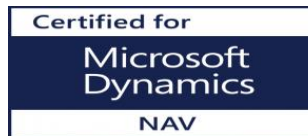




## ERP Solutions for Construction & Real Estate Industry



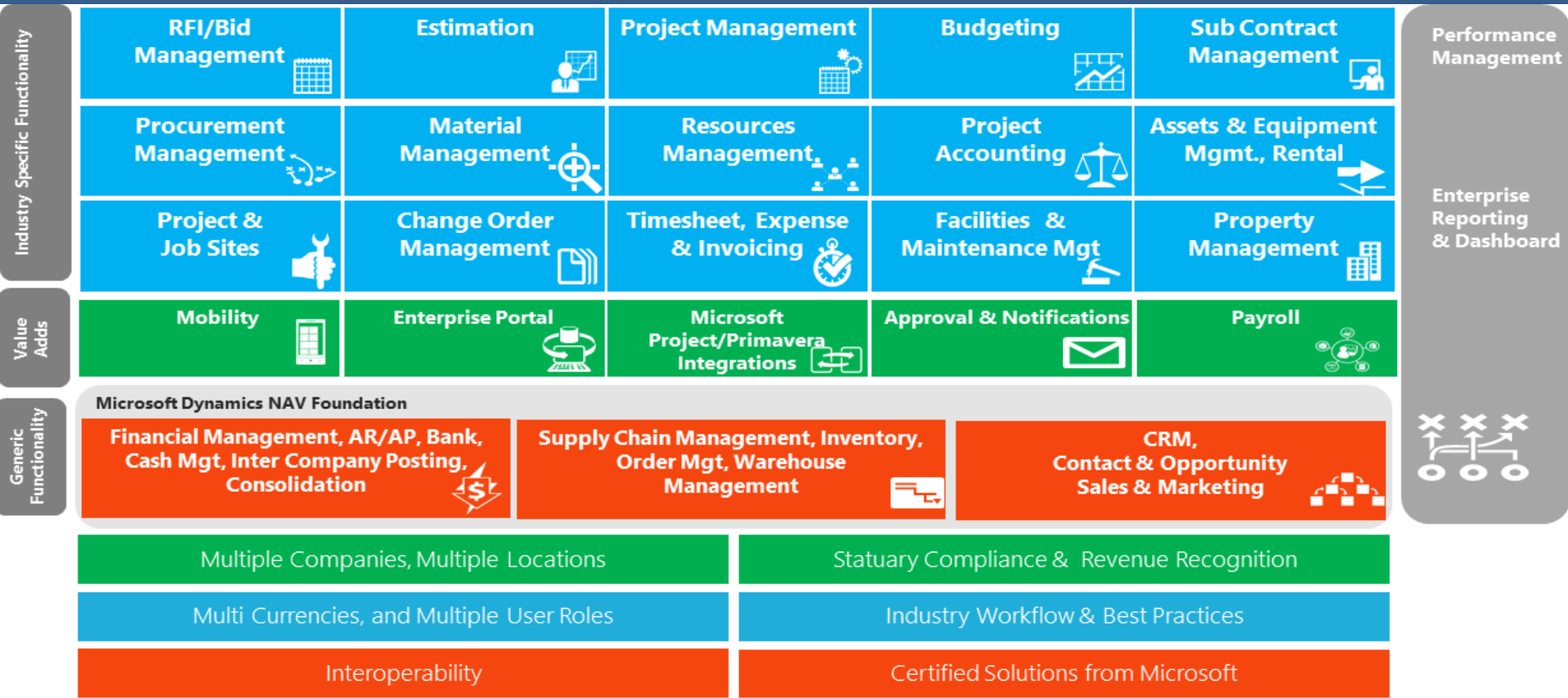
# NAVBUILD for Dynamics NAV



**NAVBUILD** Industry ready Vertical solutions for Construction and Project Engineering Industry. Certified Solutions from Microsoft, NAVBUILD for Dynamics NAV help you manage people, projects, and profitability more efficiently with integrated project management and accounting.

**Microsoft Dynamics NAV** is quick to implement, easy to-use ERP software, gives you a real-time view of your entire business, helping you to make fast and informed decision

# NAVBUILD – Construction Solutions



# Faster & Accurate Tendering



BOQ



Budget



Change Order  
Management



Rate Analysis



Versions



Rate Analysis Automations  
saves Times and improves  
accuracy and faster  
response in Tendering

# Supply Chain Efficiency



Man Power  
Procurement



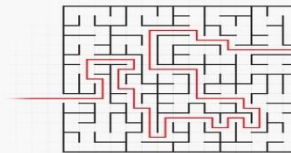
Material  
Procurement



Machine  
Procurement



Vendor



Provision to Record  
Revision, Bi-directional  
integration with MS  
Projects/Primavera brings  
in Better Control of Project  
schedule, cost and Forecast

# Operational Control & Project Execution



Maintenance  
Management



Site Management



Sub-contractor  
Management



Project Accounting

Streamlined procurement Process,  
Business Notifications and mobile  
enabled Site Management gives Real  
Time WIP Status for Efficient Project  
Execution



# Industry Workflow & Templates

Workflow driven  
Approvals/ Business  
Notifications for  
Dynamics NAV



Alert on Business  
Critical Issues  
Email/SMS/  
Instant Messenger



Templates for  
Notification, BoQ,  
Rate Analysis, M-  
book etc.



