



# Umami Solutions

*For Enhanced Sophistication*

# About Us



UMAMI Solutions is a new rise in today's IT industry. To provide an excellent world class, high end IT-Consulting and Services targeted at a niche group of clientele across the globe has been the primary motivating factor for the genesis of UMAMI Solutions.

UMAMI Solutions comprises of an eclectic mix of IT Professionals with impeccable academic credentials and global accomplishments. An optimal blend of best management practices, comprehensive understanding of client requirements and domain expertise in diverse industry verticals backed up by a strong technical force renders a formidable strength to UMAMI Solutions forays into the global marketplace.

As a software development service provider, UMAMI Solutions strives to provide our customers quality application development services and web development services that helps them to remain above competition.

We use modern software development platforms, application development tools, employ latest project management techniques and software engineering practices.

# Statement

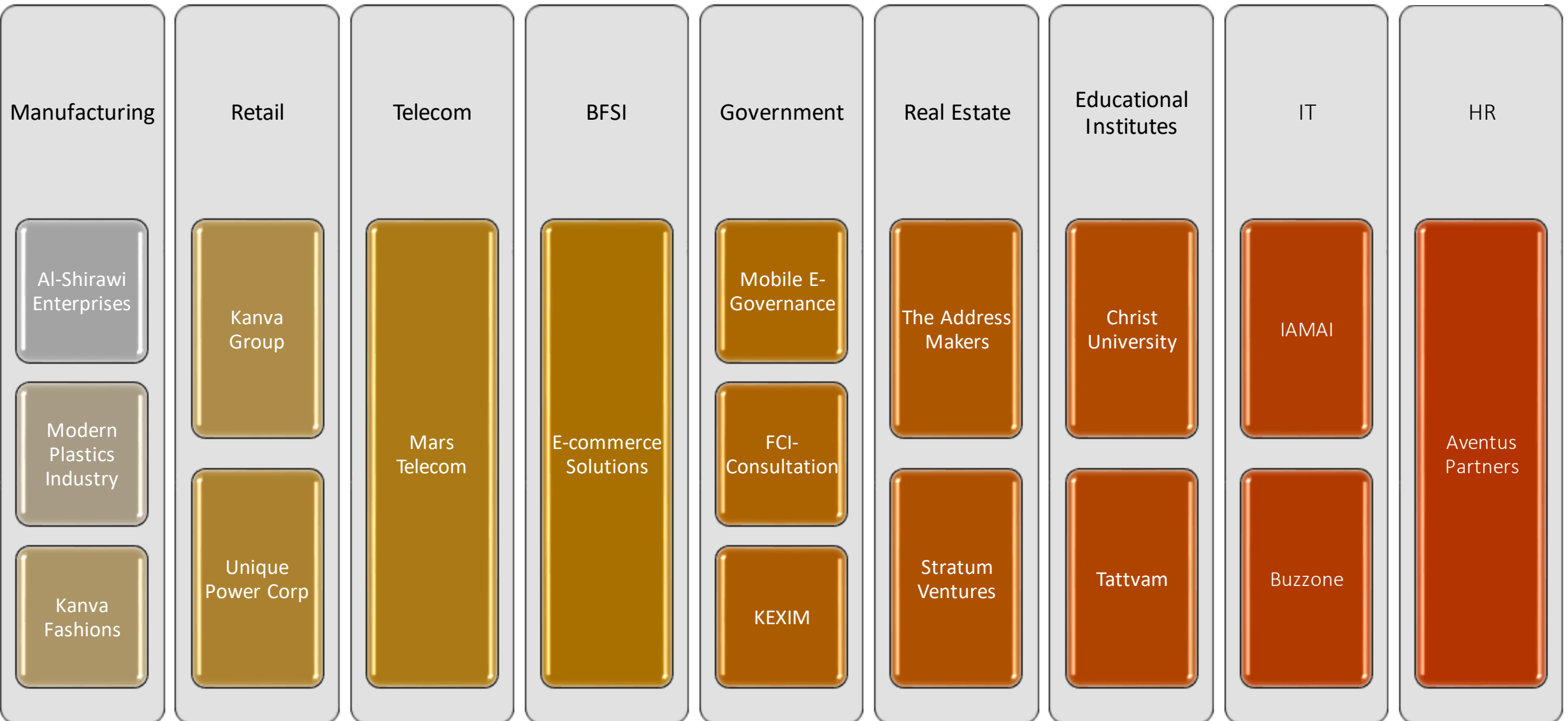
## Vision:

