avaali
Collaboration in Action

Achieving Enterprise Excellence through Operational Mastery

Operational Mastery

What is it?

Resilient, scalable and predictable business operations via well-orchestrated processes, systems, and strategies.

A vision for operational business processes to be a source of **competitive advantage.**
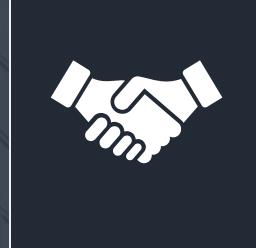
Why is it important?

Enables enterprises stay competitive, adaptable, efficient and deliver **margin improvements** via lower operating costs.

Improving data, metrics, and analytics is the top priority for CXOs in 2025. (Gartner 2025)

Enterprises with real-time supply chain visibility reduce operational disruption costs by up to 30%. (IDC, 2023)

Implementing intelligent systems can achieve an impact of 20 to 50 percent. (McKinsey 2024)

Enterprise Resillience Hub (ERH)

Why ERH Matters

- ERH drives business growth, optimizes costs, reduces risks, and ensures continuity in dynamic markets.

- ERH leverages **automation, AI, and data analytics** to ensure seamless operations and operational efficiency.

Key ERH Objectives

- **Autonomous Shared Services**: Automate core functions like P2P, O2C, R2R, HR, F&A and Treasury.

- **Eliminate Resource-heavy GBS Centers**: Leverages confluence of technologies to remove infrastructure needs.

- **Rapid Scalability**: Efficiently scale operations with autonomous agents.

Offerings

- **S2P, I2C, Bid Management**: Automated business operations.

- **R2R**: Automated financial reporting.

- **HR & Governance**: Enhanced employee experience, compliance frameworks.

Benefits

- **Cost Reduction**: Lower cost of business operations
- **Better Compliance:** Stronger governance and auditability
- **Improved Experiences**: Faster delivery for customers, higher-value work for employees
- **Data-Driven Resilience**: Proactive, data-backed decision-making

About Us

Achieving Enterprise Excellence through Operational Mastery

- Proven expertise via delivering successful outcomes with 300+ large enterprises across Asia, MEA and Europe.

- Demonstrated cycle time reduction between 50% to 70% and enabled stronger governance/compliance.
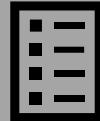
Our Expertise

- **ERH**

- **Paperless Office/Digital Workplace**

Our Offerings

- **Product LoB-** Velocious Sourcing and Supplier Experience, AcuRec, O2C, Bid Management

- **Service LoB** – Consulting, AP Automation, RPA, MDM, ECM, CLM, Digital Signature, Process Mining, Archiving, IDP

Avaali Academy

- Provide trainings on **digital skills & CoE Set Up**

- University Alliance Program

Innovating for Impact

- **Illuminar** – Publication

- **Janus** – S2P User Group

- **Kamala Neela Trust** - Empowers underprivileged girls through education

What Our Customers Say

As a result of this implementation, we have been able to reduce our invoice processing time significantly by 75-85%, it is now down to 1-2 days from an earlier 7-day invoice processing cycle time. We have also now achieved about 55% touchless invoice processing within 4 months of the go-live of the VIM solution. - **Alkane Patel, CIO, BIDCO Africa**

As part of OIL's digital journey, the invoice management process shall be standardized and the process workflow digitalized to improve team productivity and leverage process automation across the invoice management lifecycle through the Invoice to Pay solution" - **Sushil Chandra Mishra, Ex Chairman and Managing Director - Oil India Limited**

Avaali , a key strategy vendor for UBL, has been instrumental in the P2P functional areas. Their long-standing engagement with UBL, combined with their capabilities in automation of P2P & O2C processes, RPA, and Power Apps, positions them as a potential leader in the service industry. - **Srividya Rangarajan, Head of Technology, United Breweries**

With the implementation of OpenText Core Archive Solution, Croma saw significant reduction in operational and administration costs by archiving 1.5 TB of data. We were able to achieve long term cost effective secured storage, retrieval and management of archived data. - **Mr. Anupam Lav, Ex - Head Data and Analytics, Croma**

What Our Customers Say

Digitization was the key requirement for KPTL. We had challenges due to diversified operations at 150+ site offices in India and 30+ countries outside India. After the implementation of OpenText VIM by Avaali, we're having much better control over our Accounts Payable process. – **Ketan Parikh, CIO, KPTL**

