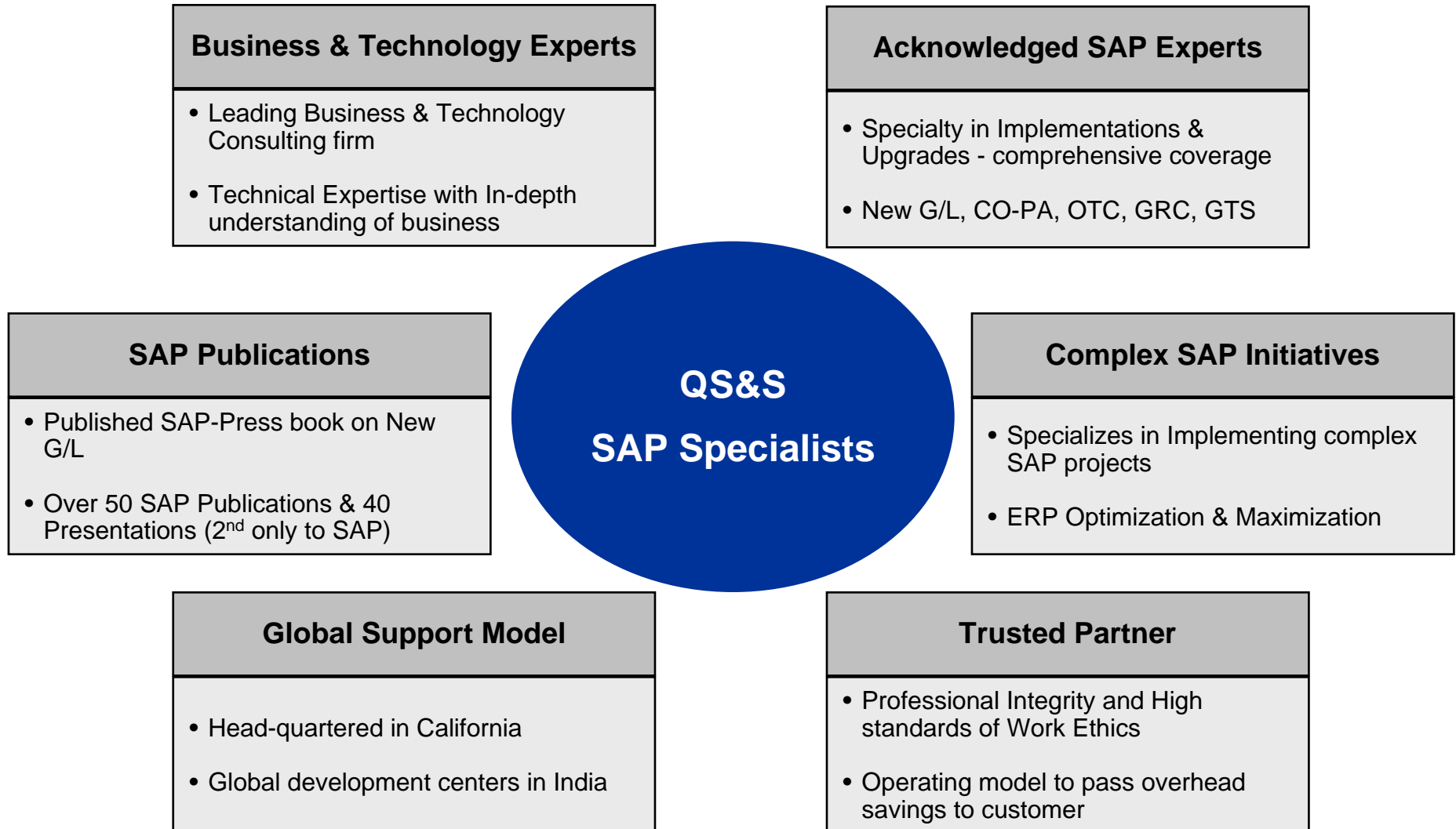

Quality Systems & Software (QS&S)

Overview



QS&S Overview



QS&S as trusted and respected partner, is well positioned to provide business value and strategic impact to the customer.



