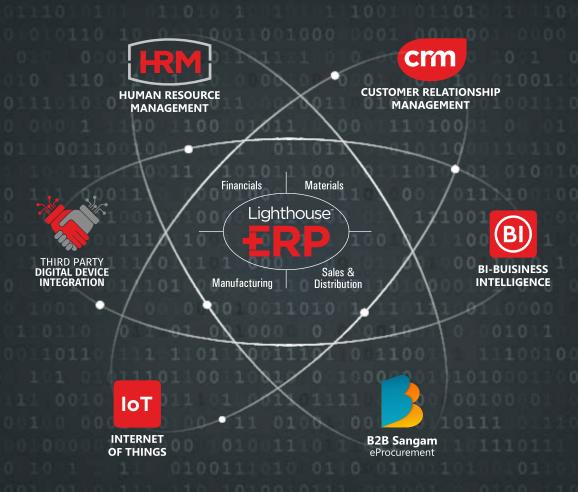




# When all the parts work together as an integrated system



The result is SYNERGY:
The whole is greater than the some of its parts



Whatever Be Your Business, Making I T Work is Ours.



### THE MANAGEMENT DESK



RAKESH KHATOR Managing Director & Founder

A Mech. Engineer from IIT Delhi and an MBA from IIM Ahmedabad with ten years of service in L&T, NTPC and steel domain -Rakesh Khator started the IT unit in 1987 with a vision to develop a holistic, easy to use business software based on advanced IT technology. He continues to lead and mentor the organisation – from the modest beginning to the present size ....



SHASHANK MAHE SHWARI

Jt Managing Director & CTO

Shashank joined the Lighthouse team in 2001 at a young age of twenty. Over the years. He is the chief architect of the ERP solution since its inception and is now focused on other upcoming technology offerings and future trends.

Shashank has developed unmatched skill in business domain knowledge of diverse industries, implementation & delivery, and managing large human resources...



DHRUV KHATOR
Director

An Industrial Engineer & MBA from Univ. of Houston, Dhruv joined Lighthouse in 2011. Having gained global exposure at Cap Gemini and US based engg. companies, Dhruv brings the best management practice of the West which can be used in Indian eco-system. He is leading the marketing strategy and business development in domestic and international markets.

### AN ONGOING JOURNEY OF 30+ YEARS



1987



2001



2011



2019

Milestone	Foxpro based Super Acc. Business software	Beginning of Oracle based Lighthouse ERP	Global best practices Lighthouse ERP V15 on high end technology stack	CRM, Mobile Apps, BI Tools, B2B ePortal and IOT integrations with ERP
Customer Base	Beginning	700+ Super Accountant Clients	100+ ERP Clients	300+ ERP Clients
Team Size	4	30+	100+	200+
Solutions	1	1	4	8
No. of Process Covered in ERP	-	12	65	187
Infrastructure Owned by us	300 sq. ft.	900 sq. ft.	30,000 sq. ft.	30,000 sq. ft. & 60,000+ sq. ft.
Geo Growth	Nagpur	Central India	PAN India	12 countries



IT Park, Nagpur





**High Business Ethics** 



Trust



Utmost Integrity



Win-Win relationship



Mihan SEZ, Nagpur (under construction)



# Lighthouse ERP

#### **Key Features:**

• Capturing Incremental data in Real time at it's origin

Security Gate Gate No	Weighbridge Weigh slip No	Yard GRN No	QC QC No	Bill Valuation as per PO Bill Approval No	Accounts  Purchase Bill Voucher No
Ledger	Trial Balance	Balance She		BIII Approvai No	Porchase bill voucher No

#### Our advance Oracle technology platform enables us to achieve this in a robust way

#### Benefits:

- Drill down from highest to lowest level (as many as 15 levels)
- Pending Exceptions: Pending Indent, Pending PO, Pending Inspection, Pending Accounts Approval, Pending Payment, etc.
- · Assuring Data Quality through validations and security through authorisations
- Incorporating controls such as credit limits, dispatch not exceeding order qty
- Real time MIS, alerts, workflow enables data driven decisions
- Improving Productivity and Reduction in Process Cost and its cycle time
- Digitizing every aspect of the organization with Add-on modules, Apps, Third party devices & software
- Achieving best management practices

### WHY LIGHTHOUSE ERP



Technology Stack













Industry Specific Solution Lighthouse ERP has separate software objects (particularly for Raw Material, Production and Planning, QC, Sales & Marketing modules) for different type of Industry verticals and sub verticals.



