

Introduction to GAP OSM

GAP OSM™ is a Trade Marked, software and hardware based product of Gilard Application Programmers.
OSM is: Operating System for Manufacturing.

It is a Business Management Software offering configurable solutions to common and not so common business problems.

ERP is passé..... it has now graduated to GAP OSM™ : **Operating System for Manufacturing.**

GAP OSM™ is an offspring of a DOS based ERP i.e. **Enterprise Resource Planning** that was in perpetual Beta mode for around 3 decades and has now been born in a new Browser based avatar. It has a unique, validated history of 100% success and has grown wider and deeper day by day. We pride that over this span of time, we have found many innovative ways to meet our business needs, providing cost effective solutions, shortening lead times, reducing risks, and making the entire business process fun and profitable.

GAP OSM's functions are not just limited to ERP, there is much more to it. It includes the basic **ERP modules** like Sales, Purchase, Accounts, Inventory, Payroll, CRM etc. but in addition also has controls for Legal Compliance, Data & Knowledge capturing, extensive HRD, ABC (Activity Based Management), Product Costing, Operational Efficiency Monitoring, Dynamic and online Inspection, New Business Development (NBD), APQP & PPAP based New Product Development (NPD), Product Life Management (PLM) , Calibration & Control of Inspection Equipment, Process Capability Studies, Total Productive Maintenance (TPM), Integration with IOTs and others.

Benefits of OSM

OSM integrates information from all departments into one. This ensures that all information available is always updated and available in Real time. This further enhances the quality of decisions taken at each level. OSM provides many tangible and intangible benefits to businesses.

GAP OSM™ helps you improve:

- Handling Market demand for Cost reduction
- Meeting Customers' increasing Quality expectations and On time Delivery targets
- Resource Capacity Utilization
- Managing a fast and 'Right First Time' Product Development
- Filling the required Skill Gap – Training and Knowledge gathering
- Handling Technology
- Hiring and retaining knowledgeable employees
- Marketing
- Legal Compliance
- Controls on Processes by use of IOTs.

Tangible benefits

- Improves the productivity of processes and persons.
- Lowering the cost of products and services purchased.
- Lower the financial cost.
- Inventory reduction.
- Reduction in time to market.
- Reduced stock obsolescence.
- Faster product / service look-up and ordering saving time and money.
- Automated ordering and payment, lowering payment processing and paper costs.

