



Corporate Profile

Opusasia Technologies

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An ISO 9001 Company

Overview

Opusasia Technologies (Pvt) Ltd (*Opus*) is a part of \$50 M Midwest Group of companies. Midwest is a market leader in exports of natural stone based products across the world. Based at Hyderabad, India, Midwest operates in 28 countries including US, Canada, China UK, Netherlands and other EU countries and Australia.

Midwest diversified into IT services in 1996 by creating a new subsidiary, Reliance Cybertech Private Limited (RCPL) at Hyderabad, popularly known as Cyberabad of India which is later renamed as Opusasia Technologies Pvt Ltd., The primary objective of diversification was to leverage the availability of highly skilled software resources in India for providing high quality, cost effective IT solutions to corporations across the world. Initially training to professionals in both functional and technical areas of SAP was undertaken. The company has trained in total more than 500 SAP consultants over a period 2 years and was considered as one of the best training organizations for SAP in India during 1996 - 2000.

In 2000, the company acquired an SAP implementation contract from Mohan Breweries & Distilleries Ltd, Chennai, India, in direct competition with a leading Global Services company and other SAP Implementation partners in India. The implementation was the first of its kind in the Indian Liquor Industry and was hugely successful. It is still rated as one of the best implementations of SAP in the country and the best in Liquor industry.

Opus has worked on prestigious assignments from Government of Andhra Pradesh, India, for the Anti-Corruption Bureau and Intelligence Department. The company has developed Integrated Management Information Systems for both the departments using the latest technologies.

Now, *Opus* is an ISO 9001 certified software solutions provider with the necessary infrastructure and has a team of highly talented and multi-skilled professionals offering technology solutions to corporate and government organizations in India and abroad. It has an alliance with Siemens Information Systems Limited of India for staffing and managing their clients SAP implementation services. It has also recently signed a MoU with Wipro, India for providing SAP resources.

Vision & Values

Providing solutions for the old and new economy organizations that continuously meet or exceed the business needs of our customers and ensure their satisfaction

Philosophy

The basic tenets of Opus philosophy are –

- Thinking Globally
- Creating a Shared Vision
- Developing and Empowering People
- Appreciating Cultural Diversity
- Building Team-Work and Partnerships
- Embracing Change

Opus believes in establishing relationships which would be dynamic, long term and mutually beneficial. Within a short span, *Opus* has carved a niche for itself on the realm of Information Technology, not for just its commitment to quality but for its core competence and process orientation. With this philosophy in mind, *Opus* strongly intends to be one of the most innovative companies in the world of Information Technology.

Opus now has the critical mass and is well positioned to take on the opportunities thrown open by the new economy. The onus is on translating these opportunities into business ensuring substantial long-term growth. Another competitive advantage of *Opus* is the availability of **highly skilled software professionals in large numbers**, helping us in achieving our objectives.

Infrastructure

Opus Offshore Development Center has the entire necessary infrastructure in place at its head quarters in Hyderabad, India. The office is located in prime business district of the city in a sprawling 10,000-sft facility. The existing facility has a seating capacity for 150 people with all modern amenities.

Typical features of the infrastructure facilities at *Opus* include,

- ❑ 150 seats facility with independent cubicles for professionals and additional cabins for management staff
- ❑ Advanced computer terminals in all the cubicles and cabins
- ❑ Server rooms in all the four floors with latest servers
- ❑ Networked facility with structured cabling
- ❑ Internet backbone with broadband connection
- ❑ Back-up power generators to ensure the facility runs 24/7 without interruption
- ❑ Good communication network
- ❑ State-of-art gymnasium and recreation facilities for staff

Future Perspective

Opus has the critical mass and is well positioned to take on new and fresh challenges. The onus is on translating these opportunities into business ensuring substantial long-term growth.