High Degree of Configuration & Customization

Within the Industry specific solution, we have vast no of configurable parameters to map large no of scenarios and process variants.

We constantly add features and fields to incorporate further new ideas permissible within our framework.

We are in a position to further customise as we are the original authors of our ERP.



Scalability: ERP Grows as Organization Grows

Maps organization structure of a large business group comprising of large no. of legal entities, each entity having no. of locations/divisions, and each division having no. of plants.

- Seamlessly accommodates Backend and Forward integration.
- Powerful Add-on modules & Lighthouse Products can be added anytime in future with seamless integration on real time with core ERP. Both Core ERP and Add on modules derive power from each other.



Mature Implementation Cycle

We give priority to crucial business processes instead of easy to implement modules. We are extremely familiar with Indian eco-system and intricacies of Accounts & taxation.

We use several templates for Master Data for guick and guality roll out. We have several scripts to upload and validate opening balances and opening line items from old software. We extensively use tools like Any Desk, Video Conf. during implementation & post Go Live, reducing TCO.



Personalized Customer Support

We have a dedicated Customer support cell of large manning, to give immediate support. Any support issue is logged in our customer support portal with a token no. We assign a single point of contact for every client.

A team effort of 30+ years have made our own management processes resilient and mature



# The Add-On Products seamlessly integrated with the Core ERP enhancing the power of both.



LIGHTHOUSE ERP is a comprehensive business solution that harnesses the power of RDBMS and front end tech platforms to integrate all the departments working and make IT pervasive. We customize solutions for our clients' unique business needs. We are developer as well as system integrator, thus able to map best management practices minutely.

Batch Manufacturing	Process Manufacturing	Discrete Manufacturing
Exim & Domestic Trading	EPC - Project Managemen	nt Logistics Management



Implemented in 200+ diverse industries, sizes, countries with vast configuration capabilities.

Core HR & Payroll	Er	Employee Self Service (ESS)		Recruitment Management
Time Office Manager	ment	Performance Management		Training Management



Acts as a catalyst for bringing effectiveness in marketing function and increases the productivity of sales & marketing personnel.

Web Portal for Sales Staff	Tour Plan & Tour Activity	Feedback & Complaint		
Portal for Primary Sales	Sales Contract & Order	Target & Schemes		
Portal for Secondary Sales	Branding & Marketing	Competitor Management		



Integrated with Core ERP gives immense power to be informed of key MIS and to give approvals while on the move.

ERP Transaction Approval	Pro	duction Shop Floor App	Project Mgmt:Site Reporting
Key MIS Reports on Mobile	<b>j</b>	Task Management	Warehousing & Bar coding



A comprehensive web procurement solution for procuring material and services, selling bye product. Real time integration with Lighthouse ERP makes web procurement a seamless process of MM module.

eProcurement Solution	R	everse Auction	Com	imodity Pricing
Freight Order Managemer	nt	Forward Aucti	on	Buyer/Seller Portals







# Synergy of seamless integration of various software products from one single source.





BI Tools collect and process large data from heterogeneous sources and create insightful reports & dashboards.

**Strategic Dashboards** : Top-line organizational KPIs Strategic goals, such as achieving KPI targets.

Analytical Dashboards : Trends or deeper insights Analytical goals, such as

visibility into key process. **Operational Dashboards**: Data awareness and time sensitive data Employee

awareness and tracking against goals

#### **BENEFITS:**

Exceptions & Trends
 Actionable warnings
 Co-relation features
 Enhance as you go
 Track progress and maintain KPI's benchmarks
 Make better decisions with outcome analysis
 Spot changing scenarios and adapt the view
 Maintain a clear picture of impact and returns



The Internet of things IoT is the extension of Internet connectivity into physical devices. Embedded with electronics, Internet connectivity, these devices communicate and interact with others over the Internet, and they can be remotely monitored and controlled. The data so collected can interface with ERP processes in real time.





CUSTOM APPLICATION DEVELOPMENT

A CASE IN POINT...



We use all our accumulated experience in designing large database application to custom develop software solution for product conceived and marketed by others.

