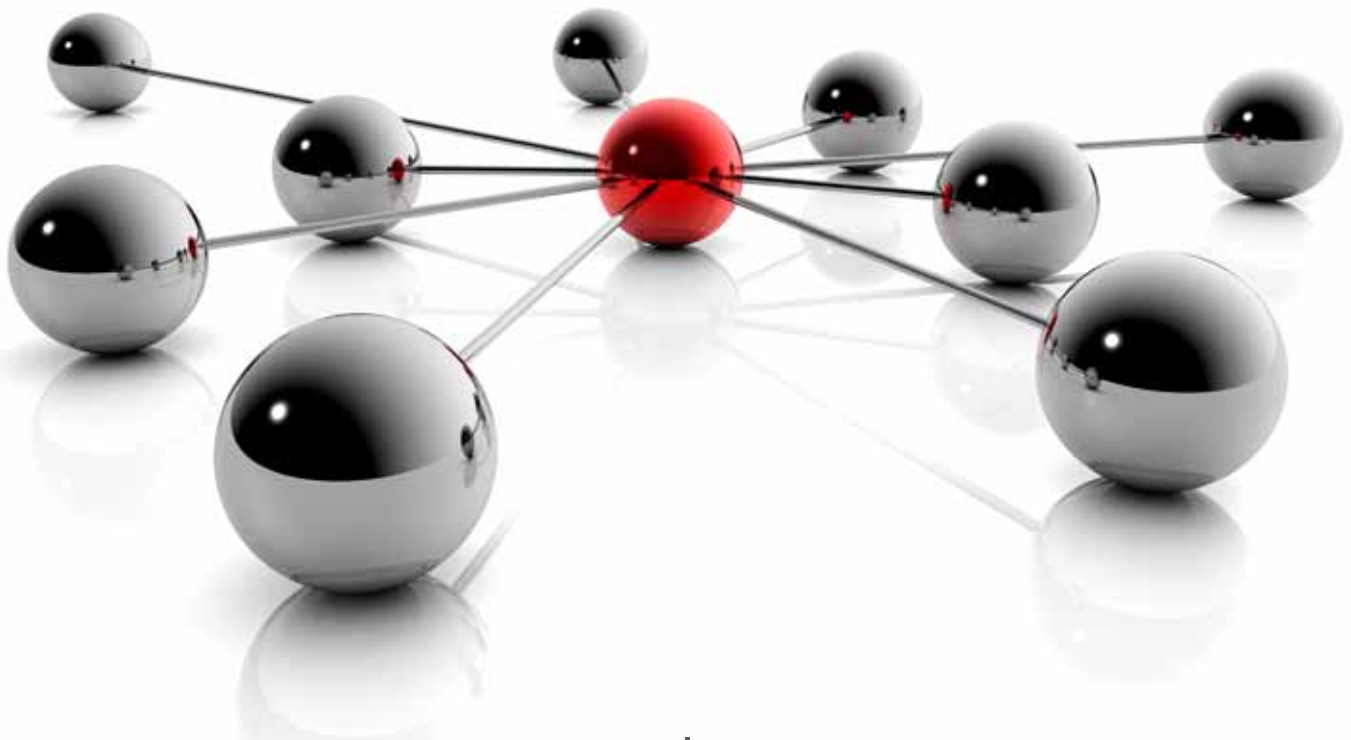


Knowit<sup>TM</sup>  
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## ERP SOLUTION FOR STEEL INDUSTRY



Peak Level Performance At Your Command

DEVELOPMENT | IMPLEMENTATION | SUPPORT

 Rechner Infosystems

# An Overview

## Indian Steel Industry

India is poised to become the second-largest steel producer by 2015 as large public and private sector players strengthen steel production capacity in view of the rising demand. The total market value of the steel sector in India stood at US\$ 57.8 billion in 2011 and is expected to touch US\$ 95.3 billion by 2016. Total crude and finished steel production grew at a compound annual growth rate (CAGR) of 6.6 per cent and 4.2 per cent over FY08 -11 to reach 69.6 million tones (MT) and 66 MT respectively. *(Courtesy India Brand Equity Foundation)*