We went live in just 3 1/2 months and the solution has resolved our issues by providing us with a platform for automated and standardized invoice processing. Tata Sky's accounts payable users are very happy using this solution and we have been able to gain a 70-percent increase in efficiency in our Shared Services Center. **Vikas Kapoor, Ex -VP OF FINANCE AT TATA PLAY**

With the implementation of OpenText Archiving and Document Access for SAP, Tata AutoComp saw huge performance improvements and significant reduction in managing storage and related costs. The project helped us in facilitating seamless retrieval of documents and data with reduced downtimes. - **Ranjeet Kadam, Senior VP IT, Tata AutoComp**

At Nayara Energy, we moved from a fragmented, laborious accounts payable process to implement SAP Vendor Invoice Management.. The smooth implementation by Avaali resulted in timely book closures, governance, and records management. - **Parthasarathy S, Senior VP – Finance /CFO, Nayara Energy**

Awards and Recognition

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National Award 2023

Best Innovative Company of the Year award at the 10th National Awards for Leadership and Excellence by CMO Asia.

SME Empowering India Award,2023

The SME Awards aims to recognize the contributions of SMEs that have demonstrated remarkable growth in their respective verticals.

BCIC Emerging Star Awards 2021

Avaali was recognized by the Bangalore Chamber of Industry and Commerce for winning in the "Commercially Successful" category.

SAP ACE Awards 2020

Avaali was recognized at the SAP ACE Awards, 2020 under category 'Financial Excellence' for AP automation at **Nayara Energy**..

UI Path Emerging Partner of the Year

Avaali Solutions have been recognized by UiPath as "Emerging Partner of the Year" in their maiden edition of Partner Excellence Awards, 2020.

Economic Times Startup Awards 2018

Avaali was recognized as "Bootstrap Champ" award, the finest accolade recognizing the best of Indian Entrepreneurship.

Velocious Overview

Velocious Sourcing and Supplier Experience

VELOCIOUS

About Velocious

❑ Full Featured solution for E-Sourcing and Procure to Pay automation

❑ Single source of truth between enterprises and their suppliers

❑ Designed for ease of use and ensuring supplier adoption

❑ Embedded with analytics, enabling smarter, more strategic decisions.

Key Differentiators

❑ **Seamless Compliance:** Designed to adapt to changing government guidelines for e-invoicing and supplier engagement

❑ **Compelling UI/UX**: Driving ease of adoption by suppliers

❑ **Empower ERH/GBS teams:** Automate GBS processes while managing regulations, communication, costs, service quality, and tech shifts.

❑ **Seamless ERP Integrations:** Integrate with any ERP system, enhance workflows, eliminate silos, and create a cohesive ecosystem for operational success.

Recognized in the 2025 Gartner Market Guide

velocious by Avaali has been recognised in the 2025 Gartner® Market Guide for Sourcing Applications!

ऑयल इंडिया **OIL INDIA**   **Piramal**   एन एम डी सी **N M D C**

Available on **SAP Store**

ISO 27001:2013 Certified

Velocious - Modules

Spend Analytics
- Spend by Category/Subcategory
- Spend by Time Period/Plant wise/Material Group etc.

Accounts Payable Automation
- Invoice OCR Extraction
- Invoice Approval
- Invoice Exception Handling(2way/3way match etc.)

Supplier Experience
- PO Visibility & ASN creation
- Invoice Upload and Visibility
- QR code reading and digital signature verification
- Invoice Approval
- Query Management
- Reports & Dashboards

E-sourcing
- Reverse Auction
- RFQ
- Configurable Rule Engine
- Quote Comparison

Contract Management
- Contract Authoring
- Contract Approval
- Contract Renewal

Catalog Management
- Hosted Catalog Management
- Product Upload & Updates
- Advance Search and Filtering

Supplier Onboarding
- Comprehensive Onboarding Form
- Built in Validations
- Multi-Level Review and Approval Workflow

velocious by avaali

Enterprise Resilience Hub

Building Resilience for Business Continuity and Growth

70% of businesses report operational disruptions significantly impacted their revenue in the past two years.

Yet only 30% feel confident in their ability to effectively respond to unforeseen challenges.

Organizations with resilience-focused strategies are 2.5 times more likely to recover quickly and maintain operational efficiency during turbulent times.

Avaali's **Enterprise Resilience Hub** (ERH) provides businesses with a structured, scalable solution to embed resilience into their operations.

Enterprise Resillience Hub (ERH)

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Digital Workplace/Paperless Office

Digital Workplace/Paperless Office

Why Digital Workplace Matters

- Employees spend about **30% of their workday** searching for information stored in emails and filing cabinets (IDC).

