# Primavera

On the track of innovation

**BEST PRACTICES ON SOFTWARE IMPLEMENTATION FOR LOGISTICS SECTOR**

*Jill Simango Cumbe*

# PRIMAVERA
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**Who we are**

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on software
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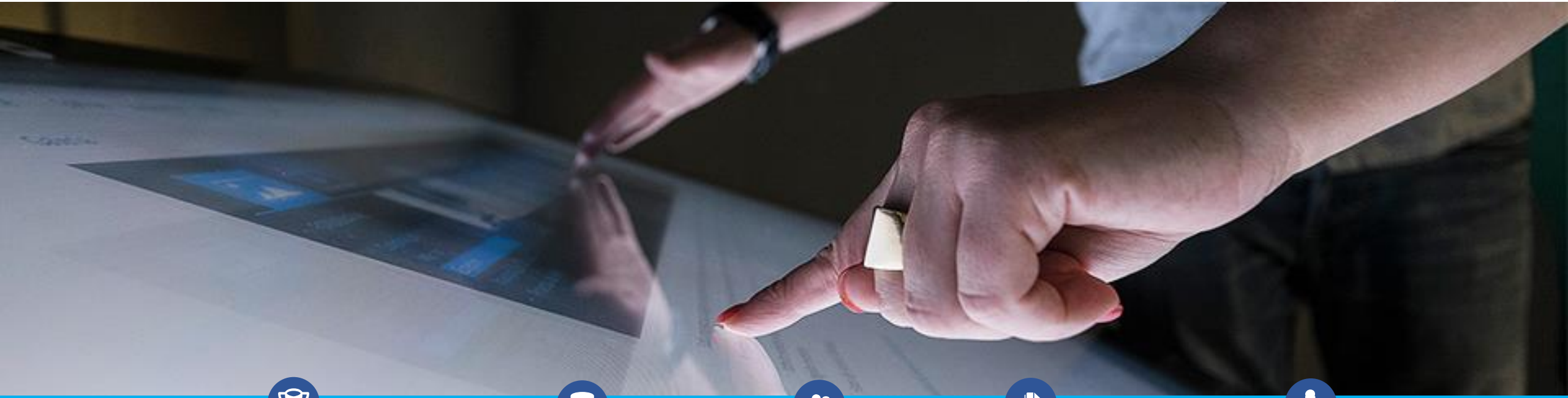**Valuekeep**

**4**

**Conclusion**

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# WHO WE ARE

# PRIMAVERA
## IN FIGURES

**No. 1**

*Portugal, Angola, Mozambique and Cape Verde*

**22M**

*Turnover*

**500**

*Specialised partners*

**28,000**

*Customers with contract*

**280**

*Employees*

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# INTERNACIONAL
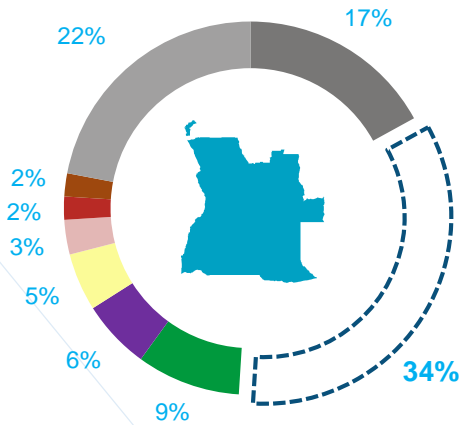## Activity

Presence in
**+20 Countries**
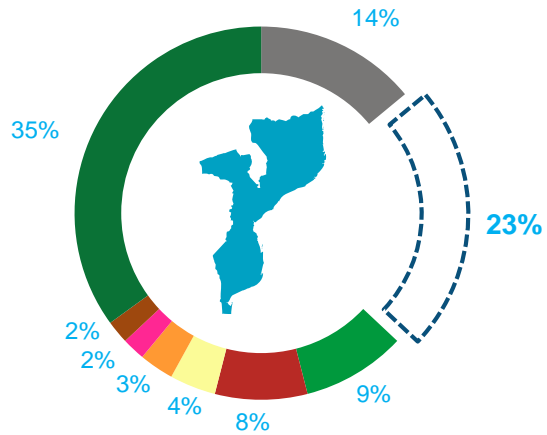
Offices in
**5 Countries**