- ❑ *Opus* is in the process of establishing a Competency Center for SAP and also intends to add Oracle Applications competency at a later stage. These centers are being created with an aim to cater to the US and European clientele who wish to outsource their ERP support and maintenance activities. Outsourcing will offer significant cost benefits to the clients, while capitalizing on the unique service strengths of *Opus*. We also have long term plans to acquire capabilities in PeopleSoft, BaaN and JD Edwards progressively.
- ❑ *Opus* is also willing to invest and expand the infrastructure and other resources on need basis to execute specific projects.
- ❑ *Opus* has already evolved plans to build SAP resources and initiated the in house training model leveraging on its proven strengths.

Service Offerings

Enterprise Resource Planning

The competitive environment in the Internet Economy brings renewed focus on the need to implement an Enterprise Resource Planning (ERP) solution. *Opus* enables the Adoptive Enterprise with highly customized functionality for ERP and integration with the Supply Chain, HRMS, E-Procurement, E-Commerce and CRM applications.

Opus provides the comprehensive approach and services for implementing ERP solutions using latest product suites from leading e-business solution providers.

Based on the company's distributed delivery model, robust quality management processes, and a high reusability factor afforded by strong knowledge management resources, *Opus* delivers solutions faster and more affordably than other firms, reducing our clients' time-to-market.



R/3 ENTERPRISE SOLUTIONS

Expertise, Infrastructure, Experience is what makes all the difference to deliver substantive *SAP* solutions that yield real-world value on an enterprise scale.

Doing so in an age when IT expenditures are scrutinized for their ability to rapidly return value to the corporate bottom line; that takes a proven, strategic business model, one that delivers results fast, affordably, and predictably. In the *SAP* arena, *Opus* offers all that and more.

Combining offshore and on-site for *substantive savings*.

Engaging *Opus'* offshore model for *SAP* customization, development, maintenance, and support can result in substantial savings for any organization. Utilizing our highly developed process methodology and leveraging the resources at our ISO-9001 certified offshore development center in Hyderabad, India,

Opus' on-site project coordinators manage the progress of your project and serve as your liaison to our offshore development teams, which offer expertise for a variety of SAP solutions:

Opus also participates as an implementation partner, working in the Team SAP mode and employing SAP's patented ASAP methodology. The key role is in the design of functional specifications, and development of RICE (Reports, Interfaces, Customizations, and Extensions) components apart from the transfer of knowledge to the core team and the end users of the client.

Our services -

- *Opus'* main strength lies in SAP implementation. *Opus* also has a strategic alliance with Siemens Information Systems Limited, India for implementing SAP. *Opus consultants have worked on* a number of projects pertaining to SAP and other ERPs successfully for organizations such as HP, Reliant Energy, ARNG-NGB, Perrigo, Bristol Myers Squibb, Nortel Networks, in US

The list of domestic projects is equally impressive and includes organizations such as ONGC, Gujarat Narmada Valley Fertilizer Corporation, Mohan Breweries and Distilleries Limited, the first Liquor Company in India to go in for SAP, Eicher, Nagarjuna Fertilizers & Chemicals Ltd., Dr. Reddy's Laboratories Ltd. etc. Some of these implementations were carried out in association with our business partners Siemens Information Systems Limited, India.

Pre Implementation Services:

- ❖ Business Process Study
- ❖ Planning towards an ERP Implementation
- ❖ System Landscape
- ❖ Gap & Fitment Analysis
- ❖ Migration Study
- ❖ Supply Chain Opportunity assessment
- ❖ Project Scoping & Sizing

Implementation Services:

- ❖ Turnkey Implementation
- ❖ Project Management



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- ❖ Functional Consulting
- ❖ ABAP/4 Programming
- ❖ Version Upgrades
- ❖ BASIS Support
- ❖ Data/Customization Migration
- ❖ Enhancement/Development of add on Applications

Post Implementation Services:

- ❖ Trouble-Shooting
- ❖ Fine Tuning of Configuration & Programs
- ❖ Ongoing user Education & Corporate Training
- ❖ Enhancements & Rollout
- ❖ Migration to new releases
- ❖ Maintenance
- ❖ 24 X 7 support

11i APPLICATIONS

Opus intends to be a premier implementation and integration services provider focusing on implementation of Oracle Applications. *Opus* plans encompass Onsite, Offshore and remote implementation, customization and consulting services. *Opus* plans also include offshore post implementation application maintenance and support services.