Response Process  
Through  
SMS/Email



Stay on schedule  
and minimize  
delays



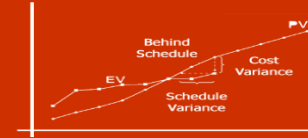
# Measure to Succeed



Cash Flow Indicator



WIP Reporting



Earned Value Analysis



Margin Variance Indicator



Liquidity Indicator

Identify problems ahead of time so you can take corrective actions, NAVBUILD Metrics will help you understand how your jobs are performing and the impact on the final margin and Cash flow



# Industry needs Addressed

NAVBUILD, Flexible and Adaptable to Project Engineering Business Needs – One to All

## Construction, Real Estate, Property Management

- ✚ Build to Order - (Contracting)
- ✚ Build to Sell- (Promotions)
- ✚ Build to Own - (Leasing)
- ✚ Industrial Constructions

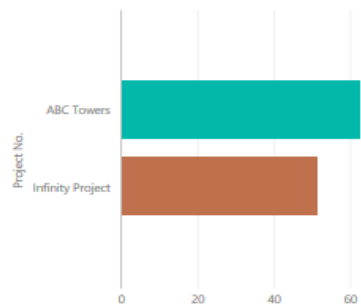
## Contractors, Project Engineering Businesses

- ✚ EPC/MEP Contractors
- ✚ Government/Special Contractors
- ✚ Interior Fit Out
- ✚ Pre-Engineering Building
- ✚ Project to Order Mfg companies
- ✚ Industrial Automation Companies
- ✚ Ship building & Maintenance Enterprises
- ✚ Professional Services Business

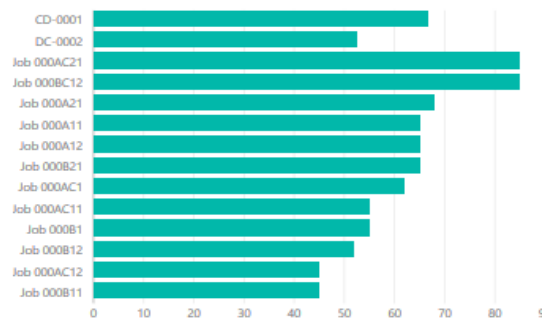


# Executive Dashboards – Project View

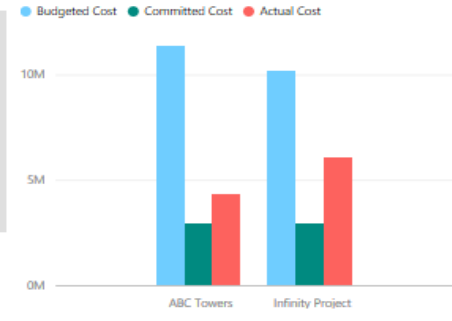
Project Completion %



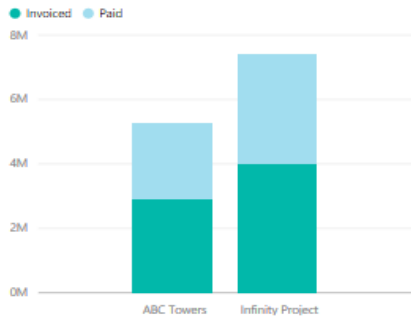
Completion % by Job No



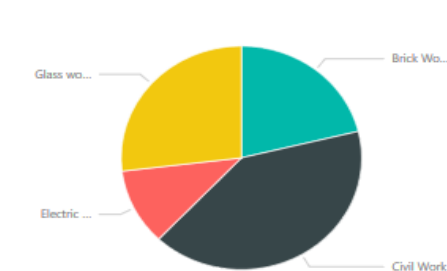
Project wise - Committed Cost, Budgeted Cost and Actual Cost by Project...



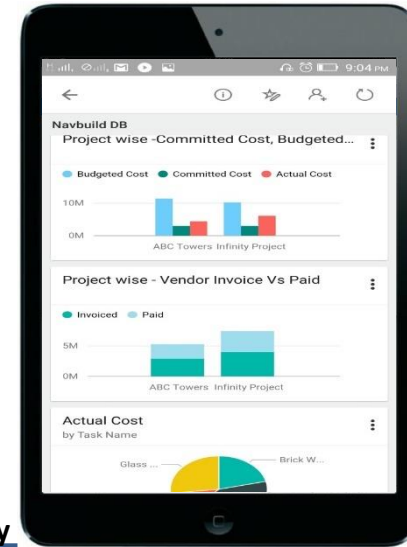
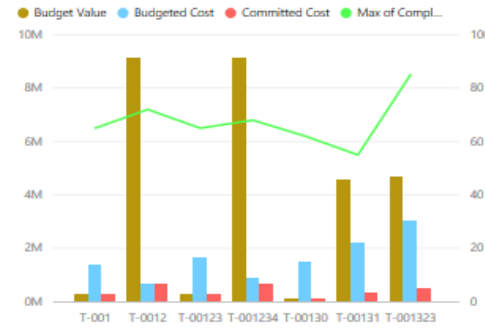
Project wise - Vendor Invoice Vs Paid



