Xmplar Keep Growing | CRESTERP

Xmplar & CRESTERP

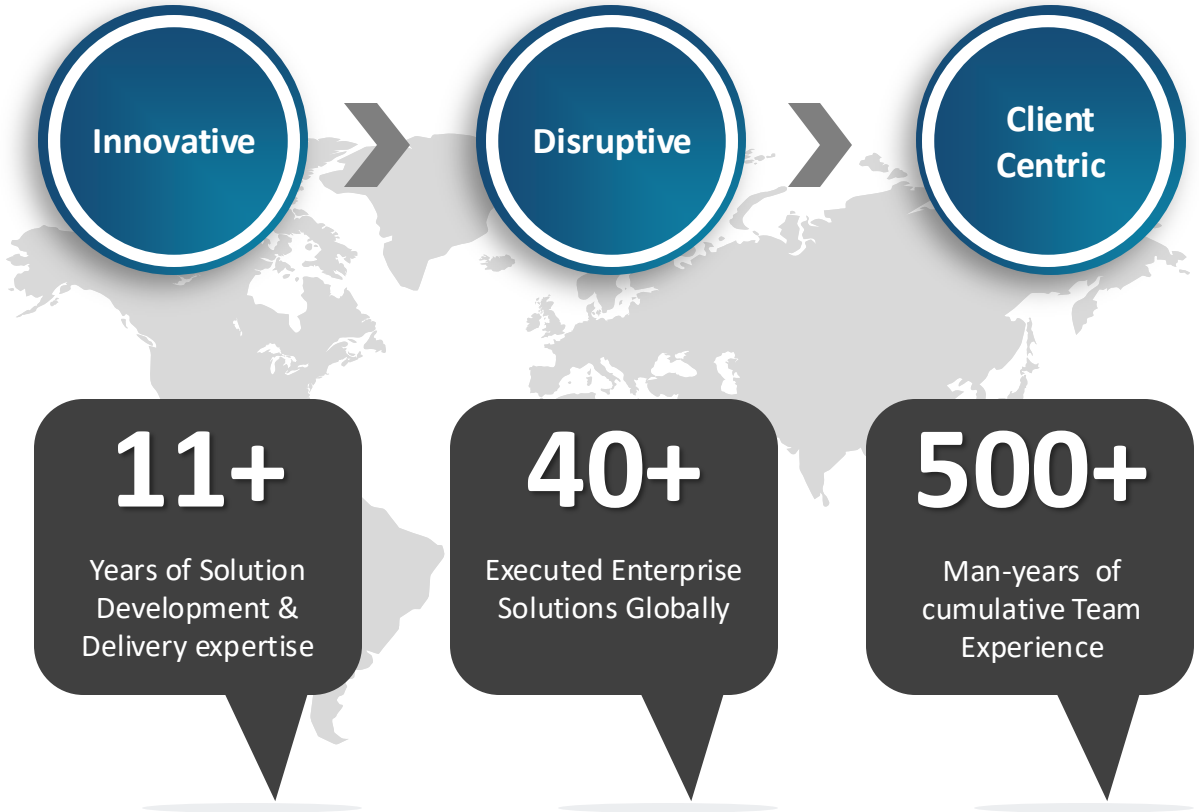
Introduction

- Quality Deliverables
- 100% Transparency
- Complete Application Development Solutions
- Skilled Team
- Flexible Engagement Models

COMPANY OVERVIEW

Who we are ?

IT Product company (Bangalore) | OEM of CREST ERP – Enterprise class , Cloud based ERP product offered on Subscription basis



Part of XFact USA
Headquartered in Bangalore, India

- Transparent, Scalable, & Adaptable Solutions
- Successful On-time Project Delivery
- Disruptive Sustainable Solutions
- Trustworthy, Dependable & Reliable

PRODUCT OFFERINGS

What we do ?

Packaged Application

ERP – Enterprise Resource Planning
- MSME & Large Enterprises

Sales Force Application
- FMCG; FMCD

COVERME Fitness
- Fitness domain
- For Venues & Instructors

"CREST" is a cloud-based ERP product developed by Xmplar. CREST is an enterprise class product which has a very comprehensive set of features covered for any Manufacturing and Trading environment.

SaaS

Software Advice ★★★★★ | GoodFirms ★★★★★ | Software Suggest ★★★★★ | G2 ★★★★½

ODC

Software Development Services
- Enterprise Application
- Custom Application
- Mobile Application

Quality Assurance & Testing
- Manual Testing
- Automation Testing
- Performance & Security Testing

Maintenance & Support
- Application Maintenance
- Technical Upgrade
- System upgrades

Data Analytics
- Advanced Data analytics (Descriptive, Predictive)
- Business Intelligence

AI Capabilities

DataHarvest.AI
- Multi-modal data extraction powered by text and vision models.
- Transforming data from unstructured to structured data using power of LLMs.
- Voice-enabled chat interface using STT/TTS technology.

Intelligent Chatbots
- Enabling system intelligence for business apps by leveraging **Generative AI.**
- Empowering chatbots with **RAG & Natural language querying** capabilities to improve user experience in FAQ and customer support scenarios.
- Automating complex "system flows" like order entry, invoice creation, report generation in business applications through **LLM-powered smart agents.**

