

# SKY-ERP

A COMPLETE ERP SOLUTION FOR  
DISCRETE MANUFACTURING



**The Best Comprehensive ERP Solution—  
Built for Manufacturers.  
Perfected for Precision.  
A Unified ERP for Both Discrete and Process Industries.**

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# Introduction

Skysoft Consultancy Services (SCS) is an end-to-end enterprise technology solutions provider committed to driving business transformation through customer-focused innovation.

We specialize in specific industry verticals, delivering technology solutions that are customized, scalable, and aligned with industry best practices. Our team of seasoned consultants brings deep domain expertise, working closely with clients to understand their business processes, operational challenges, and growth aspirations.

By integrating seamlessly with our customers, we design and implement solutions that enhance efficiency, enable scalability, and support sustainable business growth.

At SCS, our mission is to be a trusted partner in your digital transformation journey, ensuring measurable results and long-term success.

## **Business Lines:**

We cater to diverse IT service requirements for both domestic and international clients, including:

- Industry-Specific Application Products
- Custom Application Development
- Business Analytics
- Mobility Solutions
- Database Consulting
- DevOps Consulting & Implementation

## **Industry Focus:**

Our expertise spans across multiple sectors:

- Automotive
- Engineering Industry
- Engineering, Procurement & Construction (EPC)
- System Integrators
- Health Sector



