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Live Your Enterprise Potential™



NEWTON-ERP



*"We get amazing value out of the system. The ROI is very high."*

*By choosing NEWTON ERP to manage their business processes, NEWTON's customers benefit from advanced product features, capabilities and manageability that only NEWTON can provide.*

NEWTON, an ERP solution, the flagship product from Nippon Data, can manage information management needs of enterprises operating in diverse business segments ranging from a single-location, single-product operations to multi-location, multi-product, multi-factory, multi-division operations. NEWTON is able to integrate every single part of your business under one roof, so that sales and distribution and customer service and manufacturing and finance all work in unison.

*Simple: You need to do more with what you have and discover what you need.*

It's about being efficient and about growing. It's about gaining a competitive edge. Newton Gets you there in an affordable way. NEWTON is an affordable, integrated business management solution that offers the comprehensive assortment of capabilities needed to run your business in most effective fashion.

Newton ERP helps enterprise to see more clearly. Integration of data across different business functions in an enterprise enables you to have greater visibility in all areas of your business, from daily operations to a strategic decision level. Insight into functional areas whether it is sales or inventory or finance and others, makes it easy to identify opportunities for cost savings and efficiency improvements. A high-level view of key business indicators facilitates faster and more accurate management decisions and a "NEWTON" interface puts all of this at your fingertips when and where you want it.

#### FOR US IT IS HELPING YOU LIVE YOUR ENTERPRISE POTENTIAL

Enhance productivity and reduce inefficiencies, NEWTON provides all of the functions you need to gain greater control over your company and succeed in today's competitive business environment all in one easy to use, customizable, and scalable solution. You have tools and information to maximize efficiency of your business processes. It helps you to produce more and on time, forecast demands, reduce lead times, get more out of your money and control things.

#### Enable and Manage Growth

A business has to grow to succeed. For you to undertake growth strategies NEWTON helps you with the required infrastructure. Integrated business processes with enforcement of controls and policies through NEWTON, helps you grow in new directions with better control and more confidence. Extend



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enterprise by connecting multiple business locations. Multiple plants or warehouses or branches or distributors or consignment agents or retail outlets. Use Internet or VPN to connect to customers, partners and sales force.

#### Reduce Costs

Using Newton helps you standardize business processes. And continuously improve them. You know where you are spending more and where you need to get more out of your resources. Newton guides you on how to become more competitive and help you make the changes to get there. Vendor relationships Management reduces costs for purchased items. More inventory turns. More efficient scheduling on the shop floor reduces downtime and overtime. Customer loyalty and repeat business through improved customer service.

#### Timely and Effective decision making.

Newton integrates Business processes ensuring any duplication of data is eliminated. There is no contradictory information from disparate systems. Newton provides a true and unified view of operations across Manufacturing, Distribution, Retail, Inventory, Customer Relationship, Finance, HR and others. The powerful NEWTON puts business users in charge arming you with critical, up-to-the minute information you need to make smart and timely business decisions that you have always dreamed of.

#### Making Extended Enterprise a reality

Newton helps you to integrate your multi location operations into one thus enabling collaboration and real-time access to information anywhere. The web-enabled technology helps to run business processes and communicate with anyone in the organization and customers and partners at anytime and from anywhere in the world.

#### Superior Technology

ORACLE is world's no.1 platform for business applications. Nippon Data has formed a strong partnership with ORACLE and exploiting ORACLE technologies to the maximum. NEWTON delivers the advantages of a stable and flexible technology directly to our customers.

Where client has a preference for open source, NEWTON is one of the few products in the world which supports deployment on opensource platform end-to-end.

*NEWTON ERP's complete suite of functionality will seamlessly integrate and automate your business processes and provide your organization with the visibility, tools, and technology you need to meet the demands of your business.*

*NEWTON ERP helps manufacturers operating a make-to-stock, make-to-order, configure-to-order, assemble-to-order, engineer-to-order, contract or process or repetitive manufacturing environment.*





*NEWTON's enterprise solution is supported by a network of direct offices and business partners worldwide to provide the software and services you need to address your company's business technology requirements.*

*"NEWTON's technical support staff is very helpful. They promptly respond to inquiries and welcome suggestions for future product enhancements."*

NEWTON enhances Productivity and Profitability of operations. It will probably be the best investment your company ever did.

#### **Open Architecture:**

The industry leading ORACLE technology has outpaced all the other evolving software technologies and now reigns unchallenged in the business computing. Developed on ORACLE technologies, NEWTON provides complete investment protection running on the widest range of computer systems implying virtually unlimited choice for the users.