CREST Product Suite

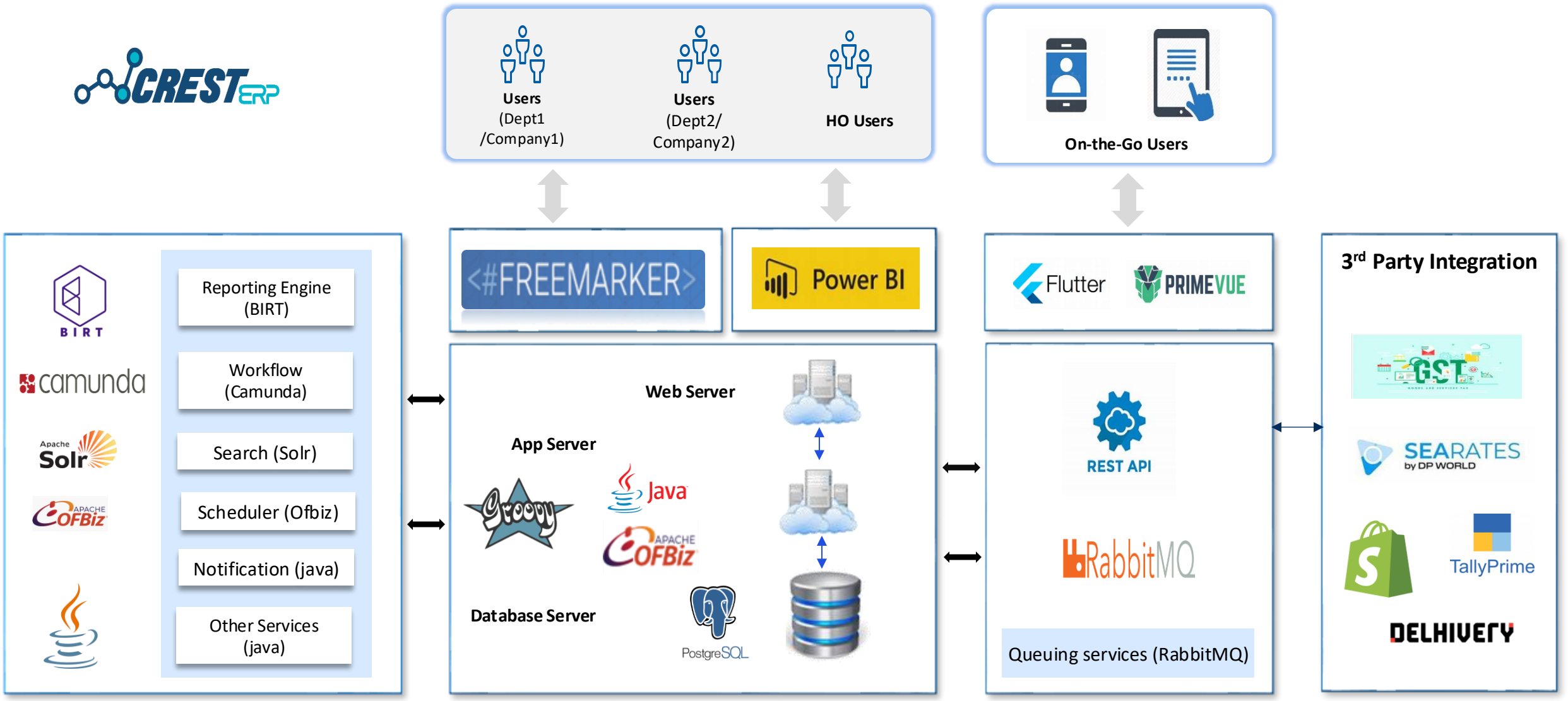
CREST Manufacturing Suite

FINANCE	PURCHASE TO PAY	QUALITY	INVENTORY	ORDER TO CASH	MANUFACTURING	COMMERCE CLOUD	OTHERS
General Ledger	Purchase Requisition (PR), RFQ, Supplier Quote	Attribute Definition	Product Master (Lot & Serial No, ROL, EOQ)	Sales Enquiry / Sales Quote, Pricelists	Multi level BOM, Routing Definition	Product Catalog & Store Management	GST compliance
Accounts Receivable & Accounts Payable	PO, PR to PO Conversion, Drop shipment PO	Sampling & Inspection Plan	Stock Receipts, Issue, Transfers, STO	Sales order	MRP – Materials Requirement Planning	Price Rule, Promo Rule configurator	CREYA Bot
Financial Accounts (Cash & Bank , Bank Reco.)	Purchase Shipment (GRN), Additional Cost loading	Inspection results update	Multi warehouse, Location, Bin	Sales Shipment (Pick, Pack)	Production Order (MTO, MTS), Job tracking & Costing	B2C Portal [Customer/Vendor]	E-Mail & WhatsApp Integration
Fixed Assets	Purchase Invoicing & Supplier Payment	Inward Quality Inspection & Mfg Inspection	Price Rule, Promo Rule configurator	Sales Invoicing & Customer Receipts	Sub-Contracting	Integrated with Core ERP	Workflow Configurator

HR Management	Project Management	POS – Point of Sale	CRM	Field Sales Application (Mobile based)	Service & Warranty (Mobile based)	Asset Maintenance

Analytical Platform – Dashboard / Analytical Reports, CREYA Bot

CREST Technology Stack - Architecture



What is CREST SFA?

CREST Sales force automation (CSFA) product can transform field sales by taking full control of an organization's sales operations to promote better outcomes and quicker growth.

CREST SFA

Journey Plan, Sales targets & Achievements

- Plan daily/ weekly/ monthly schedules
- Setting of periodic **Sales targets**
- Various **reports are made available** for the management

Order Booking through Mobile

- Simple and **precise order booking** with online and offline options
- Near **real time data processing** of data
- **Flexible product search** functionality
- Provision to **Edit order and cancel** the products

Collections, Returns & Outstanding

- Gain instant access to **customer outstanding** balances
- Streamline **collections**
- Manage and update stock **returns** with just a few clicks

Lead & Activity Management (DAR)

- Capturing of Leads
- **Approval process** for Leads ensures that the right leads are being created by your sales team
- System **automatically updates** the date and time stamp of order booking along with the booking
- Option to capture their daily activities

Dashboards & Management Reports

- **Intuitive and Crisp dashboards** are available for the Sales representative and for the Managers.
- Helps the Sales representative to **assess their performance**
- Managers dashboard give a **consolidated view** on their teams' performance and an individual team member performance too
- Exception reports enable the managers to have **better control** on the sales representative

Product, Price & Order Synchronization

- Any new product created or any price change to the existing products in the CREST ERP are **automatically synchronized**
- Sales representatives are enabled to show the product information online to the outlets or to the new leads which **enables in conversions**
- If there is no internet connectivity, then all the orders booked by the Sales representative is **automatically synchronized back to the ERP and there is no need for any manual data entry.**

VALUE PROPOSITION

CREST ERP Differentiators

Improved Inventory Management

- Improved visibility of Inventory level, Reduces Inventory carrying cost

Enhanced Material Planning & Forecasting

- Better prediction , streamlining production

Effective Supply Chain Management

- Reduction in shipping & logistics cost

Handles Business Scalability

- Manages operations across locations, countries

Increased Productivity

- Streamline workflow, increase efficiency, reduce manual efforts

Effective Shop floor control

- Real time insights into shop floor activities

Business Intelligence

- Strategic decision-making through data-driven insights and KPI tracking

Regulatory compliance

- Compliance Management, Audit trials

CREST ERP Differentiators...cont....

