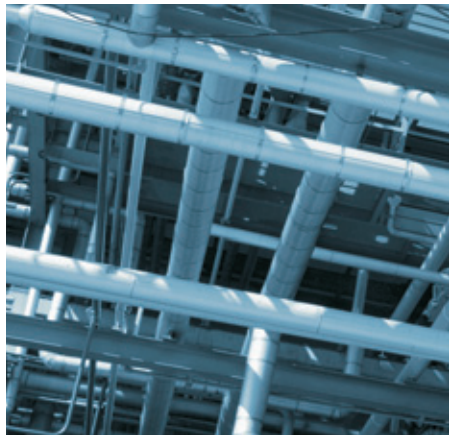




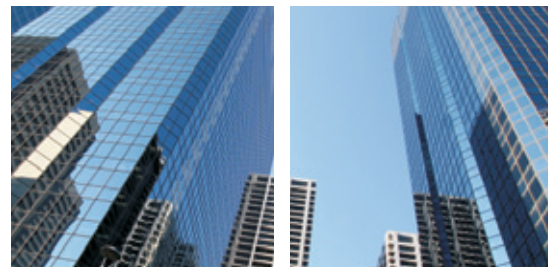
Our
Business
Knowledge,
Your
Winning
Edge.

L&T Infotech Solutions
for Engineering &
Construction Industry

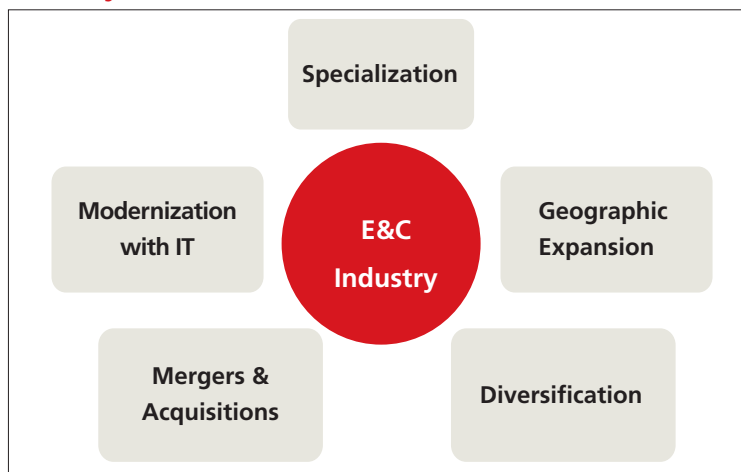
ORACLE® PLATINUM
PARTNER



L&T Infotech Value Solution for E&C Industry Works Today, Builds for Tomorrow ...



Industry Trends



Engineering & Construction is a highly fragmented industry involving General Contractors, Speciality Contractors, Heavy & Highway Contractors and EPC's. Due to the diversity of businesses and constraints from the surety markets, achieving operational excellence in the execution of large & complex projects has always been the Achilles heel for Engineering & Construction industry. Achieving profit goals in this historically low margin industry is more challenging due to demanding cost and schedule performance requirements, a declining industry workforce, scope changes, differing site conditions, safety issues, retaining the best people, weather, subcontractor failures, cash crunches and the project owner's demands for broader services & expanded accountability.

L&T Infotech: Business-to-IT Connect

Whilst other industries implement ERPs and gain the benefit of process standardization, for E&C industry, there is no one size that fits all! Any ERP implementation needs a further working to close the last mile gaps before you can fully leverage your investment.

L&T Infotech understands the unique requirements of Energy & Construction business and specializes in enhancing your chosen ERP to make it work better for you. Our parent company Larsen & Toubro Limited is a premier Engineering & Construction Conglomerate in India with global operations. With a group turnover of over US\$ 9.8 billion, Larsen & Toubro Limited is ranked No. 1 in India, in the Engineering & Construction sector.

L&T Infotech manages the entire IT setup of Larsen & Toubro. We have designed and implemented a comprehensive bespoke developed ERP Software for the Engineering & Construction division, incorporating the best practices and offering a cutting edge solution for the unique needs of Engineering & Construction division.

Key Challenges

Today mid size companies need to stay ahead in competition with larger enterprises by exceeding performance standards set by them with optimum resources & infrastructure

- Historical project data for strategic decision making during tendering
- Project planning & controlling in multi-company group
- Integrated resource (material, manpower, equipment) planning, cost and utilization monitoring
- Duplicate material codes and manual material tracking and reconciliation
- Monitoring, Controlling project scope, schedule, cost, budget, revenue and its variations
- Document lifecycle management and collaboration with external agencies
- Subcontractor progress monitoring & controlling
- Timely project completion within budget
- Quality assurance & controlling
- Billing and bill lifecycle tracking for enormous BOQ line items
- Tracking and monitoring of advances, retentions, bank guarantees and letter of credits
- Real-time revenue planning, cash flow and profitability of projects
- Non integrated corporate functions like HR, Equipments, Accounts
- Single view of financial data and manual reporting





We provide the winning edge to our clients by leveraging our Business-to-IT Connect, proprietary diagnostics and accelerators to extract full value from investment in Oracle family of products.