The portal serves more than 35,000 branches of Public sector banks like SBI, PNB, PSB, IoB, Indian Bank, Andhra Bank & more for filing TDS statutory returns in timely, centralized and 100% error free manner. It has brought hundreds of crores in savings by avoiding late filing fees, Interest and Penalties



- For RTGS Bank payments
- For Exchange Rate extraction
- For Live Commodity pricing



ERP CONSULTING & IT SYSTEM AUDIT

#### **ERP PROJECT IMPLEMENTATION:**

- Consulting and Identifying manual processes in business work flows
- Detailed system design process in AS-IS Study & TO-BE Blueprint
- Automating the Business Processes through ERP Processes.

#### IT SYSTEM AUDIT:

- Outline Infra Setup, System Usage Policies, Specify Access Controls.
- Migration of full education Oracle Application from Developer 6i to Developer 12c
- Providing selective Lighthouse modules in SAP working which will download data in Lighthouse from SAP and upload Lighthouse data in SAP

All components and links in IT infrastructure from one single source delivers an

- Migration from Tier I (SAP/Oracle EBS) ERP to other ERPs

optimized, robust and fine tuned holistic IT system.



IT INFRA & SYSTEM SOFTWARE









# HARDWARE & NETWORKING

- Enterprise Server & Storage solutions
- Database & Applications Server
- Networking Solutions
- · Security solutions

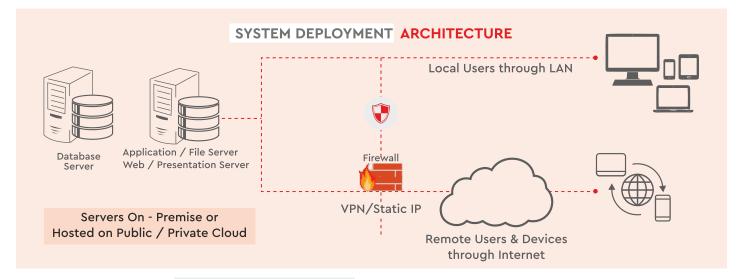
# SYSTEM SOFTWARE LICENSES & INSTALLATION

- Oracle & SQL Database Licenses
- Application Softwares
- Operating System Softwares
- Remote Connectivity Softwares



# ERP IMPLEMENTATION METHODOLOGY

#### Post Go-Live Requirement Mapping System Setup & Training & Pilot Run Go-Live Configuration & CRP II (SRS) & CRP I Support • Infrastructure Readiness • New Development & • User Training & Testing • Conversion of Live • Resolution of User's Customization process queries Data • Project Team Finalization • Dry Run & Hand Holding • Go-Live Data Entry • ERP Configuration Technical • Study of Business Processes • Fine Tuning in ERP Modification/Changes • Conference Room Pilot II • Cutover Plan & Go-Live • Master Data Preparation Monitor live data • Statutory Changes • Fine Tuning Preparation • Draft Installation environment • Global Updates & New • Closing of Open Issues · Finalization of Reporting • ERP Configuration Features • Conference Room Pilot I • To Be - Gap Analysis



# LIGHTHOUSE ERP INDUSTRY VERTICALS

# **STEEL DOMAIN**

Mining	Pelletization	Coal Washery	Sponge Iron	Rolling Mill		Alloy Steel	
Stainless Steel	Ferro Alloys	Blast Furnace	Power Plant	Pipes	Wir	e & Wire Rod	CR COIL

#### **POWER TRANSMISSION & DISTRIBUTION**

TLT - Tower Mfg	Telecom Tower	Railway Structures High M		h Mast Poles	Line Hardware Mfg	Transformers
Cables & Conduct	or Insulators	EPC – Power Distribu	tion	EPC - Civil	Infrastructure	

#### DISCRETE MANUFACTURING

Auto Ancillary   Tools & Taps   Project Fabrication   LPG Cylinder   Bolts	& Nuts Alum. Ingot & Extrusions
--	---------------------------------

#### PROCESS & BATCH MANUFACTURING

FMCG	Dairy Chemicals		LPG & ALDS		Paper	Edible Oil
Pesticides	Cement	Plastic/Woven Sacks	Coal Washery	G	inning & Spinning	Textile Mfg

#### **INTERNATIONAL & DOMESTIC TRADE**

Coal	Paper	Iron Ore	Steel	Ferro Alloy	/S	Ferro Scrap
Manganese Ore		Mill Machinery	Rice & Agı	o Products	Н	eavy Equipment Dealers

#### **SERVICES**

Logistics & Transportation	Vehicle Finance	Education



#### LIGHTHOUSE SIGNATURE REPORTING OPTIONS

#### Power of Lighthouse ERP reporting options:

All reports are real time to drill down to the last level extract into Excel, several filter conditions can be applied, cover each and every transaction and process of ERP. Total no. of report engines, parameterized queries, dashboards shall exceed 200.

