



شركة الأولى للتطوير
AL OULA DEVELOPMENT COMPANY



PCB Apps
Pioneers in Business Applications

Agenda

- Company Overview
- Service Offerings
- Managed Services
- Q&A

AL OULA DEVELOPMENT COMPANY OVERVIEW

Al Oula Development Company

Is a diversified business group representing international reputed manufacturers in Kingdom of Saudi Arabia ,Bahrain And Middle East and an exclusive agent for a lot of international brands. 

Al Oula for Development Company is a leading diversified business group in Kingdom of Saudi Arabia representing internationally reputed manufacturers. We are the exclusive distributor of World Elastomers Trade and 

For Being the Saudi based company, we better understand the art, culture, tradition and thinking of the people. Al Oula is engaged in Selling state-of-the-art products in the Kingdom of Saudi Arabia. A wide spectrum of products in the field of Industrial Chemicals, Paper and Corrugated Board Manufacturing Industry, Food, Construction and many more.

We could not have achieved any of its goals if it weren't for its highly professional extremely dedicated personnel who display real teamwork and solidarity every single day on the job and actually feel that the company is theirs, and this is proven every day of work. Al Oula makes sure that personnel's skills are constantly developed through regular training, maintains a motivational approach towards them and celebrates its diversified corporate culture.

AlOula Development Company

Is a diversified business group representing international reputed manufacturers in Kingdom of Saudi Arabia , Bahrain And Middle East and an exclusive agent for a lot of international brands.

PCB Apps

Is a pioneer in Business Applications and Oracle Digital Transformation that delivers enterprise solutions with on- premise And cloud offerings. Founded in 2003, we operate in 14 locations globally serving customers in the Americas, Europe, APAC , Kingdom of Saudi Arabia , Bahrain and MEA with a comprehensive suite of services such as Business Consulting Services, Managed Services, And Hosting/Cloud services to thousands of domestic and international customers.

PCB Apps has extensive experience implementing ERP solutions for global companies in the areas of Finance, Agribusiness, Oil & Gas, Life Sciences, Mobility, Engineering, Manufacturing, Logistics, Wine & Spirits, Pharma and Real Estate industries.

BOSNOR SL

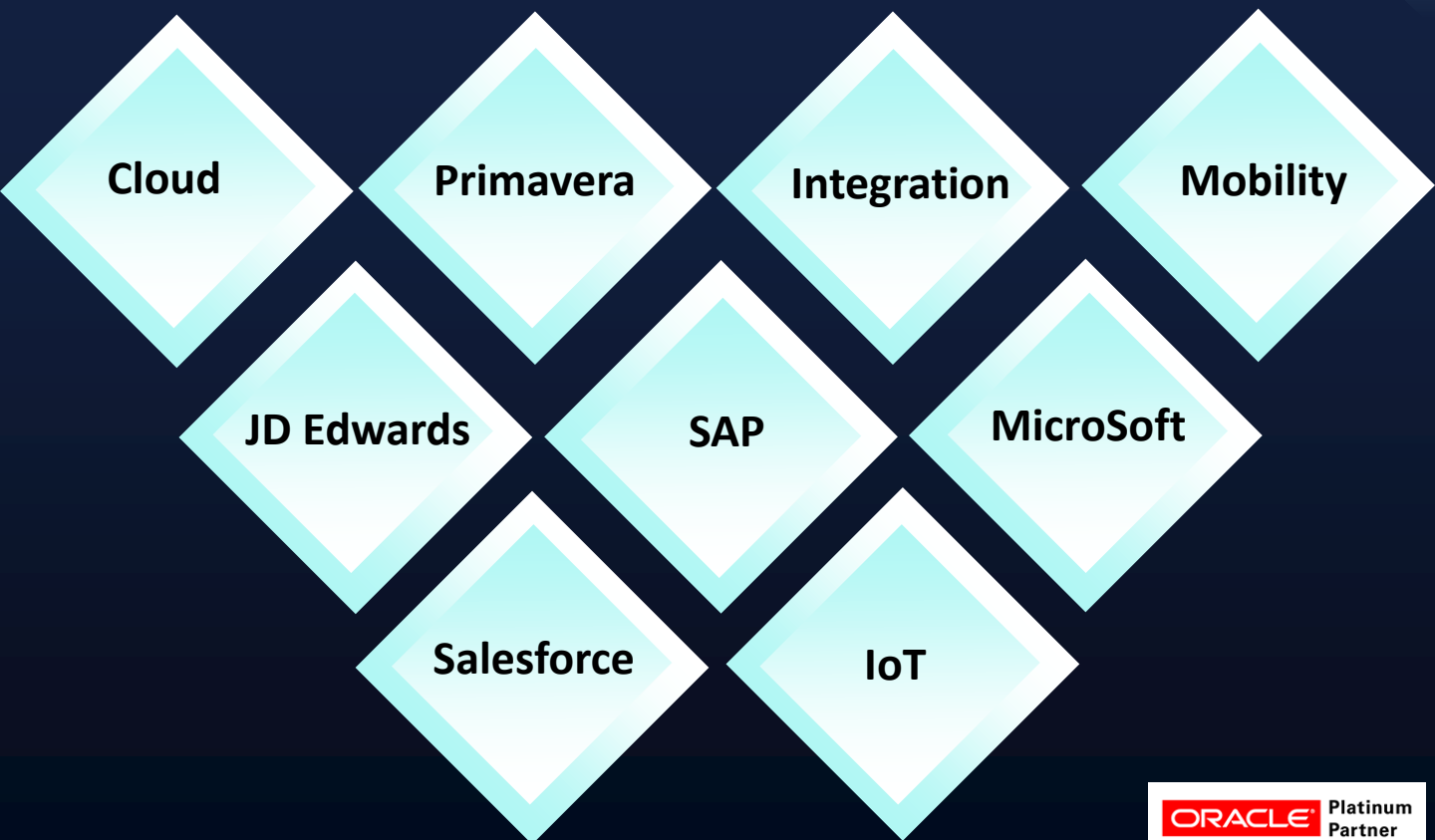
The definition of the new Bosnor creation for shower trays Our R&D+i department has developed new materials, allowing us to create shower trays and washbasins of outstanding quality and strength, such as Silk Steel Concept "for baths", with a finish as smooth as silk and as strong as steel.