#### **Seamless integration :**

Newton removes barriers that stand between people, systems and information. Drastically improves performance and service levels and customer satisfaction. Access to all business functions from one application. Seamlessly integrate complex data collection and management system with all the company's business processes.

#### **Flexibility and Ease of Use**

NEWTON can be customized and tailored to meet your specific computing requirements. Parameters driven and easily configurable, NEWTON facilitates changes & enhancements for the evolving needs of an expanding business and prevents system obsolescence. Easily configurable general purpose templates for accurately defining organization structure, items (including RM, FG, Spares, BOM etc.) and manufacturing processes unique to any industry ensure that NEWTON can be easily implemented across a wide variety of industry segments. This enables the user to get quick return on investment and derive maximum benefits from an ERP implementation in minimum possible time. NEWTON ERP builds flexibility and responsiveness into every facet of your business environment. With NEWTON ERP, clients can accomplish a level of integration and efficiency that truly translates the efficiency and productivity of the enterprise to a new level.

#### **Comprehensive Security Regimen**

Operating System, RDBMS and Application level security settings provide a very comprehensive and robust system access and security regimen for Newton installations. Implementation of role based access rights further ensure easy configurability of the comprehensive security system inspite of its inherent complexity.

#### **Affordability, Upgradability & Scalability**

We understand that enterprise cannot spend exorbitant amount of money implementing ERP



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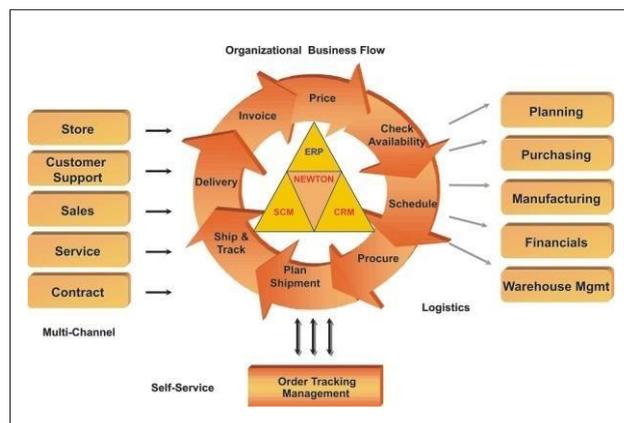
systems. Flexible Implementation options with Newton, makes acquisition cost of NEWTON very affordable for any small and medium-size company with any computing requirement. Seamless integration of the business modules allows progressive implementation in a phased manner to form a powerful and comprehensive management information system. Nippon Data's implementation methodology and expert team help clients reduce implementation costs substantially. Newton is easy to Adapt.

Newton is modular. It helps you get up and running sooner. Modules and functionality within modules can be implemented as & when required since NEWTON is seamlessly upgradable & scalable. From a few user operations to large distributed enterprise environment, Newton can accommodate virtually unlimited growth. Enterprises can scale at will without much changes to their Newton infrastructure. NEWTON offers a superior technology product at a very low price ensuring maximum returns from investment in Information Technology.

**Return On Investment:**

NEWTON provides lower "Total cost of Ownership". Newton regularly provides solid, measurable financial benefit within the first year after implementation. Newton helps enterprise get more returns on their investment. Inventory carrying costs decrease due to better planning, tracking and forecasting of requirements. Better service levels increase Customer satisfaction based on improved on-time delivery, increased quality, shortened delivery times, etc. Visibility into how to best manage the shop floor minimizes downtime. Vendor pricing decreases by taking better advantage of quantity breaks and tracking vendor performance. Collections are turned faster due to better visibility into accounts and fewer billing and delivery errors.

And, while the industry average cost for ERP implementation runs into two to three times the cost of the software, NEWTON ERP implementation costs are most often much less than the cost of the system. All of these factors result into a rapid Return on your investment.



*NEWTON Functionality offers flexible enterprise solutions that help today's organizations achieve greater operational efficiency and profitability through seamless integration of business processes on an enterprise-wide level.*

*Since 1994, NEWTON has pioneered the development of enterprise software for organizations in manufacturing, distribution & retailing, services, EPC etc.*



*At NDS we believe in Speed, whether it is implementation or enhancements.*

*Nippon Data is dedicated to providing organisations with software solutions that truly add value to their business, and has designed the NEWTON ERP enterprise system to deliver superior functionality, rapid implementation, high levels of usability, and a technology standard that is unmatched in the industry.*

### **Services and Support**

Nippon Data ensures successful and time bound implementation of NEWTON. Our optimum use of experienced consulting and technical support teams, extensive documentation, planning and required training ensures successful and efficient use of our products. We partner with our clients.