Actual Cost by Task Name



Project Budget Cost vs Completion



**\*Power BI Dashboards & Reports: These are illustrative, and available subject to the scope, and data availability**

# Executive Dashboard – Project View

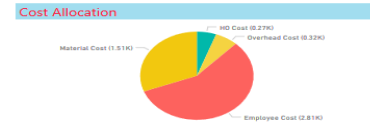


**Total Revenue**  
4.99K  
Revenue Achieved

**EBITDA (INR)**  
1.52K  
EBITDA

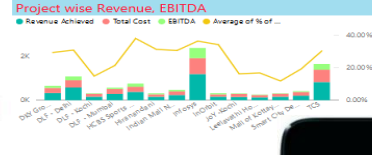
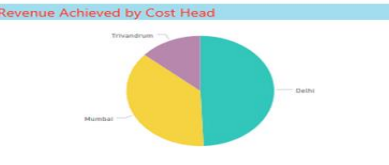
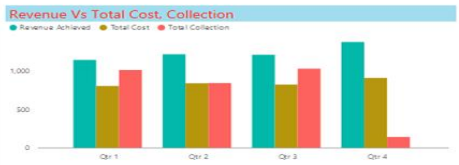
**Collection %**  
81.23%  
Average of Collection % on Rev...

**EBITDA %**  
Average of % of EB...  
26.00%



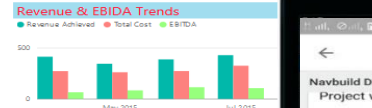
**Cost Head**  
Location  
□ Delhi  
□ Mumbai  
□ Trivandrum

**Year**  
□ 2015  
□ 2016

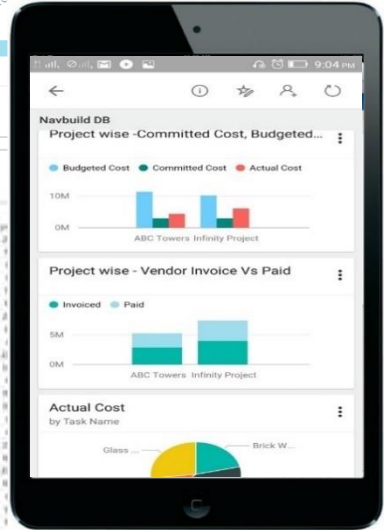
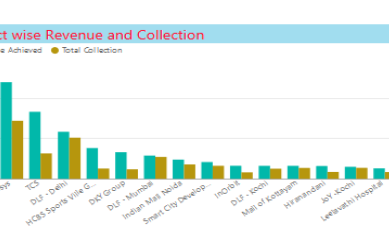
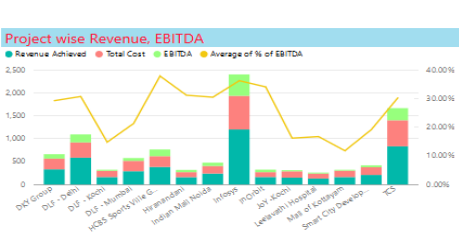
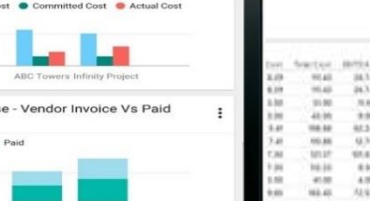
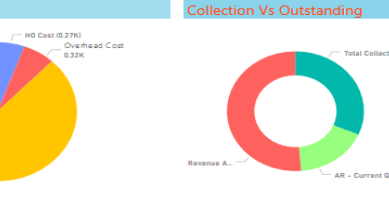
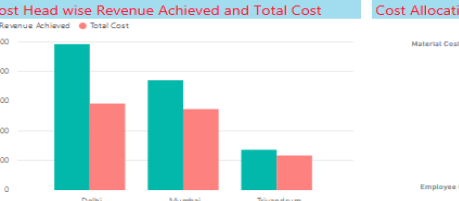