Opus' applications support services will have a pool of well-experienced architects, consultants. They support applications implemented and customized by *Opus* and also other third parties.

Opus will develop the competencies required to effectively create and support extensions or customize Oracle's E-Business software. *Opus* can develop modules/subsystems, which would complement available functionality when required.

For project execution, *Opus* intends to follow a hybrid model of staffing, with a blend of On-Site, Off-Site and Offshore teams that give the optimum balance between utilization and costs

Opus' Proposed Services include,**Implementation Services**

- ❖ Architectural Design,
- ❖ Application Setup,
- ❖ Business processes mapping,
- ❖ Configuring the entire setup and Roll out the application,
- ❖ Data migration from legacy to Oracle Applications

Customization Services

- ❖ Customized Application Development on Oracle eBusiness Suite including
- ❖ Changing forms (Appearance, Validation logic and Behavior),
- ❖ Changing reports or programs (Appearance and Logic),
- ❖ Database customizations (Adding read-only schemas and Augmenting logic with database triggers),
- ❖ Changes to the Workflow process,
- ❖ Web development around Oracle eBusiness suite using Oracle Forms and Reports, Oracle Portal Server, Portal Personalization, Content Management, Integration, email, wireless and Oracle Procurement.

Migration Services

- ❖ Migration to Oracle Application version 11i.
- ❖ Customized Forms Migration (Oracle Forms 4.5-based releases of Oracle Applications 10SC, 10.7, NCA, 11),
- ❖ Reports Migration, Migration of Customized Workflow,
- ❖ Data Migration Services and
- ❖ Migration to Oracle 9i Application Server.

Maintenance Services

- ❖ Cost effective 24 x 7-application support,
- ❖ Maintenance, and
- ❖ Database administration Performance tuning.
- ❖ network and OS tuning,
- ❖ Backup and recovery,
- ❖ User and security administration,
- ❖ Application administration,
- ❖ Production Deployment,
- ❖ Documentation and Post - Production Support.

PeopleSoft®

Enterprise Applications

Opus' long term plans include offerings in the Human Resource and Finance modules of PeopleSoft to help organizations to turn into a truly collaborative enterprise.

Implementation:

Opus' experts will work with users and IT staff to develop scope, objectives, critical success factors, implementation guidelines and project standards to ensure a successful implementation. *Opus* plans to employ PeopleSoft Software Methodology and Application Rollout Tool (PS_SMaART) methodology to implement PeopleSoft.

Remote Support:

At *Opus*, support and maintenance is a mission critical activity to sustain operations of transaction-intensive systems, with large data volumes. *Opus* provides remote support from its offshore centers in India or offsite locations in the US. Opting for PeopleSoft remote support from *Opus* means that you as a company can leave support function to the experts.



Opus' intends to develop BaaN practice also, comprising of people who have extensive hands-on industry, consulting and technical expertise in BaaN.

Our proposed team members will have experience in all areas of Baan - Tools, Finance, Manufacturing, Sales, Distribution, Projects, Supply Chain, Exchange, EDI, DEM, Front Office and are also well-versed with the Baan rapid implementation methodology.

Opus will build the required expertise and infrastructure to undertake complete customization and implementation projects in addition to



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providing on-site consulting and **offshore support**. Our low overhead costs enable us to be extremely competitive without any compromise on quality.

It does not matter where your company operates, **Opus'** team works with you, helping you with your business applications from start to finish. Our team is dedicated to understanding your specific needs, formulating innovative solutions and implementing them within budget, on time, every time.

E - Business

Opus' solutions in the e-business segment have fundamentally changed the way our customers do business today. Our e-business solutions have successfully converted the Internet to an additional transactional channel for clients. By taking customers online **Opus** has unleashed the power of the Internet and given local players a global reach.

