



KPIT Cummins

Solution Map

**For Fabricated Metal Component Industry
Processes**

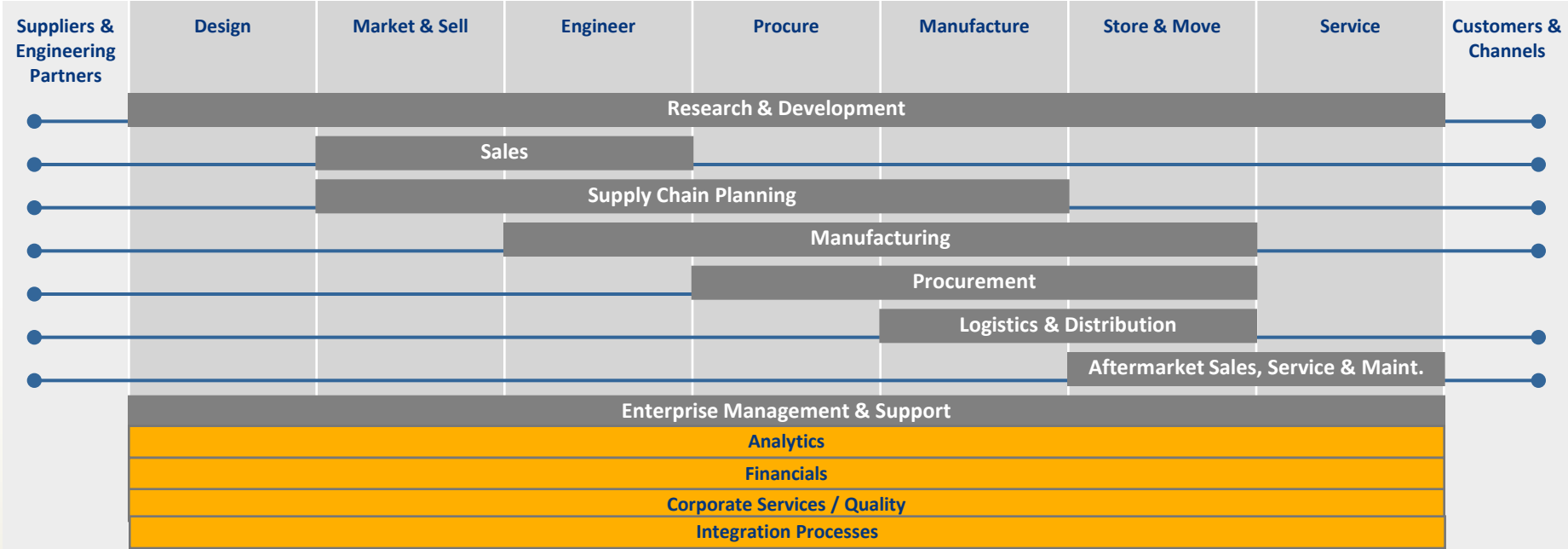
Solution Map – Component Industry



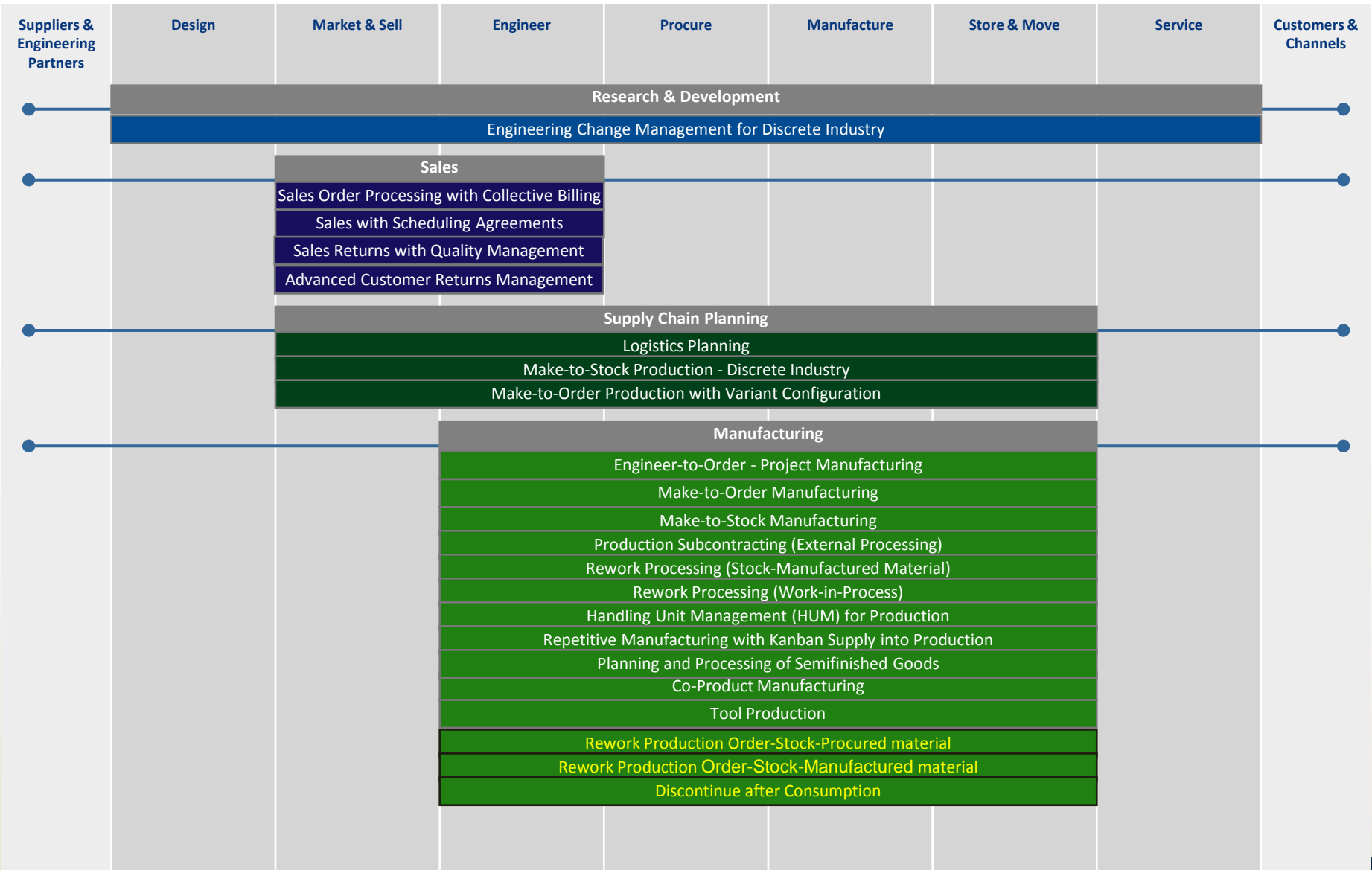
	End-User Service Delivery			
Analytics	Strategic Enterprise Management	Financial Analytics		Operations Analytics
Financials / Controlling	Financial Supply Chain Management	Financial Accounting	Management Accounting	Corporate Governance
Procurement and Logistics Execution	Procurement		Inventory and Warehouse Management	Inbound and Outbound Logistics
Product Development and Manufacturing	Production Planning	Manufacturing Execution / Lean Manufacturing		Product Development
Sales and Service	Sales Order Management		Aftermarket Sales and Service	Professional-Service Delivery
Corporate Services	Enterprise Asset Management	Travel Management	Quality Management	

SAP NetWeaver

Solution Value Chain Map - Overview



Solution Value Chain Map - Detailed



Legend: Box with Black outline highlights the add-ons from KPIT

Solution Value Chain Map - Detailed



Suppliers & Engineering Partners	Design	Market & Sell	Engineer	Procure	Manufacture	Store & Move	Service	Customers & Channels
				Procurement				
				QM for Procurement with Vendor Evaluation				
				Quotation for Procurement				
				Consumable Purchasing				
				Procurement without QM				
				Stock Handling: Scrap and Blocked Stock				
				Procurement Contract				
				Stock Transfer with Delivery				
				Stock Transfer without Delivery				
				Return to Vendor				
				Subcontracting				
				Procurement and Consumption of Consigned Inventory				
				Internal Procurement: Cross-Company Stock Transfer				
				External Procurement of Third-party resources				
				External Procurement Services				
				Purchasing with JIT delivery schedules				
				Asset transfer on Loan				
				Import Purchase				