# Mission and Vision

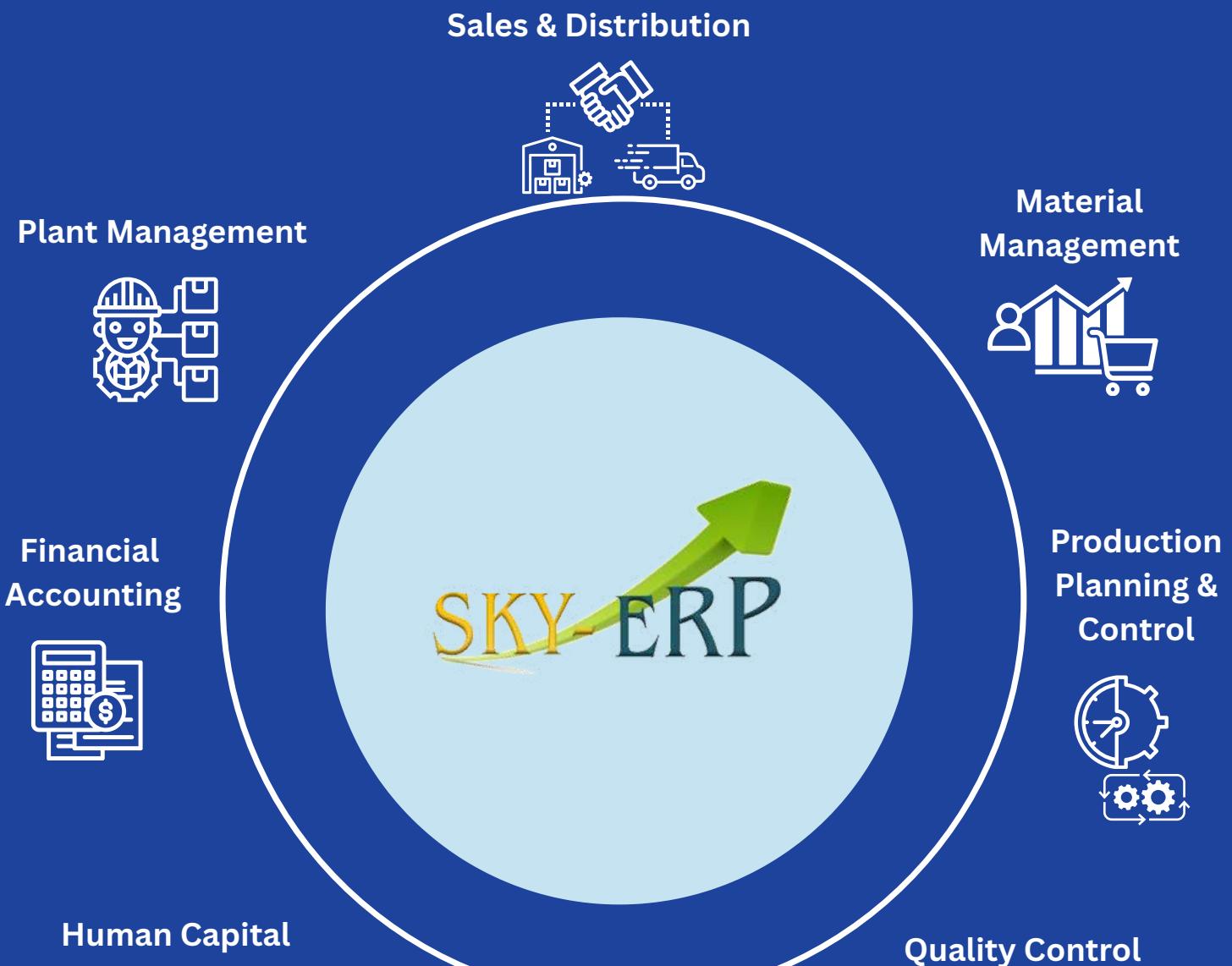
## ④ Mission

To deliver vertically focused Generic Product of industry standard in a tailor-made solution with the utmost satisfaction of the customers.

## ④ Vision

To be a trusted technology leader in industry-specific enterprise solutions, empowering businesses with scalable, innovative, and customer-centric systems that drive continuous transformation and measurable growth.

# SKY-ERP OVERVIEW



**DATA  
Integration**

**Business  
Analytics**

**Workflow  
Approval**

**Utilities**

**Interfaces**

Handheld   Barcode   RFID   Biometric   E-Mail   SMS   Whatsapp



Industry 4.0



# Common Challenges in a Manufacturing Company



## Management Challenges

- **Financial Health** - Daily P&L & Balance Sheet snapshot. Cash flow visibility & fund utilization.
- **Operational Efficiency** - Machine capacity vs actual usage. Bottlenecks & idle resources flagged instantly.
- **Business Performance** - Orders pending vs fulfilled. Sales & collections status in real-time.
- **Decision Power** - Accurate, on-time reports. Insights to act fast, avoid over-trading.



## Sales & Order Management Challenges

- **Complex Order Handling** - Managing multi-delivery schedules, partial shipments, and split orders.
- **Multi-Payment & Terms** - Handling varied payment terms, installments, and advance payments.
- **Multi-Location Orders** - Coordinating delivery and stock from multiple warehouses or sites.
- **Cost Estimation & Quotation Review** - Generating accurate cost estimates quickly and reviewing order terms.
- **Delivery Commitments & Tracking** - Ensuring on-time delivery while managing order changes.
- **Statutory & Compliance Tracking** - Maintaining required forms and approvals for each order.
- **Order Status Visibility** - Real-time tracking from enquiry to dispatch and invoicing.
- **Integration with CRM** - Linking enquiries, quotations, and orders to improve follow-ups and customer experience.



## Material Management Challenges

- **Inventory Shortages & Daily Control** - Stockouts or excess inventory; monitoring stocks daily.
- **Manual Tracking** - Difficulty tracking material usage, movement, and approved batches.
- **Procurement & Purchase Handling** - Delays in purchase orders, including order-based and cash purchases.
- **Supplier Management** - Poor visibility into supplier/subcontractor performance and delivery timelines.
- **Material Wastage & Scrap** - Losses due to over-ordering, expiration, or damage.
- **Compliance & Documentation** - Maintaining audit-ready records and approved material lots.
- **Running MRP** - Difficulty translating production plans into timely material requirements.
- **Subcontracting** - Complex coordination, quality control, cost tracking, and tracking stock issued to/received from subcontractors and customer-supplied raw materials.
- **Purchase Returns** - Managing returns efficiently without affecting stock accuracy.
- **Indent-to-Goods Consolidation** - Streamlining the process from material requisition to receipt.



## PPC Department Challenges

- **Demand & Production Planning** - Inaccurate forecasting leading to overproduction or stockouts.
- **Production Scheduling** - Difficulty aligning jobs with machine capacity; frequent bottlenecks.
- **Work-in-Progress (WIP) Tracking** - Limited visibility of job status; delays in identifying production issues.
- **Quality Control** - Inconsistent checks; poor traceability of defective batches.
- **Cost Management** - Difficulty tracking actual production costs and wastage.
- **Reporting & Analytics** - Delayed, manual, and error-prone production reports.
- **Track & Trace** - Hard to trace batches and materials; slow response to defects or recalls.



## Quality Department Challenges

- **Incoming Raw Material & Vendor/Subcontractor Performance** – Ensuring materials meet specs and tracking supplier quality.
- **Customer-Supplied Material** – Verifying quality of materials received from customers for production or subcontracting.
- **In-Process Checks & Production Resource Tools (FML / PRT)** – Monitoring process compliance and correct usage of production tools.
- **Finished Goods & Pre-Delivery** – Detecting defects, managing replacements/reconditioning, and confirming readiness before dispatch.
- **Rejection / Rework Analysis** – Identifying causes of defects to reduce rejections and achieve zero-defect production.
- **Traceability** – Linking batches to production and inspection results for quick issue resolution.
- **Documentation & Compliance** – Maintaining audit-ready records efficiently.