Real Time Data Access & Visibility

CREST ERP is providing real-time access to critical business data from anywhere, enabling businesses to make informed decisions quickly and efficiently.

Mobile Accessibility

CREST ERP is designed to work on a range of devices, including smartphones (for core processes), enabling users to access critical business data from anywhere, at any time.

Modular Design

CREST ERP has a modular design, which means that businesses can choose the modules they need and add additional modules as their requirements grow over time.

Data Security

CRESTERP on cloud ensures data protection with robust security measures including encryption, access control & Security updates

Local Support & Training

Access to local customer support ensures timely assistance & issue resolution along with comprehensive Training program by local partner

Comprehensive Functionality

CREST ERP covers all business processes which are required to effectively manage a Small, Medium & large enterprises in the Trading and Manufacturing domain

Scalability

CREST ERP is highly scalable, meaning it can be used by businesses of any size, from small startups to large enterprises.

Ease of Use

User friendly interface, easy to navigate which increase user adoption.

Localization & Compliance

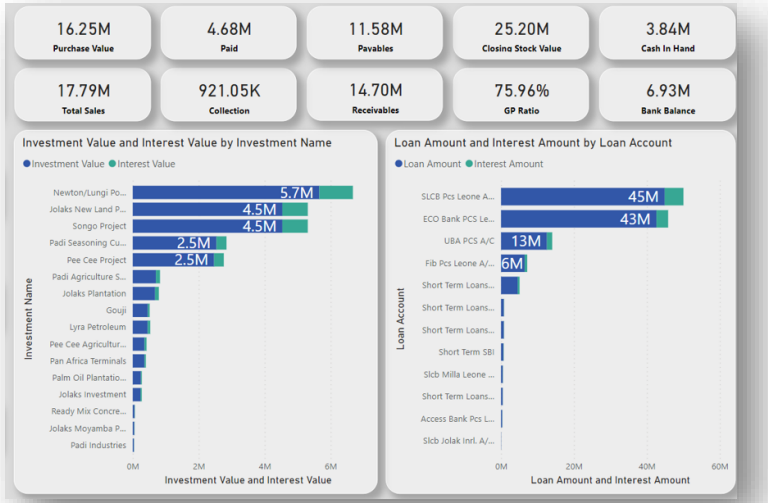
Can be quickly configured / customized to meet regulatory standards, business practice ensuring full compliance

Affordability

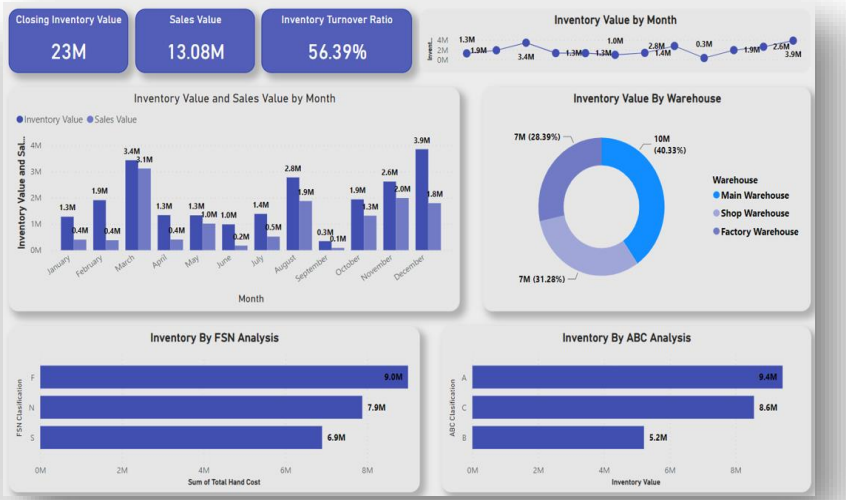
Feature rich 'Enterprise class ERP' which comes at an **affordable PRICE** for Small & Medium enterprise.

Visualization Dashboard for Management – "Information is Power"