- To be a highly respected organization, synonymous for its high values and hard to beat standards in customer satisfaction, employee welfare and pecuniary well-being of its stake holders

## Mission:

- To create an innovative, employee friendly, world class organization that excels in providing the state-of-the-art high-end IT Solutions

# Focused Industry Verticals & Clients



A large, dark blue ink splatter or blotch is centered on a white background. The splatter has irregular, feathered edges with some smaller droplets and speckles trailing off to the left and right. The word "Services" is written in white, sans-serif font in the center of the dark blue area.

# Services

Enterprise | Large & Small Organization

# Overall Solutions & Services



## Consulting

Strategy Consulting: Business Intelligence And Data Warehousing, ERP (Oracle And SAP) Consulting, IT- Infrastructure And Completed IT Roadmap, Emerging Technologies.

Architecture Consulting & System Selection

Assessment And Reviews Of IT Service Management : Governance, Compliance & Regulations, Implementation Auditing

## Systems Integration

Turnkey Implementation

Application Software Development/ Customization

Multi-Vendor Management

Program Management

## Application Development

Product Management On Behalf Of Principals

Development Of In-House Products- CRM, Hotel Management, Loyalty Management, Finance Management And HRMS

Development Of Specific Frameworks And Reusable Components- Sample BI Product As Discussed Above Is A Ready Frame Work That Can Be Implemented In Any Manufacturing Sector For Their Business Analysis. Parser Development- HR application

## Packaged Deployment & Support for Oracle, SAP & BI/DW

Requirements Outlining

Implementation

Interface Integration

Localization To A Geography/ Country

Testing

## Enhancement & Support

Offshore Development Centers

“Post-Sale Support Arm” For Product Vendors

Running Global Support Centers For Orane Products

## Infrastructure Solutions

Enterprise Hardware Solutions

Networking Solutions

Data-Center Design And Development

Enterprise Cloud Solution

Hosting Services

Server Management Solution

# UMAMI Solutions' Enterprise Expertise



## Products & Technologies

- ERP Assessment, Product Selection, System Performance Tuning, Upgrade Assessment
- Business Process Study, Business Process Mapping, Gap Analysis, Configuration, Go-Live Support
- Oracle EBS Implementation & Support
- Oracle Fusion Middleware
- Oracle BRM Implementation & Support
- Oracle BI/DW Implementation & Support
- Managed Services – Apps DBA & MW Infra Admin
- R12 Upgrade



## Implementation & Support

- Implementations And Roll- Outs, Fast Track Projects, Upgrades, Post- Implementation Support
- ERP, Business Suite And Netweaver
- SAP- CRM Implementation & Support
- SAP- Loyalty Management Implementation & Support
- SAP- IS Retail Implementation & Support
- SAP- POS Integration
- Customized Ad-Ons
- Training: Corporate, End- User, Configuration, Train The Trainer And All The SAP Modules



## Business Intelligence & Data Warehousing

- BI Platform Consulting And Implementation
- Data Warehouse Consulting And Development
- Enterprise Performance Management
- Business Intelligence Readiness & Assessment, Tool Standardization, Data Quality, Data Mart Development, Dashboard Assessment.
- Business Intelligence Architecture Design, Data Modeling, ETL Strategy, Analytical Reporting, Data Marts And Cubes, Dashboard And Scorecards, Security
- Business Intelligence And Data Warehousing Production Support Services, Application Maintenance Service, Enhancement Services



## EPM

- EPM Strategy, Financial Planning (Capex And Opex), Process Re-Engineering, Workflow Management, Forecast And Consolidation, Report And Dashboard Templates
- Financial Planning, Capex And Opex Planning, Human Source Planning, Management Dashboards
- Planning Cycle Roll-Out, Financial Data Entry, Troubleshooting, Change Management



