# Introduction to MobileERP AI ROWE System 10x Delivery with MobileSXM: Supplychain Experience Management

**ROWE: Result Only Work Environment** 

**ROWE: MobileERP Suite** 

10x Work: MobileWXM show how?

10x Sales: MobileCXM show how?

10x Delivery: MobileSXM show how?

10x Retention: MobileEXM show how?

10x Profit: MobileFXMshowhow?

10x Freedom: MobileMXMshow how?

A **Supply Chain Experience Management System** is a planned approach to make sure quality goods procured, manufactured or constructed and delivered on time as committed to customer. The reputation of company depends on this processes.

**ERP stands for Enterprise Resource Planning**. MobileERP is a type of software that organizations use to manage day-to-day business activities such as accounting, procurement, project management, risk management and compliance, human resource, payroll, construction, manufacturing, services and supply chain operations. It includes enterprise performance management, software that helps plan, budget, predict, and report on an organization's financial results. MobileERP tie together a multitude of business processes and enable the flow of data between them. By collecting an organization's shared transactional data from multiple sources, MobileERP systems eliminate data duplication and provide data integrity with a single source of truth. Today, ERP systems are critical for managing thousands of businesses of all sizes and in all industries. Without EXPERIENCE of working on ERP Systems an employee is considered uneducated and cannot work in company for long or cannot progress.

Al stands for Artificial Intelligence. It is a branch of computer science that deals with the creation of intelligent machines that can perform tasks that typically require human intelligence, such as visual perception, speech recognition, decision-making, and language translation. MobileERP is Al based system which makes management decisions to automatically defining and allocating the work to specific employees into their TODO List. MobileERP Al also monitors and followup work which are not done or delayed and gets it done in time and budget. MobileERP Al works like Manager to get work done.

# MobileSXM SoftRobot System for 10x Delivery – 10 Modules

IMS

**EPC** 

SCM

Email Inbox

PPP

MFG

Meetings/MOMs

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MobileWXM	MobileCXM	MobileSXM	MobileEXM	MobileFXM	MobileMXM
Workplace Experience Management	Customer Experience Management	Supplychain Experience Management	Employee Experience Management	Finance Experience Management	Management Experience Management
DBM: Dashboard Management	CRM: Customer Relation Mgmt	SCM: Supply Chain Management	HCM: Human Capital Management	ACC: GL Accounts Management	IDE: Int Codeless Development Env.
DBS: Daily Briefing System	DMM: Digital Marketing Mgmt	PPP: Plan, Procure & Purchase	TLM: Travel & Leave Management	FRM: Finance Resource Management	EIM: ERP Implementation Mmgt
GTD: Getting Things Done	TMM: Tender Marketing Mgmt	MFG: Manufacturing & Shopfloor	TOM: Time Office Management	CSM: Costing & Spend Management	ULM: User Lifecycle Management
ETM: Enterprise Task Management	OMS: Offer Management System	EPC: Engg., Procure, Construction	PAY: Staff Payroll Management	GST: Goods and Service Tax	UXM: User Experience Management
DRS: Daily Reporting System	SDM: Sales & Distribution Mgmt	IMS: Inventory Management Systems	WAG: Labour Wage Management	EXM: Export Import Management	EPM: Enteprise Process Management
ECM: Ent. Collaboration Mgmt	SMS: Service Management System	LMS: Logistics Management Systems	LMS: Learning Management Sys	SEM: Strategic Enterpise Mgmt	EBI: Enterprise Biz Intelligence
ESP: Ent. Sharepoint Portal	PMS: Project Management System	EAM: Enterprise Asset Management	PGM: Performance & Goal Mgmt	CGM: Corporate Governance Mgmt	ECM: Enterprise Content Mgmt
DSS: Department Self Service	COM: eCommerce Management System	MMS: Maintenance Mgmt Systems	PAM: Personal & Administration	GRC: Governance Risk & Control	ITM: IT Services Management
TSS: Travel/Claim Self Service	CSS: Customer Support Systemm	QMS: Quality Management System	LEG: Legal Management System	AAM: Account Audit Management	ITA: IT Asset Management
ESS: Employee Self Service	PLM: Product Lifecycle Mmgt	SCS: Seller Center Portal	FOR: Front Office Reception	SMS: Security Management System	ISO: ISO Quality Management
GTD, ROWE, DMS, PDCA, 8020	COPC, ISO, CXO, CANVAS	APICS, MRP, LEAN, PMI, 5S	PCMM, HRBS, KPI, KRA, ISO	ABC, COPA, GAAP, RISK, RATIOS	CMMi, 6S, BPR, AIOP, ITSM, DEVOPS