Services & Solutions

What we do

| QS&S | | | |
|-----------------------------------|---|---|---|
| | Strategies Group | ERP Group | IT Support Group |
| Focus | Customer-Centric Business Strategy | SAP Program/Project Implementation | Post Go-live Support and Continuous Productivity improvement |
| Client Leadership | CEO,CFO, COO, CIO | Business Unit / IT Leadership | IT Operations |
| QS&S Service Offerings | Strategic redesign services M&A services | Planning, Best practices implementation, Post Go-live enhancements | IT applications, Support |



Services & Solutions – Strategies Group

1. Strategies Group

■ Strategic Redesign Services

| Strategies & Communications | Analysis | Execution |
|--|----------------------------|------------------------------|
| Goal setting and rationale development | Business case development | Integration implementation |
| Project structure and framework design | Resource mapping | Program & Project Management |
| Hypothesis generation | Process flow mapping | Budgeting and monitoring |
| Organization structure | Metric benchmarking | Operations monitoring |
| Communications planning | Best practices development | Risks, Issues Management |

■ M&A Services

- Market entry strategy and target identification
- Acquisition due diligence
- Merger integration

The primary focus of Strategies Group is to provide strategic vision and formulate the roadmaps & plans for successful implementation.



Services & Solutions – ERP Group

2 ERP Implementation

■ Our SAP Offerings

- Implementation and Upgrades of ERP systems
- New Dimension Applications ([New G/L](#), [GRC](#), [GTS](#), [BI/BW](#), SEM, CRM, Portals)
- Optimizing solutions: R2-decommissioning, Archiving & Data Management
- Business productivity solutions - Business Process Reengineering (BPR)
- Financials, Supply Chain, Logistics, HR and Technical solutions
- Business Intelligence (BI/BW) & Customer Relationship Management (CRM)
- On-site and Off-shore development and system support
- SAP Training & Change Management & Resource Supplementation

Our ERP offerings cover breadth and depth of SAP applications and processes.



Services & Solutions – ERP Group

We specialize in delivering superior business and IT solutions using SAP power with special focus on Financials / Supply chain

- Comprehensive coverage and turn-key solutions
 - QS&S principals have years of extensive experience in comprehensive SAP project management - from Planning, Execution to Support
- ERP optimization and maximization
 - We pride in getting the most out of ERP investment - based on our vast experience, we provide the most effective, efficient and elegant solutions to your business challenges
- Best practices leadership
 - We use Industry-wide best-practice configuration guides and proven implementation tools to integrate complex business processes with the SAP system.
 - We have developed an extensive library of proprietary SAP accelerators that have been successfully implemented in Finance/supply chain projects to reduce cost and compress timeline.

Our core strength is managing complex business processes and their integration with Financials/Supply chain.



Services & Solutions – IT Support Group

3. IT Support & Solutions

- Continuous support and improvement
 - QS&S provides multiple services to organizations to constantly improve and achieve excellence

- IT Support & Services
 - Resource supplementation
 - Whether you require the assistance of a qualified expert for one day or multiple team members for longer, QS&S can provide you with an immediate cost effective solution
 - Systems audit and project review
 - QS&S provides systems & project plan audits to as an un-biased advisor and can offer actionable remedial steps if necessary
 - Production support
 - QS&S consultants can help you support your day-to-day business processes and applications, freeing your staff to work on more challenging assignments and reducing cost. We provide both functional and technical expertise

QS&S SAP Expertise

Widely acknowledged in the industry as leading SAP experts

■ Publications

- Published over 50 articles & white papers on SAP Financials/Supply Chain subjects in prestigious journals.
- Published a guidebook on “How to achieve IAS-14 Segment Reporting in the New G/L”