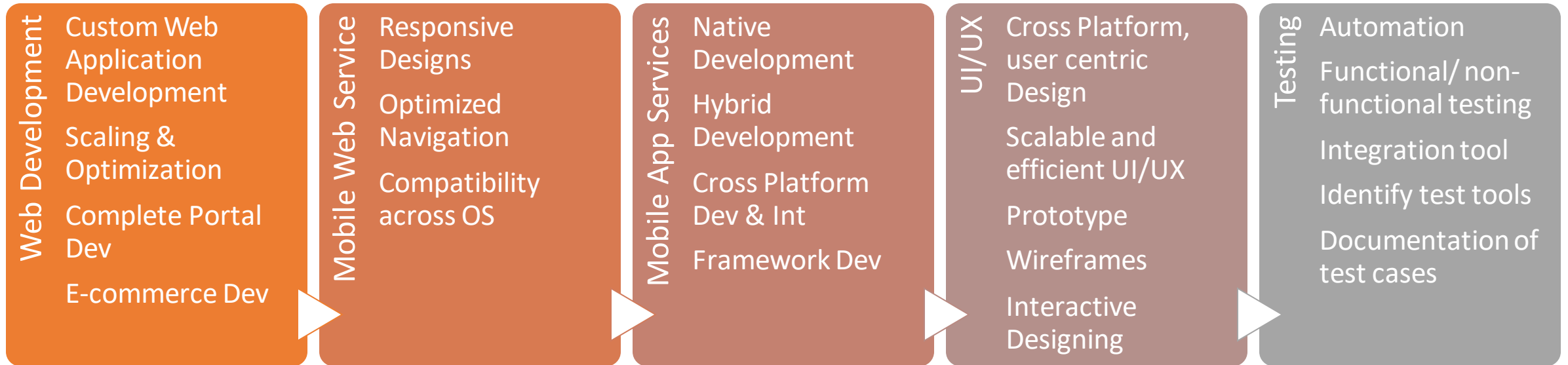
## Business Solutions

- Microsoft Dynamics AX And NAV
- Microsoft Dynamics CRM
- Microsoft Office Share-Point

## Bespoke Development & Mobile Technologies

- Enterprise Application Integration Using Custom Solutions
- Database Development And Maintenance
- Mobile Application And Infrastructure Development

# Umami Solutions' Bizserv Services





# Branding & Social Media Marketing



- Branding Exercise
  - Logo & Business Stationery
    - Designing logo for website and other stationeries
    - Envelop, Visiting Card and PPT templates
    - Business Brochure, Flyer & Letter Heads
- Social Media
  - Create, design and operate Social Media Accounts
  - Content Development- Audio/Video, Images, Quotes, Blog posts

# Partial list of Clients - Branding & Marketing



CASHurDRIVE



MOVIE TIME

*Cinemas Unlimited...*

C I N E M A S



Krish Overseas  
export import simplified



Internet And Mobile Association Of India



ADDRESS  
MAKER

# PSU Applications Developed by US



## NMMC Citizen App:

[https://play.google.com/store/apps/details?id=com.mars.nmmc\\_citizen](https://play.google.com/store/apps/details?id=com.mars.nmmc_citizen)



