



Guest Lecture: 11th September 2021

Pre GL

- **Name:** Mr. Ravi Kajaria
- **Organization:** Granuler CIO Consulting.
- **Conducted By:** ACADS Team
- **Purpose of GL:** To learn about the role of IT in Finance/Marketing/HR/operations, basics of ERP implementation, IT landscape, Futuristic technologies, change management, and efficient project management.
- **The request came from** ACADS Team
- LinkedIn profile link:
 - GL for Semester (1/2/3/4): 3
 - Topic: ERP and Technology Advancement
 - LinkedIn: [linkedin.com/in/ravi-kajaria](https://www.linkedin.com/in/ravi-kajaria)

August 21st, 2021. 3:02 PM

August 21st, 2021. 3:40 PM

Benefits to SIDTM:

Students learned about the basics of ERP, the need for Digital Transformation of business operations, and efficient implementation of such projects.

During GL:

- **Notes/Summary of Guest Lecture by:**
 Name of Guest: Mr. Ravi Kajaria
 Designation: Founder and Digital Transformation Lead at Granuler
 Date: 11th September 2021

The major part of the session was about understanding the need for the digital transformation of business operations and how ERP works in various departments. Sir started by explaining the role of IT in Finance/Marketing/HR/operations. He explained when ERP came into the picture how it connected all the departments and gave a platform where everyone enters data at one single system. He further stressed that the organization's head knows what is happening in finance/marketing/sales and how a decision can be taken based on that data.

He then explained the integrated financial models in finance aspects, which can be found in one system. Then he talked about R/3 techniques in SAP and the three-layered security system and how challenging it is to break down the security barrier. Further, he spoke about how

consolidation aspects like balance sheet, real-time accounting started happening, and most importantly, how all the legal compliances at the organization level can be controlled better.

Sir also explained decision-making based on data visualization tools like tableau, power BI, etc., where data is unstructured, and we can generate many reports. In HR aspects, he discussed how data regarding travel management, event management, organization management, payroll accounting could be stored in SAP.

Sir also mentioned CRM (Customer Relationship Management), where systems can take information from social media and extract insights about target audiences. Sir elaborated on the role of Cognitive Analytics in analyzing the data, which is then saved in the ERP systems. He further showed how CRM predictive analytics could be leveraged to predict near-to-accurate profitability and ROI, thereby allowing the organizations to make smart decisions about their investments.

He emphasized that enterprise resource planning should be used to efficiently manage the procurement process, manage budgets, and track spending. He mentioned that it also offers business analysts visibility into cross-departmental affairs, thereby making better decisions for generating maximum profits. He highlighted the importance of business organizations investing in the latest disruptive technologies to increase the efficiency of their IT landscape to stay ahead of their competitors.

He called attention to the centrality of SMAC (Social, mobility, Analytics, Cloud) in enabling the digital transformation of the business processes. He pointed out various advantages of digital transformation, such as cost-effectiveness, mobility, flexibility, enhanced customer experience, automation of business operations, robust operations globally, management of localized requirements, etc. Sir also explained about bots, software program that performs automated, repetitive, pre-defined tasks. He mentioned when the bots were introduced in the industry; at that time, Accenture helped a bank reduce 4000 people using bots.

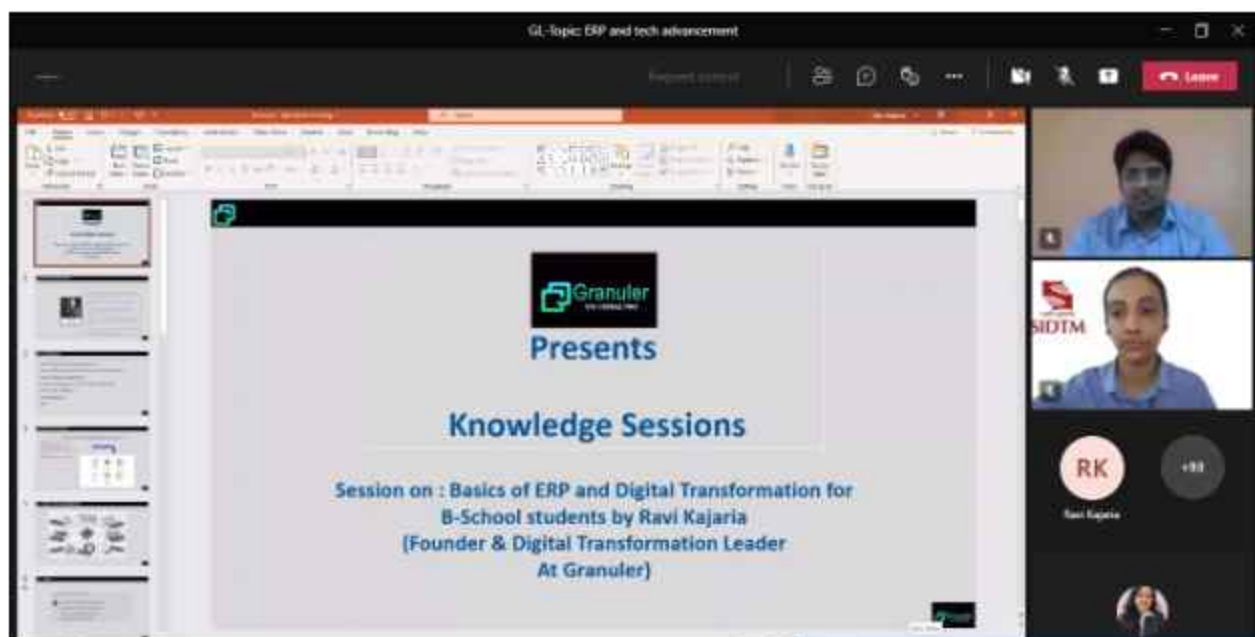
He explained SAP and Organizational change management (OCM), a framework for managing the effect of new business processes, changes in organizational structure, and cultural changes within an enterprise. He discussed Project Management Phases, which are project preparation, business blueprint, realization, testing, cutover, go-live, support, & stability.

During the Q and A session, In response to the question about finding the right ERP vendors, he emphasized the importance of scale of business, digitization of business operations already achieved, and cost and ROI analysis of business processes.

Session Images:



September 11th, 2021. 11:34 AM



September 11th, 2021. 11:02 AM