#### Standard & Customized Fixed Format Report

- Industry standard and specific operations, financial and revenue performance reports.
- Reports which are periodically required in pre-defined format for Statutory & MIS purpose.
- Regular reports being used day to day at departmental levels such as Daybook, Stock / Account Ledger, Registers and so on.

#### Parameterized Queries

- All the fields in the given context are listed in homogenous groups user selects choice of operator <, <=, >, >=, =, LIKE and a value on which query is to be applied. Any no. of fields can be selected for extract a long query.
- Further drill down is available to the transaction level, it is literally finding the needle in the hay stake.

#### **Report Engines**

- Most powerful and flexible to customizing reports on multiple parameters and groups by selecting columns, sorting order, filter conditions.
- User specific conditional reporting or generate exception report.
- Thousands of combinations are possible using one single user interface.
- The specific can be saved for future recall.
- The report extract can be taken into Excel, HTML, PDF,CSV, etc.

#### Dashboards

- Data is pulled from more than one context
- Very powerful filters enable real time summarized information on category and conditions.
- Drill down to details upto last level (voucher).
- Report can be extracted into Excel or laser printer.

#### **Executive MIS Report on Mobile**

- Get real time update with Mobile based Executive MIS Reports.
- Fund Status, Debtors / Creditors Ageing, Order Status, Sales Analysis, Spend Analysis, Production, Inventory etc.

### Business Intelligence (BI) Tools Dashboards

BI Tools collect and process large data from heterogeneous sources and create insightful reports & dashboards.













### LIGHTHOUSE MODULES & PROCESSES

#### **CORE PROCESSES:**

Processes designed, to achieve organization's major functions / departments and Integrate them on one platform

#### ADVANCE PROCESSES:

Provide additional functionalities in specific area or for industry-specific features

#### FINANCE & TAXATION

Accounts General - (Cash / Bank / Journal)

Accounts Payable - (Purchase & Expense)

Accounts Receivable - (Sales Accounting)

Accounts Approval- (All FI Postings)

Payment Bill Tracking - Allocations

Bank Reconciliation

Provisional Journal

Ledgers / Trail Balance / Balance Sheet

Div wise P&L-BS & Multi entity combined BS

GST & Waybill Management

TDS / TCS Management

General Revenue Management

**Expense Detail Management** 

Banking Management

Payment Advise

Ratio Analysis

Div to Div Allocation Accounting

# MATERIAL MANAGEMENT – A. Common Processes

Purchase Contract / Order Management

GRN, Rejection, and Purchase Return

Purchase Debit / Credit Note

Stock Movements & Stock Adjustment

Stock Valuation (Store/RM/Trading)

Purchase Indent

**Purchase Enquiry** 

Purchase Quotation

**Vendor Grading** 

Material Expense Management

Physical Stock & Stock Diff Management

Inward Freight Management

#### B. Addl Processes For Raw Material

Purchase Broker Management

Railway Rake Management

Quality linked Purchase Bill Valuation

# C. Addl Processes for Capital, & Consumables Stores

Store Requisition, Issue & Plant Return

Chargeable / Non Chargeable Issues

Loan Received & Given Management

Gate Pass Management

Repair Management

Scrap Management

Tools & Tackles (Stores)

#### D. Security Gate & Weighbridge

Security Gate Management

Weighbridge Management

#### E. Services Procurement

Work / Service Order

SRN Service Bill Passing

# PRODUCTION & PLANNING A. Common Processes

Production BOM

Production Order

Production & Consumption Declaration

Production Break-down

Production Routing Godown

**Production Costing** 

#### B. Addl Processes for Discrete Mfg.

Multi Level Bill of Material (BOM)

Material Requirement Planning (MRP)