LMS

EAM

Alerts/Reminders

MMS

QMS

Chat Messages

#### Above are 50+ Free ready-to-use business apps with MobileERP SoftRobot

Tickets/Holds

My Daily Briefing System

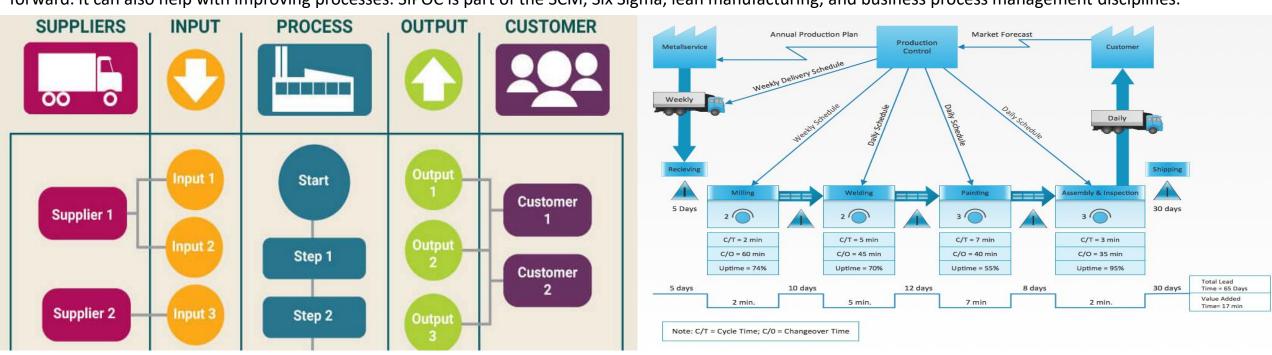
Tasks/Activities

MobileERP AI Copilot SCM System => Supply Chain Management



**Supply Chain Management (SCM)** is the process of managing the flow of goods and services to and from a business, including every step involved in transforming raw materials and components into final products. SCM can help streamline a company's activities, cut costs, and gain a competitive advantage in the marketplace. The five most critical phases of SCM are planning, sourcing, production, distribution, and returns. A supply chain manager is tasked with controlling and reducing costs and avoiding supply shortages. SCM is based on the idea that nearly every product that comes to market does so as the result of efforts by multiple organizations that make up a supply chain.

SIPOC is an acronym that stands for Suppliers, Inputs, Process, Outputs, and Customers. It is a process mapping and improvement method that summarizes the inputs and outputs of one or more processes using a SIPOC diagram. SIPOC helps focus the discussion with your team and helps them agree on what work is going to go forward. It can also help with improving processes. SIPOC is part of the SCM, Six Sigma, lean manufacturing, and business process management disciplines.



Problem: Most managers are not capable of designing proper SCM and SIPOC Systems. Contact MobileERP.in for best results.

## MobileERP AI Copilot PPP System => Plan, Procure, Purchase Management



**Plan, Procure & Purchase (PPP)** OR **Procure-to-pay (P2P)** is a business process that involves a series of steps to manage the acquisition of goods and services from external suppliers. It is also known as purchase-to-pay, eProcurement, or req-to-cheque. The process is automated, saves costs, and reduces risk. A typical PPP system includes five steps and requirements for completion:

- 1. Sourcing or Supplier Registration Systems: Catalogues from registered suppliers are uploaded in Seller Centre Portal along with Pricelist is the first requirement in a PPP system. Run Sourcing events to find the best suppliers. Register on Marketplace like IndiaMart or Govt. Portals.
- 2. Planning Systems: MRP Material Requirement Planning for Direct Material, ROP Reorder Point Planning for In-Direct Material and PERT/CPM Planning for Project timelines based materials needs are created. The plan will give you list, timeline and budget.
- 3. Procurement & Purchasing Systems: Procurement is done where company has to find new vendor or quote for product to be purchased.