**Year**  
□ 2015  
□ 2016

**Qtr**  
□ Qtr 1  
□ Qtr 2  
□ Qtr 3  
□ Qtr 4

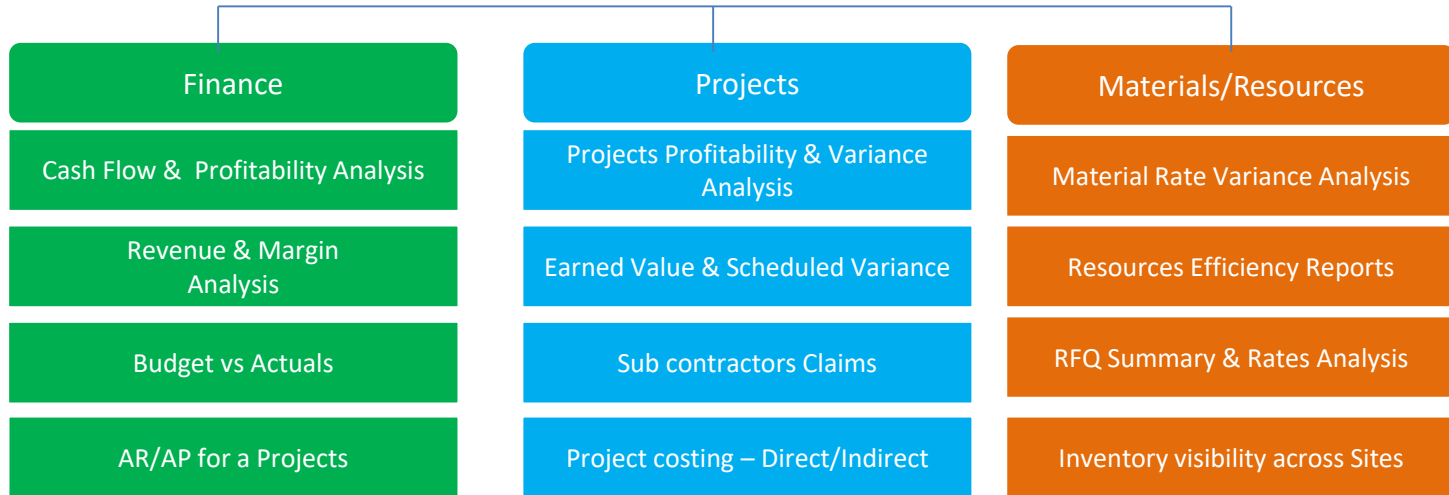


**Month**  
□ April, 2015  
□ May, 2015  
□ June, 2015  
□ July, 2015  
□ August, 2015  
□ September, 2015  
□ October, 2015  
□ November, 2015  
□ December, 2015  
□ January, 2016  
□ February, 2016



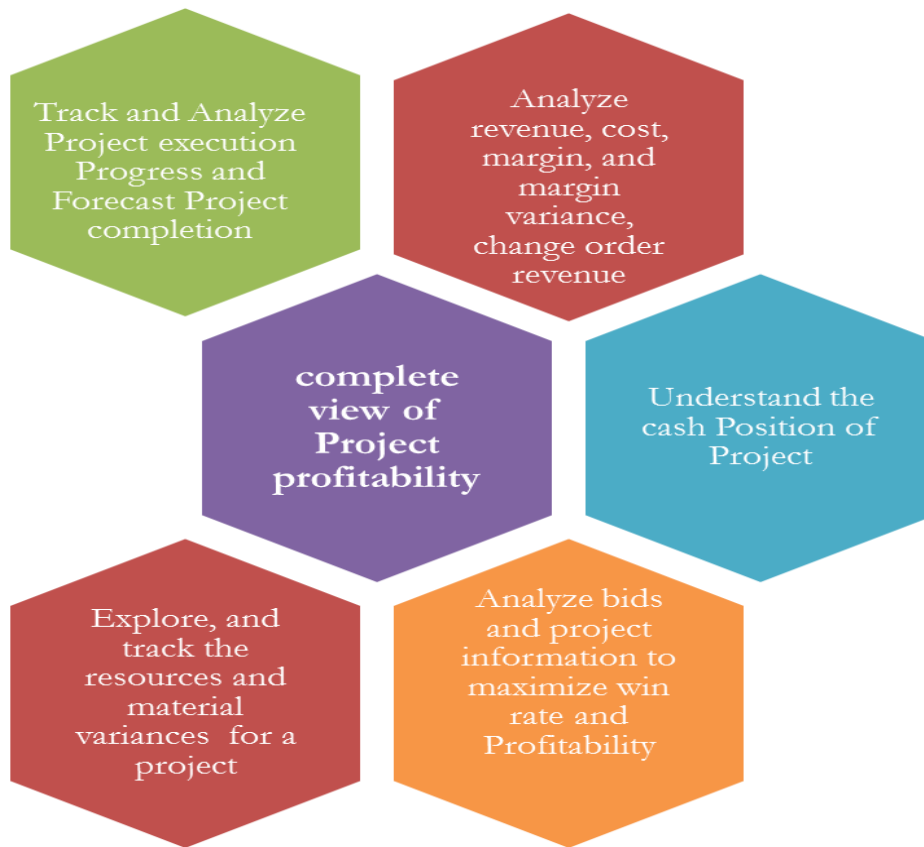
Year	Quarter	Month	Day	Location	Revenue	Cost	Total Cost	EBITDA	% of EBITDA	AR	AR - Current Qtr
2015	Qtr 1	April	1	Delhi	2000	1500	1500	500	25%	1000	0
2015	Qtr 1	April	2	Mumbai	1800	1400	1400	400	22%	900	0
2015	Qtr 1	April	3	Trivandrum	1000	800	800	200	20%	500	0
2015	Qtr 1	May	1	Delhi	2200	1600	1600	600	27%	1100	100
2015	Qtr 1	May	2	Mumbai	2000	1500	1500	500	25%	1000	100
2015	Qtr 1	May	3	Delhi	1000	800	800	200	20%	500	0
2015	Qtr 2	June	1	Mumbai	1800	1400	1400	400	22%	900	0
2015	Qtr 2	June	2	Delhi	2200	1600	1600	600	27%	1100	100
2015	Qtr 2	June	3	Trivandrum	1000	800	800	200	20%	500	0
2015	Qtr 2	July	1	Mumbai	1800	1400	1400	400	22%	900	0
2015	Qtr 2	July	2	Delhi	2200	1600	1600	600	27%	1100	100
2015	Qtr 2	July	3	Trivandrum	1000	800	800	200	20%	500	0
2015	Qtr 3	Aug	1	Mumbai	1800	1400	1400	400	22%	900	0
2015	Qtr 3	Aug	2	Delhi	2200	1600	1600	600	27%	1100	100
2015	Qtr 3	Aug	3	Trivandrum	1000	800	800	200	20%	500	0
2015	Qtr 3	Sept	1	Mumbai	1800	1400	1400	400	22%	900	0
2015	Qtr 3	Sept	2	Delhi	2200	1600	1600	600	27%	1100	100
2015	Qtr 3	Sept	3	Trivandrum	1000	800	800	200	20%	500	0
2015	Qtr 4	Oct	1	Mumbai	1800	1400	1400	400	22%	900	0
2015	Qtr 4	Oct	2	Delhi	2200	1600	1600	600	27%	1100	100
2015	Qtr 4	Oct	3	Trivandrum	1000	800	800	200	20%	500	0
2015	Qtr 4	Nov	1	Mumbai	1800	1400	1400	400	22%	900	0
2015	Qtr 4	Nov	2	Delhi	2200	1600	1600	600	27%	1100	100
2015	Qtr 4	Nov	3	Trivandrum	1000	800	800	200	20%	500	0
2015	Qtr 4	Dec	1	Mumbai	1800	1400	1400	400	22%	900	0
2015	Qtr 4	Dec	2	Delhi	2200	1600	1600	600	27%	1100	100
2015	Qtr 4	Dec	3	Trivandrum	1000	800	800	200	20%	500	0
2016	Qtr 1	Jan	1	Mumbai	1800	1400	1400	400	22%	900	0
2016	Qtr 1	Jan	2	Delhi	2200	1600	1600	600	27%	1100	100
2016	Qtr 1	Jan	3	Trivandrum	1000	800	800	200	20%	500	0
<b>Total</b>					1,171.77	9,141.81	704.05	4,996.56	2,811.09	305.29	179.88

