



# Ceaselez Consulting LLP

**Driving Performance Profitability and Productivity**

The challenge for many mid-sized clients in this sector is that they do not want to take on the burden of large scale commercial systems (with their large-scale bill, and learning curve). The EPC-Ignite system is the right scale for the smaller or mid-size company who have solid and understood systems in place, but need to upgrade

Ceaselez has just launched our new, integrated solution for the Engineering, Procurement and Construction Industry (EPC)

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**FOR  
MSMES**

Comprehensive  
DSS  
(Decision Support  
System)

CONSOLIDATED  
MIS  
(Management  
Information  
System)

**INTEGRATED ERP  
(Enterprise  
Resource  
Planning)**

**Customized  
ERP**

## THE CHALLENGE

# EPC INDUSTRY - Filled with Challenges

## THE CHALLENGE

### Strategic

- 1 • Identifying the firm's core competencies
- 2 • Identifying the key stakeholders and creating a conducive environment for collaboration.
- 3 • Establishing a sound Execution Philosophy
- 4 • Sales and Marketing Challenges – Managing the Sales Pipeline, Identifying the suitable Market
- 5 • In-house Development v/s Outsourcing
- 6 • Cash Flow Management  
• Lack of real time visibility and transparency

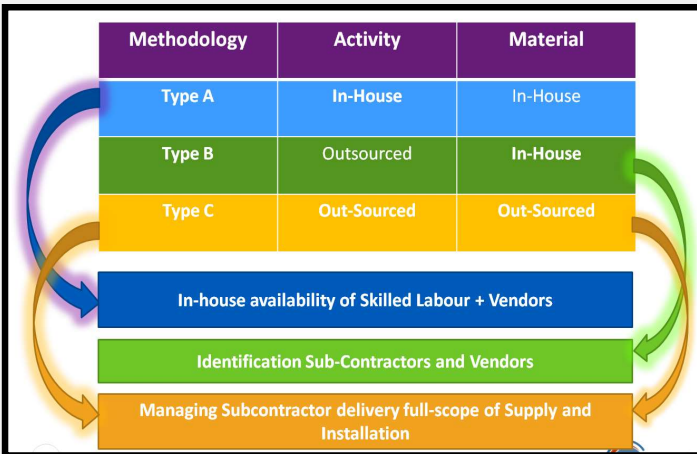
### Tactical

- 1 • Vendor Eco-system - Managing Vendors and Sub-contractors
- 2 • Managing Project and Organizational Risks
- 3 • Identifying and mapping resources to activities
- 4 • Payment terms and Milestones
- 5 • Use of IT and Technology
- 6 • Identification of Type of Methodology to use

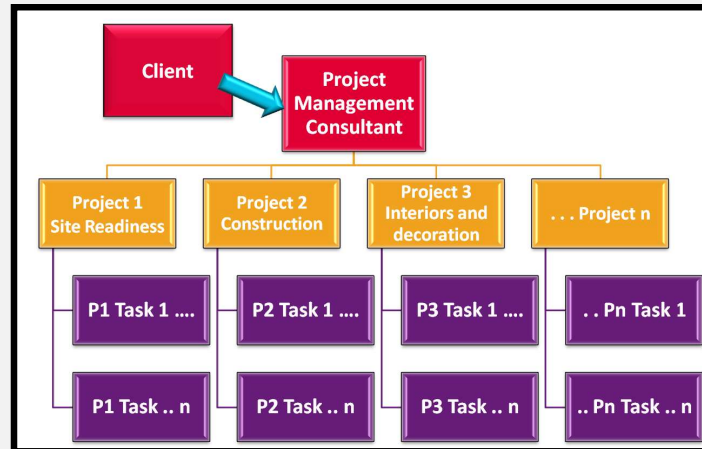
### Operational

- 1 • Implementation of IT within an EPC Eco-System
- 2 • Internal and External Risk Management
- 3 • Identifying internal dependencies
- 4 • Resource Management – M3 – Man, Machine and Material
- 5 • Project Execution