#### SYSTEM 1: For Materials in Stock : MR > PR > PO>STORE

- **a. MR Material requisitions:** All materials whose Procurement is to be done are created using MR. MR will create RFQ/RFP and Quote from Suppliers are compared to select final supplier for purchase. PR is created from MR after getting exact specs.
- **b. PR Purchase requisitions:** Once a product has been selected via MR or is regular supplier from a catalogue, the buyer sends a purchase requisition to the appropriate manager to prepare Purchase Order.
- **c. PO Purchase order workflow:** A purchase order is generated once the purchase requisition is approved by the manager.

#### SYSTEM 2: For Materials NOT in Stock: IOM > WO>ASSET

- a. IOM Inter Office Memo: Materials which are not stock, assets or services outside Item master can be purchased through IOM.
- **b. WO Work Order:** It is kind of purchase order where materials and services are combined in order without creating ITEM.

#### SYSTEM 3: For Projects: Reverse Tender > CO - Contract or Sub-Contract > SITE

- a. RT Reverse Tender: Company publishes tender on their supplier portals and bids are invited, received, compared and selected.
- b. CO Contract Order: Project Contract or Sub Contract with material, with machinery is prepared and allotted to the party who won the Tender best Bids L1/L2.
- 4. Invoicing: Automated invoice processing saves time and money and includes a reconciliation feature that matches purchase orders to invoices.
- **5. Payment:** Once an bill passing process is done, a file is generated in the company's accounts payable system. Payment is done to Vendor. Problem: Most companies and managers hardly take PPP or P2P Seriously and its controlled by owner himself instead of systems.

## MobileERP AI Copilot MFG System => Manufacturing Management System



**Manufacturing management (MFG)** is the process of overseeing and optimizing the production process to ensure that goods are created efficiently, cost-effectively, and to high quality standards. It involves coordinating people, machinery, and materials, balancing time and expenses to meet demand. Manufacturing Management consists of following sub processes or sub systems:

- (MES) manufacturing or (SES) sub-contracting execution system is the series of steps involved in creating a product or component from raw materials or pre-fabricated components. It encompasses a range of activities, from design and planning to production and assembly, to create a finished product that meets specific requirements. Manufacturing execution uses certain strategy. Manufacturing or Subcontracting execution strategy is a long-term plan as follows:
- **1. Make-to-Order (MTO)** is a production strategy where products are manufactured only after a customer places an order. This approach allows for customization of products to meet specific customer requirements, but it can also lead to longer lead times and higher costs.
- **2.** Make-to-Stock (MTS) is a production strategy where products are manufactured in advance based on anticipated demand. This approach allows for faster delivery times and lower costs, but it can also lead to excess inventory and waste if demand is lower than expected.
- 3. Make-to-Assemble (MTA) or Engineer to Order(ETO) is producing components in advance and assembling them into finished products based on customer orders.

Manufacturing process management(MPM) is about figuring out how a company might build a product. Engineers assess the product and its design. They then decide on the equipment and processes needed to make the product efficiently.

Manufacturing operations management (MOM) refers to the work of supervising and optimizing production processes as follows.

- 1. Production planning: Managers decide a company will produce a product and determine details on the manufacturing facility.
- **2. Production control:** After the manufacturing process begins, managers continually monitor and make necessary changes to that process.
- **3. Inventory control:** Managers continually monitor inventory to decide when the pace of manufacturing needs to increase or decrease.
- **4. Quality control:** Managers continually monitor the quality of the final product. They must quickly make production changes to address issues before delivery.
- Shop floor Operations management(SOM) is the methodical approach you need to take to manage and supervise everything that happens on your factory's floor. When you deal with floor management, you're dealing with organising tasks, coordinating workflows, and ensuring smooth operations within the production chain.
- The primary goal of SOM is to standardise and streamline processes, reduce waste, and maximise output while maintaining product quality and employee safety.