## NMMC e-Connect :

<https://play.google.com/store/apps/details?id=com.nmmc.app>



## MP eNagarPalika Citizen App:

<https://play.google.com/store/apps/details?id=com.mpenagarpalika.citizenapp>



## FCI Reports:

<https://play.google.com/store/apps/details?id=in.gov.mgov.pdsport alofindia>



## Itrack SBM:

<https://play.google.com/store/apps/details?id=com.itracksbm.www>



## Pac Waste Tracker:

<https://play.google.com/store/apps/details?id=com.shaibig.pwt>

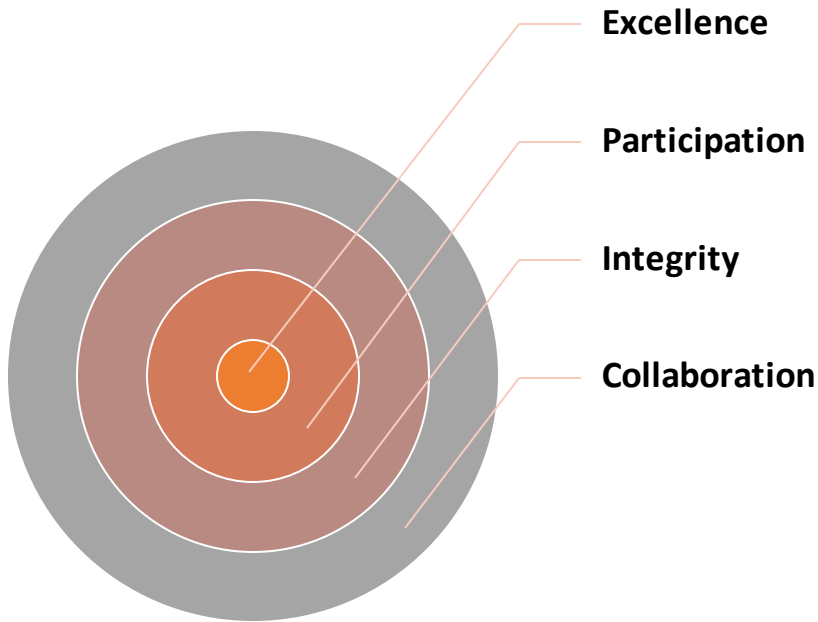


# Why UMAMI Solutions?

Understanding USP

# EPIC Model

Our EPIC model (Excellence, Participation, Integrity, and Collaboration) will serve as the basis of our operation and will permeate in all areas of our business. Right from the day one we will be working on SEI-CMMi Level 3 standards and processes that will make us to deliver process oriented services to our clients.



- Excellence – We will pursue excellence in all areas that will be critical to delivering outstanding value to our clients.

- Participation - Our unique participative management style will be enabled through full open-book management, which provides each employee with the information they need to quickly make decisions that benefit their clients and build lasting business relationships.

- Integrity – We will maintain the highest moral standards of honesty, ethics, and integrity with respect to clients, team members, and the communities where we live and work. Integrity provides more than just professional and personal gratification. It will be the essential ingredient necessary to earn the trust and respect of our clients. Once this trust is earned, we are positioned to provide even greater value to our clients, employees, and stockholders.

- Collaboration - Commitment to collaborative relationships and knowledge sharing increases productivity, quality, and innovation in all our endeavours. Although our team members will be at many different client sites, they carry with them a solid foundation built on best practices and collaboration that ensures continuous innovation and reliability.

# Key Differentiators

## People

- We have a team of seasoned professionals possessing a wide range of business and technical expertise with a proven track record of providing clients with thought leadership and business values that will foster an infectious entrepreneurial environment to drive the success of Umami Solutions

## Methodology

- Our Core team possesses a set of core values that will energize our people and will unleash their intellectual capital. The careful alignment of culture, strategies, and people will allow us to deliver unique value to our clients

## Expertise

- Our Expertise on latest products and technologies

## Innovative Solutions and Services

- Our Team has more than 150+ man years of experience in delivering the solutions in their respective areas of specializations. So the mantra of Umami Solutions success will be providing innovative solutions—modular, flexible & complete. We will cover the complete lifecycle of solutions: from consulting, design to implementation for operation and application support

# Partial List of Case Studies

Enterprise Solutions | Web & Mobile Applications



## Case Study 1: Business Intelligence & Data Warehousing Solutions

### **Oasis Investment Company**

(Holding Company of Al Shirawi Group) Dubai,  
UAE [www.alshirawi.com](http://www.alshirawi.com)

**Industry:** Trading of Heavy automobiles and its  
spare parts

**Annual Revenue:** US\$900 million

**Employees:** 5,850

### **Oracle Products & Services:**

1. OBIEE 11g, OBIA 7.9.63
2. DAC 10g & Informatica
3. Oracle Database Enterprise Edition
4. Oracle E-Business Suite
5. Oracle Financials
6. Oracle Enterprise Asset Management
7. Oracle Real Application Clusters
8. Oracle University
9. Oracle Partners

**Oasis Investment Company**, the holding company of the Al-Shirawi Group, encompasses 36 independently managed organizations in the UAE. Its products and services span industries as diverse as manufacturing, printing, electronics, construction, engineering, distribution, transport, and logistics

### **Challenges:**

ASE represent the business interests of SCANIA in the UAE. In the highly competitive automotive industry with rapidly declining profit margins, inability to effectively utilize the multitude sources of data available at hand and transform that into an intelligent source of information was the crux of the issue. Automotive market, especially large transport vehicles (like trucks and buses), effective decision support, reporting and ad-hoc analysis were the need of the hour.

