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GOLD BOOK

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Solsynch Technologies

Solsynch Technologies is a young energetic company founded in 2009 in Mumbai. The company is focused on delivering SAP services in India. In 2014, they acquired the SAP business of Coconut Softwares, an industry leader and winner of several awards of excellence from SAP. Solsynch is now a SAP implementation partner and also a member of the SAP Extended Business Program.

Key Management:

Amrish Agarwal, the Founder, Director & CEO of Solsynch is a fast thinking business leader who wants to help customers utilize their SAP investments for tangible benefits to their business. He has been recording triple digit CAGR since the inception of Solsynch.

Differentiators:

Solsynch derives its name from its mission of delivering SOLUTIONS SYNCHronized with their customers' businesses. Solsynch decodes the mystique around technology, particularly SAP, and delivers simple and efficient solutions to everyday business requirements. They are renowned for connecting with their customers' business.

Offerings:

In line with the mission of keeping technology simple and efficient, the company have delivered a variety of solutions for Indian SAP customers. Solsynch's portfolio includes full-scale implementations completed in record time and a number of process enhancements which have offered tangible RoI. Some of their customers' successes include:

- Through thoughtful implementation of modules like Product Costing and Profitability Analysis, the company has increased operating profits by up to 8 percent via better decision making on product mix and capacity utilization.
- By enabling the right use of MRP, Solsynch improved delivery compliance by over 50 percent through accurate computation of available-to-promise dates to their customers.
- Solsynch's custom-built SRM platform Purcha-Synch reduced procurement cost of MRO items by nearly 15 percent and allowed better transparency into the procurement process - from vendor registration to payments. The solution includes quotation comparisons on landed-cost basis, supports e-auctions and is fully integrated with SAP ERP.
- XS-Synch, their .net-based portal that manages branch operations with full integration to SAP ERP has reduced operating costs of branches by over 7 percent.

Overcoming Challenges:

Like any ambitious youngster, Solsynch too is constrained by their ability to spread and reach newer markets. They plan to expand the team at all levels and infuse new talent into the board that will broaden the decision making and bring further value for their customers.

Driving Innovation:

In the small family of Solsynch, customer is always at the centre of their culture and every team member is motivated to provide innovative ideas to improve the customer experience. Innovation at Solsynch is defined not as a major



Amrish Agarwal,
Founder, Director & CEO

scientific breakthrough but simple improvements which help increase efficiency and profitability of customer.

Roadmap:

Solsynch has aggressive growth plans and is looking to take an inorganic path in addition to organic growth. Having successfully consummated the acquisition of Coconut Softwares in early 2014, the company is now looking at another acquisition within a time frame of 6 to 8 months. Their next target is to simplify the cloud for SAP customers. Since Solsynch feels one of the most trending innovations today is somehow reduced to mere jargon for co-hosting services, they are striving to change that scenario.

The Solsynch team is set on the path to become one of the most admired companies within the markets they serve. The company only competes with itself for excellence and will keep on delivering SOLUTIONS SYNCHronized with businesses. 