WORLD ELASTOMERS TRADE (WET)

Since 1996, W.E.T. has been dedicated to promote chemical specialties for different sectors: • Paper/corrugated board • Adhesives • Composites • Agriculture • Food • Antifoams • Rubber • Construction

Al Oula – PCB Apps Overview

- PCB Apps is a pioneer in Business Applications and Oracle Digital Transformation that delivers enterprise solutions with on-premise and cloud offerings.
- Founded in 2003, we operate in 14 locations globally serving customers in the Americas, Europe, APAC , Kingdom of Saudi Arabia , Bahrain and MEA with a comprehensive suite of services such as Business Consulting Services, Managed Services, and Hosting/Cloud services to thousands of domestic and international customers.
- PCB Apps has extensive experience implementing ERP solutions for global companies in the areas of Finance, Agribusiness, Oil & Gas, Life Sciences, Mobility, Engineering, Manufacturing, Logistics, Wine & Spirits, Pharma and Real Estate industries.



Geographic Focus



200+ Employees World Wide



200+

14+

14+ locations globally serving customers in the Americas, Europe, APAC, Kingdom of Saudi Arabia, Bahrain and MEA

JD Edwards Service Offerings

Implementation Services

- Assessments
- Implementations
- Migrations
- Upgrades
- Configuration
- System Development

Managed Services

- 24x7 Infrastructure Support
- Server, Database and OS Managed Services
- Application Managed Services

Development Services

- Enhancement of core Reports
- Integration with 3rd party technologies
- System, Operational and Functional Customization
- Application Mobility Apps

Disaster Recovery Services

- Business Continuity planning and execution
- Disaster Recovery configuration for failover
- Planning - Testing

JD Edwards – Capabilities



JD Edwards - Services & Capabilities

CONSULTING SERVICES

- Implementations/Rollout
- Upgrades
- Migrations
- Business Services

MANAGED SERVICES

- CNC Support
- Application Support
- Application Development
- Performance Tuning
- SOX/Security Audit