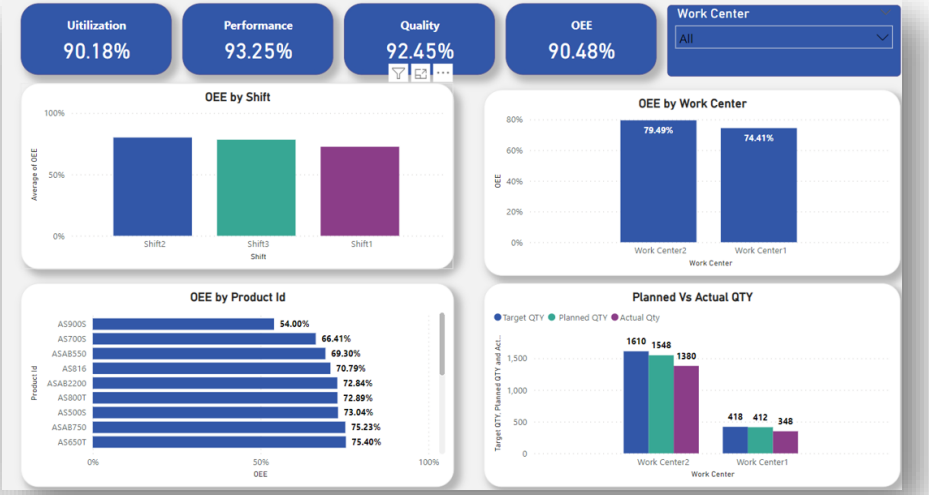
Finance Metrics



Inventory Metrics / Ratio



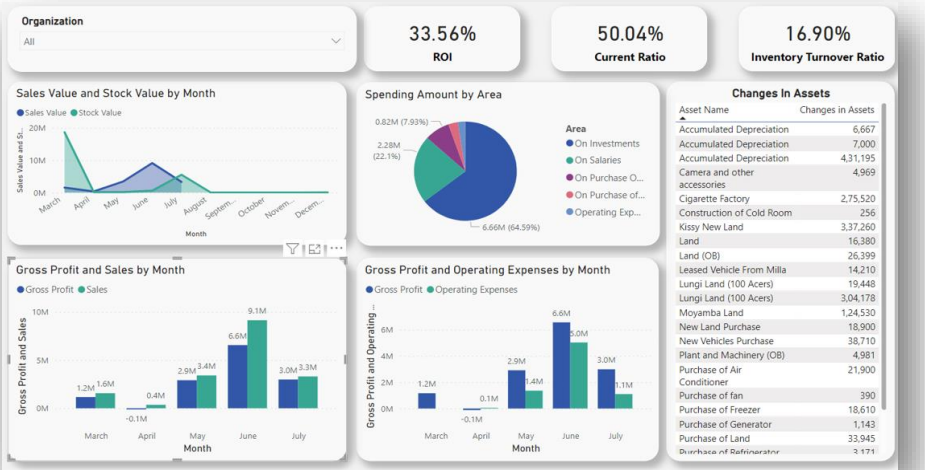
Manufacturing Metrics [OEE , Utilization]



Manufacturing Shop Floor Metrics

Sales Metrics

Ratios

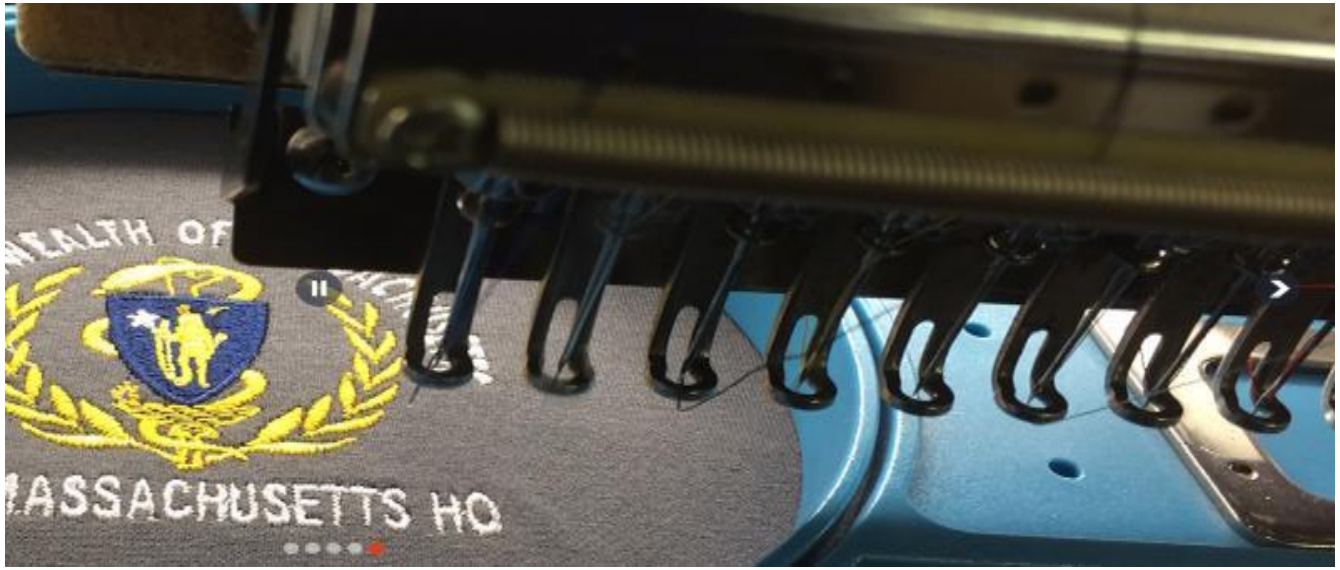


Clients

Auto Ancillary & Engineering	Mattress & Palm oil refinery	Sheet Metal & Plastic components	Agro Product, Cosmetics & Beverages	Stationary, Toys, Fruits & Veg. (FSA)	Electrical & Electronics	Trading Business	Fitness App
HYDROKRIMP	mm FOAM WAKE UP POSITIVE	MASSCOR Massachusetts Correctional Industries	Barrix One for everyone	FABER-CASTELL	Arham Sign & Displays Promotional Display & LED Display Experts	BrainWave	
Sharda	Nitto Foams	VETERAN	TYPE	FUNSKOOL	Propel Ensol Pvt Ltd ISO 9001 - 2015 CERTIFIED COMPANY	AQVASTAR	COVERME. FITNESS
Aldica Technologies Pvt Ltd.			famous jigarthanda Since 1977	freshworld farm on wheels	Misterlight 25 years ELECTRICAL INSTALLATIONS ITEMS TRADING L.L.C.	LUQMANI	
						CJ Sheth & Co inspiring decor space	
	JOLAKS MANUFACTURING COMPANY LIMITED	MG MILLA GROUP HOUSE OF PLASTICS				PCS Pee Cee & Sons FMCG Distribution est. 1965	

CASE STUDY

Cloud based ERP for MassCor- Massachusetts Correctional Industries, USA



Number of Entities: **17**	Number of Customers: **4000+**	Invoices generated / Month : **40,000+** (Approx. 1800 Invoices / Day)
Number of users: **1000+**	Financial Transaction / Month (from all modules) : **1 Million+**	

Modules Implemented

Sales & Invoicing, POS, Inventory, Procurement, Manufacturing, e-Commerce, Accounts Receivable, Accounts Payable, General Ledger

CHALLENGES

- No entire business visibility
- No real time business tracking
- No co-ordination between multilocation manufacturing units
- No e-commerce facilities to sell products

SOLUTIONS

- A web based single platform(ERP) connecting 15 manufacturing verticals of 7 locations
- Online Inventory tacking
- Billing tracking real time
- Financial management
- E-Commerce

BENEFITS

- Able to manage 15 manufacturing verticals of 7 locations
- Able to market manufactured products online through e-commerce
- Online tracking of Inventory and other functions
- Customized dashboard and monitoring

CREST ERP – Manufacturing Suite – Hydrokrimp, INDIA

- Leading manufacturer of High-Pressure Hose Assemblies & Fittings (Auto Ancillaries)