## World Steel Association

Latest figures released by World Steel Association (WSA) reveal that India's steel production increased by 3 per cent to 59.62MT in the first nine months of 2013, as against 57.90 MT in the corresponding period last year. Moreover, the data showed that India's rate of production growth was the second-best following China among the major global producers. The country's steel output grew to 6.54 MT in September 2013 from 6.24 MT during the same month in 2012. *(Courtesy India Brand Equity Foundation)*



## Market Projections

Steel consumption is expected to grow at an average rate of 6.8 per cent to reach 104 MT by 2017 driven by rising infrastructure development and growing demand for auto motives. The infrastructure sector is India's largest steel consumer, accounting for 63 per cent of total consumption in FY11. Attracted by the growth potential of the Indian steel industry, several global steel players have been planning to enter the market. The Government of India (GOI) has allowed 100 per cent foreign direct investment (FDI) in the sector through automatic route in order to attract foreign investments. *(Courtesy India Brand Equity Foundation)*



## Future prospects of Indian Steel Industry

The future of Indian Steel Industry is bright, encouraging and pregnant with growth opportunities – In order to sustain the present levels of operations and exploit the upcoming potential of the Indian steel market, it is imperative to gear up and be ready for the challenges that come with expansion when the moment presents itself in time. Make your business of steel even stronger and future ready with Knowit™ – the most successful ERP software that ensures peak level performance at your command.

# About Us

## Rechner Info Systems

Rechner Infosystems was founded in 1997. Knowit™ was launched in 2007. Ever since the company has worked in close collaboration with many steel companies and enjoys a good reputation for providing holistic software solution that meet exacting demands of the steel manufacturing companies. At Rechner, we have a team of highly qualified, experienced and dedicated professionals who have committed themselves to the development of Knowit™ as it constantly evolves with time. Our team regularly incorporates new systems to improve the product functionality while keeping its focus on steel industry.

With our professional skills and deep understanding of steel industry and production processes, we have delivered solutions that have helped steel companies to record ROI in the first six months of implementation of Knowit™. It is inspiring to remain system facilitators and partner in progress.

Knowit™ ERP stands out in the marketplace as the most affordable, comprehensive, and tested ERP solution for steel manufacturing environments. Our approach to your long-term success can be summed up in a just four words: focus, collaboration, commitment, and continuity. As a result the company today enjoys a mutually rewarding relationship with all its clients as the commitment deepens with passage of time. The Rechner's Credo – 'Our passion is your success.' is also our guiding philosophy that disciplines every facet of our operations and approach in the process of software development.

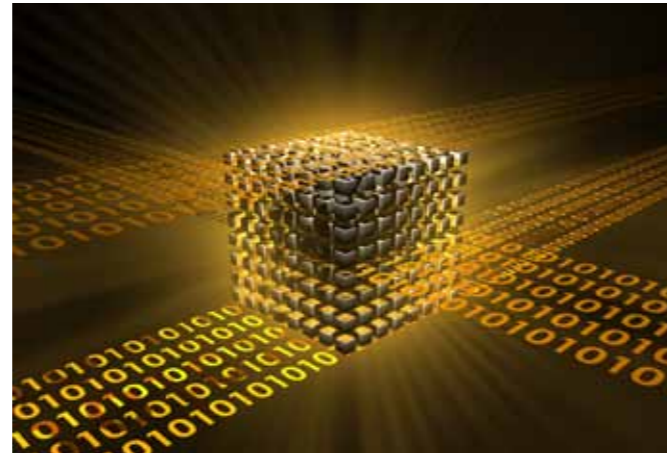


# Why Knowit™

## ERP Software Dedicated to Steel Industry

Knowit™ is the leading ERP software dedicated to steel industry. It helps you maximize your operations, increase your profits, and help your company grow at the desired pace - competitively. Knowit™ ERP solutions enables companies to integrate their supply chain to provide robust and future-proof backbone systems, increase information transparency and improve productivity through better sales and procurement handling.