## Despatch & Logistics / Sales Challenges

- **Delivery Note Accuracy** – Aligning delivery notes with sale orders, including batches/serial numbers.
- **Invoice Handling** – Generating invoices for counter, domestic, export sales, and labour/service billing.
- **Tax & Regulatory Compliance** – GST, export documentation, and audit-ready records.
- **Sales Returns** – Tracking returns and updating stock/accounts efficiently.
- **Multi-Channel Sales** – Managing domestic, export, and counter sales simultaneously.
- **Goods Traceability** – Linking dispatched items to orders, batches, and serial numbers.
- **Transport & Inventory Management** – Scheduling shipments and real-time stock updates.
- **Discrepancy Resolution** – Quickly addressing mismatches between orders, delivery, and invoices.



## HR Department Challenges (Factory-Oriented)

- **Shift & Duty Management** – Efficient roster and shift allocation.
- **Attendance & Time Tracking** – Accurate capture including late-ins/early-outs.
- **Leave, Loans & Statutory Compliance** – Managing leaves, advances, PF/ESI.
- **Overtime Tracking** – Recording extra hours for payroll.
- **Employee Lifecycle** – Onboarding, retention, and exit management.
- **Skills & Training** – Tracking certifications and training needs.
- **Performance & Productivity** – Monitoring worker output and efficiency.
- **Workforce Allocation** – Assigning manpower to production lines.
- **Attrition Analysis** – Understanding turnover patterns.



## Finance Department Challenges

- **Timely Billing & Data Accuracy** – Delays in receiving bill details and repeated data entry.
- **Accounts Receivable & Payable Tracking** – Monitoring customer payments and supplier dues efficiently.
- **Fund Flow & Cash Management** – Tracking liquidity and fund movements across operations.
- **Inventory Valuation** – Accurate valuation of stock for financial reporting and decision-making.
- **Payroll Posting Integration** – Seamless transfer of payroll data from HR to Finance for accurate accounting.
- **Reconciliation & Audit** – Reducing manual effort in reconciling accounts and preparing audit-ready records.

# SKY-ERP: Module Insights at a Glance

## SALES AND DISTRIBUTION

SKY ERP Sales and Distribution provides a complete sales management solution for the organisation.

It takes care of sales and logistics portion, starting from sales order and all the way towards billing the customer.

It is tightly integrated with the MM and PP functional modules.

It allows companies to input their customer sales price, check for open orders and forecast etc.



Sales CRM



Quotation management



DC & Invoice management



Service CRM



Cost Estimation



Order management



Warranty management



Demand Management



Indent management



Purchase Order Processing



Warehouse Management



Stock Management



Sub contract Management



Supplier Portal

## MATERIAL MANAGEMENT

– The Backbone of Manufacturing Efficiency

In manufacturing, every minute of downtime costs money. Material Management ensures the right materials are in the right place, at the right quality, and at the right time – keeping your production lines moving without disruption.

It is far more than just “inventory control.” Effective material management integrates:

- Material Requirement Planning (MRP) to align stock availability with production schedules.
- Procurement coordination to secure timely, cost-effective sourcing.
- Logistics and warehousing for efficient storage, movement, and delivery.
- Warehouse Management with FIFO, LIFO, and Batch Tracking to reduce wastage, maintain freshness, and ensure compliance.
- Quality checks to verify that every incoming and stored material meets production standards.
- Cost tracking to control material expenses and reduce idle stock.

Strong material management doesn't work in isolation – it connects purchasing, production planning, quality, and finance into a seamless supply chain.

Without it, even the best production plans fail. With it, manufacturers achieve:

- Zero stock-outs that halt production.
- Reduced excess inventory that ties up working capital.
- Optimized space utilization in warehouses.
- Accurate stock rotation using FIFO to minimize expiry and obsolescence.
- Consistent quality for defect-free production.
- Lower procurement costs through better vendor management.

SKY-ERP delivers this through an integrated Material Management module — giving you real-time inventory visibility, automated replenishment triggers, subcontractor stock tracking, purchase return management, warehouse optimization, and expiry/shelf-life monitoring.

The result? A supply chain that runs as smoothly as your production line — with no surprises.