**Production Scheduling** 

Production Order & Internal Order

**Process Routing** 

**Process Log Sheet** 

Job Sheet / Work Order

Process wise Production Entry

#### B. Addl Processes for Discrete Mfg.

Production WIP Costing

3rd Party Inspection Management

Plant Availability & Cycle Time

Plant Loading & Plant Efficiency

#### C. Addl. Processes Job Work Management

Production Job Work done by us

Production Job Work outsourced

#### QUALITY CONTROL

Inward Quality Inspection

Inward Material Lab QC

Multi-Level QC Analysis

In-Process Lab QC

Stock Lab QC

Outward Material Lab QC

Quality Claims & Settlement

#### **SALES & DISTRIBUTION**

Sales Contract

Sales Order / Delivery Order

Proforma Invoice

Sales Invoicing

Commercial Invoice

Sales Return

Sales Debit / Credit Note

Credit Limit Management

Sales Enquiry / Tender Management

Sales Quotation

Delivery Instruction & Loading Advice

Packing & Loading Slip

Price List & Scheme Management

Sales Expense Management

Sales Broker Management

**Customer Complaint** 

Outward Freight Management



#### LIGHTHOUSE MODULES & PROCESSES

#### ADD-ON MODULES (OPTIONAL)

Specially designed for customer special needs to extend IT in all their business functions. Enriches Core ERP. Priced additionally

#### **EXTENDED ADD-ON MODULES**

Additional Add-On Modules for wider & deeper automation.

#### **HUMAN RESOURCE MANAGEMENT**

Payroll Management

Leave, Loan and Arrears Management

**Employee History** 

HR Statutory Reports

Employee Self Service Portal (ESS)

Recruitment Management

Training Management

Performance Management System

#### **CRM**

CRM for Sales Staff

Area / Customer wise Price List

Credit Limit & Quota Management

Campaign & Scheme Management

Target Management

Sales Promotion

Order Management

Complaint / Feedback /

Requirements

Work Flow Management

Order/Account/Dispatch Status

Tour Plan & Tour Activity

Competitor Analysis

Primary Sales App

Secondary Sales App

**Location Tracking** 

#### DOCUMENT MANAGEMENT

#### MOBILE APP

Mobile App for Transaction Approvals

Mobile App for Executive MIS

#### PLANT MAINTENANCE

**Equipment History** 

Preventive Maintenance

Breakdown Maintenance

Maintenance Analytics

Mobile App for Maintenance Activities

#### FINANCE MANAGEMENT

Fixed Asset Management

Letter of Credit for Purchase

Letter of Credit for Sales

Currency Hedging

Forex Accounting

Investment Management

Bank Guarantee Management

Bank Loan Management

Insurance Management

Accrual Accounting for Purchase

IFRS Accounting Management

COGS / PPV / Usage Variance Accounting

Commodity Management

Exchange Rate API Integration

Bank Payment API Integration

Budget Mgmt - GL/Dept/Cost Center

Budget Mgnt for in-house projects

#### PROJECT MANAGEMENT

Tender Management

Project Planning

WBS Defination (LOA)

WBS Scheduling (Planning)

Project base Purchase

Capital & Consumable Purchase

Site Management

Site Work Reporting

Site Contractor Management

Resources Management

Risk Management

Sales Billing

Project wise Trial Balance & P&L

MIS Reporting

Price Variance (PV)

Bank Guarantee Management

Mobile App for Site Work Reporting

#### IMPORT MANAGEMENT

**EXIM License Utilization** 

Import Shipment & Bill of Entry

**Container Tracking** 

Plot Rent / Lay Can Management

Import Expense Management

#### **EXPORT MANAGEMENT**

**EXIM License** 

Container & Bill of Lading

Custom & Commercial Invoice

**Export Documentation** 

#### SCENARIO BASED EMAIL & SMS ALERTS

#### **B2B SANGAM**

eProcurement Portal

**B2B** Freight Management

Reverse Auction

Forward Auction

#### **LOGISTICS & FLEET MANAGEMENT**

Transport Quotation & Order

Vehicle Booking (Self / 3rd Party)

LR Billing & LR wise P&L

Vehicle Tracking Integration

Vehicle Maintenance

Vehicle Trip/Fleet Management

### OTHER ADD-ONS

Rolls Management

Warehouse Management

Task Management

Haulage Management

Barcode in Production Process

In-Process Weighment Integration

Mobile App for Production Recording

PLC / DCS / QC Lab Devices Integration



### WHAT OUR CLIENTS SPEAK ABOUT US

# Any Business in Life is successful when it gets repeat orders - Devdutt Pattanaik



#### **Sudhir Goyal** Managing Director

12-Aug-2019

We implemented core modules of Lighthouse ERP in April 2017 in our steel plant... we have added large no of Add On

modules like HRM, CRM, Mobile Apps. Lighthouse has nicely implemented Plant Maintenance

module, a high priority for us. We have also extended Lighthouse ERP in our ERW Pipes plant in 2018, Lighthouse capability in customizing and simulating various scenarios is commendable. Their on line support is excellent and helps us achieve continuous improvements.