### **Consulting**

Nippon Data provides the methodology, tools and skills necessary for successful implementation. Customers benefit from years of Domain expertise. A step-by-step implementation solution ensures smooth adaption of the system in the organization with clear definition and achievement of business and management objectives being achieved. Our proven methodology saves time and money and ensures lower total cost of ownership.

### **Hands-on Training**

Nippon Data's training programs help clients get most out of their Newton ERP systems. We understand that its about making users comfortable on the system. Dedicated and continuous training programs are organized as per customer requirements. These programs include hands-on training and workshops, provides in-depth understanding of Newton and the infrastructure.

### **Customization Services**

With industry specific functions, Newton meets customers requirements without much customization. However, clients may have unique business conditions that may require some customization. Nippon Data offers complete customization services to provide the necessary expertise and development skills for the customization of your system. We ensure programming standards are followed and customizations are fully documented.

### **Technical Support and Services**

Nippon Data's Support organization includes skilled professionals with in-depth knowledge of the product and business environments. Our global customers can access our hotline support network through our strategically located help-desks. All support calls are categorized depending on the severity level and are timely addressed and followed-up till the time they are closed by the customer.



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NEWTON ERP (Functionality at Micro Levels)	NEWTON Retail & Distribution	NEWTON CRM
<ul style="list-style-type: none"> <li>✓ BOM</li> <li>✓ Planning</li> <li>✓ Purchase &amp; Imports</li> <li>✓ Stores</li> <li>✓ Quality Control</li> <li>✓ Production Planning &amp; Control</li> <li>✓ Plant Maintenance</li> <li>✓ Sales &amp; Distribution/Exports</li> <li>✓ Budgeting</li> <li>✓ Costing</li> <li>✓ Financial Accounting</li> <li>✓ HR &amp; Payroll</li> </ul>	<ul style="list-style-type: none"> <li>✓ Point of Sale</li> <li>✓ Merchandise Planning</li> <li>✓ Purchase &amp; Imports</li> <li>✓ Stores</li> <li>✓ Quality Control</li> <li>✓ Sales</li> <li>✓ Costing</li> <li>✓ Financial Accounting</li> <li>✓ Schemes</li> <li>✓ Consolidations at the Back-End</li> <li>✓ Sales, Material Reconciliation, Target, Sales History, Sales Analysis etc.</li> </ul>	<ul style="list-style-type: none"> <li>✓ Relationship Management</li> <li>✓ Customer Contact</li> <li>✓ Customer Service &amp; Support</li> <li>✓ Opportunity Management</li> <li>✓ Marketing Management</li> <li>✓ Sales force Automation</li> <li>✓ Call Centre Management</li> <li>✓ Mobile Phone &amp; Internet Connectivity</li> </ul>

**Multi-Plant/Branches Operations:**

*Meet the challenges of a multi-plant environment with functionality to satisfy the specific needs of separate divisions, while providing the consolidation and consistency that support corporate objectives.*

*NEWTON ERP helps in empowering your enterprise by:*

- Enhance productivity, flexibility and customer satisfaction*
- Enable new business and growth strategies*
- Eliminate costs and inefficiencies*
- Expand your knowledge of key business data*
- Extend your business using the Internet & mobile by intergating suppliers, customers & employees in one system.*
- Embrace superior technology*



*We were very pleased with Newton Implementation process, Nippon Data consultants worked as part our company thus enabling very transparent and open environment during implementation. They were very friendly and respectful while handling our inquiries. We got amazing value out of the system.*

*- CEO, Leading Lighting Company*

*Nippon Data ensured timely and smooth implementation of Newton without effecting our day-to-day working. They helped us plan our time and resource engagement in the project very effectively leaving us to continue running our business as usual without deploying any additional resources or overtime.*

*- CEO, Leading Infrastructure Company*

*The value that Newton delivered to us is amazing. We got very high Return on Investment.*

*- CFO, Integrated Steel Manufacturing Company*



**NEWTON Product Schema**

NEWTON Enterprise Solution addresses exhaustive business needs. Some of them are :