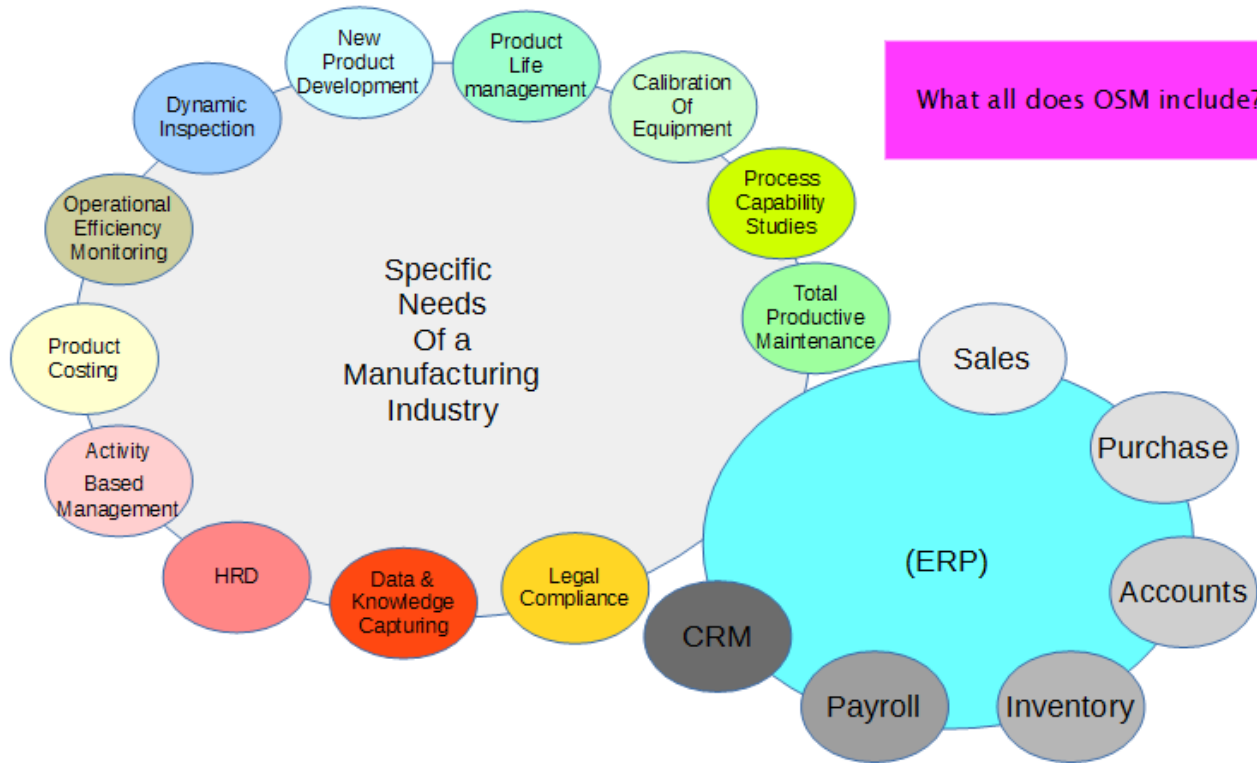
Intangible benefits

- Increases organizational transparency and responsibility.
- Accurate and faster access to data for timely decisions.
- Can reach more vendors, producing more competitive bids.
- Improves customer delight.
- Converts all your processes from being Person dependent to System Dependent,
- More controls thereby lowering the risk of miss-utilization of resources.
- Facilitates strategic planning to achieve business goals.
- Uniform reporting according to global standards.
- Improves team working and work culture.

Return on Investment (ROI)

- 1. Expense or Investment :** Spending on GAP OSM is not an Expense. It is an investment for your sustainable today and growth oriented tomorrow. True that OSM software requires a major investment in terms of money and effort; but there's also an even bigger cost involved in not investing in OSM. You may lose the race to your competitor who has chosen to upgrade his technology.
- 2. Efficiency** An OSM solution eliminates repetitive processes and greatly reduces the need to manually entry. The system will also streamline business processes and make it easier and more efficient for you to collect data, no matter what department you are working in.
- 3. Forecasting** It provides you users, and especially managers, the tools you need to create more accurate forecasts. Information within OSM is always accurate and in real time. With OSM, you can make realistic estimates, genuine forecasts and good decisions.
- 4. Collaboration** You cannot run a business in silos .Many departments need to function together as a well meshed gearbox. OSM lets them all work on the same platform, using the same data helping them work in a collaborative way promoting teamwork and shared responsibility at the same time.
- 5. Scalability** OSM allows the addition of new users and functions to grow along with you. You may start with a few Users and work in a few modules. However as soon as you are ready to increase your scope and Users, GAP OSM is ready to up-scale.
- 6. Integrated information :** No more issues with data spread across separate databases. All the information will be housed in a single location. This means you can integrate Production Planning with Raw Materials, Delivery Schedules, Machine Availability, Manpower, Customer priorities and your inventory, all in one place.
- 7. Cost savings** OSM software reduces administrative and operations costs. it allows manufacturers to proactively manage operations, prevents disruptions and delays, breaks up information logjams and helps users make decisions more quickly. if you've chosen the right Product (which is more profitable to you), the Right process (which is Efficient and Rejection free), the right Customer (who is organized and does not create frequent panics and also pays on time) and the right vendor who meets your Quality, Cost and Delivery needs, you're bound to see a powerful ROI.
- 8. Streamlined processes :**As business grow operations become more and more complex. OSM automates business operations cross-departmentally, providing accurate, real-time information to everyone . OSM increases efficiency and productivity by helping users navigate complex processes, preventing data re-entry, and improving functions. OSM is developed based on the best manufacturing practices as prescribed by the International Automobile manufacturers and the best systems laid out by different standards like ISO9001 and IATF 16929.
- 9. Mobility** An advantage of OSM is having access to a centralized database from anywhere. You can work equally effectively from home, office or even a vacation anywhere in the world using your Laptop or even the smart phone.
- 10. Reporting** OSM software helps make reporting easier and more customizable. With improved reporting capabilities, your company can respond to complex data requests more easily. Users can also run their own reports without relying on help from it, saving your users time to use toward other projects.
- 11. Productivity** Save time and increase productivity levels. sound too good to be true? It's not with OSM software. by having redundant processes automated, users have more time to work on other pressing projects and tasks. they'll also be able to work easier since the solution was designed for ease-of-use.
- 12. Regulatory compliance** A benefit of OSM software which sometimes goes unnoticed is how it ties well into regulatory compliance in the manufacturing industry. Powerful OSM solutions will keep track of regulations within the industry and monitor changes in compliance.
- 13. Flexibility** OSM systems are flexible, and configurable. They are not a one-size-fits-all but can be tailored of a business needs. OSM can adapt to the ever-changing needs of a growing business, ensuring you won't have to buy a new solution once your needs change or your business grows.
- 14. Security** Data security isn't a worry when you have an enterprise resource planning solution in place. a new system will improve the accuracy, consistency, and security of data, all through built-in resources and firewalls. restrictions to data can also be enhanced by managers of the solution, so you can make your own software as secure as you'd like.

