

HCL Tech Launches All-in-one Metal Solution

Till now, Indian metal producers were perhaps left with no choice but to purchase generic SAP modules for all their operations related functions. But this scenario is likely to change drastically as HCL Ltd has come up with a SAP extension with SAP India Baseline ECC6.0 version, focusing primarily on domestic metal producing companies.

The deputy general manager of HCL Technologies Ltd, Rajeev Pandey, speaks exclusively to *Sourcing Insights* to explain the unique properties of the solution.

Excerpts:

What are the existing gaps in SAP's existing metal solution with respect to the Indian scenario?

As of today, there is no specific SAP all-in-one metal solution with respect to the Indian scenario.

How does HCL's new metal solution address the gaps?

The solution has been developed on SAP India Baseline ECC6.0 version with reference to US Fabricated Metal Products (FMP) 6.0 version. The solution encapsulates and addresses the functional requirements in a more value added and efficient manner using time proven and flexible building block methodology. It enables small and medium businesses (SMB) to adapt to relevant business processes quickly.

The solution customisation and technical rudimentary requirements have been dealt with tools like BC Sets, eCATTs, Smart Forms and LSMW.

Along with the metal solution, a few India specific requirements like Payroll, L/C, weigh bridge integration; process parameter capturing using log sheets, user friendly order combination scenario, production planning based on product characteristics etc., have also been included in the solution.

How is this solution different from what is available with IBM or Accenture? What are the unique selling points (USP) of HCL's offered package?

No other company has an all-in-one metal solution as of today. The USPs of HCL's offered package is as follows:

- Indian HR Payroll Configured Based on SAP tools like BC Sets and ECATTs
- Flexible Pre-Configured Master Data Uploading Tools
- Risk Free Upgrades - All Enhancements / Developments segregated from Standard SAP
- Around 25 Metal Industry Specific Customized Reports



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- Integration with Shop Floor and Inbound/Outbound Weigh Bridge (Plug and Use Feature)
- Ability to Procure Imported Material with detailed L.C Process (Not available to that extent in standard SAP)
- Process Details Capturing Through Customized Log Sheets
- Material Codification and Planning Based on Product Characteristics (Grade, Size, Operations, etc)
- Offers Planning Based on Date, Customer and Order Priority
- Developments Related to Batch Tracking throughout the Complete Production Process
- Enhanced User Friendly Production Order Mass Processing
- Product Specific Feature Capturing in Sales Order for Each Line Item
- Enhanced Customer Specific Inspection
- Flexibility for Material Quality Grading

Which SAP modules does a small and medium business (SMB) user of HCL's new metal solution have to buy mandatorily?

Customers pick and choose modules mainly when desired functionalities are not available in other modules. However, this flexibility will still remain but the solution has been developed to provide industry specific functionalities in modules like production planning (PP), sales and distribution (SD), materials management (MM), plant maintenance (PM), quality management (QM), Financial and Cost controlling (FI/CO), Payroll (HR).

All these business functionalities have been addressed considering industry pain points. HCL has taken these inputs from domain experts, industry associations and from past experiences with metal customer engagements.

What would be the percentage cost of the HCL new metal solution compared to the SAP modules?

The all-in-one HCL metal solution is a comprehensive solution and incorporates much more than providing SAP modules.

It encompasses ready to deploy enhanced product, licence, hardware, implementation services, comprehensive documentation and post go live support. The customer will have a choice to pick and choose the services they require.

Can this new metal solution be used without any customisation in domestic steel, copper, zinc, aluminum and all other metal industry irrespective of the fact that they have integrated facility to manufacture or not?

The metal template has been developed based on metal industry best practices which cut down significant implementation time for SMB segment. The solution addresses the ferrous as well as non-ferrous segments.

The delta requirements which are customer specific can be considered during implementation time which is not going to be significant since most of the industry requirements have already been addressed in the solution. ■