



Annexure II

'TOPSPIN ERP Resource Management & Managerial controls

'TOPSPIN ERP Resource

Information is the life blood of any business. 'TOPSPIN' ERP takes care of all the five resources [M] i.e. Market, Materials, Machine, Man & Money. 'TOPSPIN' ERP can deliver BPM [Business Process Management] that helps businesses make efficient use of their financial, human, material and other resources. The required information for any resource/ transaction is instantly available. When the availability of information is instantly assured, then management controls can be immediately exercised.

'TOPSPIN' ERP manage, first the complicated production resources right from planning to execution and controls through electronically monitored production related technical data suitably assisted by maintenance, quality control & engineering management information.

'TOPSPIN' ERP is different to general fit ERP because in a manufacturing industry, production and quality related information deserve the highest priority and ATWSPL domain expertise along with customization skills can address such issues very conveniently.

This has become possible because 'TOPSPIN' is capable to complete both R [requisition] to P [procurement] & O [order] to C [consumption] cycles electronically'.

Apart from production rich information reservoir, 'TOPSPIN' ERP costing, budgeting, purchase and sales modules integration with financial accounting modules has revolutionized the spinning industry by delivering techno-commercial information converged at a common platform in form of techno- commercial MIS with variance analysis. MIS are auto-prepared and available in tabular and graphical formats both.

Hence resource management is directly related to the management controls for execution to make best use of resource wise information. This is imperative to elaborate how exactly this can be exercised and therefore, following flow diagram and ensuing text will be very useful for the decision maker:

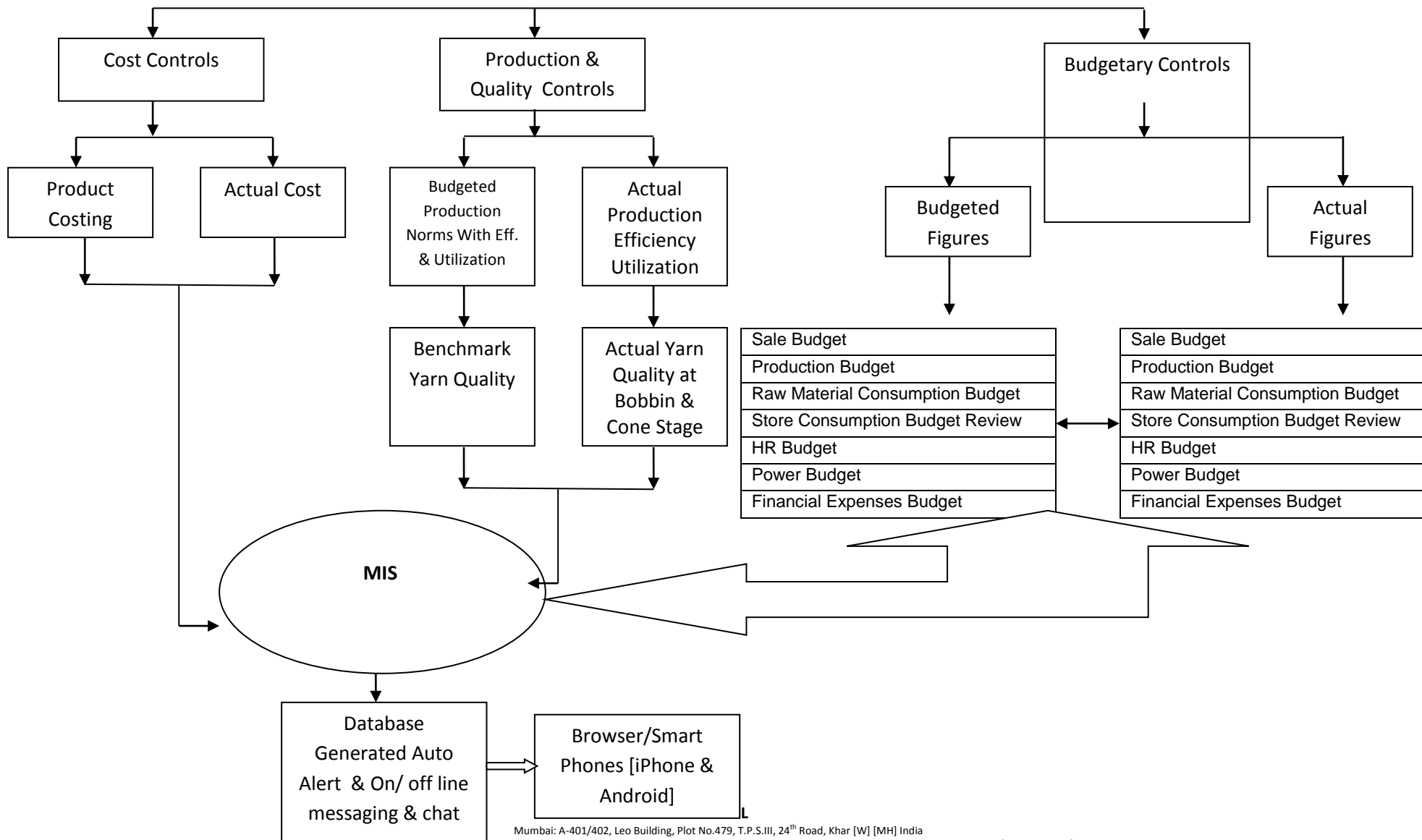
Management Controls

In running businesses it is difficult to exercise absolute management controls due to n numbers of variables and constraints those has different impacts. 'TOPSPIN' being a comprehensive and industry specific solution, where each and every domain is taken in to consideration can dynamically provide a platform to deploy absolute management controls for:

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TOPSPIN' ERP Management Controls





- **Cost**

Cost controls are exercised by creating monthly budgets for sales, production, raw-materials, stores power and financial [bank interest]. MIS for the above budgets are auto-prepared indicating the variances on monthly basis. Moreover, within the month for any particular day, predictive MIS based on the current trend of expense is available that indicates the possible deviation from budgets at the end of month. Hence, 'TOPSPIN' is capable to integrate management accounting with financial accounting for comparison purpose.

Apart from MIS with predictive figures, 'TOPSPIN' imparts absolute management controls to the organization. 'TOPSPIN' costing module delivers count wise contribution based on a cost sheet to finalize a sales contract. Different elements of variable cost specifically direct variable cost that can be apportioned to a particular count .are determine. After considering market scenario and current raw-material prices, where destination wise freight, packing type and size of packages, size of vehicle/container and packing material cost are also considered, most contributing count and corresponding customer is selected to ascertain sales contract [booking].

Now after selecting customer and finalizing contract, the profit is known. However, after mixing, lot creation packing and dispatch [invoicing] i.e. completion of sales cycle, 'TOPSPIN' pick the variable and fixed costs incurred with actual figures. 'TOPSPIN' then auto-prepare a comparative statement [Cost MIS] indicating the variances of element of cost as per the cost sheet at booking stage and actual incurred figures.

Thus 'TOPSPIN' empowers absolute management [cost] controls.

- **Production**

Count wise production budget ensure production controls. Here, again predictive figures are displayed for control purpose. Production efficiency, utilization and waste details are also available.

- **Quality**

Regarding quality count wise benchmark data are entered in the software and lot/machine wise actual quality data are retrieved instantly to analyze variances thus imparting powerful quality controls to the 'TOPSPIN' users.

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- **HR**

Textile being a labour intense manufacturing does not only require hassle free pay-roll management but HR management also. This helps in recruitments and controlling absenteeism also. 'TOPSPIN' generates very useful information over absenteeism and indicate differences between budgeted actual strength on roll.

'TOPSPIN' ERP Alerts & Messaging

Apart from the above 'TOPSPIN' ERP has an inbuilt concept of a control or feedback loop through database generated alerts for the business users that ultimately helps, guide the business towards its objectives. The alerts are **proactive** as well inform form of predictive MIS figures to take corrective actions in advance.

An intra- 'TOPSPIN' ERP users off and on line messaging/chat tool is also available for managing the internal communication.

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