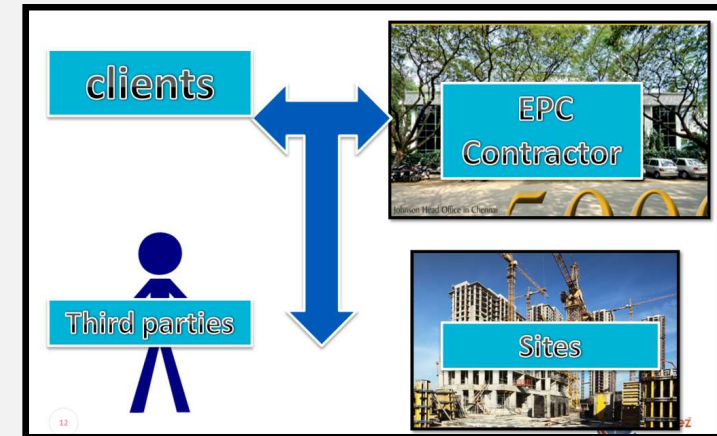
## Challenges – To elaborate further



Activity – Material Mapping



Interdependency between tasks



Communication between different stakeholders

### Commonly Used Tools and Drawbacks

- Industry standards ERPs used with PM tools and other stand-alone tools -> Silos, lot of customization is required!
- Companies struggle to implement complex ERPs and heavy customization is required to interface with PM tools and ITSM.
- MSMEs segments – Struggle more, Analytics done only with Excel
- Absence of Metrics and dashboards

### Conventional ERP

It's either my way or the Highway !!!

# ABOUT CEASELEZ and OFFERINGS

## A BRIEF OVERVIEW

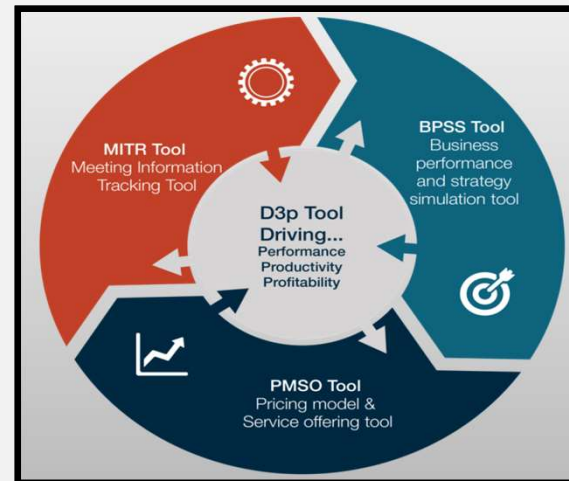
### OUR OFFERINGS

Consulting Services

Products

Large IT Implementation

Business Partner Services



**MITR** – The Enterprise end to end Strategic Meetings Management Tool

[Click here for brief video on MITR](#)

**D3P** - automating the entire project lifecycle-

**Project initiation** → **Project planning** → **Project execution** → **Project closure.**

[Click here for video on D3P](#)

**PMSO** –Automating the entire Bidding and Tendering process from RFI->PQ->RFP->Contract Sign off

[Click here for video on PMSO](#)

**BPSS** - (Business Process Strategy and Simulation) - bringing innovation in simulating various scenarios of implementing the activities using what-if analysis and sensitivity analysis along with advanced analytics

### OUR PRODUCTS

*Can fit into different size of companies, various industry sectors.*

*Act as umbrella to integrate multiple tools and products (in silos) for any business instance or business conglomerate.*

*The products are one stop shop packaged with consulting services.*

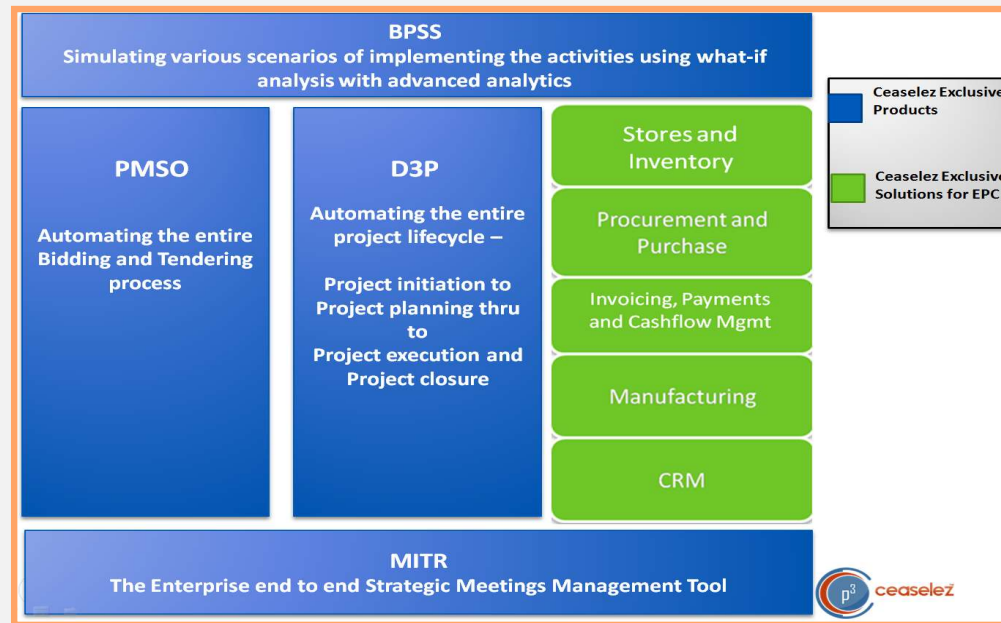
*This will enable CxO's monitor performance .*

