

Highbar CloudConnect: Infrastructure Industry Best Practices- pay-as-you-use

Highbar Technologies vision is 'To be end-to-end IT service provider for infrastructure industry.' With Cloud as a technology getting wider acceptance and world moving towards Software-as-a-Service (SaaS) model, as a forward looking technology company, Highbar has decided to foray into cloud based services to provide wider service basket for the infrastructure industry.

SAP ERP solution for infrastructure industry has been available till date 'on-premise', i.e. the companies have to do an upfront investment and have to manage the hardware, SAP licenses, day-to-day operations by themselves. In Infrastructure industry, SME segment which is large in size and JVs which have time bound life span have not been very forthcoming with on-premise ERP solution because of the large upfront investments. To cater to the challenges of both the SME segment and JVs in an effective manner Highbar has come up with the SAP ERP solution 'on-cloud' which is 'pay-as-you-use' basis. This will also provide the SMEs a level playing field by getting access to world-class IT solutions and industry best practices in an investment friendly model.

Highbar's on-cloud solution will not require customer to make upfront investment in hardware, initial set-up, SAP licenses, implementation, support and training. This will be managed by Highbar. The customer's data will be hosted at a 3rd party datacenter (Highbar has partnered with world-class datacenter for this). SAP will provide to Highbar the licenses on pay-per-user-per-month basis and all the support for the success of this initiative. Highbar implementation will be a standard templated implementation, which will reduce the implementation cycle time by over 50% as compared to on-premise solution. Ongoing support will be available through Highbar call centre. For this the customers will need to provide a small amount of one-time initiation fee and pay-per-user-per-month fees.

First for Infrastructure Industry:

Cloud computing as a concept has been existent for quite some time and is getting acceptance across globe. Few concepts like email on cloud, IT infrastructure-as-a-service are industry agnostic and are widely used across industries. However the concept of cloud is not yet fully explored for enterprise application solutions. There are no specific enterprise solutions on cloud for infrastructure industry. Highbar has developed 1st of its kind solution- Highbar CloudConnect- providing SAP ERP on pay-per-user-per-month model for Infrastructure industry.

Highbar has customized the solution for the Infrastructure, Real Estate and Ready Mix Connect (RMC) industries which is called as HIGHBAR RAPIDSTART and is certified by SAP as well. The same solution is used for Highbar CloudConnect. Some key industry processes covered by the solution include,

- Infrastructure: Project planning and execution, procurement and sub-contracting, project billing, equipment procurement, utilization and maintenance, document controlling etc.
- Real Estate: All the above processes + Real estate specific processes such as land acquisition monitoring, Sales, Leasing, post-sales handling etc.
- RMC: Production Planning & Processing, Procurement, Production Order Processing & Delivery, Quality Management, Equipment Maintenance, Sales and billing
- In addition to above industry specific processes, corporate functions such as accounting, finance, HR and payroll, costing are also addressed by the solution

Key Business Benefits

Key business benefits of SAP ERP:

- End-to-end visibility
- One set of figures
- Better controls, alerts, exception reporting
- Reduced top management mindshare required in day-to-day operations
- Much better project management (costs, time and quality)
- Reduction in costs (reducing inventory costs, procurement costs, improving equipment productivity and utilization etc.) and wastages
- Reducing process cycle-time
- Facilitate rapid business growth
- Human resources scarcity
- Governance → Funding needs

Key Business Benefits of SAP ERP on Cloud:

- Substantial reduction in upfront investments - pay per user per month
- Rapid start - templated
- Access to global best practices
- No need for own SAP manpower for ongoing support
- De-risking
- Level playing field for SMEs Segment
- Best suited for JV's (limited life span)
- Ability to pilot solution

Key features of Highbar CloudConnect:

- **Solution for Infrastructure Industry by Infrastructure Industry from Infrastructure Industry:** In last thirty three months, since Highbar started marketing its solutions independently, Highbar has secured 47 clients from infrastructure industry under worst economic conditions. With the industry knowledge, Highbar has developed infrastructure industry templates based on the best practices of infrastructure industry. These provide the customers access to best practice level of business process enabled by IT. This also reduces mindshare and timeshare of the customer, while reducing the implementation time and TCO

- **High level of data security:** For datacenter Highbar has selected the highest available level of security by going for India's only Tier 4 datacenter. Tier 4 is designed to host mission critical servers and computer systems, with fully redundant subsystems (cooling, power, network links, storage etc) and compartmentalized security zones controlled by biometric access controls methods.
- **Support by SAP:** Highbar is the only partner for SAP ERP on Cloud in EC&O industry. SAP will provide the licenses on pay per user per month basis and all the support for the success of this initiative. After stringent process, SAP has qualified the solutions for all these industries known as Highbar RAPIDSTART. Highbar is now making the same solution available on cloud and is called as Highbar CloudConnect. SAP has gone through stringent checks and has got convinced that Highbar is equipped to service customer satisfactorily after acquiring customer

Outlook

Cloud computing has potential to offer significant value to business and can be disruptive change in IT area. For Infrastructure industry In India there are a few thousand companies in SME sector. Cloud market for ERP in intended segment itself can be in the range of Rs. 600 Crores annually and which will grow to Rs. 900 Crores annually in 5 years.

We have seen rapidly growing interest towards IT in infrastructure industry during last five years. With an investment friendly and de-risking oriented model like cloud we expect the IT adoption in infrastructure industry to grow even more rapidly.