JD EDWARDS

- JD Edwards EnterpriseOne
- JD Edwards World

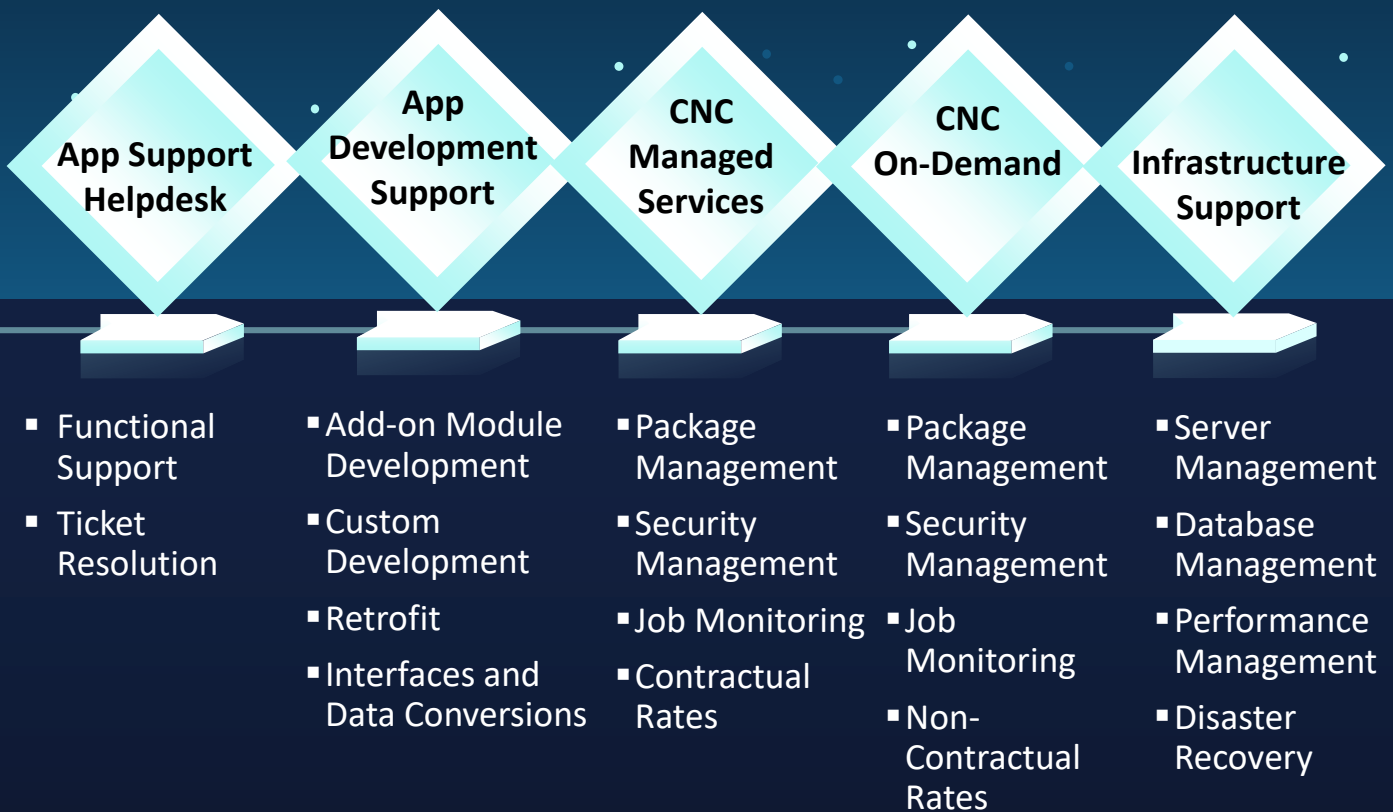
PLATFORMS

- iSeries
- Unix/Linux
- Windows
- IBM-AIX
- IaaS/PaaS

DATABASE

- DB2 /400 & UDB
- Oracle
- SQL Server

JD Edwards – Managed Services

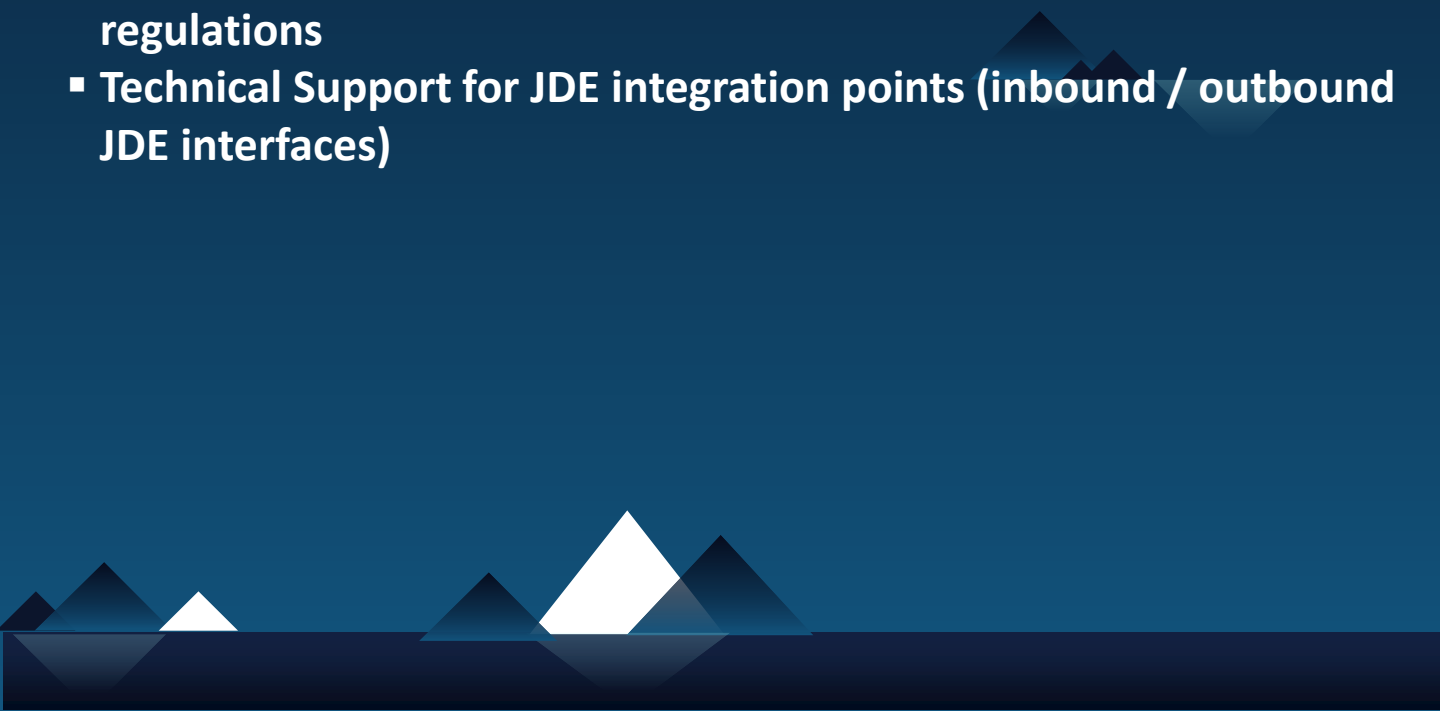


JD Edwards – Managed Services

	SILVER	GOLD	PLATINUM	DIAMOND
CNC Support Shared Resources				DEDICATED
Dev Support Shared Resources				DEDICATED
Extended Hours Business Hours + 4				24 X 7 SUPPORT
Business Hours Support				
India Based Coordinator				
US Based Coordinator				
Proactive Monitoring Tool				
Client Holiday Support				
24 X 7 Support				
Dev Support Dedicated Resources				
CNC Support Dedicated Resources				
Minimum Hours	40	80	160	240

Managed Services Task List

CNC Support Services

- JDE Application Software and JDE Tools installation
 - CNC Administration and Object Management Workbench (OMW),
 - Post Installation Technical Support & Trouble Shooting
 - Package Builds, Deployment and Management
 - Management of the JDE Environments and Path Codes
 - Review, Analyze and Apply Electronic Software Updates (ESUs)
 - Application and Action Security Management
 - Technical Analysis for Web Server, Application Server and Database Server
 - Day to Day CNC Operational support & Problem resolution
 - Adhere to Customer's internal processes and procedure and SOX regulations
 - Technical Support for JDE integration points (inbound / outbound JDE interfaces)
- 
- A decorative graphic at the bottom of the slide featuring a series of stylized mountain peaks in white and dark blue against a dark blue background.