*Improve customer experience with clear accountability of all stakeholders in the ecosystem.*

*Can be implemented in a global environment for any business, conglomerate.*

# SALIENT FEATURES OF IGNITE

## A BRIEF GLIMPSE



**IGNITE will help you Scale up !**

**One Umbrella!**

**Can be used in Vendor Ecosystem**

- All Modules covered
- Customized as per your requirement!
- Plug and Play
- Can be used in any eco-system

- End to End Management right from Marketing to Closure
- Simple, User-friendly and Scalable
- NO PING PONG of actions with clients and third parties
- Visibility and Security

# SALIENT FEATURES OF IGNITE

## A BRIEF GLIMPSE

### Simple, User Friendly and Scalable

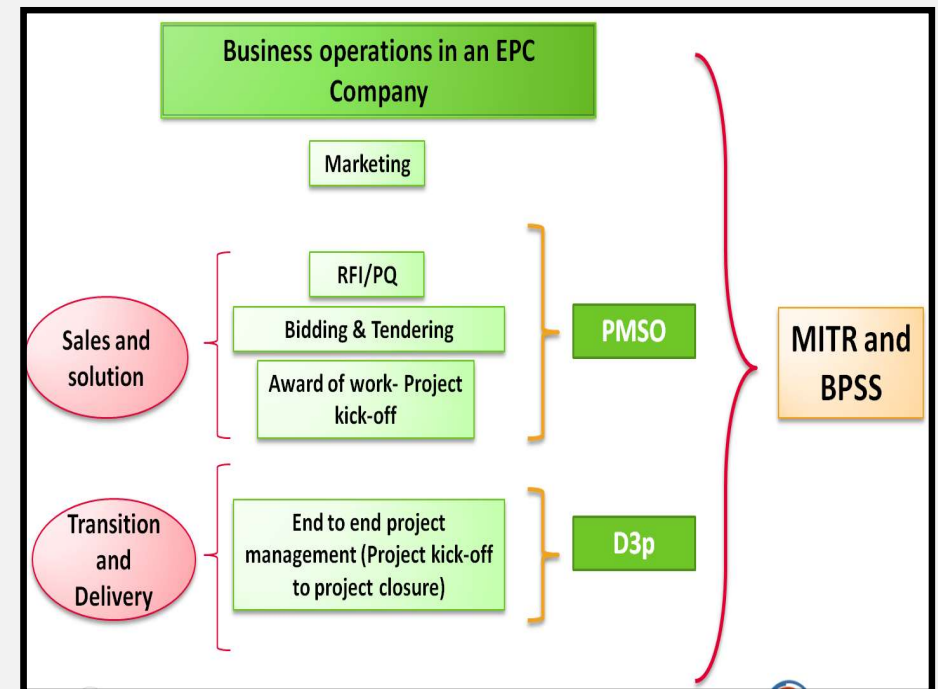
- Easy to implement and learn
- **Integration of** the end-end business operations under one umbrella right from Bidding & Tendering to other business areas

### Absolute Visibility and Transparency

- **Strict workflows and approval** at each life cycle engagement of projects **to avoid leakage in revenue and profit.**
- The solution will provide **on time/real time visibility for the management**

### Documentation and Security

- There will be a strict Audit trail and documentation across different external and internal agents
- Highly secured System