Subcontract operations management(SCM) is the process of overseeing and managing the lifecycle of one or more subcontracts for an employer. The process involves identifying the employer's specific needs for a project, identifying and qualifying potential contractors, communicating employer policies to hired subcontractors, and overseeing the subcontracting process. Subcontracting can be with or without Material or Machinery or it can be only for Hired Machinery or Service only.

Problem: Most companies do not buy specific software's for manufacturing, subcontracting and shopfloor management.

#### MobileERP AI Copilot EPC System => Engineering Procurement Construction



**EPC stands for Engineering, Procurement, and Construction.** It is a type of contract used to undertake construction works by the private sector on large-scale and complex infrastructure projects. Under an EPC contract, a contractor is obliged to deliver a complete facility to a developer who needs only "turn a key" to start operating the facility. The contractor coordinates all design, procurement, and construction work and ensures that the whole project is completed as required and in time. EPC companies are often used in large-scale projects, such as power plants, refineries, chemical processing facilities, and infrastructure projects.

Infrastructure construction projects are large-scale projects that involve the development of public facilities and systems, such as Rail/Road/Airport transportation networks, water supply systems, and energy infrastructure. These projects are typically funded by governments or private investors and are designed to improve the quality of life for citizens and promote economic growth. There are new category of Infra Projects called BOT Projects. BOT stands for Build, Operate and Transfer.

Real estate projects are large-scale construction projects that involve the development of residential, commercial, institutional, mixed-use, industrial, and heavy civil structures. These projects are designed to improve the quality of life for citizens and promote economic growth.

Project Execution can vary depending on the type of project, project's size, complexity, and industry. However, here are some common steps that are followed in most projects Execution. First Equipment List to be delivered is prepared. Costing and Procurement is done, Planning is done, Delivery is done, Billing is done and Inventory is managed on project site. Site Portal, Chatbot and MobileApp is provided on cloud server to manage project on construction site or multiple locations at once.

**BBU Process Execution** is process of Clients Billing Business Unit based execution as defined in Projects. The steps involved in it can vary depending on the project's type, size, complexity, and industry. However, here are some common steps that are followed in most construction projects

Design, Engineering, Procurement, Bulk Supply, Civil, Structural, Building, Equipment, Manufacturing, Piping, Electrical, Instrumentation, Fireproofing, Painting & Commissioning etc. In Real Estate above execution will be for Subcontractors or Site In charge people for internal control purpose.

**Construction Plant Management** is process of running and managing Project Construction Plants on or near construction site. The plants can be *Quarry Crushing Plant, Concrete Batching Plant, Asphalt Mixing Plant, Excavation Plant, Piling Plant etc.* 

**Construction Site Management** is process of running and managing Construction Project sites. The site is managed via various formats like - DPR: Daily Progress Reports, Machine Log, Hire Machine Log, Truck Card, Plant Log Book, Site Expense Register, Site Attendance Register etc.

Problem: Most construction companies are not aware of what is available as software tools. Most Big Brand ERPs fail here.

#### MobileERP AI Copilot IMS System => Inventory Management System



**Inventory Operations management** is the process of managing the inventory of a business. It involves tracking the inventory levels, forecasting demand, and ordering new inventory when needed. Inventory management systems are used to track the inventory levels of a business and ensure that the right amount of inventory is available at the right time. There are 4 operations:

- 1. MRP: Material Requirement Planning. Used for Direct Material Inventory Planning. Used for Products where BOM is well defined. E.g. 20% Items costing 80%
- 2. ROP: Re-Order Point Planning. Used for Indirect Material Inventory Planning. ROP is consumption based planning. E.g. Oil, Packing Materials, Stickers etc.
- 3. Store Replenishment Planning: Used for stock distribution between warehouse and retail stores where stores stock is replaced based on sales.
- 4. Backorder Replenishment Planning: Used for warehouse or plant where goods needs to be auto replaced from standard suppliers without procurement.

Raw material stores management is the process of managing the inventory of raw materials that are used in the production of a product. The purpose of raw material stores management is to ensure that the correct quantity and variety of raw materials are available when they are needed to minimize costs and maintain production efficiency. **Inventory returns** occur when a business returns goods to a supplier from stores.