Legend: Box with Black outline highlights the add-ons from KPIT

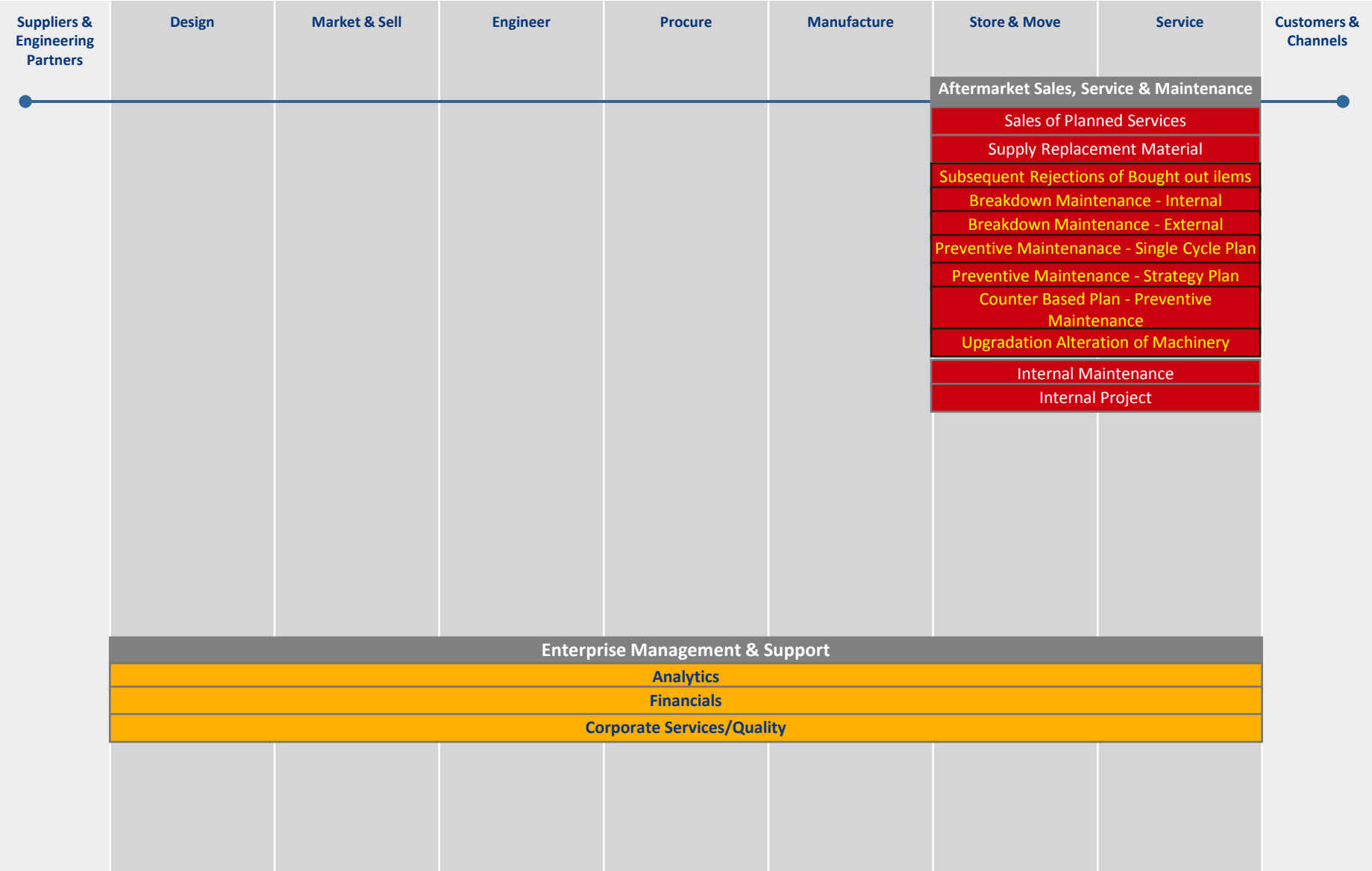
Solution Value Chain Map - Detailed



Suppliers & Engineering Partners	Design	Market & Sell	Engineer	Procure	Manufacture	Store & Move	Service	Customers & Channels
					Logistics & Distribution			
					Sales Processing using 3rd Party (w. Shipping Notification)			
					Credit Management			
					Free of Charge Delivery			
					Returns and Complaints			
					Sales Quotation			
					Sales Order Processing for Prospect			
					Debit Memo Processing			
					Foreign Trade Export Processing			
					Returnables Processing			
					Batch Recall			
					Cross-Company Sales Order Processing			
					Make-to-Order Production w/o Variant Configuration			
					Sales: Period End Closing Operations			
					Credit Memo Processing			
					Cash Sales Order			
					Scarp sales			
					Trading Sale			
					Deemed Export			

Legend: Box with Black outline highlights the add-ons from KPIT

Solution Value Chain Map - Detailed



Legend: Box with Black outline highlights the add-ons from KPIT

Solution Value Chain Map - Detailed



Suppliers & Engineering Partners	Design	Market & Sell	Engineer	Procure	Manufacture	Store & Move	Service	Customers & Channels
Enterprise Management & Support								
Analytics								
Reports for Accounting			Reports for Logistics			Reporting With Business Explorer		
Financials								
General Ledger		Accounts Receivable		Accounts Payable		Period End Closing Financial Accounting		
Cash Management		Cost of Sales Accounting		Asset Accounting		Asset Acquisition through Direct Capitalization		
Activate Document Splitting			Segment Reporting			Period End Closing "General" Plant		
Inventory Valuation for Year End Closing		Overhead Cost Accounting - Actual			Period End Closing Service Orders			
Period End Closing Activities			Activate Document Splitting for Discrete Manufacturing			Bills Receivables (Hundi)		
Bills Payable (Hundi)		Issue Bank Guarantee to Customer			Receipt of Bank Guarantee from Vendor			
Issue Letter of Credit to Vendor		AR - Cross Company Code Transaction		AP - Cross Company Code Transaction		Cash Journal		