Why GAP OSM



Comparison between SAAS & On-Site Installation

SAAS—Software as a Service, also called software on demand—provides access to software via the Internet. Its pay-as-you-go method allows a customer to use software on an as-needed basis, without needing to install it or purchase any hardware. SAAS applications can be accessed securely by multiple users simultaneously.

On-site installation -the software is installed on client's servers. It needs more capital expenditures

Some of the differences between on-site installation and SAAS are listed below:

<u>Aspect</u>	<u>SAAS Model</u>	<u>On-Site Installation</u>
Implementation	Relatively faster to implement as it leverages a ready-made platform which has already been provisioned, implemented, and tested by the vendor.	Takes time, personnel, and equipment to set up a new environment. Additional hardware/software purchases may be needed.
Customization	Customization may not be possible as the application instance will be shared by multiple users. Slight tweaking may be possible.	Most flexible option for customization. Vendor involvement minimal.
Support & Maintenance	Minimal IT dependency for application maintenance. IT involvement will be limited to customizations and validation review. SAAS vendor takes care of infrastructure risks to ensure high availability . Control is relinquished to a third-party vendor. You must entrust valuable data to the vendor.	You are responsible for maintaining the application. your IT is responsible for ensuring high availability and disaster recovery. Offers control over your data and provides greater sense of ownership.
Upgrade Cycles	SAAS upgrades tend to be iterative with your limited involvement. you will be informed about impending system upgrades. IT involvement during upgrade will be minimal	You own the responsibility for upgrades, which are often expensive and time-consuming.
Cost	Low entry cost & flexible pricing. Relatively high year-over-year maintenance costs compared to On-Premise deployment. Low internal resources required for support. Upgrade costs will be minimal.	High entry and operations costs compared to SAAS due to infrastructure and support staff needs. Low ongoing maintenance fee. Tangible hardware assets. Upgrade costs will be high.
Security	With high-end vendors, SAAS systems can be highly secure with expert supervision of network and server security.	Additional time and software for security required.
Integrations	Integrations with other corporate systems can get complicated because data will often be sent over the internet. SAAS vendors should have well-defined web services as integration points.	Integrations can be relatively simpler over the intranet. Data transfer between systems will be faster.
Scalability	As enterprise grows, solutions can be easily scaled up with little time and effort. Similarly, solutions can be scaled down without wasting resources.	Needs long term planning and commitment of resources for scaling.

Consulsion:

- On site is more expensive and is more risky in terms of local IT team required to handle it.
- On site is maintained by IT department of company
- Lots of investment in infrastructure like software and hardware
- Responsibility of data security
- No up dation in real time, available only on annual basis.

Typical Implementation Schedule:

1. Identification and creation of Team

You shall need to designate one person from your office as “Administrator”.

We shall provided him a password to login as the Administrator.

He shall then be able to create users (upto 6) and grant them rights based on their area of work.

We shall first provide the requisite training to the Administrator and also later to the users created.

2. Creation of Master Data

If you have master data in some soft files, we shall help you to import the same into our software.

Otherwise, we shall guide you to create the masters thru the Input screens.

3. Phased implementation

We shall start with the Sales module and link it with the Accounting. Next we shall start with the PLM/Manufacturing and also Purchase.

HRD and Payroll can be initiated at the same time.

Terms & Conditions

- Includes Training and implementation for 01 Month (Alternate Days) or 10 visits on-site.
- Training and implementation cost (On-site with in 100 K.M.) will be Rs. 5,000/- per visit. (Over & above 10 visits on-site for the next one month)
- Customization charges will be Rs. 600/Hr. [In-case required].
- Customization cost to be determined based on a detailed system study.
- The above price is for the main location.
- Terms & Conditions as per our Sales Contract and License Agreement.
- Software license in non-transferable & non-refundable.
- Neither of the parties will hire each others employee without mutual consent of both.
- Support will be continuous as long as license is valid and paid for.

Please feel free to get in touch with us for any queries. Looking forward to a long lasting mutually beneficial association with you and assuring you of our best services and unstinting co-operation at all times.

Contact :

Vikas Sharma at vikas@gaposm.com

or

Sanjiv Singh at sanjiv@gaposm.com