Work in process inventory (WIP) refers to materials that are waiting to be assembled and sold. WIP inventory includes the cost of raw materials, labour, and overhead costs needed to manufacture a finished product. Since WIP inventory takes up space and can't be sold for a profit, it's generally a best practice for product-based businesses to minimize the amount of WIP inventory they have on hand.

**Warehouse management** is the process of managing the physical space where Finished Goods inventory is stored. It involves managing the layout of the warehouse, organizing the inventory, and ensuring that the inventory is stored in a way that is easy to access and move. Warehouse management systems are used to track the location of inventory within the warehouse and ensure that the inventory is stored in a safe.

**Inventory adjustments** are changes made to the recorded inventory levels of a business to match the actual count of goods physically present. These changes can be made for various reasons, such as theft, damage, or other issues. Inventory adjustments help ensure that the number of goods recorded matches the number physically present, which can improve operational performance and decision-making by identifying errors and improving financial reporting.

Customer returns occur when a customer returns goods to a business. Goods are then processed for Pullout, Salvage, Buyback, RMA or Replace.

Problem: Most companies invest in partial inventory management system without understanding full inventory system.

## MobileERP AI Copilot LMS System => Logistics Management System



Logistics management system is a software tool that automates and optimizes the transportation, distribution, and storage of goods. It helps businesses manage their supply chain operations more efficiently by providing real-time insights into their supply chain, identifying bottlenecks, and mitigating risks as they arise. Logistics management systems can be used to manage various types of logistics, such as extended warehouse management, transportation management, yard logistics, and more. These systems can help businesses move goods the fastest, most efficient way possible and reduce lead times.

**Outbound logistics** is the process of storing, transporting, and delivering finished products to customers. It involves managing the flow of goods from the warehouse to the customer, ensuring that the right products are delivered to the right customers at the right time. The outbound logistics process begins with a customer making a sales order. The business then packs the order items in its warehouse before delivering the items to the customer, completing the process.

**Inbound logistics** is the process of receiving and storing raw materials and components that are needed for production. It involves managing the flow of goods from suppliers to the company's warehouses or production facilities. The inbound logistics process includes activities such as sourcing, purchasing, transportation, and storage. The inbound logistics process is crucial in ensuring that a company has the materials to operate efficiently and meet customer demand.

**Fleet management** is the process of managing commercial vehicles such as cars, vans, and trucks to ensure optimal utilization, fuel consumption, and maintenance. Fleet management systems can be used to manage various types of logistics, such as extended warehouse management, transportation management, yard logistics, and more. These systems can help businesses move goods the fastest, most efficient way possible and reduce lead times.

**Transportation management** is the process of planning, organizing, and coordinating the movement of goods from one place to another. It involves managing the flow of goods from the warehouse to the customer, ensuring that the right products are delivered to the right customers at the right time. Transporter management system consists of MobileAPP and Portals for Dispatcher, Transporter, Driver and Customer to track delivery. Shipment management is a term given to large amount of goods by land, sea or air.

Diesel management is system to manage receipt of diesel in tanks, Issue of diesel in vehicles, tracking vehicle usage and diesel consumption.

## MobileERP AI Copilot MMS System => Maintenance Management System



**Maintenance management** is the process of scheduling, tracking, and managing a company's physical assets and equipment. It is the systematic process of planning, organizing, and controlling maintenance-related activities and upkeep of physical assets. The primary objectives of maintenance management are optimizing maintenance costs, improving asset life cycles, and reducing unplanned equipment breakdowns. There are different types of maintenance methods that can utilize to build an efficient and cost-effective maintenance strategy. These include:

Machines Masters: A machine master with effective maintenance plan and reminder dates should be prepared.

Maintenance Process: A maintenance process should be developed and established from request to satisfaction.

Maintenance Operations: Maintenance operation has 3 steps: Request, Assignment of work for maintenance.

**Inhouse Maintenance:** Maintenance if done in-house should be recorded and Machine Jobcard should be created.

**External Maintenance:** Maintenance if done outside company should create Indent cum Work Order against assigned budget.

