUFACTURING		<p>A company engaged in Piping engineering, fabrication and erection services. It manufactures a variety of high pressure pipe fittings, pressure vessels, boiler components and accessories like boiler headers, boiler super heaters and economizer coils, de-super heaters and other tailor made fabricated components. It caters to multinational OEMs of power generation equipments, Engineering, Procurement and Construction (EPC) contractors serving power generation, oil and gas and petrochemicals sector. It has also installed two Bio Mass based power plants.</p>

		<p>India's leading manufacturers of high quality carbon steel, alloy steel, stainless steel and duplex steel forgings. The company is a trusted name known for forgings manufactured using the best raw materials, infrastructure marked by the most advanced machinery and testing processes which are as per international standards. It uses state of the art ring rolling, heat treatment, machining and testing facilities for manufacturing. Its range includes rolled & forged flanges, tower flanges for windmills, rolled rings, slew bearings & gear ring; self-reinforced nozzles & hollow forgings, blinds & tube sheets. It has an annual capacity of more than 40,000 tons with a capacity to perform single piece forging of weight up to 5000 kg; saw steel up to 1500 mm; manufacture rolling rings with diameter up to 4000 mm and height up to 650 mm; slicing the rings with diameter up to 2800 mm and having a height as thin as 10mm. It supplies to various industries across the world – EPC Contractors, Oil & Gas, Petrochemicals, Fertilizers, Pressure Vessels & Heat Exchangers, Windmills, Valves, Power, Defense, Gears, bearing manufacturers, Heavy Earth Moving, Construction & material Handling Equipment.</p>
<p>PROFESSIONAL SERVICES</p>		<p>An India head-quartered technology services and solutions firm with global presence in the Americas, Europe, Middle and Far East. It provides turnkey systems integration solutions entailing custom software implementation, hardware optimization and data center maintenance. It provides IT Infrastructure Management Services and IT Infrastructure Solutions for Banking & Finance, Gaming, Healthcare & Life Sciences, Hi-tech & Manufacturing, and Travel Transport & logistics Industries. Its portfolio includes Managed Services (Remote Infrastructure Management, Data Center Support and Help Desk Support), Independent Hardware Vendors Support (SAN Support, Upgrades and Maintenance, Help Desk Support) and Enterprise Services (Application Development and Maintenance, QA & Testing, Mobile Application Development). Besides these, it also offers Data Warehouse & Business Intelligence Services.</p>

Manage Multiple Tenders with Controlled Stage Progression

Solution Overview

Sales & Marketing Process Management

Alletec Project Industries Solution Suite in tandem with Microsoft Dynamics CRM helps establish distinct sales and marketing role centers. It provides 360° view of prospects and customers and facilitates tracking of correspondence via phone call or email. It enables sales force automation with integrated sales information, improved lead generation and qualification, and enhanced visibility across opportunity pipeline. On the other hand, it automates marketing management with simplified campaign planning & execution, measurable campaign effectiveness and determinable profitability. In-depth insights into customer needs & behavior also help strengthen customer relationships.

Tender Management

Alletec Tender Management System (TMS) built on Microsoft Dynamics CRM provides a central, secure and efficient platform to streamline & manage the tender bidding process – end-to-end. TMS automates the bidding process right from capturing leads, assessing opportunities, review & approval, maintaining repository of key information & documents, managing ground work and estimating overall cost to competent bid submission & EMD (Earnest Money Deposit) Recovery. The solution allows defining and managing multiple sales processes and its associated stages. Controlled Stage Progression helps maintain a tight control over the various steps involved in the tender process – facilitating accurate information flow. Configurable Escalation Metrics enable users to define escalation requirements for breach of tasks– driving rapid problem solving. xTended meeting manager simplifies meeting processes including sending invites, capturing responses, rescheduling meeting, disseminating minutes and defining pre-meeting & post-meeting action items for internal & external participants. It also facilitates voice integration with 'Skype' and 'Lync' for easy & quick messaging and conference calling. TMS also provides a dynamic calendar utility to help track and reschedule tasks. Personalized management dashboard provides a real-time view of sales pipeline and a consolidated view for all planned activities (by owner, priority, due activities, etc) for effective decision making. Role based security provides the flexibility to define access rights and security roles for all members.

Financial Project Management

Owing to the huge capital investment required in projects, financial control is of foremost importance. Alletec's Project Industries Solution Suite in combination with Dynamics AX Financial Management helps manage project cash flow including revenue, payables and receivables, while conforming to domestic & international reporting, tax and financial regulations. At all stages, the costs (related to material and resources) can be tracked to determine variance from the budget and establish project profitability. It allows linking of cost centers to projects/sub-projects/tasks and then lets one evaluate resources consumed vis-à-vis revenue earned with respect to each cost center. This helps examine the overall financial performance of projects. It facilitates easy revenue recognition against the time spent, cost incurred, or milestones achieved – scheduling journal entries as and when the revenue is realized over the course of project execution. It adjusts the unrealized revenue (computed on the basis of percentage completion) accurately in books of accounts. The financial insights gained drive strategic planning and informed decisions – future cash forecasting and resource assignment. It also helps manage exchange rate adjustments with multi-currency support and international accounting prerequisites in case of international businesses.