- Steel Tube Mills
- Sections
- Furnaces
- Coil Manufacturing
- Fabrications
- Hot Rolling



## Benefits of Knowit™ ERP

1. Regularize and Speedup Customer Order Processing.
2. Production, Planning and Control.
3. Managing material, labour and scrap during work in progress.
4. Ensure Quality of raw materials and monitoring during the production process.
5. Improved visibility of procurement spend and savings from improved sourcing policies.
6. Reduce the redundant and overlapping activities that waste time and money by standardizing core procedures.
7. Simplify Data management: eliminating data silos by creating a single, centralized repository of timely, accurate business data.
8. Bring in total transparency and eliminating chances of human error and manipulations.



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# Order Management

## Maximize Order Efficiency...

Knowit™ ERP's complete order processing functionality includes direct quote-to-sales, order conversion, revision tracking, full-featured order entry forms, sales analysis reporting, and more, it also provides the tools necessary to maximize the efficiency of your sales force. After sales orders are entered, Knowit™ ERP takes the newly created demand and reserves inventory or generates planned purchase orders and work orders to procure raw materials and build manufactured parts. Once the finished goods are complete and available to be shipped, sales orders are fulfilled and invoiced.



# Production

## Production Planning

The closely related functions of planning and scheduling rank a strong second in terms of the opportunities they offer for ERP systems to enhance business management

When the order is to be executed. The Knowit™ suite provides the ability to create flexible plans using easy to use drag and drop technology to ensure the best use of resources and track the progress of jobs with real time feedback.

- Raw Material Planning
- Batch management
- Job Card Creation
- Machine scheduling

## Online Production Capturing

Knowing where the job is, who is doing what and how much it really costs to produce, is information that can effortlessly be captured with Knowit™

- View all production currently in progress with identification of operator/job status and record both productive and non productive labour.
- Provide Operators with a real time work-to-do list with intelligent prompting of next production process.
- Allow operators to issue materials independently or linked to specific operations.

**Real time *industry specific* production details capturing of Tube Mill, Slitting, Cold Rolling, Hot Rolling, Annealing, Pickling, Galvanizing, Section, Fabrication etc.**



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# Production

## Minimize Downtime

Breakdowns in production due to Mechanical, Electrical or other reason with sub-details is captured. A comprehensive analysis of breakdown helps to rectify the repetitive breakdowns resulting in increase of productivity and savings of repair and maintenance.

## Optimise Yield and Control Wastage

Raw materials consume and finished goods produced are reconciled and yield is measured shift to shift. Variance in scrap produced and standard scrap and the burning losses is made visible.



# Procurement

## Procurement

Effective supply chain management is the key to ensure raw materials, consumable stocks are in place to deliver a job in time.

## Material Indent

- Automatic raw material indents and Work orders with full job details
- Inventory level monitoring with automated replenishment notification and orders for consumable
- Landed cost
- Quotation
- Vendor Analysis

## Quotation

The RFQ system allows users to generate Requests for Quotes. Generate vendor RFQs (Request for Quote) that can be converted to a Purchase Order. Route requisitions through approval processes. Create Purchase Orders from approved requisitions.

## Purchase Order Processing

Know It ERP allows you to easily coordinate material purchases by providing online decision support that simplifies record keeping. It helps you maintain control of inventory to enhance your company's cash flow and shorten delivery times. Know It ERP handles all types of purchases, including inventoried items, supply items, outside service operations pertaining to a manufacturing order, and subcontracted items that require components being sent to the vendor. Drop shipments can include specific locations other than the primary ship-to address, such as various warehouses or customer locations. The purchasing system includes an approvals system which allows the PO to remain in requisition status until the required approvals are received. Intuitive ERP also includes full support of blanket POs, including automatic releases against a blanket PO by MRP.