# NAVBUILD - Enable Business Transformation & Enhances the Project Control

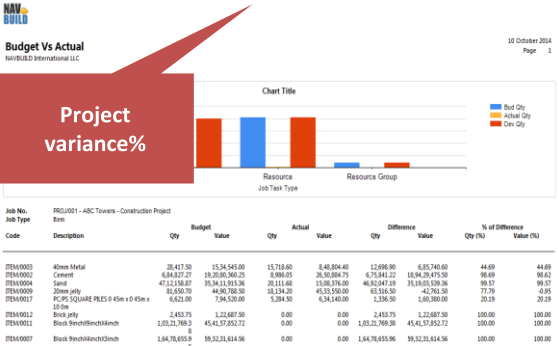


- **Absolute precision in Cost and revenues control at full life cycle of project.**
- **Completely control of resources engagement and material consumption**
- **Reducing the time to produce Invoice, Orders and Receivables Collections**
- **Control and better manage your cash flow and visibility of profit**
- **Centralised data availability including Historical helpful for effective estimation & bidding**
- **Alerts, Notifications and Approvals for abnormalities at the earlier stage; this helps reduce losses**

# NAVBUILD – Significant benefits



# Dashboards & Reports - Experiences Enhance Processes



### Property Definitions

300060 - Shiram Oncity

General

Promotion Milestone Line

Posting

Duration

Foreign Trade

WIP and Recognition

Other Info

Location of Land: 600001

Source of Water: Reservoir

E.C.: Commercial/ Residential

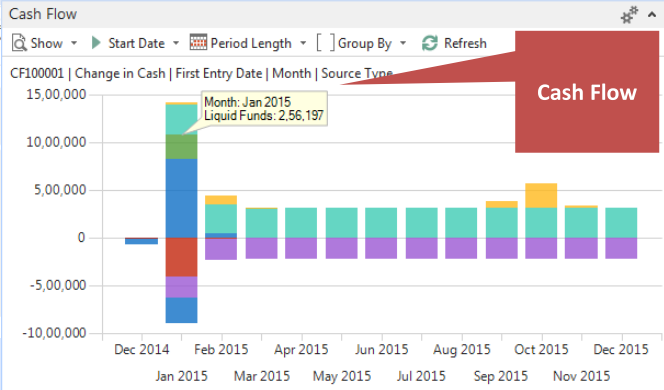
Site Contact

Critical Approvals

Project Seizable Area: 10,000.00

Cust. Billing

Earned Value: 0.00



### Role Center Task

NAV BUILD International LLC

10 October 2014 Page 1

Role Center

- Site Team
- Materials
- Projects
- Pending for Approval
- Released Orders

Counters: 111, 0, 84, 0, 12, 2, 0

### 1 - J00060 - A-1ST FLOOR-1

General

Property No: 1

Block No: A

Type: APARTMENT

Area: 1,000.00

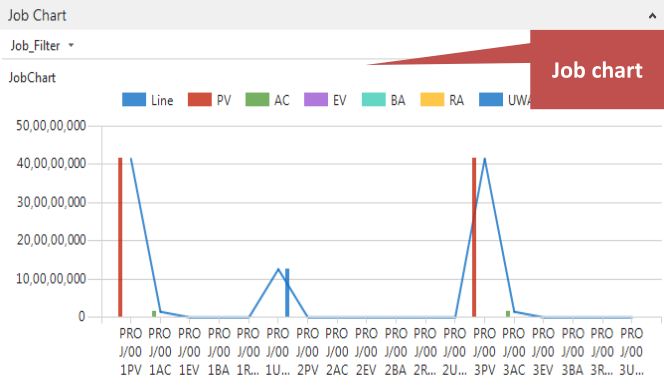
Unit Price: 4,800.00

Property Price: 4,800,000.00

Booking Status: [X]