Solution	Module	Functionality Summary
Enterprises Resource Planning (ERP)	Planning	Generate MRP plans on demand, analyze material requirements, control production costs and scheduling, and manage resource efficiency etc..
	Inventory	Manage detailed inventory records, maintain optimal inventory levels, simplify inventory transactions, track material location/lot information, track serial numbers, utilize bar-coding/RFID, Sub Contracting (Jobwork), Requisitions, Issues, Return from Floor etc.
	Engineering	Create and maintain multi-level bills of material, manage product data, standard wastages, change notes etc...
	Purchasing	Manage procurement, organize and maintain detailed vendor information, supplier rating, e-procurement, etc. maintain a bid matrix, create purchase orders or generate POs from planned orders, manage requisitions and RFQs, and receive and inspect vendor shipments, Maintains Import POs/ Job Work POs etc...
	Manufacturing	Plan and schedule production, enter and track work orders, control the shop floor, monitor production status, manage material and equipment capacity, promise deliveries, and track time and attendance, Make to stock, Make to order, Batch costing, ABC costing Shift / Machine/ Supervisor wise productions, Back flushing, Batch tracking.
	Finance	Multi-level Chart of Accounts, Create budgets, Monitor Budgets, Department/ Employee wise expenses, complete analysis on Cost Centre/Profit Centre, process accounts payable and accounts receivable, reconcile financial accounts, perform drill-down analysis, and track material, labor , Freight bills etc.
	Sales & Distribution	Multi Level Sales Plan, Customer Inquiries, Proposal to Customer, Orders, Invoicing, Packing List, Stock Transfers, Free of cost, Sales Return, Status of Orders, Most profitable Customer/Product, attach documents/notes/e-mails/actions at transaction/entity level, Complete Agents/Distributors/Dealer/ Sales Rep. Management , Branch Profitability, Targets of Agents/Distributors/Dealer/ Sales Rep., Outstanding Agents/Distributors/Dealer/ Sales Rep. Etc..
	Quality	Inspect incoming (purchased) and outgoing (manufactured) materials and In-process quality control at the end of defined Stages or Processes. Generate test reports. Analysis of rejections with regards to supplier, machine, supervisor etc..
Human Resources and Payroll	Manage every aspect of employee information, including salary and job histories and employee benefits. Appraisal and training Process payroll quickly and efficiently and print payroll cheques.	



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Solution	Module	Functionality Summary
Customer Relationship Management (CRM)	Project Management	Establish projects and master projects, associate Project IDs with all facets of the system, bill work completed for a project using progress billing, and report on revenues, expenses and profit/loss for any project. Activity based budgeting and costing.
	NEWTON CRM	<p>Relationship Management: Add and update contact and account information for prospects, customers, vendors and other business partners. Record interactions, access account history, and manage schedules and tasks. Help manage loyalty programmes, customer complaints, customer service &amp; support, Call Center management.</p> <p>Opportunity Management: Manage the complete sales cycle from prospect to customer. Track sales opportunities and maintain a complete history of activities, tasks, documents, e-mails, etc. Report on sales funnel and opportunity progress.</p> <p>Marketing Management: Create, deploy and manage targeted marketing campaigns to potential and current customers. Track responses and solicitation exclusions and analyze response rates to determine campaign ROI.</p> <p>Sales Force Automation : Drive sales productivity, manage sales team in office or in the more, provide mobile phone &amp; internet connectivity to the sales force, contact management in the field, employee performance evaluation, etc.</p>
POS & Back End Enterprise	POS	Schemes, Purchases, Stock Transfers, Invoicing/Billing, Stock Aging, Collections details, Bar-Code/RFID integration bill/block merchandise in other stores, Peak Hours for Sales, Top Brands/Products, Bottom Brands/Products, Shop profitability, Multi mode of payments (Cash/ Card/ Gift vouchers etc.), Returns/exchanges, complete credit card slips reconciliation, bill/block merchandise in other stores, etc.
Extended Enterprise	Back End Enterprise	Merchandise Planning, Inventory Control, Finance Management, Complete consolidation of Sales, Stocks, Schemes, Collections, Reconciliation of material, consolidated Trial Balance, P&L, B/S, Top Brands/Products/Color/Size, Shop wise sales, State wise /Zone wise sales etc..
	Integrate Supply Chain, Suppliers, Customers, Employees	Compete in today's global marketplace with NEWTON ERP's extensive Functionality to integrate your distributors, branches, consignment agents, sales force, suppliers and customers into one system. Controlling at Head-office helps you have as of moment status of you extended business including material in transit, automatic material reconciliation, target v/s actual, cash flow, etc.
	Multi-Branch Operations	Meet the challenges of a multi-branch environment with functionality to satisfy the specific needs of separate divisions, while providing the consolidation and consistency that support corporate objectives.