■ Technical Advisory Board

- Principals serve as strategic, technical advisors and resident editors

■ Conferences

- Invited to speak at more than 30 reputed SAP events and conferences



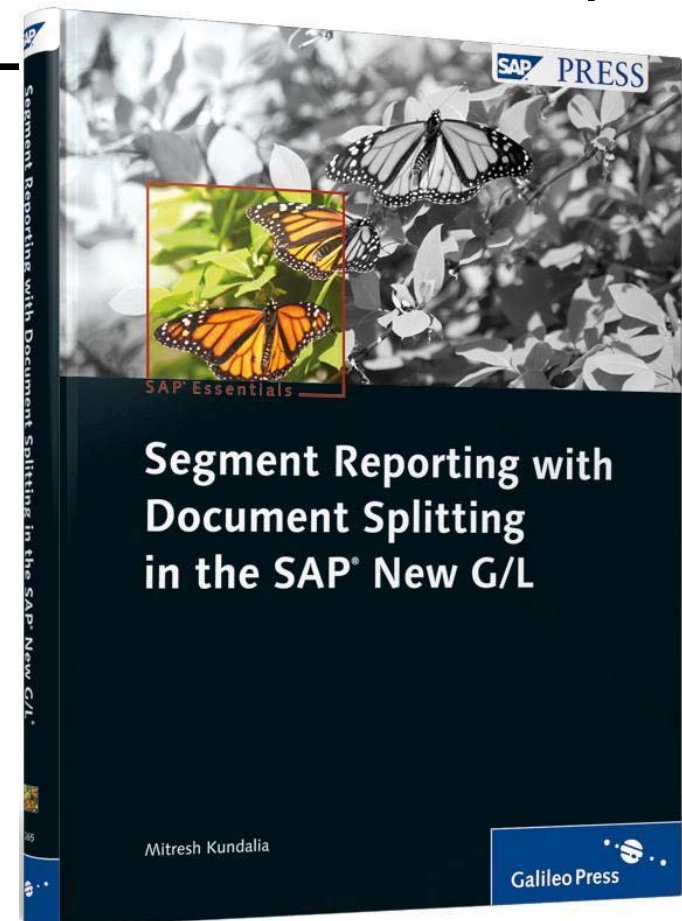
SAP-Press Book

Segment Reporting with Document Splitting in the New G/L

by Mitresh Kundalia, Quality Systems & Software

Abstract:

New GL offers many new features including Document splitting to meet 'IAS-14 Segment Reporting' Requirements. With document splitting, the system splits accounting line items according to specific characteristics. This enables you to create financial statements for entities such as Segments. In this comprehensive guidebook on the document splitting, the author describes in detail on how to activate the document splitting automatically to create Segment reporting real-time. The book describes the background details on IFRS-8 requirements, the document splitting concept in the New G/L and step-by-step instructions to configure the New G/L to achieve balanced reporting.



QS&S Publications



Achieve Balanced Reporting by Automating Document Splitting in the New G/L

by Mitresh Kundra, Director - SAP Practice, Quality Systems & Software

See the rules, steps, transactions, and method for document splitting. Then follow seven steps to configure it in your system.

Key Concept
The splitting method is the main key to activate document splitting in the new G/L, including splitting rules, business transactions, business transaction variants, and more. It is a component of active splitting. The process is a new capability in the new G/L, and was not possible in the classic G/L.

The new General Ledger (new GL) in the SAP ERP system offers a feature called document splitting. With document splitting, the system splits accounting line items according to specific characteristics. This enables you to create financial statements for entities such as segments and meet the legal requirements such as International Accounting Standards (IAS) regulations for segment reporting. You can find out more information about these requirements by visiting www.iaab.org.

I'll discuss the concepts of document splitting with a simple example of a financial transaction of a vendor invoice. Say you have a vendor invoice that has two expense items totaling \$10,000 with \$1,000 input tax, so the total is \$11,000 (Table 1).