International
Activity
since
**1998**

ES

PT

CV

AO

MZ

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# LEADERSHIP
## AFRICA

_ *The choice for large companies*_

### ANGOLA

17%
22%
2%
2%
3%
5%
6%
9%
**34%**

### MOZAMBIQUE

14%
35%
**23%**
2%
2%
3%
4%
8%
9%

### CAPE VERDE

14%
2%
3%
3%
3%
6%
34%
**35%**

**PRIMAVERA**
SAGE
NCR
SAP

PMR
PHC
EXICTOS
OTHERS

UNKNOWN
SISTAFE
ORACLE
OTHERS

GOVERNMENT SOFTWARE
ETICADATA

*Source: IDC 2014*

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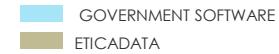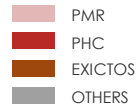
# COMPREHENSIVE
## OFFER FOR THE LOGISTICS SECTOR

*_Management solutions that streamline the various business operations_*
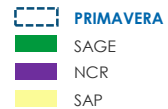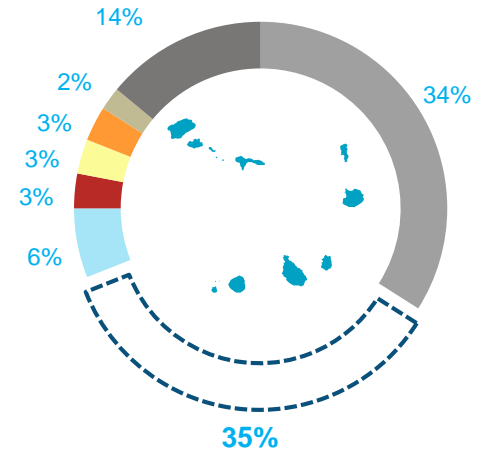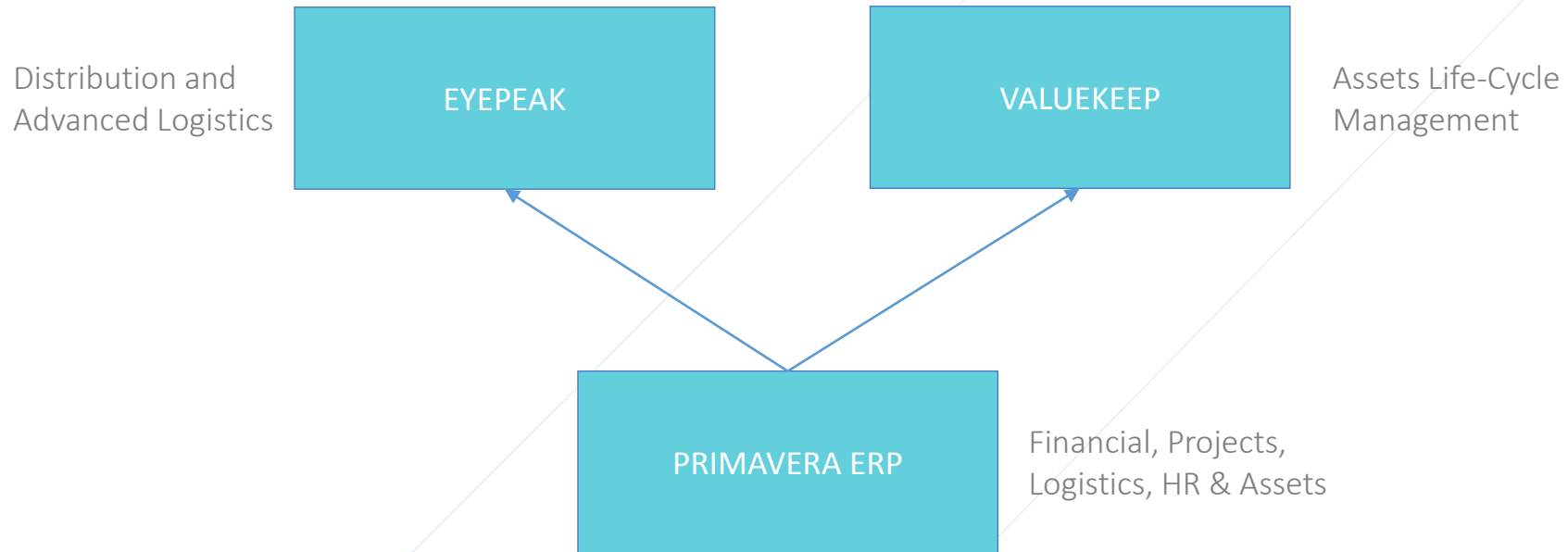
Distribution and Advanced Logistics