Registration: [X]

Prop...	Proj...	Project Name	Area	Unit Price	Floor No.	UDS	UDS Amount	Property Price	Registration	Current L...	Availability	Property...
1	000002	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	1	[X]	2 BHK
10	300060	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	10	[X]	2 BHK
2	300060	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	2	[X]	2 BHK
3	300060	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	3	[X]	2 BHK
4	300060	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	4	[X]	2 BHK
5	300060	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	5	[X]	2 BHK
6	300060	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	6	[X]	2 BHK
7	300060	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	7	[X]	2 BHK
8	300060	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	8	[X]	2 BHK
9	300060	Shiram Oncity	1,000.00	4,800.00	1ST FLOOR	500.00	5,000,000.00	48,000,000.00	[X]	9	[X]	2 BHK



# Project Definition, Estimation & Scheduling

**PROJ/001 - ABC Towers - Construction Project**

Duration: 01-07-2014 to 30-06-2015

Billing Type: Progressive

Earned Value: EV Start: 2,000, EV Progress %: 100,000

Project Definition

**RA-0003 - Dummy Column Concrete CM 1-4:8**

Type	No.	Description	Unit of Meas.	Quantity	Unit Cost	Total Unit Cost	Conv. UOM	Cost
Item	ITEM0000	Concrete	MC	0.8	30.00	24.00		0.00
Item	ITEM0002	Cement	BAG	0.25	300.00	75.00		0.00
Item	ITEM0004	Sand	CFY	0.34	75.00	25.50		0.00
Resource	RES0009	Curing charges	CFY	1	4.50	4.50		0.00
Resource	RES0012	Forming concrete labour charges	CFY	1	18.00	18.00		0.00
Resource	RES0015	Labour shuffling	SFT	0.75	16.00	12.00		0.00
Resource	RES0018	Material shuffling	SFT	0.75	22.00	16.50		0.00

Rate Analysis Budgeting

**Copy Similar Job Structure**

Copy from: PROJ/002

Copy to: PROJ/001

Copy Quantity: 1

Copy Similar Job Structure

**2 way data flow with MS Project /Primavera**

# Project Execution & Change Orders, Time Capture



BOQ task Activities

HOME ACTIONS NAVIGATE REPORT

Change Dates... 42 Linked Job Tasks... Job Task Settings... Split Planning Lines... Change Dates... 42 Linked Job Tasks... Job Task Settings... Split Planning Lines... Change Dates... 42 Linked Job Tasks... Job Task Settings... Split Planning Lines...

Job Task Lines

Job Task No.	Description	Job Task Type	Planned Start Date	Planned End Date	Quantity	RA No.	RA UOM	Schedule (Total Cost)	Schedule (Total Price)	Usage (Total Cost)	Usage (Total Price)	Actual Start Date	Actual End Date
T1001	Earth excavating	Posting	01-07-2014	14-07-2014	20,000.00	RA-0002	CFT	37,92,000.00	45,58,460.85	28,80,749.15	42,92,361.74		
T1002	PCC 1:5:10 excluding shuttering	Posting	15-07-2014	22-07-2014	20.00	RA-0002	CFT	3,792.00	4,558.47	2,784.50	4,449.79		
T1003	Footing concrete M20 including shuttering	Posting	15-07-2014	22-07-2014	8,569.00	RA-0003	CFT	5,15,59,673.00	6,61,56,349.97	66,51,686.25	6,49,538.05		
T1004	Footing 2nd pedestal concrete M20	Posting	23-07-2014	26-07-2014	4,673.00	RA-0003	CFT	2,81,174,401.00	3,60,77,561.37	25,01,721.00	38,65,303.49		

Capture and Track all Change Orders Via Workflow

HOME ACTIONS NAVIGATE REPORT

Create Invoice... Create Version... Create Proforma Invoice... Authorization... Split Planning Lines... Change Dates... Incent Job Tasks... Copy Job Planning Lines from... Copy Job Planning Lines to... Calculate WIP... Post WIP to GL... Process Estimate

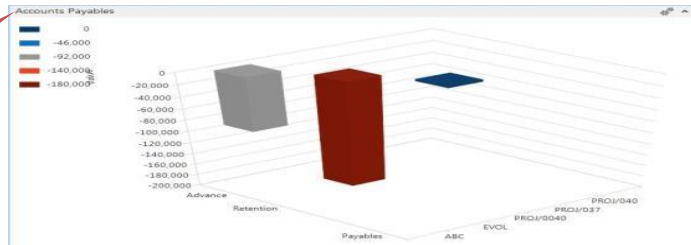
Job Task Lines

Type to filter (F3) Job Task No.