## PRODUCTION PLANNING & CONTROL

### – The Nerve Center of Manufacturing Excellence

Modern manufacturing demands more than planning—it demands real-time control. Common challenges like:

- Inaccurate production schedules and lack of capacity visibility
- Unplanned machine downtime and poor WIP tracking
- Complex multi-level BOMs, by-product handling, and weak coordination between sales and shop floor

...often disrupt production flow and efficiency.

With SKY-ERP, PPC is no longer reactive—it's proactive:

- Integrated MRP aligns procurement with production demand.
- IoT-enabled monitoring captures cycle times, downtime, and output instantly.
- Line-level data entry & automated WIP tracking give supervisors immediate visibility into order progress, bottlenecks, and quality deviations.

By capturing every line entry, machine activity, and shop-floor update in real time, SKY-ERP transforms production floors into intelligent, responsive environments. Schedules stay accurate, capacities stay balanced, and resources are maximized.

The result? Manufacturers consistently achieve on-time delivery, optimized resource utilization, and minimal operational waste—all through a single, unified system of planning and control.



## PLANT MANAGEMENT

Plant Maintenance is a process of managing the lifecycle of physical assets and equipment in order to maximize its lifetime, reduce costs, improve quality and efficiency, health of assets and environmental safety.

### Main objective of Plant maintenance:

- Maximize equipment life
- Prevent breakdowns
- Ensure timely maintenance
- Minimize cost & ensure safety



## HUMAN CAPITAL MANAGEMENT

The integrated payroll system of Sky-ERP will reduce the professional and administrative task of HR.

- Portfolio Management ,Leave Management ,Loan Management
- Compliance of statutory such as PF, ESI, Labour law, Professional Tax, IT etc.
- Interface with Bio-metric and Mobile based Attendance
- Carry out payroll processing and salary accounting.
- Self Service Portal



## FINANCIAL ACCOUNT

Sky-ERP has an integrated accounting module where by the sales, purchase, payroll will get posted in to the system. No need of any duplication of entry.

Support multi companies, multi branch & branch consolidation.

## QUALITY CONTROL

Quality control is the set of measures and procedures to follow in order to ensure that the quality of a product is maintained and improved against a set of benchmarks and that any errors encountered are either eliminated or reduced.

The focus of quality control is to ensure that the product and product manufacturing are not only consistent but also in line with customer requirements.

SKY-ERP QC module ensures that the set QC parameters are met and deviation in the quality standard.



In addition to the QC module in ERP, we also offer Sky-FML – a dedicated, standalone quality control software designed to deliver error-free processes through precise, paperless inspections and real-time quality tracking.

### SKY-FML (First / Middle / Last Off Inspection System)

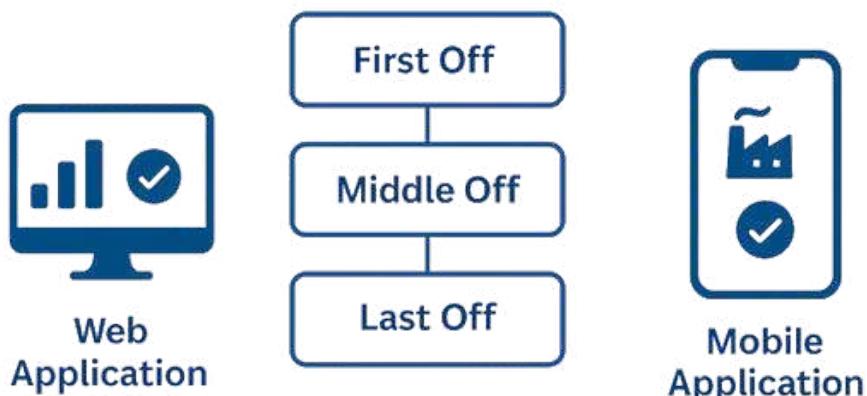
A standalone, web & mobile-based quality management solution that replaces paper systems with a digital, traceable process.

#### Key Features:

- First / Middle / Last Off Inspections – Verify product accuracy at the start, during, and end of production to ensure consistency.
- Process validity checks from materials to final output.
- Verified design and process parameters improve supplier-customer confidence.

**Web Application:** Define products, quality parameters, and machines; view QC transactions; generate reports; analyze deviations.