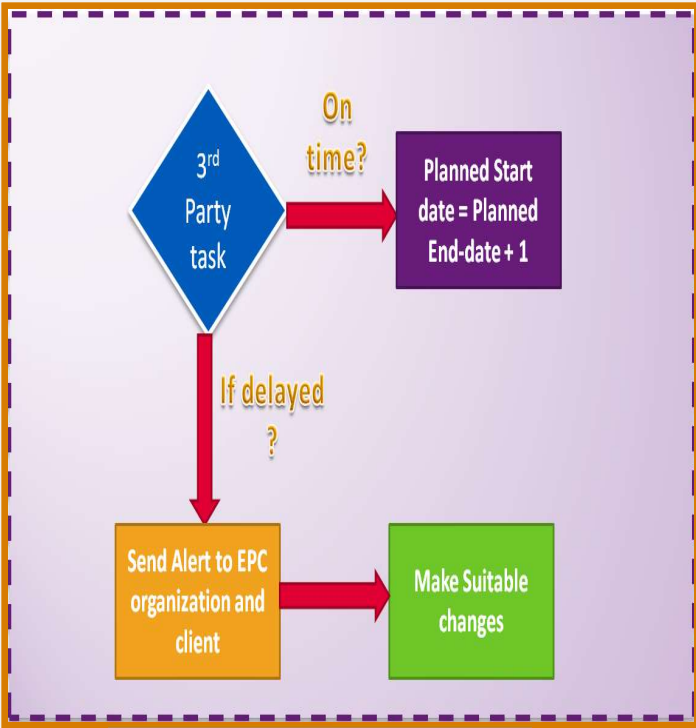
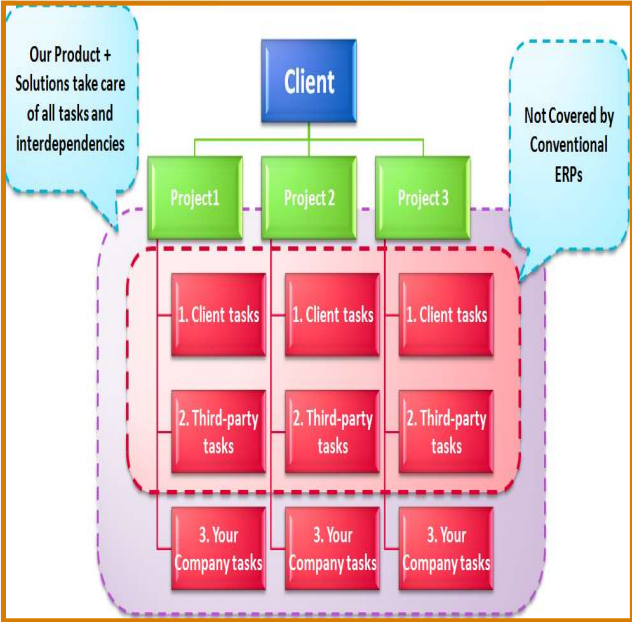


# SALIENT FEATURES OF IGNITE

## A BRIEF GLIMPSE

Highlights	Benefits
Integrated solution	Control leakages(both revenue and profitability)
Planning and simulation	Increased accuracy using estimation techniques→ BOQ, GFC and BOM
Predictive and advanced analytics	Predictive procurement planning and control
Seamless data flow discovery and analysis	Internal stakeholder management for every project
Reporting and enterprise dashboards	Deliver projects on time and budget
Metrics and key performance indicators(KPIs)	Document repository management in the entire lifecycle of the project using MITR
Visibility and transparency to clients	Decisions and actions
Vendor eco-system→ Ability to integrate third-parties and business partners.	Increased client satisfaction rating/index

**Client and 3<sup>rd</sup> party tasks accountable**



**END TO END INTEGRATION!**

**ALERTS!**

# SALIENT FEATURES OF IGNITE

## IMPLEMENTATION SCENARIOS

**SCENARIO 1**

**EXISTING ECO-SYSTEM**

**IGNITE WORKS WITH EXISTING TOOLS**

**SCENARIO 2**

**FULL – STACK IMPLEMENTATION**

EPC – Ignite	Other Solutions
<b>1. Simple</b>	<b>Complex</b>
<b>2. User friendly</b>	<b>Not easy to implement</b>
<b>3. Robust</b>	<b>Robust</b>
<b>4. Flexible</b>	<b>Non – Flexible</b>
<b>5. Easy Adaptability</b>	<b>Not very easy to adapt</b>
<b>6. Integration with 3<sup>rd</sup> Parties to have a robust vendor – Eco-system</b>	<b>Not present</b>
<b>7. Training and Support present</b>	<b>Standard manuals/ little or no training</b>
<b>8. Plugins and Extensions</b>	<b>May/may not be available</b>