Number of Manufacturing Units:
3

Number of SKUs: 1.3 Lakhs

Number of Warehouse:
6

Invoices generated / Month : 200+

Modules Implemented

Manufacturing Suite – Procurement, Inventory, QC, Production, Sub-Contracting, Sales, CRM, Finance

CHALLENGES

- Understanding Production Costs
- Complex BOM Management
- Master Data Growth
- Warehouse Product Mapping
- Scrap Recording
- Complex Estimation Process

SOLUTIONS

- Accurate Cost Calculation
- Flexible BOM Management
- Centralized Master Data Management
- Enhanced Warehouse Management

BENEFITS

- Streamlined Scrap Calculation
- Quality Control Features
- Customized Estimation Modul

CREST ERP – Manufacturing Suite – JOLAKS, Sierra Leone

- Leading manufacturer of Palm Oil & Soap

JOLAKS
MANUFACTURING COMPANY LIMITED

Sierra Leone's Biggest Palm Oil Refinery

Ecowas Approved

Monthly Palm Oil production capacity:
9,000 MT

Number of Employees: 400+

Number of Countries Exporting:
15+

Distribution Centers in Sierra Leone:
8+

Modules Implemented

Manufacturing Suite – Procurement, Inventory, QC, Production, Sub-Contracting, Sales, CRM, Finance

CHALLENGES

- Planning & Production Forecasting
- Oil Balancing and Stock Maintenance
- Discrepancies in Oil Shipment and Billing
- Order Processing from Inter-Companies
- Intercompany Financial Transactions
- Profitability Analysis

SOLUTIONS

- Forecasting & Material Planning
- Oil Balancing Module
- Discrepancy Mgmt in Oil Shipment & Billing
- Order Exchange Functionality
- Intercompany Financial Transactions
- Profitability Analysis – Department wise accounting

BENEFITS

- Efficiency - Significant manpower savings and error reduction in planning
- Accuracy - Improved stock level tracking and financial transaction visibility
- Cost Savings - Reduced overpayments and better cost management
- Visibility - Complete order and financial process visibility, enhancing operational control
- Decision Making- Improved profitability analysis and quicker management decisions

Implementation of CREST ERP for Mister Light, Middle East

Number of Entities: **3**	Number of Customers: **3000+**	Invoices generated / Month : **5,000+**
Number of users: **100+**	Financial Transaction / Month (from all modules) : **50,000+**	

Modules Implemented
Sales & Invoicing , POS, Inventory, Procurement, Accounts Receivable, Accounts Payable, General Ledger, Ecommerce

CHALLENGES

- Heterogeneous S/w Environment
- Struggling to capture the retail sales
- Unable to consolidate the data
- Unable to manage vendor stock and account
- Barcode solution within the ERP
- Ecommerce Integration
- Online inventory check
- Consolidated reports

SOLUTIONS

- CREST ERP integrated with POS
- CREST eCommerce platform
- CREST Sales CRM
- Warehouse Management
- Barcode Solutions

BENEFITS

- Integrated system to manage all their business processes
- Consignment sale – gave greater control on vendor items
- Warehouse Management system – Good control on Inventory

Sales force Application – Faber castell

- World's largest and oldest manufacturer of stationaries

Location:
PAN India

Number of Outlets: **50,000+**

Number of users:
250+

Invoices generated / Month : **75,000+**

Modules Implemented

Sales Force Automation application, Secondary sales Management, Inventory Master

CHALLENGES

- MIS report generation
- Data consolidation and reporting
- Efficiency / productivity of their sales team
- No provision to record multiple MRP against a product
- Manual order acknowledgement process

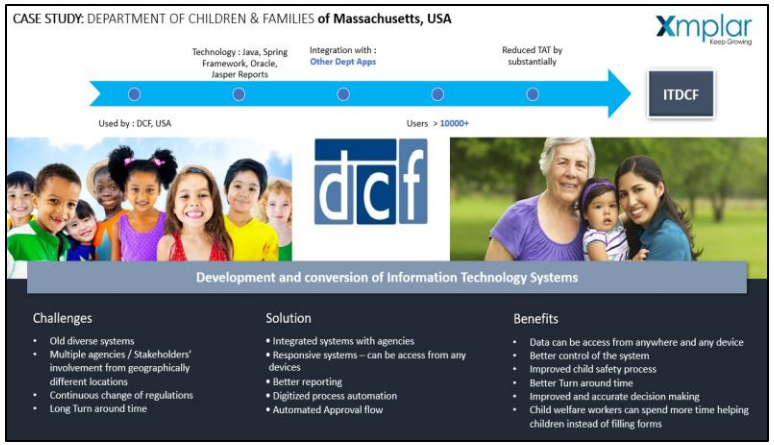
SOLUTIONS

- CREST Sales Force Application with CREST CRM
- Simple & Self-explanatory UI design with intuitive Dashboards
- Simple and efficient Order booking process through the mobile apps
- GPS co-ordinates to track the Sales team
- Online –Offline data Synchronization to the central database
- Creation of Permanent Journey plan (PJP) by sales team
- Analytics and dashboards – Leads to quick decision

BENEFITS

- Integrated system to manage all their business processes
- Consignment sale – gave greater control on vendor items
- Warehouse Management system – Good control on Inventory

Clients – Custom Application Development



DEPARTMENT OF CHILDREN & FAMILIES of Massachusetts, USA

GUN & FIREARMS LICENSE MANAGEMENT SYSTEM

JUSTICE INFORMATION MANAGEMENT & REFORMS SYSTEM (JIRMS)- EAST TIMOR

GTS – GANG TRACKING SYSTEM- POLICE DEPARTMENT OF MASSACHUSETTS, USA

SORIS – SEX OFFENDER REGISTRATION & INQUIRY SYSTEM – USA

MASSACHUSETTS STATE POLICE CERTIFICATION UNIT – LICENSING SYSTEM

AI Capabilities

Xmplar's AI Capabilities

AI-Powered Data Extraction (DataHarvest.AI)

- **Leverages Advanced LLM's** (Large Language Model – GPT-4o, LLAMA-3) to provide advanced data extraction solution
- **Domain specific Prompt Engineering** & pre-processing techniques to extract data from PDF, Images, Handwritten documents
- Algorithms to automatically clean and normalize extracted data, ensuring high data quality & consistency
- Accurate & Secured data extraction