**EYEPEAK**

**VALUEKEEP**

Assets Life-Cycle Management

**PRIMAVERA ERP**

Financial, Projects, Logistics, HR & Assets

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# COMPREHENSIVE OFFER

*_Management solutions that streamline the various business operations_*

## Cloud/Mobile Services

- Streamlined development platform
- Electronic payments
- Financial rating
- Digital menu
- Electronic Invoicing

## Sector Solutions

- Public Administration
- Construction
- Consultancy and Accounting
- Catering
- Retail

| Marketing and Sales | Contacts and Opportunities | Financial | Production | Management Instruments | Resources |
|---|---|---|---|---|---|
| Contacts and Opportunities | Logistics | Current Accounts | Technical data | Cash Flow Forecasting | Human Resources |
| Sales | Purchasing | Banks | Planning | Projects | Assets and Equipment |
| After Sales Services | Inventory management | Accounting | Control | Controlling | |
| | | | | Contract Management | |

## Specialised Solutions

- Maintenance Management
- Sales on Mobile Solutions
- Employee & Manager Self-Service
- Distribution and Logistics

## Reporting Tools

- Business Analytics
- Office Extensions
- Fiscal Reporting

**CUSTOMERS**

*Mozambique*

**CUSTOMERS**

*International*

# BEST PRACTICES FOR SOFTWARE DELIVERY

## Case studies

### Galp
"PRIMAVERA ERP IS OUR CHOICE DUE TO THE GREAT SYSTEM VERSATILITY,

which allows us to **automatically manage and an integrated way all financial, commercial and operational information** generated in the various locations where we operate in Mozambique"

**Victor Fonseca**
Financial Director, Galp Moçambique, Swaziland and Malawi

### Cabeólica
"PRIMAVERA'S MANAGEMENT SYSTEM GIVES US FAST, SOLID AND TRANSPARENT FINANCIAL REPORTING, WHICH IS FUNDAMENTAL IN PUBLIC-PRIVATE PARTNERSHIPS.

Since this is an integrated and comprehensive solution, we can **manage all company activities on the same platform**, from administrative, commercial and financial issues to staff management, **giving us greater control over the business**."

**Bruno Lopes**
Financial Director, Cabeólica

### Hariche Group

**Business Sectors**

_Construction Materials
 and Steel
_Wholesale

**Specific Fields of Business**

_Metalworking
_Construction Materials
_Wholesale Trade
_Retail Trade

**Management Solutions**

_ERP:

#### Main goals

– Standardise processes across the various group companies
– Integrate information from branch offices into a single system
– Optimise control over materials in the factory
– Boost efficiency in responding to orders
– Get integrated production management
– Simplify price and exchange rate management
– Streamline human resource management processes
– Monitor sales figures in real time
– Access the group's consolidated information

#### Solution

– Integration of the production management solution in the ERP and incorporation of a reporting app

#### Benefits

Elimination of redundant administrative processes

"The PRIMAVERA solutions have clearly been beneficial for the reporting process; they have utterly simplified the group's management control and increased Hariche's overall efficiency. From an administrative point of view, the gains in efficiency are around 90%."