### **Solution:**

1. Implemented Oracle Business Intelligence Enterprise Edition 11g (OBIEE) and OBIA is a comprehensive business intelligence platform that delivers a full range of analytic and reporting capabilities
2. Deployed OBIEE 11g, OBIA 7.9.63, DAC 10g and Informatica 9.0.1
3. Developed Reports / Dashboards / KPI for
  - Financial Analytics
  - Supply Chain and Order Management Analytics
  - Sales Analytics
  - Warehouse Management
  - Workshop Analytics
  - Inventory Analytics
  - Procurement Analytics





## Case Study 2: Business Intelligence & Data Warehousing Solutions

**Modern Plastic Industry Dubai**, UAE [www.MPI.ae](http://www.MPI.ae)

**Industry:** Industrial Manufacturing

**Employees:**1000

**Oracle Products & Services:**

1. OBIEE 11g, OBIA 7.9.63
2. DAC 10g & Informatica
3. Oracle Database Enterprise Edition
4. Oracle E-Business Suite
5. Oracle Financials
6. Oracle Enterprise Asset Management
7. Oracle Real Application Clusters
8. Oracle University
9. Oracle Partners

**Modern Plastic Industry** is a part of Oasis Investment Company L.L.C, which is one of the largest and diversified business conglomerates in the Arabian Gulf. Its products and services into manufacturing and marketing of a wide variety of Plastic Products for both industrial and domestic use.

**Challenges:**

Fierce competition and lack of timely and intelligent information to be able to tackle the competition and to enhance the market share for their products. Effective decision support, reporting and ad-hoc analysis were the need of the hour.

**Solution:**

1. Implemented Oracle Business Intelligence Enterprise Edition 11g (OBIEE) and OBIA - a comprehensive business intelligence platform that delivers a full range of analytic and reporting capabilities
2. Deployed OBIEE 11g, OBIA 7.9.63, DAC 10g and Informatica 9.0.1
3. Developed Reports / Dashboards / KPI for
  - Financial Analytics
  - Production and Planning Analytics
  - Supply Chain Management
  - Procurement Analytics
  - Bill of Material



## Case Study 3: Digital & Online Marketing

**The Address Makers** is a professionally managed real estate development arm of INDIAREIT Fund, a business entity promoted by Piramal Enterprises, a multi-billion dollar business conglomerate with diverse interests such as pharmaceuticals, specialty glass, real estate and financial services with operations in over 100 countries across three continents.

**Industry:** Corporate Real Estate

### **Online Marketing Activities:**

1. Strategically building online brand and positioning of the company
2. Online sales strategy
3. CRM integration
4. Sales Campaigns- National and International
5. Deployment of multiple business models for sale closures
6. Creations of Accounts: FB, LinkedIn, Youtube, Twitter, etc
7. Regular Posts, comments, blogs, and content creation & dissemination
8. Regular creative- new adverts, sponsor ads etc

### **Website Activities:**

1. Re-design of the website, Build new set of Meta-Tags, Key words and phrases
2. Search Engine Optimization, PPC, CTR, G+, Adwords, Adsense
3. Web Analytics Integration for related accounts

### **Challenges:**

- Competitor in the market with an identical business name
- Online Visibility
- Online Branding
- Generation of Leads
- Integration of leads with CRM tool
- Search Engine Optimisation
- Presence in regular social media
- Content creation
- Promotion of New projects and sites

### **Tools Used:**

- HTML5, CSS and Java Coding for website
- Google Ad-words
- Google Web-Analytics
- Linked-in Sponsor Ads
- Word Press and Tumblr Accounts
- Twitter
- Hootsuite etc



**Kanva Fashions**, India

www.kanvagroup.co

**Industry**: Apparel Manufacturing

**Employees**: 1000 +

**SAP Products & Services:**

1. SAP R3 Architecture
2. Data-Base: SyBase
3. Operating System: Windows & Linux
4. SAP- IS Retail & CRM Suite
5. SAP- Sales & Distribution
6. SAP- IS Retail
7. SAP- CRM
8. SAP- Loyalty Management
9. SAP- core tools: Epp, PI and BoBJ

## Case Study 4: SAP ERP- Retail Implementation

**Kanva Fashions**: Kanva Fashions Ltd. is a leading manufacturer and marketer of private label products for men, women and children. Since its inception in 1999, the company has continually strived to create products that follow a body- before-fabric philosophy, placing equal emphasis on comfort, aesthetics and quality.

