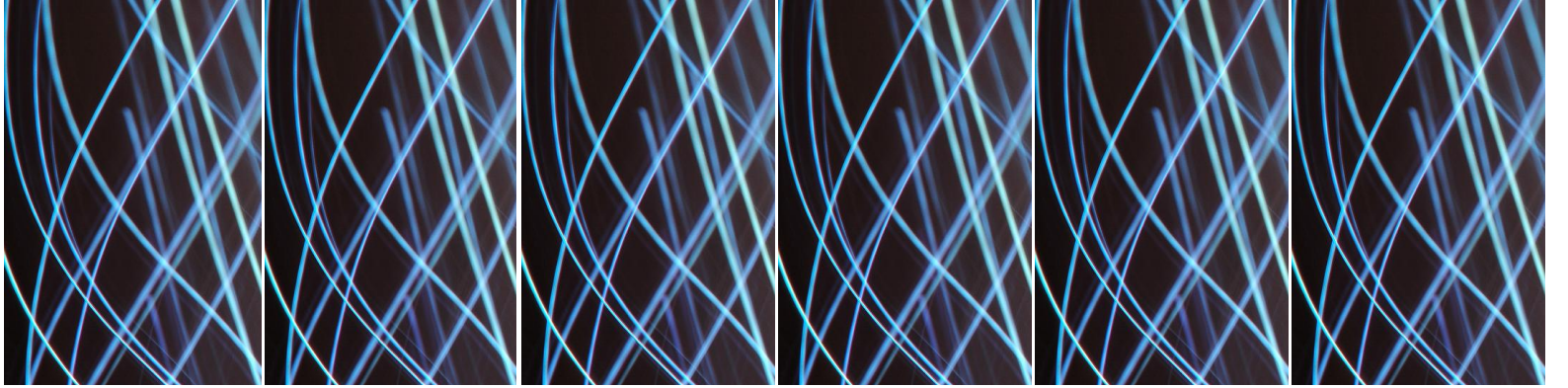


2010

Case study on Microsoft Office Sharepoint Server

For a forerunner in pre-fabricated steel industrial /
non-industrial applications





SNAPHOST

Industry

Pre-fabricated iron & Steel manufacturer

Business Challenges

- Manage Sales leads and Information's
- Manage Execution of projects
- Knowledge management of the customers
- Track operational issues
- Increase Internal productivity

Embee Solution

Automate workflows and improve communication and collaboration by using Microsoft Office SharePoint Server

Business Benefits

- Integrated business process
- Track operational efficiency
- Huge cost savings by total operational ownership
- Quality services with competitive advantage
- Reduced escalations due to process based approach
- Regular reporting for better control

Company Overview

The company is a forerunner in marketing, designing, engineering and production of pre-fabricated steel industrial / non-industrial applications. The customer is located in north and eastern part of India with 250+ employees.