Optimize Resource-to-Project Assignment

Project Supply Chain Management

Since a significant portion of procurement in project based organizations is by contract, it is critical to track the procurement cycle vis-à-vis material demand. Alletec's Project Industries Solution Suite – backed by robust supply chain management capabilities of Microsoft Dynamics – integrates sales and purchasing processes with logistics, production, and warehouse management to provide real-time visibility throughout the supply chain. It facilitates efficient supply and demand planning to optimize inventory levels – thus reducing costs. The solution incorporates inventory management tools that improve forecasting and help plan item & time based sales- purchase activities. It defines and records all key resources (man, machine & material) involved in a project. Moreover, it also allows tracking of material movement in real time and manages need based material transfer between projects. Moreover, an easy to-use interface allows tracking inventory position – enabling timely order completion – keeping customers happy. Tight collaboration between purchasing, production, customer demand, inventory, and other key areas of the business helps improve relationships with customers & suppliers; manage orders and achieve better cost control.

Project Execution Management

Alletec's Project Industries Solution Suite helps project managers to drive their projects methodically by setting up project timeline with task definition, schedule planning, milestone setting and load specification. It lets users define work centers for tasks, monitor budgets and track project status to ensure timely completion. The solution also allows mapping of users to the project, enhancing user level security. Project planning and scheduling is notably simplified with advanced Gantt chart functionality that allows scheduling and efficient rescheduling of work orders. A production planning dashboard allows the user to examine, change, re-sort and reschedule scheduled tasks. In addition to these, the solution ensures that the custom workflows and components manufactured conform to specified quality standards. Supported by Microsoft Office Project, the solution renders detailed information to enable efficient resource management.

Asset Management

Project Industry is principally dependent on machines running 24X7. Machine malfunction, breakdown or interruption halts production; deterring productivity and increasing production costs. Regular maintenance of plant equipment is critical to increase asset up-time and longevity.

Alletec's Project Industries Solution Suite simplifies equipment maintenance by reducing maintenance cycle time. End-to-end maintenance, repair, and overhaul (MRO) support enable tight control over work orders, resource allocation, spare parts management, and all costs. There is an option to create objects (machines) and object locations for multiple sites in a hierarchical fashion. Equipment database maintains exhaustive technical specifications, engineering drawings, equipment history, warranty information, troubleshoot guidelines that helps to identify, update and review the details of assets. It assigns unique equipment IDs to the equipments which assist in identifying sub assemblies of equipments. It also supports online query and reporting. The solution supports preventive as well as corrective maintenance – the former involving maintenance sequences based on calendar (date, time, day etc), counters (produced units, hours, miles etc) & equipment condition; and the latter involving managing service requests, creating and executing work orders.

Collaborate Solutions – Maximize Effectiveness

The system allows tracking of maintenance execution using work order reports, checklists, condition assessment, time, cost and spare part consumption. It also allows performance history analysis with fault registrations and corrective actions. Asset Management with Alletec's Project Industries Solution Suite helps reduce downtime, enhance floor productivity, maximizes capacity utilization and optimize total cost of ownership of the asset.

Human Resource Management

Alletec's Project Industries Solution Suite in tandem with Dynamics AX HRMS supports Human Resource Management in large project based organizations. It gives you an overview of the organization structure, single click access to employee details with digital employee files and tools to align the critical HR functions with the organization goals. It automates multiple workflow processes including recruitment, appraisals and exit. Organizational structure can be maintained in full, matrix or project views. It also helps monitor absenteeism, identify trends and maintain logs. A skill catalog can be created and used to assign the right employee to the right task at the right time. The system also automates payroll processing and reduces administrative overhead. The role center view enables employees and managers to keep track of their jobs, activities, tasks, alerts, approvals and actions. The solution has the capability to generate various types of reports which can be customized to the end user's requirement. Report analysis is supported by OLAP (online analytical processing) cubes of SQL and SQL Services.

Business Intelligence

Alletec's Project Industries Solution Suite in combination with Alletec BI solution provides extensive reporting & analysis functionalities and a robust BI platform – with role tailored access – enabling key users to find reliable information, use it judiciously and share cautiously. Real time analytics is facilitated with tools including query and reporting, OLAP, statistical analysis, forecasting and data mining. The solution facilitates accurate business performance reporting and thus helps establish a strong decision support system. It not only enhances planning and budgeting but also helps overcome the limitations of traditional accounting processes with its inbuilt comprehensive financial reporting and analysis capabilities.

Allied Business Solutions

Alletec offers the following allied applications and custom extensions to help businesses accrue maximum benefits from Alletec's Project Industries Solution Suite:

- **Customer Relationship Management Solutions** – Microsoft Dynamics CRM improves new customer acquisition rate for increased revenue, while forming tighter bonds with existing ones. This is facilitated through automation of sales, marketing and services functionality.
- **Portals & Collaboration** – Microsoft SharePoint makes it easier for people to work together by providing a common collaboration platform. It simplifies Enterprise Content Management, streamlines Project Management and improves Report Sharing by giving need based access to databases, reports, and business applications.
- **Mobility** – Alletec meets the needs of extended enterprises by offering both Web and Mobile enabled solutions on iOS, Android, Blackberry, Windows platform – to help boost productivity & maintain tight control over business processes. It has also custom-built a mobile dashboard application that can be seamlessly integrated with an ERP application. Besides, it also provides mobility enhancement for any standalone application.