**Mobile Application:** Record inspections on-site, capture images, and instantly share results for decision-making.



# How SKY-ERP Turns Challenges into Competitive Advantage

Challenges	SKY-ERP Solutions
<b>Management</b>	
<ul style="list-style-type: none"><li>Delayed reports, slow decisions</li><li>Funds blocked, over-trading risk</li><li>Inefficient machine capacity use</li></ul>	<ul style="list-style-type: none"><li>Real-time P&amp;L &amp; Balance Sheet dashboards</li><li>Fund flow analysis &amp; control alerts</li><li>Machine capacity planning &amp; utilization reports</li></ul>
<b>Marketing &amp; Sales</b>	
<ul style="list-style-type: none"><li>Missed follow-ups on enquiries</li><li>Slow cost estimation</li><li>Missed delivery commitments</li></ul>	<ul style="list-style-type: none"><li>Enquiry &amp; follow-up automation</li><li>Instant quotation &amp; cost sheet generation</li><li>Integrated order-to-delivery tracking</li></ul>
<b>Production Planning &amp; Control</b>	
<ul style="list-style-type: none"><li>Lack of integrated MRP causing shortages or excess stock.</li><li>Inaccurate production schedules due to poor sales-shop floor coordination</li><li>No visibility of capacity constraints when scheduling jobs</li><li>Difficulty managing multi-level BOM for complex assemblies</li><li>Unplanned machine downtime disrupting production flow</li><li>Inability to track Work-in-Progress (WIP) in real time</li><li>Poor visibility of actual vs planned performance &amp; shop floor progress</li></ul>	<ul style="list-style-type: none"><li>Centralized MRP ensures right material availability at the right time</li><li>Automated sync of sales orders, demand forecasts, and production plans</li><li>Real-time machine &amp; labor capacity monitoring through IoT dashboards</li><li>Intelligent BOM explosion &amp; routing linked to production orders</li><li>IoT-based predictive maintenance with proactive alerts</li><li>Live shop floor data capture via IoT devices &amp; mobile apps</li><li>Performance dashboards with unified order release, routing &amp; progress tracking</li></ul>
<b>Finance</b>	
<ul style="list-style-type: none"><li>Missing bill details</li><li>Duplicate data entry</li><li>Poor AR/AP visibility</li></ul>	<ul style="list-style-type: none"><li>Centralized billing &amp; document capture</li><li>Single-entry, auto-updated ledgers</li><li>Live AR/AP &amp; cash flow monitoring</li></ul>

## HR & Payroll

- Shift planning & attendance tracking issues
- Overtime & leave mismanagement

- Shift roster automation
- Real-time attendance & OT approval workflows
- Integrated statutory compliance

## Material Management

- Lack of coordination between indent, purchase, and goods receipt.
- Ensuring only quality-approved and non-expired lots are used.
- Managing both PO-based and cash/spot purchases.
- Limited tracking at subcontractor sites, risk of overstocking/stock outs.
- Inefficient purchase returns and adjustments.

- SKY-ERP provides a centralized workflow with full traceability and approval control.
- Integrated QC with shelf-life/expiry tracking to release only approved materials.
- Flexible procurement with approvals, documentation, and vendor tracking.
- Real-time subcontractor tracking with MRP-driven alerts for optimum stock control.
- Streamlined return process with automated stock adjustments and credit/debit notes.

## Quality

- High rejection & rework rates
- Poor vendor performance tracking

- QC inspection & rejection analysis
- Vendor scorecards & quality trends

## Despatch & Logistics

- Complex invoicing (domestic/export)
- Sales returns handling

- GST-enabled domestic & export invoicing
- Integrated returns management
- Dispatch tracking & proof-of-delivery

# Our Approach



## Our Services Offers

### ④ On-Premises SAAP

Maximize your online presence with our comprehensive digital marketing services. From SEO and PPC to email marketing and online advertising, we tailor strategies to meet your unique business needs and drive measurable results.



### ④ On-Cloud SAAS

Create a strong, memorable brand identity with our branding and design services. From logo design and brand strategy to marketing materials and visual assets, we ensure your brand stands out and resonates with your target audience.

# Package Options

## ④ SKY-ERP Base Pack

Perfect for growing businesses looking to streamline operations, optimize resources, and scale efficiently with integrated ERP modules.

- Marketing
- Material Management
- Stores & Inventory
- Despatch & Logistics
- System Admin

## ④ SKY-ERP Standard Pack

Perfect for growing manufacturers seeking complete control over operations – from marketing to production and quality – all in one integrated ERP system.

Base Pack 

- Production Planning
- Production Control
- Quality Control
- System Admin

## ④ SKY-ERP Enterprise Pack

Built for large enterprises seeking end-to-end operational control, workforce efficiency, and financial visibility – all within one powerful ERP ecosystem.

Standard Pack 

- HR & Payroll
- Plant Maintenance
- Finance

# Contact Us



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