FAQ Chatbot

- Omni Channel Integration with WhatsApp, MS Teams, Google Assistant
- Auto suggest queries using Clustering algorithms
- Multi modal response – Text, Images, Videos, Carousel, PDF's, Cards
- Custom actions – API Calls, Running custom scripts

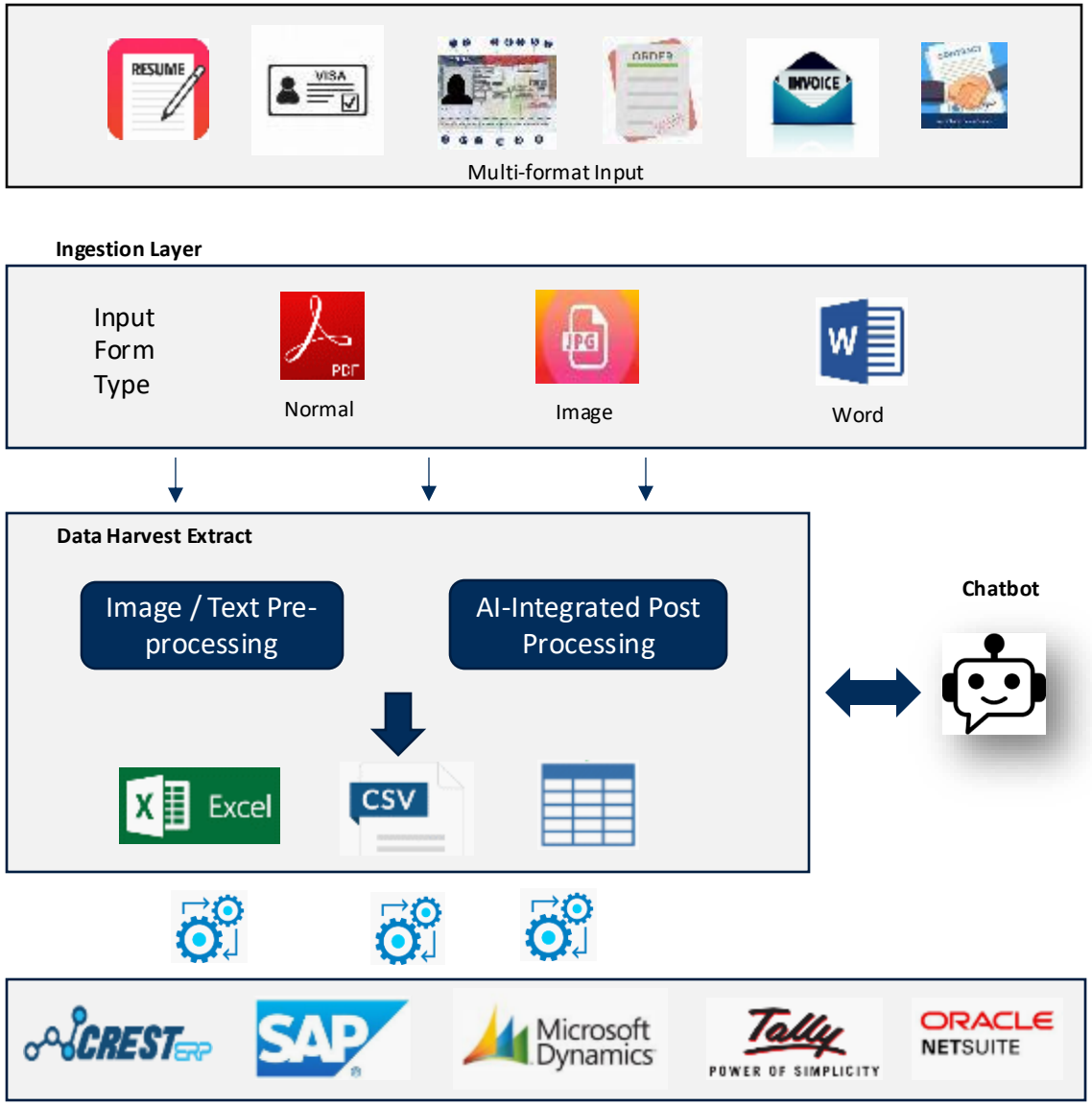
Intelligent Chatbots

- Conversational AI Chatbots for Quick & Effective communication using **Generative AI**
- Get real time insights from Data Platforms (DB, Excel, Text, Word etc) using Natural Language
- Voice based communication using STT/TTS based transcription models
- Generate visualization reports using internal Phyton libraries like Plotly, Matplotlib
- Retrieval Augmented Generation (RAG) system

Case Study - AI Enabled Document Solution

Customer Challenges

- **Manual Data Entry:** Time-consuming manual input from various documents like invoices and visas drains resources.
- **Error Risks:** Manual data handling leads to errors, impacting data accuracy and reliability.
- **Operational Inefficiencies:** Delays in utilizing data for ERP systems and analytics due to inefficient manual processes, ultimately impacts business operations that depend on this data.
- **Automation Demand:** A need for an automated solution to efficiently extract and ensure data accuracy from diverse documents.