*Hariche Arquissandás,
CEO, Hariche Group*

## 90%
Increase in Administrative Efficiency

## 300
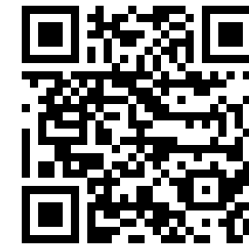
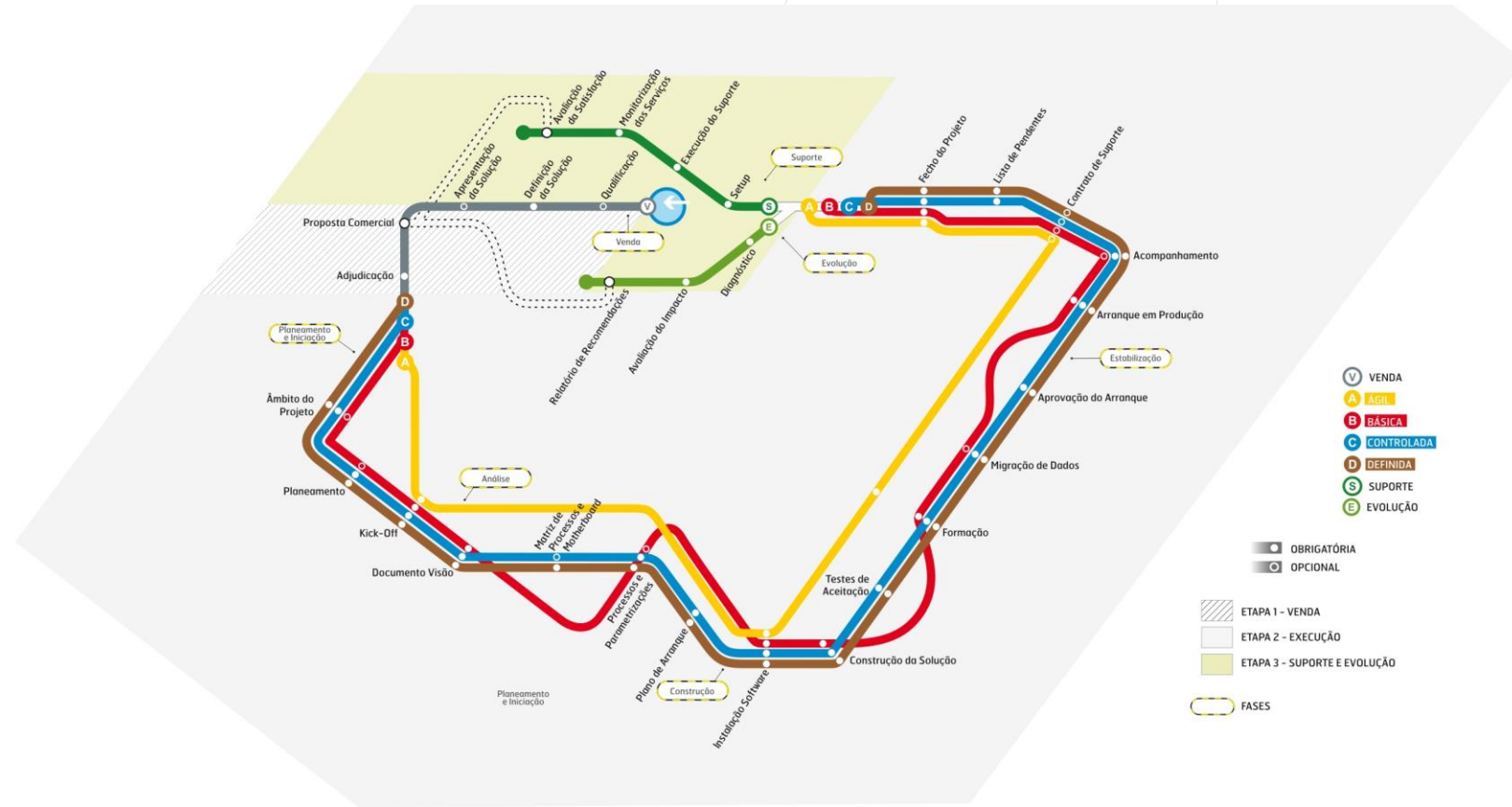### FIND MORE ONLINE

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# BEST PRACTICES
## M.I.P.