**Challenges**:

Kanva Fashions desired to devise a complete IT solution for their growing Fashion business and chose to Implement an ERP solution (Enterprise Resource Planning) for their business operations so as to achieve assurance of quality, service, affordable pricing and customer satisfaction to their business partners and valued clients.

**Solution**:

1. Implemented SAP- SD and IS Retail Suite on SAP R3 Architecture and CRM Loyalty Management - a comprehensive SAP ERP platform that delivers a full range of Retail and CRM capabilities
2. Deployed SAP R3, Installation of SAP Suite on windows and Linux Operating System,
3. Developed Reports and integration of KPI tools for
  - Financial & Costing (FICO) integration
  - CRM- Mart Data and Retails Business model integration
  - Inventory, Procurement- BOM, SCM, MM, PP, QM, PI module reporting and system Integration
  - Loyalty Management- Implementation and integration and deployment.



## Case Study 5: SAP ERP- Retail Implementation

**Movie Time Cinemas:** is a growing retain cinema distribution and broadcast company, primarily situated in the USA and expanding rapidly in India with over 200+ screens spread across various metros and tier-II cities. The USP of MTC is to cater entertainment to youth and mid-segment audience at low-cost and affordable pricing that is easy on the pockets.

### Challenges:

MTC desired to devise a complete IT solution for their growing business and chose to Implement an ERP solution (Enterprise Resource Planning) for their business operations so as to achieve assurance of quality, service, affordable pricing and customer satisfaction to their business partners and valued clients.

### Solution:

1. Implemented SAP- Business One standard solution along with necessary Infrastructure that can enable the management to achieve their business goals. Alongside, Orane also assisted MTC in selection of right SAP license vendors, SAP staffing for initial hand-holding, pricing, security measures etc.
2. Deployed SAP B1, Installation of SAP Suite on windows Operating System,
3. Developed Reports and integration of KPI tools for
  - Financial & Costing (FICO) integration
  - CRM- Data and Retails Business model integration
  - Inventory, Procurement- BOM, SCM, PP, module reporting and system Integration
  - Sales and distribution- Integration with Bookmyshow solution, Implementation and integration and deployment.
  - Website upgradation- to suite online ticketing and food booking

**Movie Time Cinemas,** India

[www.movietimecinemas.in](http://www.movietimecinemas.in)

**Industry:** Cinema Distribution

**Employees:**1000 +

### SAP Products & Services:

1. SAP B1 Architecture+ Infrastructure
2. Data-Base: Sql
3. Operating System: Windows
4. SAP- B1 Standard
  1. SAP- Sales & Distribution
  2. SAP- Finance
  3. SAP- CRM
  4. SAP- HRMS
  5. SAP- Inventory
  6. SAP- Production
5. Infrastructure
  1. Cloud Infrastructure
  2. Real-time solution for security and staff attendance
  3. Firewall- Fotigate
  4. ISP- ACT fibernet + Airtel

## CASE STUDY 1

### MYSORE HOTELS

AN HOTEL BOOKING PLATFORM

A WEB, MOBILE WEB SOLUTION FOR BOOKING HOTELS, SHOWING ROOMS, NEARBY DESTINATIONS IN MYSORE.