Managed Services Task List

Application Support Services

- Transaction support for helping the business users
- Application Troubleshooting
- Technical Troubleshooting
- Tweak minor variations in the processes with the consultation of Client stakeholders
- Minor changes to the processes and training documents

Development Support Services

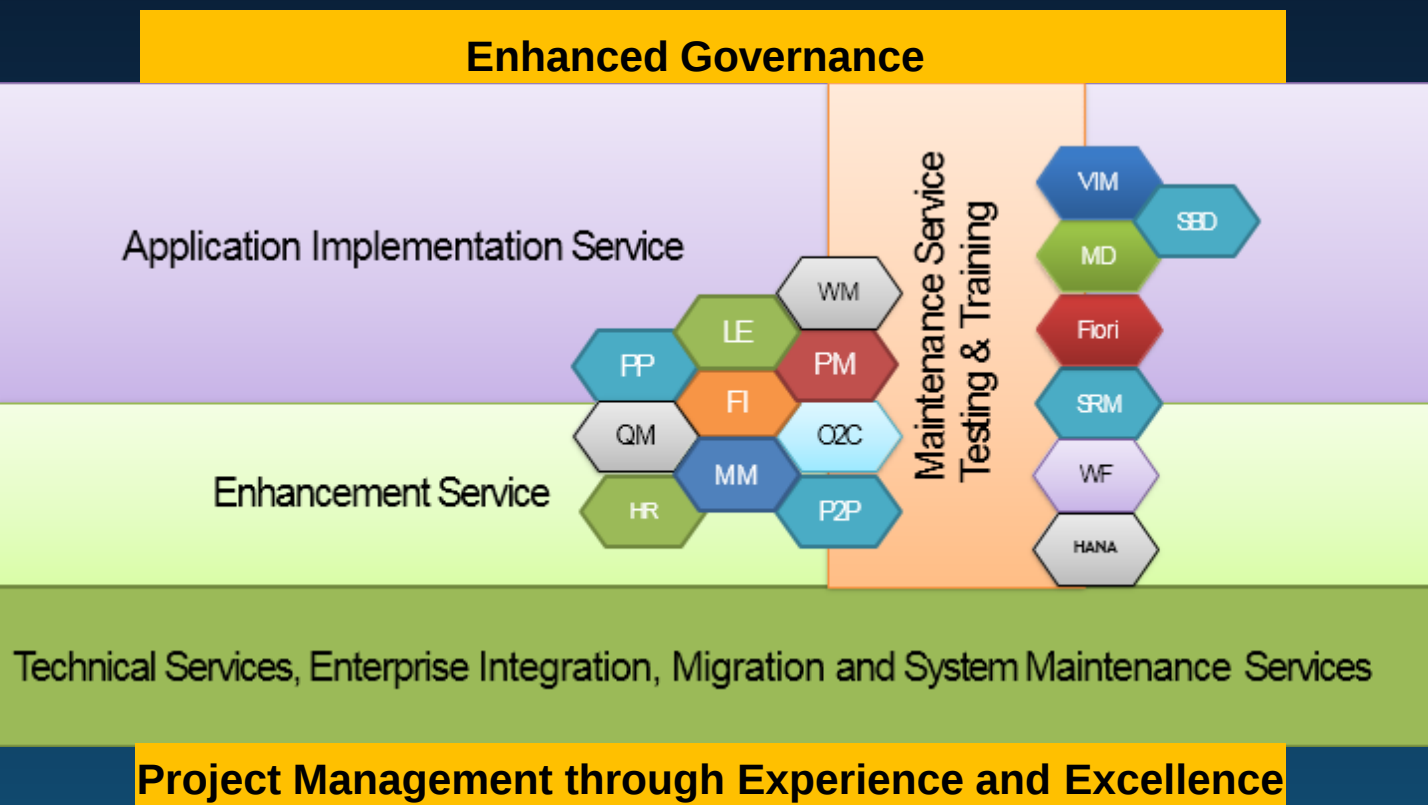
- Bug Fix
- Debugging application to identify the issue
- Minor Report modifications
- Analyze custom objects and prepare technical documentation
- Technical Support on RICE Objects implemented by PCB

Overview

We specialize in SAP Technologies, Products and Services. Through our expert consulting, development and support services we help our customers maximize ROI on their SAP investment Through

- Streamline business process
- Achieve efficiency in operations and
- Optimize performance.