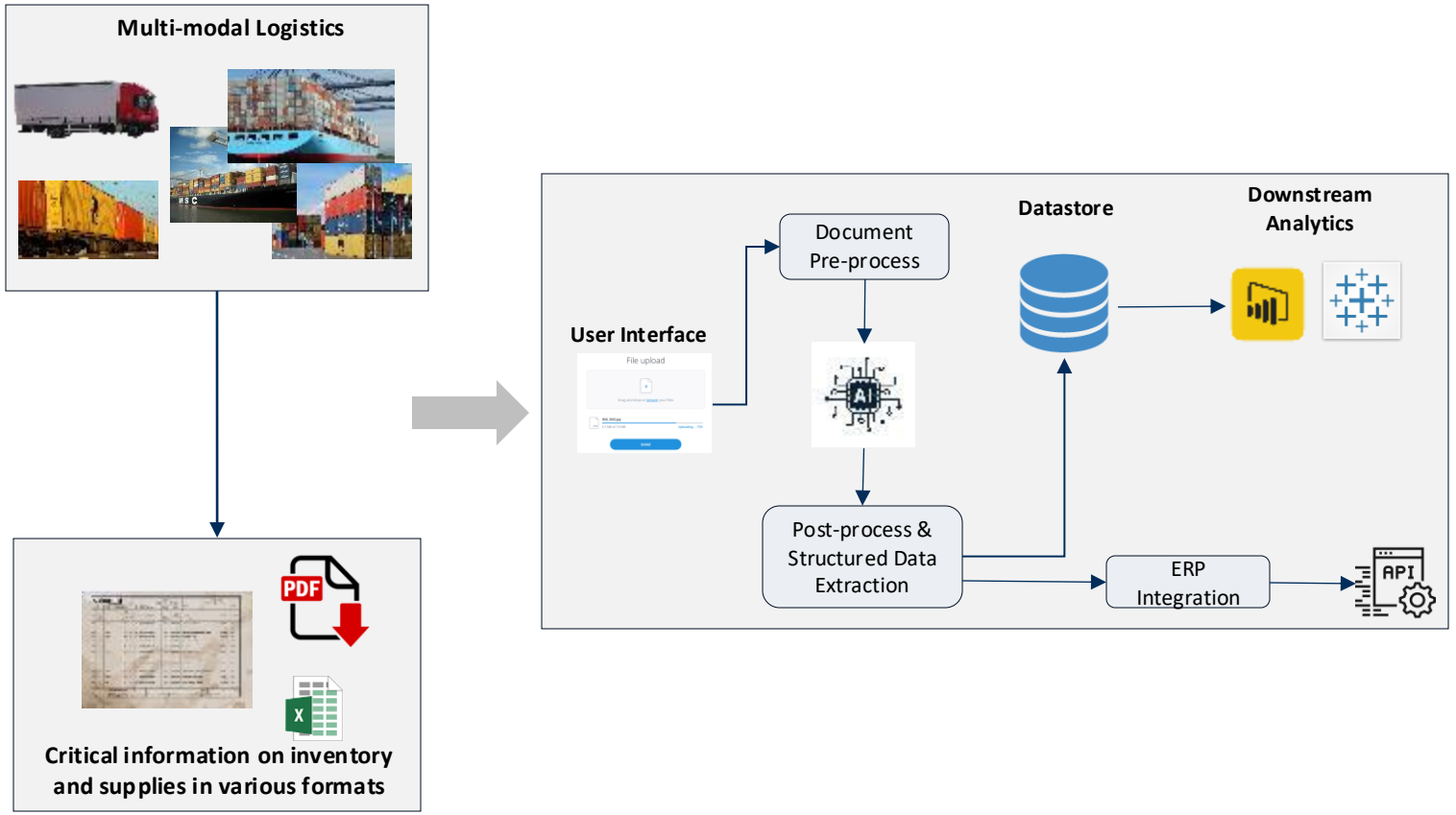
Solution

- **Data Harvest AI:** AI-enabled data extraction tool
- Automatically ingests documents in various formats
- Accurately extracts critical information into a structured database table
- Ensures data security
- LLMs and Gen AI for robust data extraction and processing
- Designed for easy integration with business applications
- Scalable to accommodate growing data volumes

Key Features

- Recognizes standard and non-standard input formats
- Can handle bulk uploaded documents
- Configurable for extracting any specific information from documents
- Extracted data is stored in structured format configurable for different ERPs

Case Study – Logistics Data Extraction (Manifest)



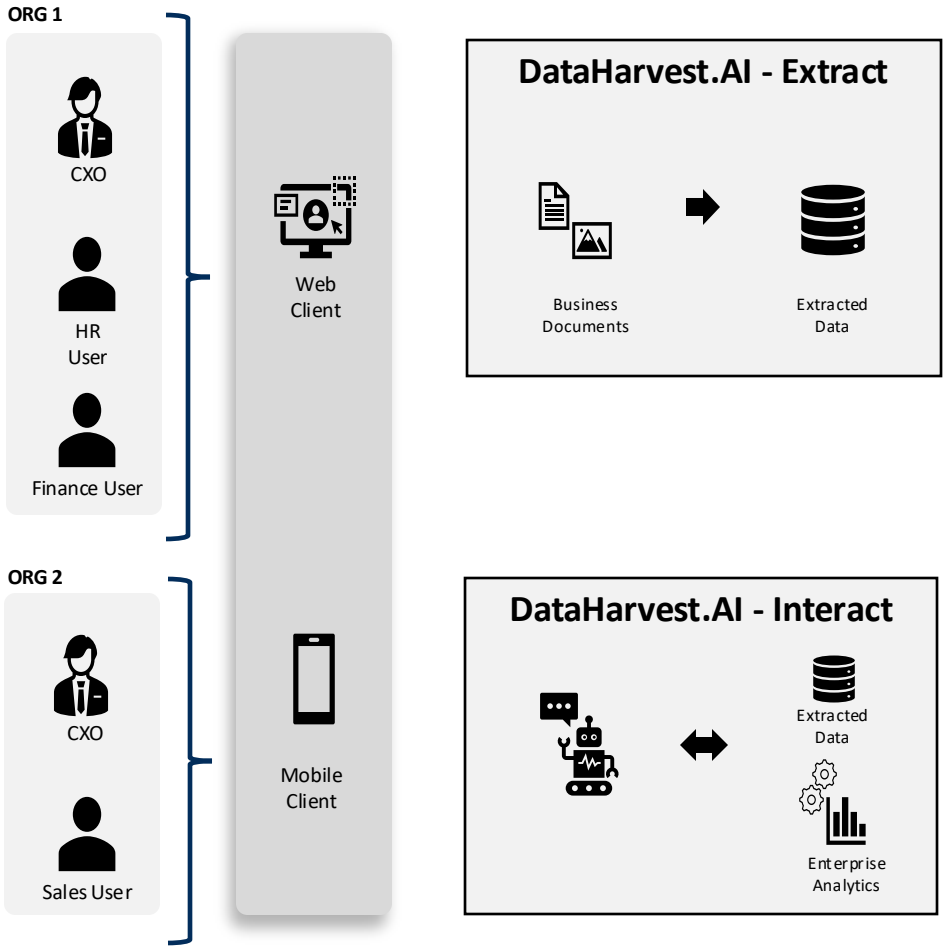
Customer Need

- Extract inventory details from various shipping documents
- Track movement of goods through the supply chain
- Gain insights on product demand

