



CASE STUDY

For

Education & Training Institutions

Implemented for

An Organization who are involved in training in 3 domain namely Retail, Finance and Information & Technology

By

Xenolith Technologies Pvt. Ltd.

Segment	-	Small & Medium Enterprise
Industry	-	Training Institution
Product & Version	-	Dynamics AX 4.0
Dynamics partner Name	-	Xenolith technologies Pvt. Ltd.
No. Of Concurrent Users	-	60
Branches & Franchisee	-	250+

Customer Organization Background

They are one of the fastest growing Educational brands in the country. Today, they operate over 250+ academic centers spread across the country. Within a year and a half, it has successfully placed more than 5000 students and has registered a student body over 10,000+

They specializes in three domains i.e. Finance, Retail and IT. The organization goes out of the way to groom the trainees into industry ready professional by enriching their knowledge in specific domains as well as with full module of soft skill training. Thus in about a year's time, the candidate is ready to take up the challenges of any job

They offer a student-friendly environment, flexi-payment systems, personalized care, limited students in each class and industry endorsed courses which secure a future for all its students. The course includes a soft skill programme where the students are groomed on professional and personal attributes like their ability to adapt, planning ability, analytical ability, image and confidence, documentation skills, communication skills, initiative and cooperation. This experience helps students to bridge the gap between the education-work divide. Accountancy, Audit, Banking, Finance, Capital Market Operations, Corporate & Industrial Law

Requirement

In view of their aggressive expansion plan they felt the need to have a robust, highly scalable IT infrastructure to support their expanding business activities. Xenolith was appointed to develop and implement the business application software for controlling their business daily activity.

Xenolith being a **Microsoft Dynamics GOLD certified partner**, identified Microsoft Dynamics AX to be the best suited solution because for its scalability and robustness.

Solution

Xenolith observed that the customer organization would need a strong and robust system for controlling and monitoring Fixed Assets Management, Accounts Receivable & Payable, general Ledger, Financial Accounting, Student Tracking, Marketing Campaign, Sales Force Automation, and Opportunity Management. It will also take care of their regular Purchasing, Inventory and Material Management.

Benefits

The application had provided benefits, in Purchase Management, Vendor Management, Student Tracking, Inventory Management, Fixed Asset Management, Sales & Marketing function which also Included *Campaign Management, CRM – opportunity tracking etc.*

Few of the noted activities which the customer is also able to monitor using the ERP system:-

- *Capture data of all prospective students.*
- *Analyze and track conversion of inquiries into students.*
- *Tracking of a student's lifecycle within the institute – Prospect – Student – Course – Examination - Certifications – Placements – Alumni.*
- *Flexible Payment schedule generation and collection.*
- *Tracking outstanding from Students and Franchisees and generate reminders.*
- *Marketing cost control and campaign management.*
- *Campaign Index Measurement.*
- *Sales Force Automation.*
- *Automate Batch, Lab, Faculties against each modules offered.*
- *Systematic Issuance and central control of courseware*
- *Franchisee Management*
- *Complete financial accounting with statutory tax compliances.*
- *Budget Generation at all levels and variance analysis*
- *Analysis of data at various levels:*
 - *Zone / Regions / Centers / Employee / Franchises / Domain*

About Xenolith

Touch the Zenith of Business Automation with Xenolith:

Expect not only quality services, end-to-end software solutions and system integration but also get unsurpassed business vertical expertise, customer specific solutions flexibility and support.

Xenolith aims to be a global business solution provider with its expertise in Microsoft Dynamics and SAP B1. The company is an end-to-end solution provider offering ERP based solutions, Hardware and Networking Solutions. Xenolith also offers business continuity services to enterprises looking for data integrity and uncompromising uptime.

Xenolith Technologies Pvt. Ltd. has its global delivery centre in Kolkata, India. The company has its second development centre in New Delhi, India.

The company has established a knowledge competency centre for Retail and Real Estate Business. The center is aiming to provide the maximum return on investment and customer value by providing the right solution to these businesses.

The Seven Ways to be Happy... The Xenolith Way..

Domain experts close to your business.

With our Pan India presence and expertise in various business domains, we provide complete business consultancy to grow your business. Xenolith possesses the required consultancy skill to excel multi-site environment and critical business needs.

Superior Support and Quality Services

Xenolith has invested in a strong technical support infrastructure. And as a Premier Support Partner with Microsoft and SAP, Xenolith has a dedicated support liaison with the world's leader in integrated solutions. We have the resources and relationship with Microsoft and SAP to ensure you receive the level of support you need, when you need it.

Expertise and Experience

Xenolith possesses a unique team enriched with Business knowledge well mixed with a strong technical team that work in tandem with its business partners and keeps itself updated with the latest technologies so that we can provide the best solution suited to your industry and environment is delivered.

Track Record to give you comfort

By following Xenolith's time-tested methodology, our experts have successfully completed a unique solution on top of Microsoft Dynamics platform spread across 38 locations for SREI Infrastructure Finance Limited. With Xenolith, you can expect a secure, on-time, on-budget implementation and a solution that addresses your specific business needs.

Tailor made solution just for Your Business

We provide services and software that meet your needs, within customers' budget. We assist customers to choose standard, well-documented, cost-effective solutions and minimize customization effort. Should customization be necessary, our skilled development team can tailor your Microsoft integrated business solutions and SAP B1 Solutions to meet specific industry requirements and business process need.

Enrich Value Proposition with Integrated solution

Xenolith's Integrated Business Solutions approach leverages our deep expertise in the field of Microsoft server and infrastructure that unlocks the synergy between various ERP product lines. By tightly integrating Microsoft classic technologies with Microsoft Dynamics™ and SAP B1 software, Xenolith enables clients to derive more value from the ERP product they already own, while achieving greater collaboration and more streamlined processes.

Maximize ROI

Our solutions will help you to increase revenues, reduce headcount and labor costs, save time, and realize other measurable returns on their investments.