If you are responsible for profit center ZC-1 and want to analyze all of the financial transactions for ZC-1, you cannot do so completely because the Vendor account (A/C) and Input Tax are not assigned to any profit centers. You cannot assign ZC-1 or ZC-2 because these items are for combined balances, not for individual profit center items.

Looking more closely at the financial document, it is clear that the total expenses of \$10,000 were in the ratio of 80%-20% between ZC-1 and ZC-2. Therefore, according to the same

| Account Description | Amount | Profit Center |
|---------------------|---------|---------------|
| Vendor A/C | -11,000 | |
| Purchases 1 | 8,000 | PC-1 |
| Purchases 2 | 2,000 | PC-2 |
| Input Tax | 1,000 | |

Table 1 Sample vendor invoice accounting entries

» continued on page 4

- 10 RE-FX Builds on RE-Classico with Improved MDM and Document Processing
- 14 Transport Customizing Settings Between SAP Environments Using Transport Requests
- 18 View Your Profit and Loss Data and Analyze Your Investments Using Visual Composer



Accomplish Segment Reporting using Document Splitting in the New GL

Mitresh Kundra

QS&S White Papers & Consulting Solutions

Our white papers focus on solving high-priority business challenges.

| Partial List of QS&S White Papers | |
|--|--|
| Consulting Papers | New G/L |
| Unearth Hidden Secrets of Pricing Procedure to address complex Order-To-Cash (OTC) processes | Achieve Balanced Reporting by Automating Document Splitting in the New G/L |
| Leverage the power of VOFM routines to enhance the versatility of your Order-To-Cash (OTC) processes | Unearth the Hidden Secrets of Zero-Balancing in the New G/L |
| Cost Conditions in R/3 - Are You Sending Your Financials Team an Unpleasant Surprise? | Use Document Simulation in the New G/L to see how the system posts G/L Documents |
| Enrich your SD pricing procedures with statistical conditions | Do's and don'ts for configuring the new G/L |
| Omnipotent Condition Technique | What happens to the CO-PA Ledger in the New General Ledger? |
| Find The Hidden Condition Technique and Fine-tune CO-PA Ledger | Reporting |
| Hidden Secrets of SD Higher-level Item Category and its Influence on Financial Reports | Should I Report in CO-PA or BW? |
| Secure Your Revenue Stream: Ensure That SD Billing Document Invoices Are Posted in FI | How to Use the SIS Data Warehouse for Management Reporting |
| 10 Best Practices for Designing Summarization Levels for improving performance | Tips and Tricks to improve CO-PA Reporting performance |
| Productivity Tools | Pin-point specific Reporting performance Issues/Challenges |
| Best Practices for Data Conversion using LSMW | GRC |
| Best Practices for End-to-End Integration Tests using eCATT | Build Bullet-proof testing strategies to comply with challenging compliance |
| Project Management | How Can Enhancement Packages Help Compliance? |
| How to Manage SAP user-exits for multiple and simultaneous Initiatives | <i>many more..</i> |

Customer Testimonials

"QS&S understands our business well and the teammates speak our language. In fact, many times they have a better understanding of our requirements than we can articulate." - Vice President - Business Division, a leading manufacturing company

"We chose QS&S for our New G/L Migration project, because they were simply the best - most knowledgeable and most qualified." - IT Director, a leading media giant

"QS&S - a 'Non-typical' consulting firm, unlike many other 'typical' consulting companies. Very professional and always very thorough." - IT Director, a leading manufacturing company

"You are very deserving of the recognition due to the excellent work you do driven my strong relationships and in depth business and technical knowledge. I have so very much enjoyed working with you and your entire team. You are truly experts in your field and are held in highest regard with respect to professionalism and integrity. I wish you and your entire team the very best and sincerely hope our paths will cross again. Best wishes " - Business Director, a leading manufacturing company