Filter: PROJ/001

Job Task No.	Description	Job Task Type	Planned Start Date	Planned End Date	Quantity	RA No.	RA UOM	Schedule (Total Cost)	Schedule (Total Price)	Usage (Total Cost)	Usage (Total Price)	Actual Start Date	Actual End Date
T1001	Earth excavating	Posting	01-07-2014	14-07-2014	20,000.00	RA-0002	CFT	37,92,000.00	45,58,460.85	28,80,749.15	42,92,361.74		
T1002	PCC 1:5:10 excluding shuttering	Posting	15-07-2014	22-07-2014	20.00	RA-0002	CFT	3,792.00	4,558.47	2,784.50	4,449.79		
T1003	Footing concrete M20 including shuttering	Posting	15-07-2014	22-07-2014	8,569.00	RA-0003	CFT	5,15,59,673.00	6,61,56,349.97	66,51,686.25	6,49,538.05		
T1004	Footing 2nd pedestal concrete M20	Posting	23-07-2014	26-07-2014	4,673.00	RA-0003	CFT	2,81,174,401.00	3,60,77,561.37	25,01,721.00	38,65,303.49		

Project Payables



Project Summary Report

Project: J00001 / BOQ - CIVIL & INTERIOR WORKS - 7TH FLOOR

Total Invoices raised to the Client (A)	19,29,301.62
Total Expenses (H)	32,55,900.34
Ratio % (A-H)	-68.76
Payments received from the Client (B)	12,33,134.63
Payments made to Vendors (I)	9,71,634.56
Amount Receivable (A-B)	6,96,166.99
Amount Payable (H-I)	22,84,265.84
Cash flow as per Invoices Raised (A-H)	-13,26,598.72
Cash flow as per Payments Received (B-H)	-20,22,765.71
Actual Cash Flow (B-I)	2,61,500.13

Project Summary

Invoices Raised and Payment Received from the Client:

Doc. Type	Document No.	Date	RA Bill No.	Invoices Raised	Payments Received
Invoice	16-17/KA/WCT/0001	21-09-2016	RA-001	4,79,895.81	10,000.00
Invoice	16-17/KA/WCT/0003	28-09-2016	NT24	98,993.13	993.13
Invoice	16-17/KA/WCT/0002	01-10-2016	RA-002	3,266.42	5,70,321.13
Invoice	16-17/KA/WCT/0004	04-10-2016	RB-01	9,158.90	6,41,820.37
				19,29,301.62	12,33,134.63

Invoices Received and Payments Made to Vendors:

Vendor No	Vendor Name	Invoices Received	Payments Made
V000003	Maheshwari PlyWoods PVT.LTD	16,85,891.50	52,981.50
V000001	Dream Seats PVT. LTD.	7,728.75	8,728.75
V000032	Adora Carpet Splendor Pvt. Ltd	1,83,579.03	1,83,579.03

Customer Billing

HOME ACTIONS

Delete Calculate Proforma Invoice Sales Invoice Refresh Find

Manage DPR Page

Job Task No.	Description	Quantity	Overall Task Completion %	Task Completion %	Quantity Completed	Qty. to Invoice	Invoice	Invoice	Invoice		
T1001	Earth excavating	20,000.00	94%	35.76	5,840.87	5,840.87	0.00	0.00	37,92,000.00	7,76,615.80	45,58,460.85
T1002	PCC 1:5:10 excluding shuttering	20.00	98%	39.94	7.79	7.79	0.00	0.00	3,792.00	0.00	4,558.47
T1003	Footing concrete M20 including ...	8,569.00	10%	3.49	298.75	298.75	0.00	0.00	5,15,59,673.00	0.00	6,61,56,349.97
T1004	Footing 2nd pedestal concrete ...	4,673.00	8%	1.82	85.05	85.05	0.00	0.00	2,81,174,401.00	0.00	3,60,77,561.37
T1060	Up to GL	3,926.00	47%	46.77	1,836.35	1,836.35	0.00	0.00	13,47,712.28	0.00	16,56,896.22
T1070	GL to GF roof	6,543.00	47%	46.77	3,060.43	3,060.43	0.00	0.00	22,46,081.04	0.00	27,81,353.04
T1080	GF roof to FF roof	5,479.00	0%	0.00	0.00	0.00	0.00	0.00	18,80,831.12	0.00	23,12,311.36
T1090	FF roof to 2nd Floor roof	5,479.00	0%	0.00	0.00	0.00	0.00	0.00	18,80,831.12	0.00	23,12,311.36