Tour Management - Domestic Travel		Tour Management - Foreign Travel		Salary Advance & Settlement		Salary Journal Voucher		
Withholding Tax Management-TDS		Fixed Deposit Management		Inter Corporate Deposit Management		Security Deposit Management		
Asset Transfer within Company code with excise invoice			Asset Transfer Intercompany code with excise invoice			Service tax on Goods Transport Agencies (GTA)		
Corporate Services/Quality								

Legend: Box with Black outline highlights the add-ons from KPIT

Solution Value Chain Map - Detailed



Suppliers & Engineering Partners	Design	Market & Sell	Engineer	Procure	Manufacture	Store & Move	Service	Customers & Channels
Enterprise Management & Support								
Analytics								
Financials								
Corporate Services/Quality								
Revenue Planning		SOP through Long Term Planning Transfer to LIS/PIS/Capacity		Purchased Material Price Planning		General Cost Center Planning		
Manufacturing Cost Center Planning			Standard Cost Calculation			Quarterly Plan - Sales Quantity Forecast with CO-PA		
Internal Order for Marketing and Other Overhead Planning		Reference and Simulation Costing		Quality Management (QM) in Discrete Manufacturing		Calibration of Equipment(from external agency)		
Calibration of Equipment (Internally)		Manual Creation Of Inspection Lot without Specification			Good Receipt Inspection With Certificate Processing			
Good Receipt Inspection With Multiple Dependent Sample				Good Receipt Inspection With Multiple Independent Sample				
Source Inspection		Early Inspection For Production		Approval For Deviation		Creation of Control Chart		
QM Costing(Appraisal Cost)				Creation of Histogram and Process Capability				
Integration Processes								
Batch Management		Serial Number Management		Physical Inventory / Inventory Count and Adjustment		Advanced Batch Management		
Quantity and Excise Duty Credit Updation in Excise Register		Reversal and Miscellaneous Utilization of Excise Duty Credit		PLA Credit and Monthly Utilization of Excise Duty		Excise Registers Updation, Extraction and Printing		
Local Sales Tax Receivable, Payable and Set-Off			Service Tax Credit and Utilization			Document Management System		

Legend: Box with Black outline highlights the add-ons from KPIT