## Vendor Analysis:

- Establish and maintain strong vendor relationships while reducing inquiries to your finance department with an integrated vendor center that provides vendors with self-service access to purchase orders, accounts payable data and other key documents.
- Save time and money by centralizing vendor contracts and enforcing contracted pricing.

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# Inventory

## It is nice to know where things are:

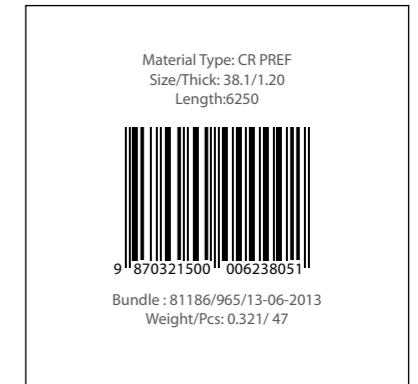
Industry executives participating in the 2012 survey overwhelmingly cited inventory management as the area of greatest opportunity for an ERP system to enhance their management of processes or resources. Long considered the most sought after of the service center business, inventory management has taken on added significance as raw materials pricing grows increasingly volatile. Efficient inventory control ensures you have the right balance of stock in the right place at the right time making sure un-necessary capital is not tied up.

## Reduced Inventory Levels

- Maintain accurate inventory levels of components and raw materials
- Inventory control works together with the Purchase order processing to offer a comprehensive facility for your material stock tracking and ordering needs.

## Bar Code

- Seamless integration with the Knowit<sup>TM</sup> to provide the fastest, most economical and accurate way to manage and handle raw materials and finished goods.
- Perform stock taking easily and efficiently and with a high degree of accuracy, helping to keep raw material stocks to an absolute minimum.



## Dispatch

Powerful credit control integration checks credit limits and status against WIP and account balances to ensure jobs are not commenced in error. Multi level access rights and batch processing facilities for speedy processing of invoice production. Multiple tax rates and reporting support option for multi currency support.

# Financials

## Money Money Money

Knowit™ manages and makes control over accounting of financial activities and flawlessly collaborate all Sales , Purchase and other departments. Get real time financial data and make high-quality decision. Financial management tends to be a frequently utilized application that includes tools for creating and adhering to budgets, cash flows, expense management and statutory compliance. Auto Monthly Freezing, Multi-Currency

## Dimensions

The dimensions feature enables you to view information in a more sophisticated way. Dimensions help you get the most of your information in a compact Trial Balance. The possibilities are endless because it is easy to add new dimensions and there's no limit to how many you can add. You can tag general ledger with dimensions of your choice, which helps you get more out of your data. You can use dimensions to Monitor cost of a resource and his sales performance. You can use dimensions to get various comparisons be it a Vehicle, an Employee, a cost Center or a branch. The usage is endless.

## Budgeting & Planning

Manufacturing units often struggle with expenses going out of control. Knowit™ allows you to define fixed and variable budgets linked with production. You can easily define the budgets and stay in control of expenses.

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# Financials

## Multi- Branch-Branch Operations Made Easy

Reconciliation of Financial transactions across the branches in a multi-branch environment is a time consuming activity. Knowit™ automates simultaneous entries whenever there is a inter branch transaction be it a Vendor payment from Head Office, Receipt from the customers or reimbursement to employee of other branch. It saves entry efforts and ensures 100% reconciled inter branch accounts at any given time.

## Statutory Compliance

Knowit™ provides very powerful tools to manage statutory compliance Auto deduction of TDS, Reconciled Excise Records and VAT computation makes it very easy for the users. Wide range of reports to facilitate users manage sales tax forms, Vat and excise reports are readily available.

## Costing & Stock Valuation

It is very important for management to know the Costing and Valuation of the stock. Knowit™ allows assigning expenses to work centers and provides per tonne cost of manufacturing for each process helping business owners know the cost components and take wise decisions.