SAP Service Offerings



SAP Service Offerings

Application Implementation

- Analyze to Operate
- Including Design, build, cutover early life support
- System Upgrade
- Covers project management and associated services

Support Services

- Application maintenance – SAP all
- Testing service
 - Integration test,
 - Performance test
 - ART & UAT
- Training service
 - Training material
 - Train the Trainer
 - End User training
- Data Services
- Staff Augmentation

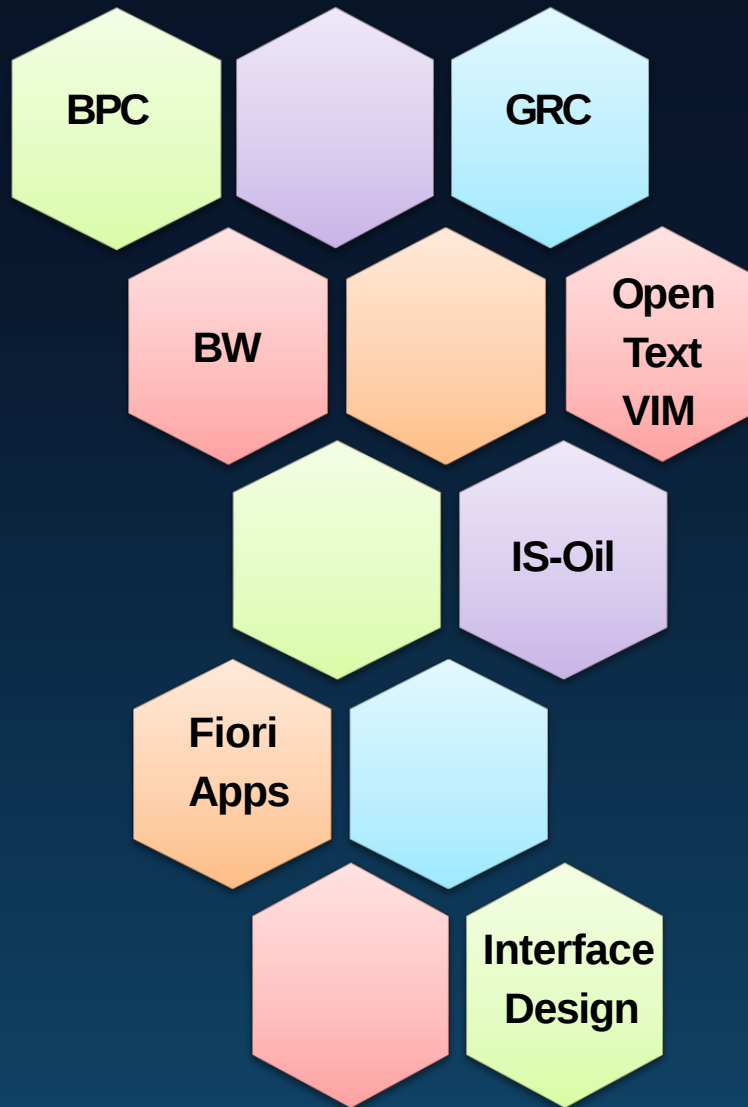
Enhancement Services

- Enhancement Works.
- Defined as changes that deliver incremental functionality to an existing system
- Product service for specific needs – Design, development and implement

Technical Services

- Basis Tech. services and environments maintenance
- Security Services
- System upgrade
- Others as required from time to time

SAP Additional services



SAP Implementation Methodology

We understand that each business is unique and hence there is no one size fits all when it comes to successful SAP implementation. We follow ASAP methodology to implement SAP

**Project
Prep.**

1.Team goes through initial planning and preparation for SAP project

Blue Print

1.Understand the customer business processes
2.Analyze business processes, systems and integration requirements
3.Solution requirements prioritized by business value

Realization

1.Design for Systems, Config. and Development.
2.Implement all business processes requirements based on business blue print.

Final Prep

1.Complete the final preparation including testing training system management and cutover activities.
2.Plan for critical open issues.

**Go Live
Support**

1.Move from project oriented pre-production environment to live production operations
2.Post live support and establish support organization

Operate

1.Ensure the operability of the solution
2.Continuous improvements

SAP Products

Proof of Delivery

FlexPOD®

Product to free up the cash tied up in supply chain operations.