**Technician Maintenance:** If Machine needs field service via your technician then it is done via Field service person self service

**Operation Logs**: Operation logs are maintained to identify usage of machine and trigger when maintenance is to be done.

- **1. Job Card:** Components used and their life is recorded along with machine job card. E.g. Tyres, Battery, Oil, Km replaced etc.
- 2. Truck Card: Specially for Trucks the card is maintained to find loading, unloading and related movements across logistics.
- 3. Machine Transfer: Record of machine transferred between project sites is kept to track the usage of machines per project.
- **4. Machine Logsheet:** Machine wise usage in hours or km is maintained to trigger maintenance cycle.
- 5. Hire Machine Logsheet: Hire Machine wise usage in hours or km is maintained to trigger maintenance cycle

Maintenance Planning: There are 4 different kinds of maintenance planning to be done using the system:

- 1. Unplanned maintenance: This is performed after machine has failed. This is also called Corrective, Reactive or Breakdown Maintenance.
- 2. Planned maintenance: This is performed on a regular basis to prevent equipment failure. This is also called Preventive Maintenance.
- 3. Predictive maintenance: This is performed using data analysis to predict when maintenance is required. This is done before machine has failed.
- 4. Reliability-centered maintenance: This is performed based on the reliability of the equipment. This is done before machine has failed.

#### MobileERP AI Copilot QCS System => Quality Control Management System



**Quality Control Systems (QCS)** also called **Quality Management Systems (QMS)** are process through which a business seeks to ensure that product quality is maintained and delivered. The process of quality control is generally completed in each step of a manufacturing or business process. In summary, the main difference between quality control and quality management is that quality control focuses on ensuring that individual products or services meet quality standards, while quality management encompasses the overall approach to managing and improving the quality of products or services. The system has following:

- 1. QC Operations: Plan, Inspect and Certify is main QC Operations that needs to be done to manage QCS System.
- 2. QC Execution: This is main Quality control operations which every company manufacturing or project or services implement
  - 1. IQC: Incoming QC is performed when material is received in store or warehouse. Any rejection is sent back to vendor.
  - 2. LineQA: Line Quality Assurance is done when WIP Goods are moving in Factory shopfloor. Any rejections are reworked.
  - 3. OQC: Outgoing QC is performed when Finished Goods are to be packed for dispatch to customer or warehouse.
- 3. Quality Controls: There are various control documents which needs to be prepared for doing proper Quality Controls like...
  - 1. Control Points: Every Product needs quality control points to be checked.
  - 2. Quality Checks: This part helps you record all your quality checks done for products under various stages like IQC, LineQA or OQC
  - 3. Quality Alerts: This part of system helps you record all quality related failure alerts which can be further used to analyse and improve product or plant.
  - 4. Machine Loss: This part of system helps you monitor and record production or quality loss due to machine not working.

#### 4. Quality Management Standards and Systems:

- 1. BRC: The BRCGS Food Safety Global Standard is a widely recognized food safety standard that has set the benchmark for nearly 25 years.
- 2. ISO: The International Organization for Standardization (ISO) is an independent, non-governmental publishes global standards for various sectors.
- 3. 5S: 5S is a workplace organization method. These have been translated as 'sort', 'set in order', 'shine', 'standardize', and 'sustain'.
- 4. NABL: The National Accreditation Board for Testing and Calibration Laboratories (NABL) is standard to be followed by Industry to test water samples etc.
- 5. BPR: Business Process Re-engineering is standard for developing quality management systems using ERP.
- 6. DMAIC OR 6SIGMA: Define, Measure, Analyse, Improve, Control is standard based on 6Sigma Practices. Every process will have baseline and 6Sigma no.
- 7. PCMM: People Capability Maturity Model is standard to deliver best HR Systems. The standard is defined in Level 1 to 5. 5 is highest level.
- 8. DEAL: Define, Eliminate, Automate and Liberate is standard for CEOs who want to design systems as per 4 hour work week book by Tim Ferris.
- 9. PMI: Project Management Institute provide standards for Project Management. The entire workspace menu of MobileERP system is as per this standard.

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Email: ashish@mobileERP.in

Whatsapp: +91-9925789204