PRIMAVERA Implementation Methodology (MIP) arises as the result of a strategy that has been developed by PRIMAVERA to create the appropriate structures and processes for the implementation of the ERP Solutions.

MIP is based on good international practices such as the PMBOK and is optimized according to the accumulated experience of implementation projects of PRIMAVERA Consulting teams.

# CHOOSING YOUR SERVICE PROVIDER

## **Purchase a software that adjusts to your business not the opposite**

✓ Ensure that the software can be tailored to your business needs

✓ Focus on system features not cost

✓ Compliance with tax and legal requirements



**How**

➤ Define the system's Terms of reference

➤ Request a Software demonstration

➤ Evaluate implementation team's know-how and references

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# BEST PRACTICES
## MANAGE YOUR PROJECT TEAM

✓ Identify an internal Project manager

✓ Involve key users in earlier in the process

✓ Share your vision with the team

**How**

Steering Committee

Project Management

Client PM

Implementation Consultants

Support Team

IT

Technical Consultants

Business Teams

Trainers

➤ Identify the project team, roles and assign responsibilities

➤ Understand users' needs and define the acceptance criteria

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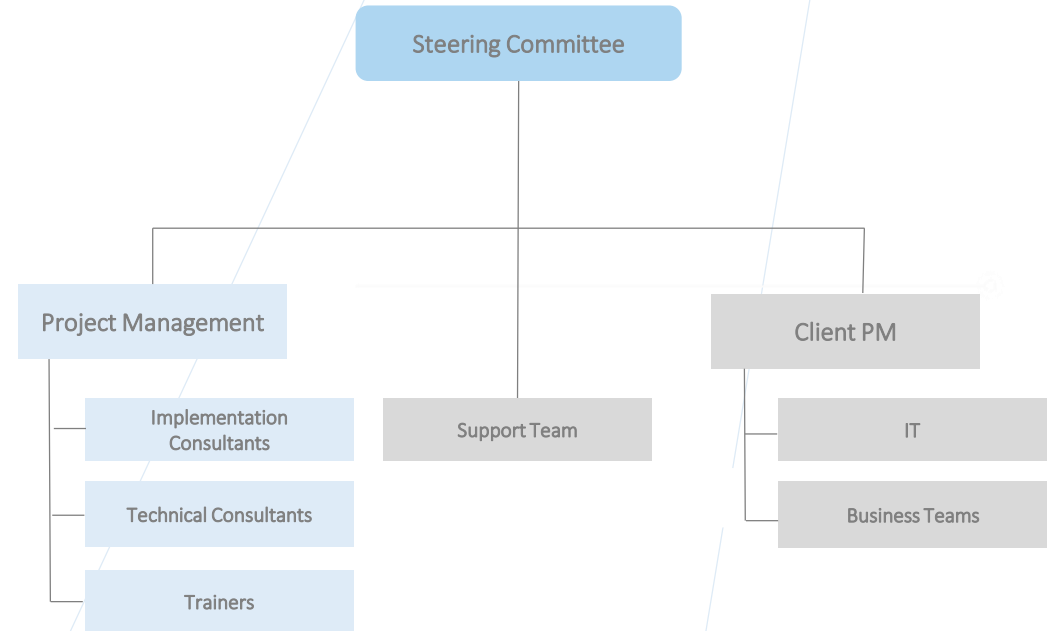
# BEST PRACTICES
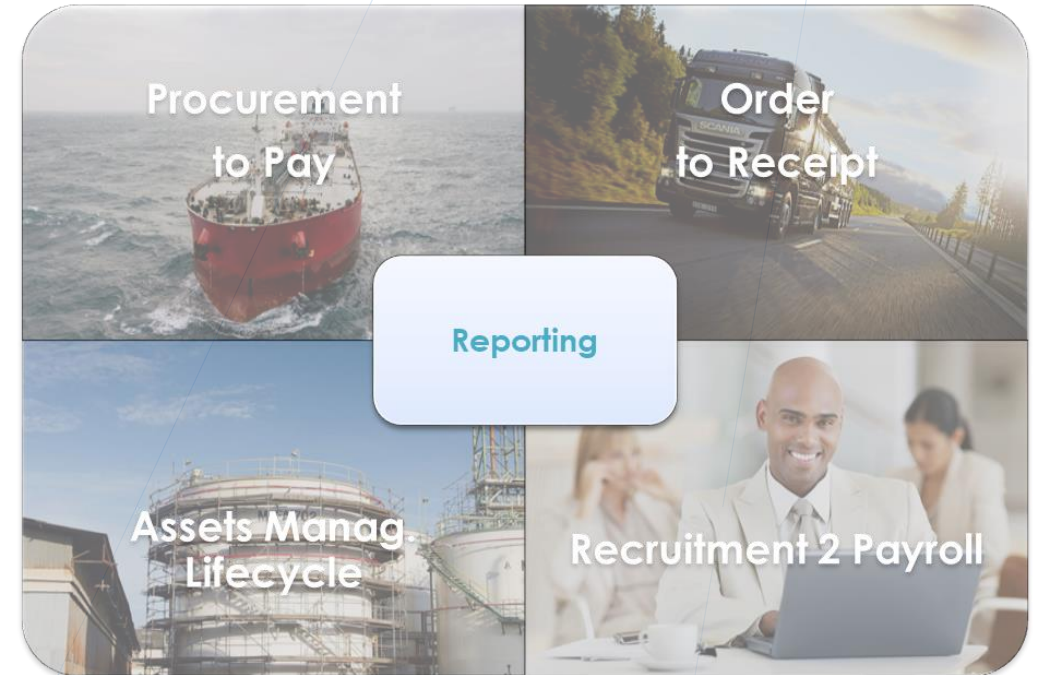## CHANGE MANAGEMENT