- Capture Proof of delivery in real time
- Improve cash flow by reducing cycle time between O2C collection.
- Inbuilt dispute resolution management via workflow – improved dispute detection with control and approval.
- Web, Mobile and Edi POD options

Logistics Execution

FlexMobex®

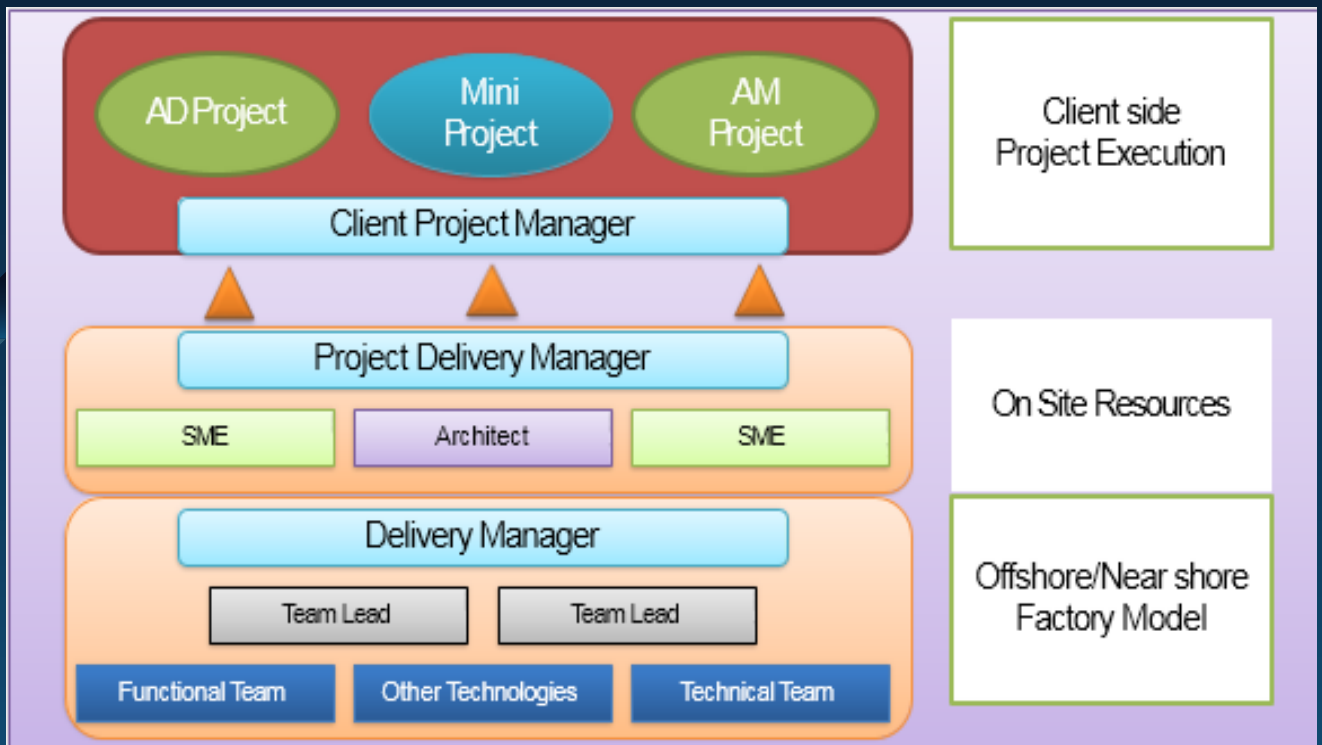
SAP Certified Product

It is a unique flexible mobile solution developed for use with SAP supply chain operations, offering pre-built mobile and Radio Frequency transactions together with essential tools to optimize your SAP value chain.

- Pre-built pool of SAP® Standard and Custom Mobile transactions to choose from – reducing additional development time.
- Fast and accurate data capture with intuitive and ergonomic screen layout, designed and tested by logistics experts.

Delivery Models

Onshore	Blended-Shore	Offshore
➤ Project executed on customer's premise and/or from our based office(s) ➤ Project executed by the On Site based resources	➤ Project executed on customer premise/our based office <i>and</i> from our India office(s) ➤ Project gets executed by On Site and India based resources	➤ Project executed from our India office ➤ Project gets executed by India based resources



Principles

➤ **We are Proactive**

We bring ideas to create value for our customers

➤ **We focus on clear and defined outcomes**

We both contribute to and agree what the right outcome will be

➤ **We Lead by example**

Our values, principles and exemplar behaviour, disciplined 'walk the talk'

➤ **We take personal accountability**

Delivering on promise, taking ownership of actions, and having the courage to hold others to account

➤ **We are committed to the success of the project and relationship we undertake**

Joint governance, Playing to win, mutuality, and recognizing relationship health as well as service delivery.