#### Ram Ojili Managing Director

10-Aug-2019

Lighthouse ERP team consisted of competent and professional consultants. who fully understood our business

requirements and the implicit needs of our users.

Most importantly, the ERP project in Mining domain was well managed and was completed within the committed time frame.

# **SUPER** SMELTERS LTD

# Sanjay Chaudhary

20-Aug-2019

Lighthouse has implemented Oracle based ERP in our three steel plants in 2009. Lighthouse upgraded to their enhanced

version V15 and further customized as per our requirements. They have smoothly incorporated migration to GST in all modules successfully.

Their quality of services is excellent and we are being satisfied, recommend Lighthouse ERP for all the industries.



**Our Geographical Spread** 





#### Prakash Chari

Director

9-Aug-2019

We have been using Lighthouse ERP since 2012 in our group of organizations engaged in manufacturing of Transmission Line

Hardware items. Lighthouse provided customized solutions for several of our requirements which are typical of Power Transmission industry.

Subsequently, Lighthouse incorporated several add-on modules for our evolving requirements both in terms of enhancement of productivity and functional outreach.



#### Deepak Das Group IT Head

16-Aug-2019

We were amongst the first five clients of Lighthouse ERP in 2006. Installed ERP in our group wide steel plants and corporate

office having large users base.

An innovation: Lighthouse suggested to install a RFID tower on a hill to achieve clear line of sight.

In the intervening period, we implemented Oracle Apps in one of our group companies, however, being used to comprehensive coverage of our processes in previous solution, after couple of years we decided to revert to Lighthouse ERP.





# Nageshwar Rao

Head IT & MIS

12-Aug-2019

Lighthouse implemented ERP in our Blast Furnace Plant in 2014. Several complex requirements/ scenarios were customized...

We again deployed ERP to our forward integration in EoF, LRF & VD, CCM and alloy steel rolling mill in 2016 with high level customization specific to alloy steel making and rolling.

Several innovative Add on solutions like third party device, Plant Maint., Prodn. Targets, Rolls Mgmt., Accrual Acct. were seamlessly integrated... We are happy with their day to day support by a dedicated team ...



# R. Ravishannkhar

Group Financial Advisor

19-Aug-2019

We have been using Lighthouse ERP for our Steel Rolling Mill, Epoxy Coating and Weld Mesh mfg plants since 2009. Under AMC,

ERP is well supported by Lighthouse team online, literally making it almost an instant service. Lighthouse as a professional backup team and we are very comfortable with them.

Anyone who may think of giving them a chance to be an ERP provider, Lighthouse would be an ideal partner. Our experience is that they are highly competitive and very reasonable in terms of cost.





# Ramesh Agrawal

Director

10-Jul-2019

We implemented Lighthouse ERP in 2007 in our main group company. In Oct 2012 we upgraded the ERP to their much improved

version V15. We also replaced SAP B1 in another group company and also deployed Lighthouse ERP at our two newly acquired steel plants. Lighthouse constantly helps to meet our growing needs, e.g. a bank payment API to manage our large no. of scheduled payment. We are happy with Lighthouse for their seamless integration of ERP to Group wide companies and it is running smoothly through out.



# Ajay Kanoria

11-Aug-2019

Lighthouse team developed a tailor made production planning system for our Threading Tap Manufacturing unit, which we

are successfully using since 2008.

There are8 to 10 thousand varieties in production and it would not be possible to systematically manage the production without the ERP software. Lighthouse also created a proper coding system to manage our 15,000 finished goods combinations having more than 12 technical parameters ...



#### Shruti Sharma Senior President

20-Aug-2019

Lighthouse, implemented ERP in 2005 in our100+ years old organisation in two plants and many depots/branches.

We appreciate the special efforts taken to train our tradition bound human resource in adapting to ERP. They highly customised ERP solution for FMCG domain-particularly a very exhaustive sales promotion incentive scheme, which is very crucial in our line of business. This automated the production planning, dispatch and billing and reduced the efforts to a fraction of what it was taking previously...



### PHOTO GALLERY



















Years of Experience 400+

Successful **ERP Projeects**  200+

Highly Skilled IT Professionals

1000+

Clients Worldwide



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