#### CLIENT

MYSORE HOTELS

#### LOCATION

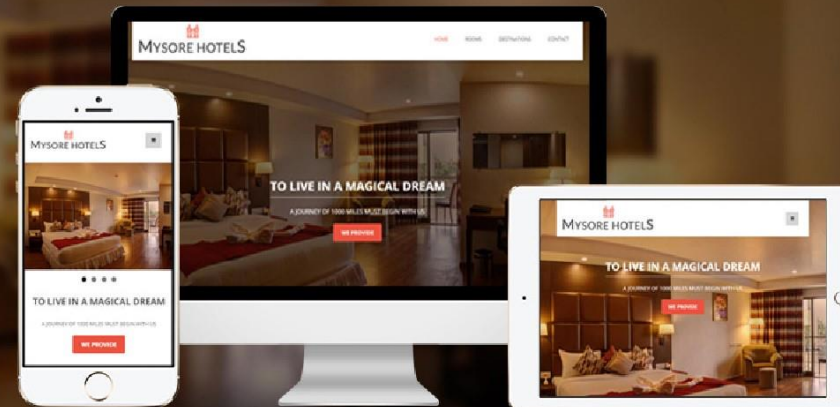
MYSORE, INDIA

#### SOLUTION

WEB, MOBILE WEB

#### TOOLS USED

EMBER, PHP, MYSQL



E-Commerce & M- Commerce  
on Web & Mobile  
Client in Mysore- Karnataka

## CASE STUDY 2

PAI

REPORTS ON STATES OF INDIA

A WEB SOLUTION FOR KNOWING  
THE RANKING OF EACH STATES IN  
INDIA BASED ON DIFFERENT  
CRITERIA GOT FROM GOVERNMENT.

CLIENT

PUBLIC AFFAIRS CENTRE

LOCATION

BANGALORE, INDIA

SOLUTION

WEB

TOOLS USED

EMBER, PHP, MYSQL



Web & Mobile Reporting  
Application  
Client- Public Affairs Center  
Bangalore- Karnataka



## CASE STUDY 9

### TECHNOCRAFT INTERIORS

WEB FOR INTERIOR DESIGNERS

A WEB SOLUTION FOR A INTERIOR DESIGNING COMPANY. TO EXPLORE THEIR WORKS ANDTOSHOWCASE IT TO THE AUDIENCE WHO LOOKING FOR THE SERVICE.

#### CLIENT

TECHNOCRAFT INTERIORS

#### LOCATION

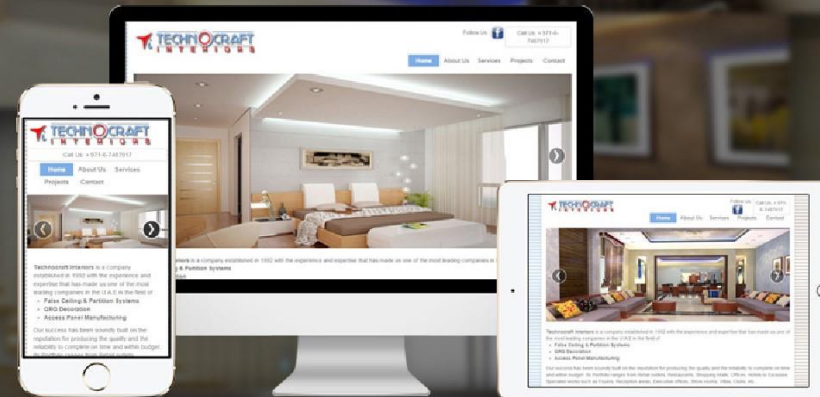
DUBAI

#### SOLUTION

WEB, MOBILE WEB

#### TOOLS USED

BACKBONE, PHP, MYSQL



Web & Mobile company profiling  
Application  
Client- Technocraft Interiors  
Dubai- UAE

# Corporate Profile

## Umami Solutions – Global IT Consulting and Services



### Industries Served

- Manufacturing
- Retail
- Educational Institute
- Government
- Real Estate

### Services Offered

- BI/DW
- ERP
- Enterprise Products and Solutions
- Mobile Device Development
- Consulting, Managed Service Support
- Testing, Maintenance and Upgrade

### Value Proposition

- Relationship driven
- Business Agility
- Delivery ROI
- Quick Response

### Fact Sheet

- Umami Solutions , founded in year 2016 - primarily focused in providing Business Intelligence and ERP solutions
- Headquartered in Delhi , having strong alliance across various geographies
- Strong and experienced management with several years of industry experience and solid leadership
- Ensuring quality delivery and support
- Projects Completed: Al-Shirawi Ent, Modern Plastics Industry, Kanva Fashions, The Address Makers, Christ University, MarsTelecom
- In the pipeline: Daily Demand, CrazyPan, Batavia's Textile etc



# Thank You



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