# Dashboards & Reports - Experiences Enhance Processes

## Construction Project Dashboard

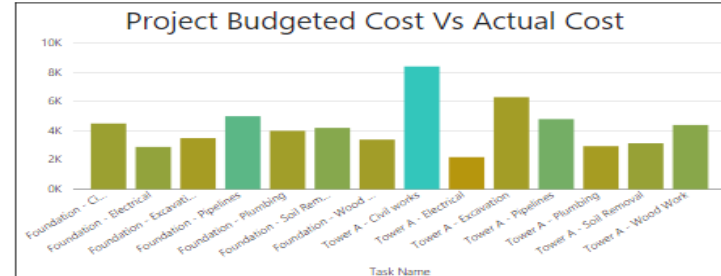
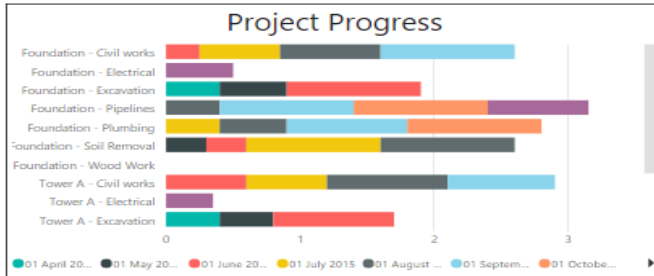
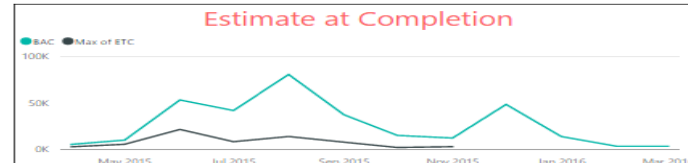
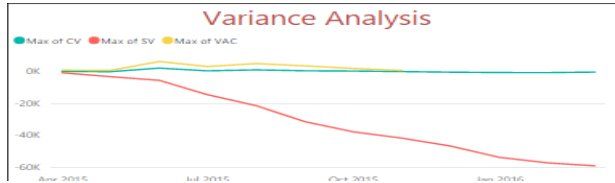
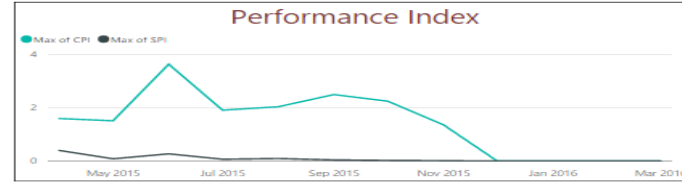
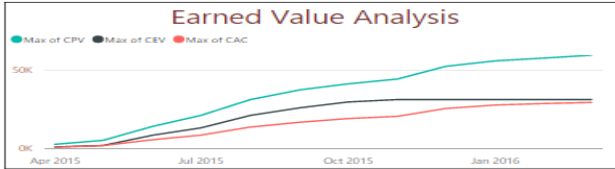


Estimation to completi...  
**211.03K**

Earned Value ▼  
**31,397.50**

Planned Value  
**2M**

Cost - Budgeted Vs Actual  
**5150+**  
Goal: 10100 (-49.01%)



# Why NAVBUILD

NAVBUILD, Pre-configured Industry Solutions with Proven delivery model allow us to accelerate implementations by leveraging our collective industry and Dynamics expertise in the form of a pre-built and Single integrated end-to-end solution

**NAVBUILD=** Mature Add-On  
for NAV

**2009->2016**

Providing dedicated software solutions to the construction industry

**On-going Development**  
NAVBUILD has defined roadmaps and Frequent product updates are available inline with Dynamics NAV releases, and to comply with industry changes and requirements.

- Successful Implementation across Regions - MEA, South East Asia, Sri Lanka and India
- Implementation Risks are Zero – Industry ready Solutions
- Silver Partner for Microsoft Dynamics
- Partner Network for ongoing Support
- Deployment Choices
- 98.2% Customer Satisfaction & Retention
- World Class Support from CETAS

**100% Grass Roots**

CETAS NAVBUILD, built from the ground up with one goal in mind-client success and Industry thought leadership. By understanding every pain point and enriched this solution through intensive cooperation with experienced industry experts

**Flexibility with Pre Configured Solutions- Tailor Construction ERP as per your requirement. Leverage the NAV features you need, utilize the ones you want, and hide the ones you don't, i.e. Accelerations of Delivery and better ROI.**



**CfMD Solutions from Microsoft**

# CETAS Create Sustainable Values

## Increased Quality Implementation



Streamline Operations & Reduce Costs

## Quick ROI & Low TCO



We will be able to reduce typical implementation costs by up to 40% than the build from scratch approach

## Save Time & Rapid Deployment

Pre-built Industry Solutions with Proven delivery model allow us to accelerate implementations

## Reduced Risks



Maximize Accuracy, Minimize Risk by reducing the Implementation Complexity

## Stay Relevant



Construction Industry-specific leading processes and practices

## Boost Operational Efficiency



Improved capability transfer to client due to early system exposure and standardization of processes

## Gain Visibility into Project Performance



Improved decision making by enabling the team to see the actual system early in the engagement

## Speed Communication and Collaboration



Demonstrates the solutions early to users

## Improved Information availability



Integrating the essential elements of budgetary and cost data to provide real time, reliable, auditable and accurate information

## Tightly Integrated End to End Solutions



One Service Provider, and One Solution

## Link People, Processes, and Information



Seamlessly automate day to day tasks, workflows and proactive notifications are invaluable for today's busy project team

## Investment Protection



On Going Development & Support from Microsoft Dynamics & CETAS with defined Product Roadmap



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