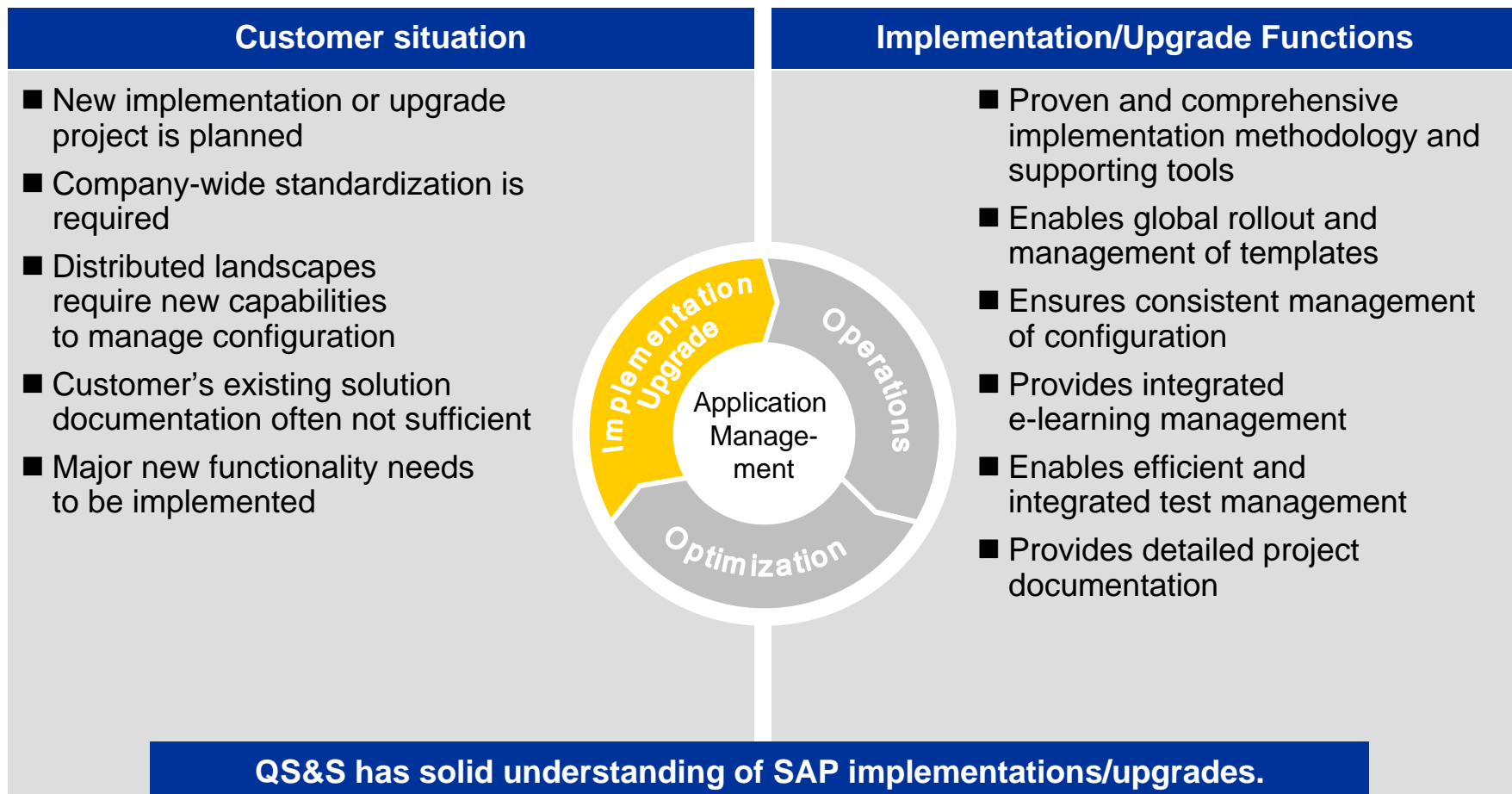
"At a time when we are canceling the IT projects, we are pleased to award QS&S the CO-PA project because we believe the return on investments realized will far exceed the costs associated. QS&S team went above and beyond and delivered the value." - IT Director, a leading manufacturing company

