



**KPIT Cummins**

# **Solution Map**

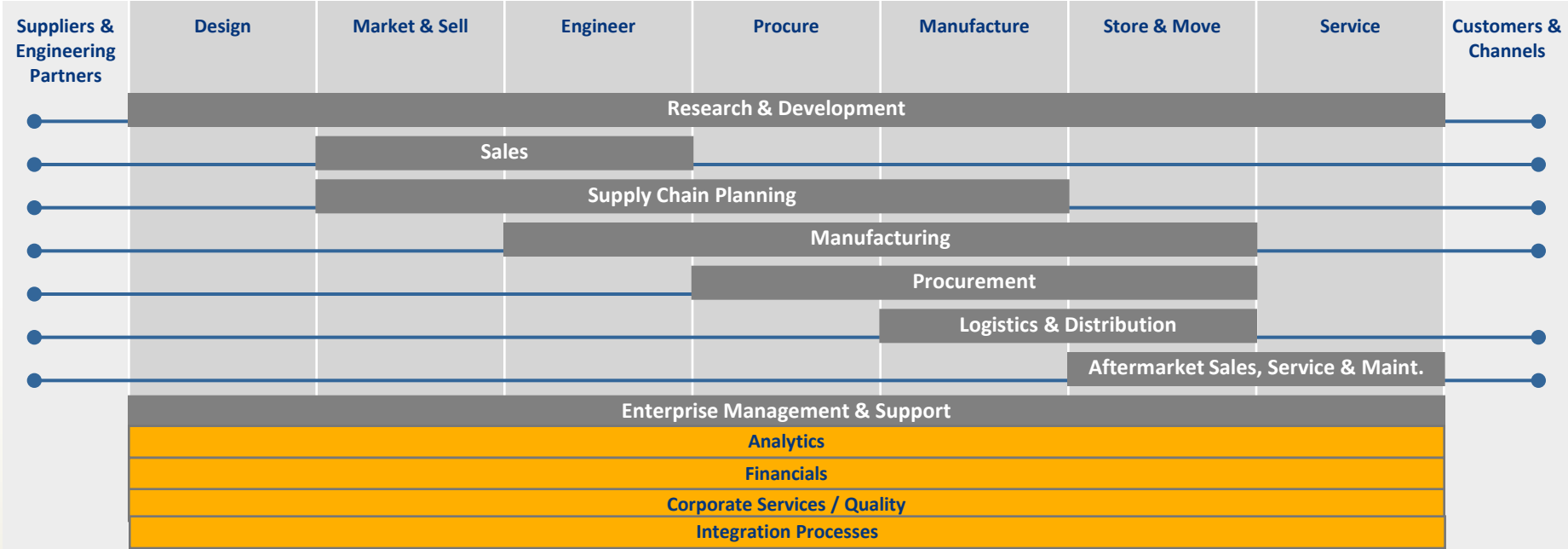
**For Hi-Tech Component Industry Processes**

# Solution Map – Component Industry



	End-User Service Delivery				SAP NetWeaver
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		

# Solution Value Chain Map - Overview



# Solution Value Chain Map - Detailed



Suppliers & Engineering Partners	Design	Market & Sell	Engineer	Procure	Manufacture	Store & Move	Service	Customers & Channels
	<b>Research &amp; Development</b>							
	Internal Product Development							
	Records Management							
	MTO Quotation Processing with Variant Pricing							
	Engineering Change Management for Discrete Industry							
	<b>Sales</b>							
	Sales Order Processing with Collective Billing							
	Sales with Scheduling Agreements							
	Sales Returns with Quality Management							
	Advanced Customer Returns Management							
	<b>Supply Chain Planning</b>							
	Logistics Planning							
	Make-to-Stock Production - Discrete Industry							
	Make-to-Order Production with Variant Configuration							

# Solution Value Chain Map - Detailed



Suppliers & Engineering Partners	Design	Market & Sell	Engineer	Procure	Manufacture	Store & Move	Service	Customers & Channels
			<b>Manufacturing</b>					
			Engineer-to-Order - Project Manufacturing					
			Make-to-Order Manufacturing					
			Make-to-Stock Manufacturing					
			Production Subcontracting (External Processing)					
			Rework Processing (Stock-Manufactured Material)					
			Rework Processing (Work-in-Process)					
			Handling Unit Management (HUM) for Production					
			Repetitive Manufacturing with Kanban Supply into Production					
			Planning and Processing of Semifinished Goods					
			Co-Product Manufacturing					
			Tool Production					
			Outsourced Manufacturing					
			MTO Sales Order Processing with order BOM and OCM					
			Rework Production Order-Stock-Procured material					
			Rework Production Order-Stock-Manufactured material					
			Discontinue after Consumption					

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
				<b>Procurement</b>				
				QM for Procurement with Vendor Evaluation				
				Quotation for Procurement				
				Consumable Purchasing				
				Procurement without QM				
				Stock Handling: Scrap and Blocked Stock				
				Stock Transfer with Delivery				
				Stock Transfer without Delivery				
				Return to Vendor				
				Subcontracting				
				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				
				Import Purchase at Bonded Warehouse				
				Depot or Dealer Activities				

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			
					Sales Order Processing: Sale from Stock			
					Free of Charge Delivery			
					Returns and Complaints			
					Sales Quotation			
					Sales Order Processing for Prospect			
					Sales of Nonstock Item with Order specific Procurement			
					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 Contract with Fixed Price and T+M Billing			
					Sales Order Processing with Customer Down Payment			
					Sales: Period End Closing Operations			
					Credit Memo Processing			
					Cash Sales Order			
					Handling Unit Management for a Set of Products			
					Scarp sales			
					Trading Sale			
					Deemed Export			

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
							<b>Aftermarket Sales, Service &amp; Maintenance</b> Spot Consulting with Fix Priced Billing Project with Fixed Price and T+M Billing Service with Time and Material based Billing Service Contract with Periodic Billing Service with Fix Priced Billing Sales of Planned Services Depot Repair Maintenance and Warranty Processing Easy Depot Repair Supply Replacement Material Subsequent Rejections of Bought out items Breakdown Maintenance - Internal Breakdown Maintenance - External Preventive Maintenance - Single Cycle Plan Preventive Maintenance - Strategy Plan Counter Based Plan - Preventive Maintenance Internal Maintenance Internal Project	
<b>Enterprise Management &amp; Support</b>								
Analytics								
Financials								
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
<b>Enterprise Management &amp; Support</b>								
<b>Analytics</b>								
<b>Reports for Accounting</b>			<b>Reports for Logistics</b>			<b>Reporting With Business Explorer</b>		
<b>Financials</b>								
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		Internal Order for Marketing and Other Overhead Actual		Period End Closing Service Orders		
Period End Closing Projects		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		Receipt of Letter of Credit from Customer		
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)		
<b>Corporate Services/Quality</b>								

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
<b>Enterprise Management &amp; Support</b>								
<b>Analytics</b>								
<b>Financials</b>								
<b>Corporate Services/Quality</b>								
Revenue Planning	SOP through Long Term Planning Transfer to LIS/PIS/Capacity			Purchased Material Price Planning		General Cost Center Planning		
Manufacturing Cost Center Planning	Internal Order R+D 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)	Good Receipt Inspection With Multiple Independent Sample			Good Receipt Inspection With Dynamic Modification Rule		Good Receipt Inspection With Certificate Processing		
Source Inspection	Early Inspection For Production			Approval For Deviation		Creation of Control Chart		
QM Costing(Appraisal Cost)				Creation of Histogram and Process Capability				
<b>Integration Processes</b>								
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