E-business processes include not only online marketing and sales, but supply-chain and channel management, manufacturing and inventory control, financial operations and employee workflow procedures across the entire organization. Essentially e-business technologies empower customers, employees, suppliers, distributors, vendors and partners by giving them powerful tools for information management and communications

Opus' e-business projects are much more than setting up web sites. We have implemented content management, supply chain and customer relationship solutions for clients. Treating the web as a channel for information dissemination

Opus has expertise building applications using Java as well as Microsoft Technologies. **Opus'** Java team comprises of high-quality software engineers with an object background, and with business and communication skills. The company's .Net team exists since late 2001. This is an independent team that has experienced project manager, architects and developers. The group consists of 7 members, and is growing as the demand for .Net technology increases.

Delivery Strategy

Opus is also involved in Business Process Re-engineering, Management Consultancy, Corporate Training and Design and Implementation of Network Solutions. *Opus* has in-house consultancy practice in India and abroad, to facilitate execution of projects on a turnkey basis.

Opus has successfully executed several large software projects. Our expertise lies in the implementation of an end-to-end solution as our team of professionals can assimilate the entire process based on their experience.

Opus offers three customer centric delivery models based on the clients' requirements.

- On-site Execution
- Off-site Execution
- Offshore Delivery models

However specific needs of our clients in this regard can also be addressed by evolving a suitable model.

Our Resource Pool

Opus is proud to state that its strength is its flexible and ever enthusiastic Human Resources. The Resources at *Opus* believe in a very basic philosophy “every elementary unit is an enterprise in itself”, thus they draw a strong parallel between the Organization Growth and Personal Growth. With expertise in most of the successful technologies and a global presence, the morale of the human resource is at its all time high.

General Skill Sets

We have a sizable number of consultants on each platform we work on. We pioneer the ERP applications, e-Business integration, and Client Server and Groupware technologies.

Quality Practices

- Providing the customers with high quality Software Solutions and related services within agreed schedules to ensure customer satisfaction.
- Adopting a predefined process based on our Quality Management System for analyzing, designing, developing, testing, installation and maintenance of software work products.
- Adopting defect prevention as a culture across the organization, leading to continuous improvement.
- Empowering our people at all levels to ensure involvement of individuals in the quality drive.
- Pursuing new technologies and trends leading to technology orientation.

Total Quality Management Approach

Opus's Total Quality Management Programme was launched during early 2000. Since then, over 1,000 person days of training have been provided to the staff members through TQM Awareness, ISO Awareness, Kaizen and Housekeeping workshops. These programmes are being run continuously to train the new employees who join *Opus*.

In pursuit of excellence a Quality Management System has been developed in line with ISO 9001 Standards and implemented at *Opus* Centre. As a result of this, in January 2001, the *Opus* Centre is awarded the coveted ISO 9001 certificate. The scope of the certification covers Design, Development, Implementation, Maintenance and System Integration of Projects /Products.

A team of 10 *Opus* professionals with varied background and experience have been identified and formally trained as Internal Quality Auditors. They are involved in conducting regular internal audits and improvement of Quality Management Systems.

TQM is integrated within the organizational structure and administered by the top management through **Opus** professionals specially trained in TQM and related programs.

Indicative Clients List

ERP Clients

- Oil & Natural Gas Commission (ONGC), India
- Mohan Breweries and Distilleries Limited, India
- Gujarat Narmada Valley Fertilizer Company, India
- Dr. Reddy's Laboratories, India
- GTN Textiles, India
- Grauer & Weil, India
- Eicher Tractors, India
- Nagarjuna Fertilizers & Chemicals Limited, India
- E-Factory, FRANCE

Custom Solutions Clients

- Anti-Corruption Bureau, Govt. of A.P., INDIA
- Intelligence Dept., Govt. of A.P., INDIA
- Orissa Legislative Assembly, INDIA
- Govt. of Goa, INDIA
- Diamond Spectrum, HOLLAND
- Computer Sciences Corporation, USA
- CSE - Systems, SINGAPORE