### There will be resistance to change

✓ Prepare for Business process re-engineering

✓ Take advantage of your provides' expertise and optimise your processes

✓ Demonstrate the benefits of the new software to the team

### How

➤ Schedule periodic project meetings with your internal team

➤ Understand the power dynamics in your team

➤ Be patient

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# TECHNICAL INFRASTRUCTURE AND SUPPORT

✓ Ensure that the Infrastructure is ready

✓ Data security and infrastructure maintenance

✓ Ensure that the provider offers support service

**How**

➤ Have an internal IT or a consultant

➤ Define maintenance plans, policies, evaluation metrics and responsible person

➤ Ensure that users' queries are answered timely

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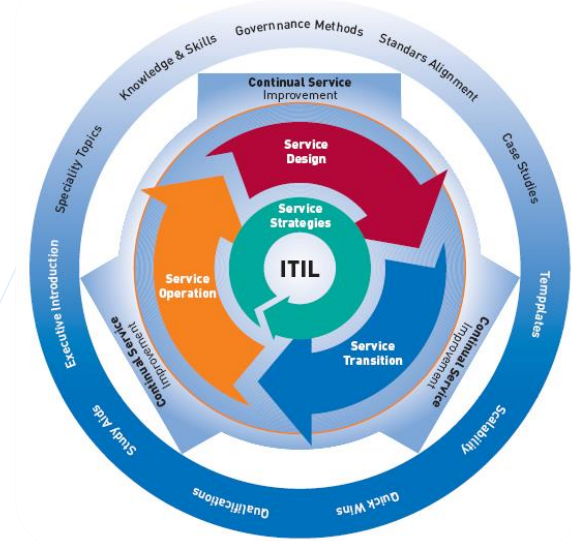
VALUEKEEP

# VALUEKEEP

A solution that will help you focus on what really matters. Increase the productivity of your maintenance staff with our new easy to use CMMS solution