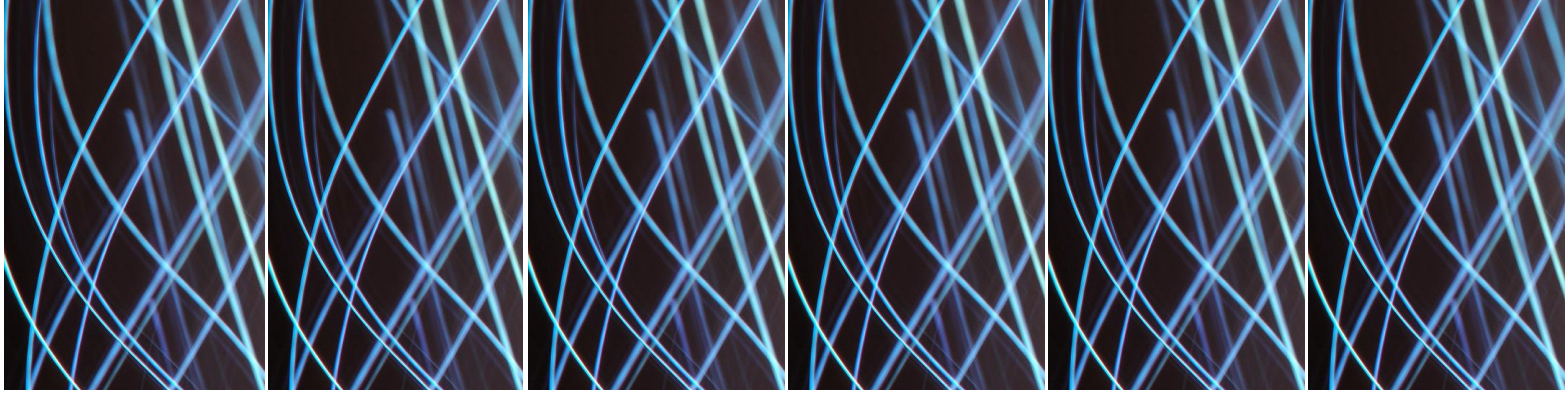
Business Challenges

Being into the steel industry for pre-fabricated structures the client was facing the following business challenges to drive maximum profitability.

- Manage Sales leads and Information's
- Manage Execution of projects
- Knowledge management of the customers
- Track operational issues
- Increase Internal productivity

Technology Challenges

- Users are new to IT and computers
- Adhoc business processes
- No centralized capture of any information
- Data Availability
- Co-ordination between business units across geographic locations



Solution

As in every opportunity, the Embee Team visits the client place to understand their requirements and the present infrastructure of the client. Being system integrators and having an experience of over 20 years in this field, Embee members are fine consultants in the IT sector.

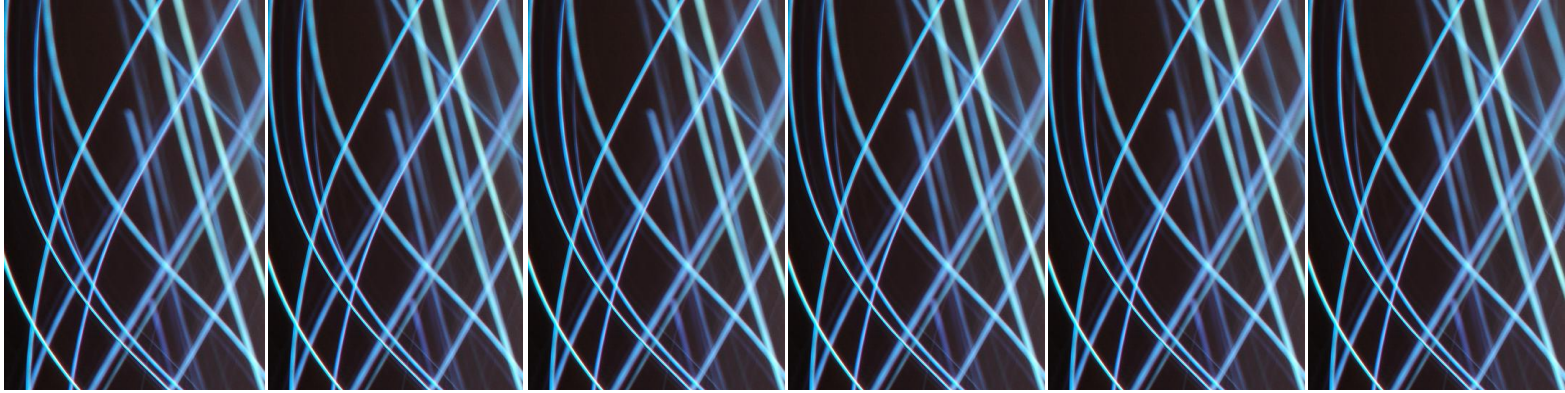
Post their meeting, team Embee proposed the implementation of MOSS to address the numerous challenges faced by the client. **Embee**, being a **certified Microsoft SharePoint Service Ready Partner** showcased the solution in front of the organization to realize that managing operations of such size and scale need the best possible systems and quality consultancy to monitor the business processes, operation control with timely flow of information for a sustainable growth.