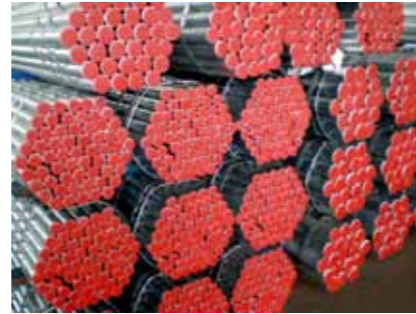
# Sales

## Dispatch Management

Sales & Dispatch is the vital function of an organization. Knowit™ Sales and Distribution module effectively handles all the activities for domestic and export sales of an organization. Capturing enquiries, order placement and scheduling and thereafter dispatch and invoicing are the basic steps of the sales cycle.

- Faster execution of orders
- Streamline dispatch by allocating finished good against orders
- Transport planning
- Weigh bridge control
- Stock transfer across the branches
- Pricing
- Discount & rebate policies
- Sales target monitoring

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# CRM

## Know Your Customer

Knowit™ CRM solution enables a wide range of end to end business processes to address an array of marketing, sales and services situations. Our cross functional experienced consultants help customers to integrate CRM with other applications and act as an extended arm of the implementation and support team.

- Contact and lead management
- Opportunity management
- Activities and tracking



## Knowit™ CRM on Mobile

It is easy to imagine the benefits when your sales force can book orders on the move. They can even check their customer's accounts, outstanding bills, stock availability while they are at customer's place. Last but not the least, you can also monitor their precise location at the time of recording different activities.



# Quality Assurance



## Test Certificate

Connect quality compliance of finished goods with the origin of "Raw material Test Certificates". Generate Test Certificate for the customers.

## QC - Raw Material & Finished Product

### Patrol Inspection:

Is done in production departments for Random pieces by the QC department

### Final Inspection:

Each and every piece of the produced items is inspected by the QC department

### Test Certificates:

Test certificates are verified against the purchases and Test certificates are generated for the subsequent finished goods produced from such purchased raw materials with additional Mechanical and Chemical QC parameters.



PLANT PURCHASING SPECIFICATION		HYT0076
HYTZERAD		REV. NO. 01
HIGH YIELD STRENGTH, QUENCHED AND TEMPERED STEEL PLATES		
Clause as per BHEL specification	Suppliers confirmation / Remarks	
1.0 GENERAL: This specification governs the quality requirements of high yield strength, quenched and tempered steel plates to ASTM A514 Gr. B.		
2.0 APPLICATION: For pulverizing mill components which require high abrasion resistance.		
3.0 CONDITION OF DELIVERY: Hot rolled, quenched and tempered condition. Plates shall be supplied with hardness 320 BHN min.		
4.0 COMPLIANCE WITH NATIONAL STANDARDS: This specification complies with ASTM A 514 Gr. B (the latest) and with the following additional requirements.		
5.0 DIMENSIONS AND TOLERANCES: 5.1 Dimensions shall be as specified in the order. Unless otherwise specified, plates shall be supplied in the standard dimension of 1500 mm x 3000 mm. 5.2 Tolerances shall be as per ASTM A6 (the latest).		
6.0 MANUFACTURER: The steel shall be manufactured in open hearth or basic electric furnace or by basic oxygen process. The steel shall be fully killed.		
7.0 FREEDOM FROM DEFECTS: The plates shall be free from cracks, scale, laminations and other harmful defects.		

# Maintenance

## Plant Maintenance

Know It Plant Maintenance (KPM) module enables organizations to manage the entire internal maintenance process. Right from scheduling the preventative maintenance to handling random service repairs and major overhaul. KPM can help the tracking of Components, Spare part replacements, maintenance warranty claims are all easily available to view on one single screen.

Knowit™ Plant Maintenance KPM module can play a critical role in reducing the equipment downtime, improve resource utilization and streamline service operations. It can help protect against unscheduled maintenance when spare part and materials may not be available. It helps prevent interruptions in production leading to bottlenecks in the system, inventory shortfalls resulting in hampered abilities to execute orders.

### Knowit™ KPM module has both corrective and preventative maintenance process capabilities;

**Preventive maintenance:** The discipline that carries out procedures and activities to focus on the prevention of a possible breakdown or retarded performance even before it occurs.