## Asset Management

Change Asset Location
Mount / Dismount
Report Downtime

## Maintenance Request Management

Request Service
Service Follow-up
Accept Service

## Resources Management

Work Centers
Internal & External Employees
Skills & Certifications

## Maintenance Management

Failures
Preventive Maintenance
Condition-Based Maintenance

## Work Order Management

Assign
Execute
Report Labor
Report Costs
SLAs

## Inventory Management

Requirements Forecast
Warehouses
Material Input
Material Output

## Contract Management

Customer Contract
Warranty Contract
Supplier

## Analytics

Assets/Cost Tracking
SLAs
Consumption Management
KPIs (MTBF, MTTR, MWT)

## What can your team do with our CMMS solution?

- Maximize operational capacity
- Control over maintenance plans and schedules
- Control productivity of technical teams
- Reduce risk and downtime costs
- Speed up and make processes more efficient
- Provide deep knowledge over asset and infrastructure availability
- Prevent shutdowns and critical issues
- Increase expected assets' availability

# VALUEKEEP MOBILE

With Valuekeep Mobile app you can now control all maintenance work on the go. Start being proactive and request, report, view and allocate work from your CMMS wherever you are and when you need.
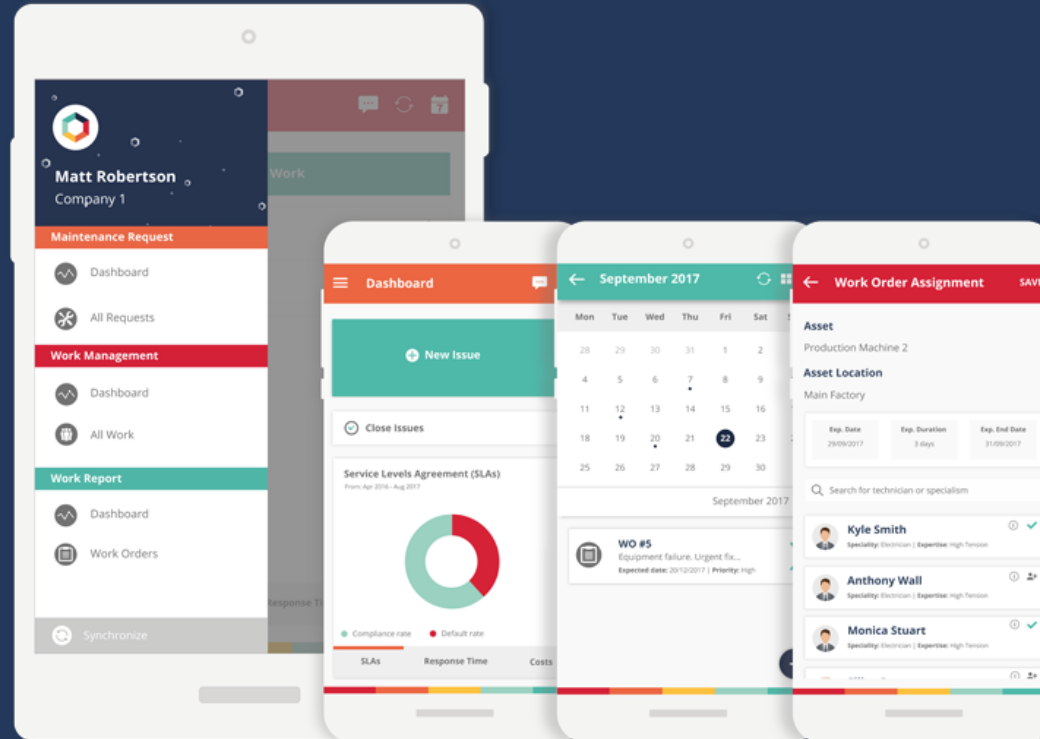
CASE STUDY

" _Living the present_
_Projecting the future_ "

_Focus on your business processes_

_Manage your team_

_Tackle resistance to change_

_Put creativity and imagination to the test_

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Visit us on stand 03

Thank you!

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