Our Solution

Innovation is today's answer to changing business needs. L&T Infotech solution for E&C industry provides that extra edge to your business for proactive decision making. Whichever ERP solution you may implement (E-Business, JD Edwards etc.); our practice comprehensively covers the end-to-end Engineering & Construction processes and provides an integrated project management platform with:

- Proven best practices for E&C Industry
- Ready solution templates for the unique requirements of E&C industry
- Predictable & quickly deployable low cost implementation

L&T Infotech - E&C Experience

- UK based large conglomerate into professional, construction, support & infrastructure services
- India based leading technology, engineering, construction and manufacturing company
- World's leader in building material

Implementation Approach



Standardization of E&C Business Process

Bid to contract

- Proposal project creation & monitoring
- Pre Construction Engineering
- Pre Construction Procurement
- Pre Construction Planning & Estimation
- Proposal Preparation & Submission
- Capturing Proposal Cost at Cost Center

Operations & Maintenance

- Asset Lifecycle Management
- Optimum Equipment Utilization
- Site Operations Management
- Planned maintenance
- Breakdown Maintenance

Bill to receivables

- Mobilization payments
- Progress Billing
- Revenue recognitions
- Project profitability
- Project Retentions
- Account receivables

Project Planning

- Contract Initiation
- Detailed Project Planning & Structuring
- Resource planning & assignment
- Subcontractor planning
- Project scheduling & CPA
- Project Costing & Budgeting
- Notice to proceed



Execution to deliver

- Project Set Up
- Project Execution and Progress Tracking
- Quality Assurance & Control
- Environmental Health & Safety
- Fleet management
- Operation & Maintenance
- Variation / Change control
- Contract closeout

Design to Indent

- Release of Construction Drawings
- Creation of Material Master & BOQ
- Design Change Management
- Material Requirement Planning
- Requirement of materials

Procure to pay

- Quotation comparison
- Project based procurement
- PO Processing & approval
- Subcontractor/Supplier Compliance
- Subcontractor Mobilization payment
- Account payables

Leverage your ERP Investment to gain Tangible Business Benefits

- Enhance Revenue & Profits
 - Better Opportunity Qualification
 - Single view of Customers
- Facilitate Preconstruction Tasks
 - Effective Management of costs & tasks
 - Improve visibility & collaboration
- Ensure Precise Project Execution
 - Get Complete Status report in time
 - Stop creep and cost overruns
- Manage Close-Outs and Ongoing Operation
 - Leverage untapped revenue enhancement opportunities

Our Offerings

Performance Analysis Solution

An effective project control system needs to provide management with timely and accurate information on deviations of cost and time parameters from the target objectives. L&T Infotech uses Earned Value Management (EVM) approach to provide cost and schedule performance measurements. It compares actual accomplishment of scheduled work and associated cost against an integrated schedule and budget plan. Its benefits include visibility into the true progress of the project work against the budget, projections of anticipated project schedule and cost trends and the ability to take timely corrective actions for undesired variances.

Offline Site Management Solution

Construction sites are typically strewn all over the remote places. In some part of the world, it becomes impossible to ensure connectivity 100 per cent of time. There are occasions when the link to the server snaps for a prolonged period and throws the site operations into turmoil. L&T Infotech Offline Site Management Solution ensures that site operations continue to offer emergency skeleton services with an automatic server synch-up when the link is re-established. This ensures operations at your remote Sites continue without any hindrance.

Collaboration Portal Solution

Collaboration amongst numerous agencies associated with a complex project is extremely vital to ensure the project success. Collaboration portals give employees and partners access to the full range of information, applications and services they need to work and collaborate. Collaboration Portal gives the ability to share and collaborate on documents, provide alerts, display project calendars & tasks, trigger workflows, emails and deliver dashboards and reports. At the next level this Portal also provides Web 2.0 functionality including Wiki, Blogs, and Discussion Forums, RSS News feeds, surveys and social networking capabilities.

About L&T Infotech

Larsen & Toubro Infotech Ltd. (L&T Infotech), one of the fastest growing IT Services companies, is ranked by NASSCOM among the top software & services exporters from India in 2009. Ranked among 2009 'Leaders' in the prestigious Global 100 list by International Association of Outsourcing Professionals (IAOP), and a wholly-owned subsidiary of US \$ 9.8 billion Larsen & Toubro, India's leading engineering-to-financial services organization, L&T Infotech is differentiated by its unique Business-to-IT Connect, which is a result of its rich corporate heritage.

Ranked No. 5 globally among the Best IT Services Providers by Global Services in 2009, we offer comprehensive, end-to-end software solutions and

Value Additions for Customer with L&T Infotech Value Solution

- Enhanced customer satisfaction through improved & consistent project delivery
- Leveraged cost history for accurate estimation and business development
- Accelerated decision making & what if analysis
- Improved project profitability due to enhanced project control, reduced operating costs, improved efficiency with better control on change management
- Improved coordination amongst the business people involved
- Optimum utilization of employees, equipments & materials
- Project planning, monitoring & controlling reports generated from system
- Unlimited growth potential with market leader

services in the following industry verticals: Banking & Financial Services; Insurance; Energy & Petrochemicals; Manufacturing (Consumer Packaged Goods/ Retail, High-Tech, Industrial Products, Automotive) and Product Engineering Services (Telecom). Our new emerging verticals include Media & Entertainment and Life Sciences & Healthcare. We also deliver business solutions to our clients in the following horizontals / service lines: SAP, Oracle, Infrastructure Management Services, Testing, Consulting and Business Process Services. Our other Service offerings are: Business Analytics, Legacy Modernization, Applications Outsourcing, Architecture Consulting, PLM and Service Oriented Architecture.