**Corrective maintenance:** Refers to the activities conducted by the Maintenance Organization to repair equipment of all types within their area of responsibility.

### The major sub-systems of Knowit™ Plant Maintenance module is:

- Maintenance Entry
- Maintenance Complaint entry
- Calibration Record
- Maintenance due report
- Plant Machine Entry
- Machine Register





# HRMS



## Human Resource Management System

### Recruitments:

The process of generating offer letter and then issue of appointment letter.

### Integration with Attendance Machine:

ERP is integrated with the biometrics attendance machines placed at entry points of the organization. Attendance is captured and editing is recorded to generated variance and facilitates salary processing

### Payroll Process:

Calculation of salary based on use definable CTC structure of the company covering PF and ESI compliance.

**Exit Management:** Recording of resignation of the employee, the reasons for analysis, sign-off from different departments, full and final settlement and finally the relieving letter to the employee.

**Organization Chart:** Sanctioned strength of the organization under various departments and designations. Recruitment of additional resources only on approval or change in sanctioned strength is possible. It also provides the organization and vacancies to be filled.



# The Solution

## There is one for everyone

Knowit™ best fit the needs of mid size companies looking for comprehensive, integrated industry solutions to power their business end to end. Knowit™ offers your business a single configurable solution to help you manage everything.

However we know the budgets and requirements of businesses can vary especially for the steel industry. That is why we offer selection of various granules ranging from essential functionality to a complete enterprise solution.

Finance	Sales	Purchase	Inventory	Production	HRMS	CRM
Book Keeping	Customer Order Management	Quotation	Product Chart	BOM	Recruitment	Leads & Opportunities
Bank & Cash	Pricing & Discount Policies	Purchase Order Management	Requisition	Production Planning & Control	Attendance	Contact Management
VAT & Excise	Dispatch Management	Purchase Analysis	Indent	Job Work	Salary Processing	Appointments & Schedules
TDS	Transport Planning	Sub-Contracts	Inventory Movements	Production	Leave Management	Route Planning
Budget	Sales Analysis		Stock Reports	Wastage & Yeild Reports	ESI & PF	Mobile Reporting
Receivables	Service Invoicing		Synopsis	Break Down & Maintenance	Organisation Structure	
Payables			Warehousing	Consumables	Employee Information	
Costing and Control			Physical Mapping	Quality control		
				WIP		
				Merchandising		

## Knowit™ as SAAS

Knowit™ is also available as SAAS on Knowit™ Cloud. You can pay as you use.

# Technology

## Embrace Technology

Developing software is an ongoing and carefully managed process. Over a third of the Knowit™ is dedicated to developing our software, keeping pace with new software and hardware technology and ensuring our solutions anticipate future trends.

## Mobile Plug-ins

Knowit™ brings mobile plug-ins integrated with ERP for business owners. Business owners can stay connected with the office whether it is plant snap shot or approval of some important transactions.

Sales force can book orders, check customer records and stock queries when in the field.

## Emails and SMS Alerts

Get production emails of daily production, collections, exceptional events table list of popular emails , list of popular SMS receive instant SMS alerts on urgent issues.



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# Customer Support

## Help when you need it

Our dedicated team have a comprehensive knowledge of Knowit™ and appreciation of the steel industry. Just a phone call away our support team are on hand to answer queries and offer valuable assistance and guidance to operating your software

## Implementation and Training

Knowit™ Customers can be confident that the training they receive will be comprehensive, thorough and delivered by seasoned professionals.

The smooth implementation of your Knowit™ will be carefully co-ordinated by our team of experts, offering guidance to ensure you have the best hardware and infrastructure in place to optimise your investment.



# Clients



Hansa Metallics Limited  
(Lalru, Punjab)



Quality Foils (India) Pvt Ltd



Ganges Internationale Pvt Ltd



Vibhore Steel Tubes Limited



Crimsons Metal Engineering Ltd  
(Chennai/Pondy)



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