Capabilities & Expertise

Technology Verticals	Industry Verticals
• JD Edwards & Eco System • C/C++/Java • BSSV & Web Services • BI • MicroSoft • DotNet • SSIS/SSRS • SharePoint • SAP BPC • IBM IM • Optim • Netezza • Big Data • Databases • Oracle • DB2/400 & DB2 • SQL Server	• Manufacturing • Wine & Spirits • Furniture • Pharmaceuticals • Financials • Supply Chain • Petrochem • Jewelry & Diamond

Great Customers



ORACLE Platinum Partner



JDE Service Partner with AT&T for JDE Customers

Oracle Platinum Partner for license resale and full life-cycle implementation of Oracle applications & products

IBM business partner to service for IBM IM product



America



Nestlé

OPENTEXT™



Case Study 1

Customer	
Leading Food Processing Co, UK	
Project details	Proof of delivery and Improve Cash flow
Products Implemented	SAP SD/FI/LE, FlexPOD, SAP Portal
Description of the Customer Problem and Solution Implemented	One Customer is one of Britain 's largest branded food producers. Supply chain includes range of retail, wholesale and food services with turnover around GBP1282 million. The way the delivery information is captured currently as part of logistics process severely limiting the working capital flow and subsequently accounts receivables. Astra Global has done thorough analysis of the pain points in the process and come up with the Solution proposal – and project plan ▪ 9 month project for Groceries and Chilled business in UK ▪ Remote development for not only quicker turn around and reduced project cost ▪ Implementation, training and support contracts in place ▪ Trained project resources and Hauliers. UK went live successfully in Jan 2013 Subsequently undertaken improvements project for the implementation and delivered as a change request in 3 months with agreed budget and timeline with highest quality.

Case Study 2

Customer	
Leading Engineering Mfg, Co Denmark	
Project details	Project 1 - Common Invoice Flow; Project 2 - 2 eyes/4 eyes PO Approval Project 3 - Intercompany recharge Flow Project 4 - Recurring invoices
Products Implemented	SAP FI/MM, Open Text
Description of the Customer Problem and Solution Implemented	One of the well know engineering companies in Europe, sales in over 100 countries across the globe; Specialized in equipment manufacturing for infrastructure, Food processing, Energy efficiency and climate control. Astra has implemented , customized and custom designed solutions in finance, vendor invoice processing - account payable and intercompany recharge. ▪ Solutions design, development and implementation ▪ Solutions implemented Between 2011 and 2015 8 ▪ Solution and process documentation ▪ Remote training and support after go-live for each project ▪ Remote Support Astra Delivered number of mini projects over last few years;, Among these 4 significant Projects in terms of value and volume – all repeat orders from the same customer.

Case Study 3

Customer	
Leading Engineering Mfg, Co Denmark	
Project details	SAP Template rollout projects in Europe and Australia / New Zeland
Products Implemented	SAP SD, MM, FI; WinDMS, Ortec, IS-OIL
Description of the Customer Problem and Solution Implemented	Company is one of the largest energy companies in the world, operating in 100 countries across 6 continents. A project to enable the delivery of its manufacturing and customer facing strategies by launching global process redesign initiative, under-pinned by the implementation of new IT technologies. The ultimate goal of this project is to deploy consistent processes and supporting systems across the Segment, which will enhance business capabilities and customer responsiveness, improve market competitiveness, leverage scale, and thus support the creation of a world class marketing organization ▪ SAP Standard processes configuration ▪ Interface design and implementations to connect various systems with SAP ▪ Testing – Integration test cycles, Interface testing and User acceptance testing ▪ After go-live support – during stabilization period ▪ Continuous Improvements via change management model Astra Global Resources involved in 3 live projects in various capacities

Case Study 4

Customer	
Leading Pharmaceutical Co, UK	
Project details	mySAP SRM implémentation & SAP OpenTEXT VIM implémentation
Products Implemented	SAP SRM and OpenTEXT VIM
Description of the Customer Problem and Solution Implemented	Customer is a one of the largest pharmaceutical industries operating in 115 countries. One of the requirements is to implement SAP SRM and openTEXT VIM to streamline Procure to Pay (P2P) processes. This is one of the projects Astra has been involved in all stages of implementation starting from blue Print and continued until go-live support. ▪ Requirements gathering. ▪ Design the process ▪ SAP Standard process configurations ▪ Development support ▪ Unit Testing, system testing and integration testing. ▪ Go-live support. Astra Global Resources involved in various roll out of P2P and OpenTEXT projects in various capacities