Under the experienced consultancy of Embee, our client understood the inadequacy of their present system to handle the complex and flexible business needs. They realized that the lack of centralized control can lead to costly gaps in the management control and the associated decision taking criteria. Hence they felt the need to put in place a centralized integrated business solution that would present to the process owners and decision makers a seamless view of various functional domains with proper control and monitoring mechanisms in order to facilitate better and faster decision making in a structured manner.

Results

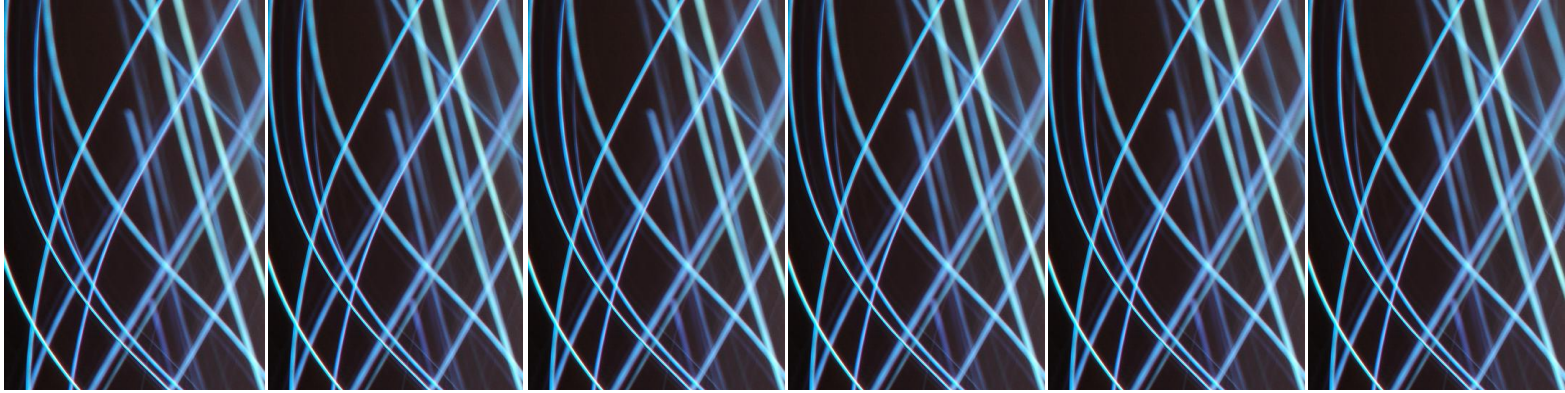
The Support is built over the specific objectives. During the entire contract life cycle, Embee team monitored following objectives through continual improvements and objectified reporting:

- **Competitive edge** – Embee has maintained the competitive advantage of the client by maintaining the cost of communication, collaboration and investment in IT at the lowest without compromising the quality of services.
- **Gained efficiency** – The client has been able to reduce problems in execution and seen a reduced turnaround time at every stage in their work right from marketing response, production, till delivery on execution and payment follow-ups.



- **Accountability** – Embee has raised a processed based approach and documentation that finally sustained deploying the services independent of specific people on site. The incredible support available from the technical team of Embee reduced the escalations to the best of its level.

- **Total Control** – Strategic and industries best practices and methodology were used by Embee to ensure better control over the situation from the client side.



About Embee Software

Embee is an ISO 9001-2008 certified technology services and solutions provider service offerings span the entire range of IT. We deliver end-to-end solutions that can manage and support our customers' IT systems across the entire value chain — infrastructure, applications and business productivity. This depth, diversity and delivery capability ensures adaptability to client needs, bringing out the most innovative solutions in every business and technology domain.

Embee's value proposition is based on its vast experience in providing single-window solutions to its customers across diverse function and technology areas. Each experience has transformed Embee to become a more mature solutions provider, and has enabled it to understand business, technology and operational elements in great detail.

Embee Software is also a world-class provider of turnkey IT solutions like Server & Storage Consolidation, Virtualization, Network Integration Solutions and Data Center Management Solutions, Embee provides end-to-end support with guaranteed SLA (Service Level Agreements) in order to optimize infrastructure management and align IT with business goals.

Contact Embee Software Pvt. Ltd. today for free consultation:

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