Our Solution

- AI-powered Data Extraction from varied sources
- Centralized inventory data repository to enable tracking
- Data Visualization and Predictive Analytics

Business Use case



HR Department: Extraction of Visa, Passport, Resume information and importing into an ERP for tracking

Finance dept: Extraction of Supplier Invoice data to book invoice into an ERP

Executive Leadership: Get data insights using chatbot (text/voice)

Loan Origination: extraction of financial reports to assess the credit worthiness

Logistics : Extraction of Manifest data, BIL

Business Productivity: Log analysis

Q&A chatbots for any B2B or B2C organization

... Many more use cases

Team

Amit Banerji | Chairman

- Amit is the Founder of xFact – USA, Xmplar – India, Neurosoph – USA
- Amit has 40+ years of experience in the Information Technology space. Amit is a strong technology practice builder and a leader who provides thought leadership to deliver world class solutions and his experience has gone into architecting CREST ERP product.

Rajumohan Ramasamy | CEO

- Rajumohan is the CEO & Director of Xmplar, an IT product company specialized in implementing ERP solutions.
- Raj has 30+ years of experience in the industry, of which 25+ years in the ERP field. He has worked on various ERP Products like SAP, Oracle, EPICOR & Axpert and implemented solutions across various Geo's (India, UK, US, Middle East, Africa).

Sundar A | CTO

- Sundar is experienced and seasoned Technology professional with 33+ years experience in software development.
- Prior to Xmplar, he had worked in large enterprises like SIEMENS, Microsoft, Fidelity Investment, Agile Labs and ISRO.
- His expertise spreads across in Application Development using Java, C++, Oracle, PostgreSQL, RMQ, Flutter, Ofbiz, Kubernetes, Dockers Etc.
- He is holding MTech from Cochin University of Science and Technology.

Deepak Babu | VP – Solution Engineering

- Deepak is the VP- Solution Engineering of Xmplar, an IT product company specialized in implementing ERP solutions.
- Deepak has 20+ years in the ERP field. He has worked on various ERP Products like SAP, Oracle, Axpert & CREST.
- His rich experience of ERP implementation across various domains and various Geo's (India, UK, US, Middle East, Africa) has gone into the making of CREST ERP product.

Team

Jayatu Paul | VP – Sales & Marketing

- Jayatu is experienced and seasoned Sales & Business Development professional
- Jayatu has 20+ years of experience in the Information Technology space. Before Xmplar, he had worked in large enterprises like Comtech, Metalogic, 3i-Infotech, and LibSys.
- His expertise spreads across lead generation, building relationship, pre-sales, account management in both the public and private sectors.

Shivangi Gupta | CFO

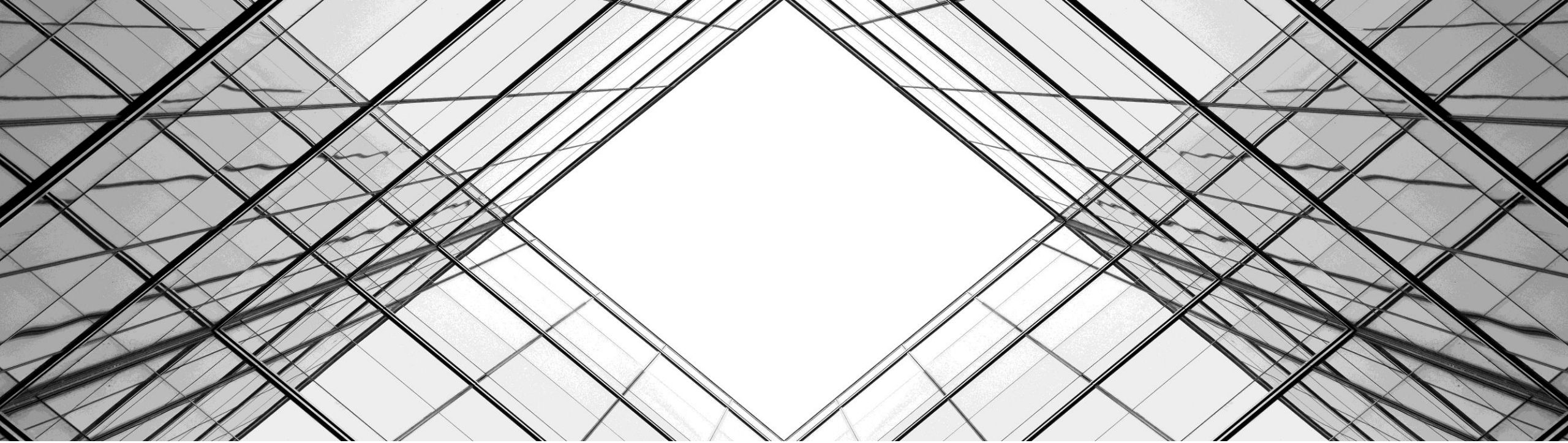
- Shivangi Gupta, CA, CFO has over 10 years of experience in servicing global fortune 500 clients in navigating complex tax regulations, providing strategic tax planning, and optimizing financial performance.
- She currently serves as CFO for Xmplar where she oversees all financial operations, including financial planning, budgeting, forecasting, and investor relations. She collaborates closely with the executive team to set and execute the company's vision and growth strategy, while also ensuring accurate and timely financial reporting.

Chirantan Ram | VP – Growth

- Chirantan is an Information Technology Management professional with 20+ years' experience in successfully deploying complex consulting and delivery projects with a focus on clients in the Banking & Financial Services domain.
- He is a certified strategic management professional from **IIM Lucknow** and has a master's degree in data science from **Liverpool John Moore's university**. Utilizing his vast experience with data & cloud technologies, he has overseen the development of enterprise-grade data analytics solutions in multinational banking organizations.

Velusamy T | Head – Product Development

- Velu is the Head- Product development of Xmplar, an IT product company specialized in implementing ERP solutions.
- Velu has 15+ years in the ERP field. He has worked on various ERP Products like RAMCO & CREST.
- His rich experience of ERP implementation across various domains and various Geo's (India, APAC, US, Middle East, Africa) has gone into the making of CREST ERP product.



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