"We like QS&S because they give honest opinions, which are in the best interest of the customer - unlike other consulting firms with smoke and mirrors." - IT Director, a leading multi-national giant

"Prior to hiring QS&S, we worked with two other consulting firms, but, they could not deliver. QS&S not only delivered as promised, but far exceeded our expectations." - IT Program Manager, a leading automobile company

SAP Implementation/Upgrade Capabilities

Implementation and Upgrade Projects Require Proven Tools, Content, and Methodology



QS&S New G/L Service Offerings

QS&S now offers extensive New G/L portfolio of services.

| QS&S New G/L Service Offerings | | | |
|--------------------------------|--|---|---|
| | Planning | Implementation | Migration |
| Offerings | <ul style="list-style-type: none"> •New G/L Roadmap Planning •New G/L system assessment •New G/L System Design Review •Impact Analysis for Document Splitting •IFRS Changeover Planning | <ul style="list-style-type: none"> •Blueprint Preparation <ul style="list-style-type: none"> •Requirements & assessment for Segment Reporting •Customizing <ul style="list-style-type: none"> •Document Splitting & Parallel Accounting •Chart-of-Accounts Rationalization •Managing Enhancement Packages | <ul style="list-style-type: none"> •Classic G/L Migration to New G/L •Migration Scenario preparation •Migration week-end planning •Migration cockpit execution •De-activation of Classic G/L |
| | <ul style="list-style-type: none"> •New G/L Testing strategies & Execution •New G/L Reporting & Analytics | | |
| Specialized Offerings | SLO type services for Group Currency Conversion & Chart-of-Accounts Rationalization | | |
| Features | Standard SAP methodology, Phased-approach for minimal system downtime, Step-by-step guidance, Migration & conversion of complete data sets, Proprietary toolset, Extensive analysis functions, System wide consistency and more | | |

QS&S SLO Service Offerings

The SLO service, part of the QS&S’s portfolio of consulting services, provides the customer with specialized tools & techniques to manage complex system landscape

| QS&S SLO Service Offerings | | | | |
|----------------------------|---|--|---|--|
| | Analysis & Optimization | Landscape Consolidation | Conversion Services | System & Data Migration |
| SLO Offerings | Services & Tools to analyze and optimize SAP system environment | Technical consolidation & optimization of system landscape | Data Restructuring and Harmonizing | Tools and Techniques for managing System & Data Migration |
| | <ul style="list-style-type: none"> •Technical process & data analysis to evaluate restructuring measures •System analysis for project planning •Technical analysis & optimization of custom developments | <ul style="list-style-type: none"> •SLO analysis •Consolidation of SAP systems and SAP clients •Transfer legal entities and processes | <ul style="list-style-type: none"> •Adjusting organizational units •Harmonizing master data •Standardizing application customizing | <ul style="list-style-type: none"> •System Migration <ul style="list-style-type: none"> •R2 -> ECC •R2 De-commissioning •Data Migration <ul style="list-style-type: none"> •Migrating data from non-SAP systems •Reconsolidation of SAP R/3 systems |
| Specialized SLO Solutions | New G/L Migration, Currency Conversion, Chart-of-Accounts Rationalization | | | |
| Features | Phased methodology, Step-by-step guidance, Revision-secure procedure, Minimal system downtime, Migration & conversion of complete data sets (including historical data), Little project effort, Tools for the verification of system consistency, Proprietary toolset, Extensive analysis functions, System wide consistency and more | | | |



Your Partner in Business & Technology Excellence

Thank You.

- Please feel free to contact us for more information or clarifications.

Questions



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