## Our Consulting and Outsourcing service offerings

In addition to providing Newton, Nippon Data has partnered with number of clients and brought them benefits of a full portfolio of integrated business solutions and services. We have brought innovation to process, performance and productivity and are helping our clients get more value out of their IT investments. For our global clients we deliver the cost-effectiveness of offshore without losing control and management involvement by keeping the same onshore.

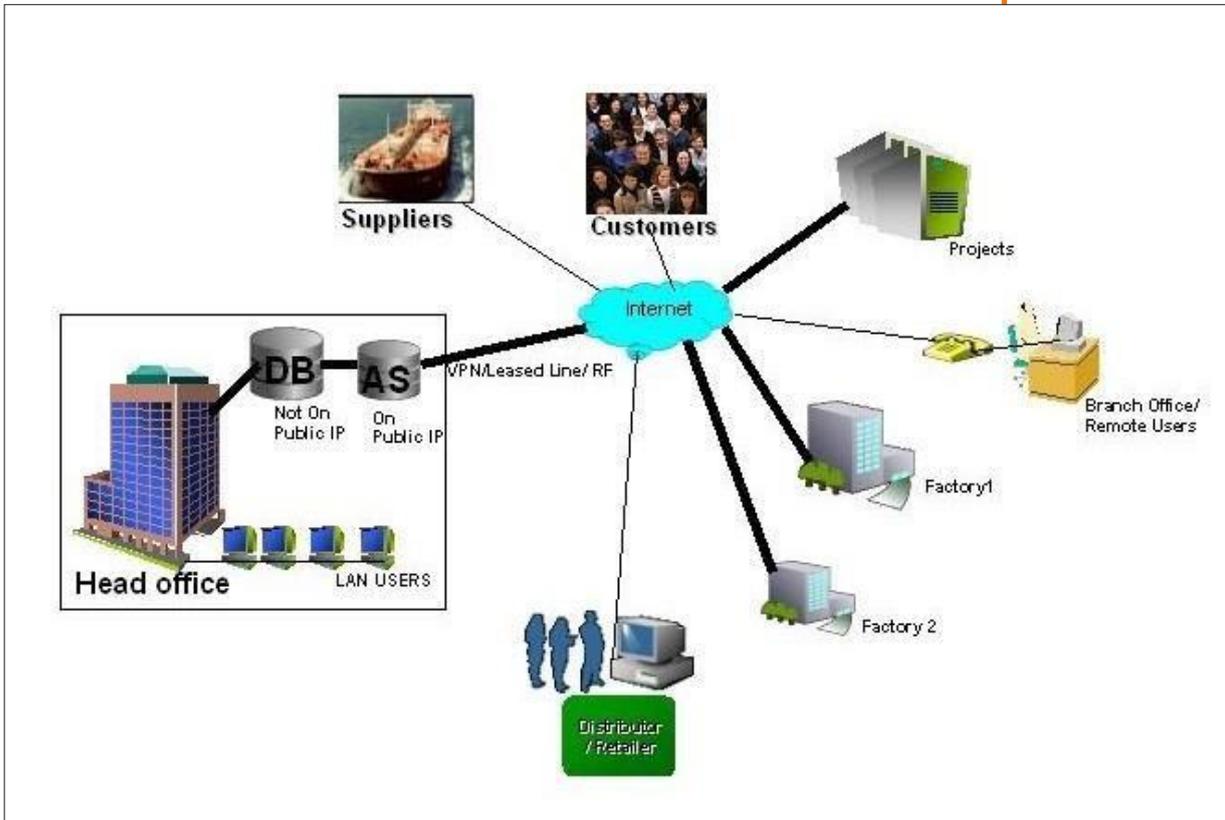
*At Nippon Data Consulting, we help our clients to become more competitive and successful. We develop deep understanding of client's business operations and bring our experience in implementing necessary change.*

*We help clients to "Live their Enterprise potential". We develop strategies to help our clients and build our knowledge and experience in technology to implement them. We help clients to prepare their business and people to embrace the change.*

- **Strategy Practice**
  - Business Strategy
  - IT Assessments and Strategy
  - Integration Strategy
- **Software Development & Consulting**
- **Application Management & Maintenance**
- **ERP Projects**
  - Several 100 man-years experience of complex projects
  - No other major firm compares just ask our clients!
- **Training & Knowledge Management**
  - Training & Knowledge Management
  - Knowledge Management Portals
- **Application Quality & Availability Assurance**
  - Testing Needs Assessment
  - Automation of Test Scripts
  - Deployment of Application Performance Management Tools
- **Managed Services**



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# Get in Touch

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