- Organizations implementing digital document workflows can experience a **60% increase in productivity** (AIIM).

Key Objectives

- Deliver paperless offices with superior visibility, streamline workflows, ensure audit trails, and seamless records management.

- Enhance collaboration, compliance, and productivity with automated data and document management.

Offerings

- **Content Management**: Seamless integration for structured storage, long-term archiving, secure retrieval, content capture from physical and digital docs, and workflow automation.

- **Digital Signing & Compliance**: Secure and paperless document approvals, ensuring legal and regulatory compliance.

Benefits

- Helped 50+ customers achieve **40-60% cycle time reduction and associated cost reduction** in paper intensive business processes.

- Better Governance through outcomes such as visibility to workflow audit trails, search, retrieval, version management etc.

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Technology Expertise

Technology Expertise

Packaged Applications

- **Largest OpenText Partner in India** specializing in VIM, ECM, and Archiving
- **AcuRec** – Automating Bank, Credit Card, Vendor, and Customer Reconciliation Effortlessly.
- **Premier Tungsten Automation Partner**

Intelligent Automation

- Deep expertise in setting up **UiPath COEs** and implementing complex scenarios
- Our **SAP BTP** and **Microsoft Power Automate** partnerships help drive intelligent automation, streamline processes, and accelerate enterprise transformation
- **Partnership with Volody and Prospecta** providing integrated solutions to streamline contract lifecycle and improve master data management.
- Our **AI capabilities** power solutions like **Invoice to Cash** and **Bid Management**, driving efficiency and accuracy

IDP and Digital Signature

- Expertise in Intelligent Document Processing (IDP), leveraging solutions like **UiPath DU** and **OpenText**
- Our partnerships in **digital signatures** deliver secure, automated solutions for seamless document management and signature workflows.

Our Customers

Our Customers

Manufacturing and Industrial

UPL OpenAg™
TATA HITACHI Reliable solutions
vedanta
ADITYA BIRLA GROUP
SIEGWERK
Danfoss
TATA ELECTRONICS
TATA BLUESCOPE STEEL
TATA STEEL
LAXMI ORGANIC INDUSTRIES LTD
BOROSIL
EXIDE

Pharmaceuticals & Healthcare

WOCKHARDT
SPIMACO
Cipla
JUBILANT PHARMOVA
Piramal
MEDICLINIC
MICRO LABS LIMITED
ALKEM
manipal hospitals LIFE'S ON
ADVANZ PHARMA
INTAS
glenmark A new way for a new world

PSU, EC&O, E&U

OIL INDIA
NMDC
ONGC MRPL
GMR
TATA PROJECTS
BARZAN HOLDINGS
NAYARA ENERGY
QATARGAS
TATA POWER
TechnipFMC
ReNew POWER
KALPA-TARU POWER TRANSMISSION LIMITED

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Our Customers

Automotive

Retail & Consumer Goods

BFSI. Media and Conglomerates

Avaali's Approach

Beyond Transformation: The Avaali Edge

Empowering Enterprises with Agility, Resilience, and Sustained Growth.

What Sets Avaali Apart?

❑ **SAP & OpenText Expertise**: One of the largest global partners, delivering cutting-edge solutions for digital transformation.

❑ **100+ GBS/SSC transformations**, helping organizations streamline, automate, and standardize processes for improved efficiency, cost savings, and service delivery.

❑ **Innovation:** Avaali's **Velocious** is transforming supplier engagement processes for large enterprises, trusted by over 20,000 suppliers.

Awards & Recognitions

❑ **Multiple SAP Ace Awards:** Recognized for achieving P2P transformation for large customers.

❑ Winner of **SME Empowering India** Awards 2023 & Emerging Stars Award (**Bangalore Chamber of Industry and Commerce**).

❑ **10th National Award for Leadership**: Best Innovative Company of the Year(2023)

Avaali's Service Capabilities

❑ **Proven Leadership**: Industry leader in AP Automation, Content Management, Intelligent Process Automation, IDP with 300+ transformations delivered for large enterprises

❑ **Global Reach**: Successful projects delivered across **India**, the **Middle East,** and **Europe**, focused on delivering impactful solutions to clients worldwide.

Appendix

Success Stories

OIL India Ltd (Ministry of Petroleum and Natural Gas)

Company Information	OIL India Limited (OIL) is the second largest Indian government owned hydrocarbon exploration and production corporation. OIL is engaged in the business of exploration, development and production of crude oil and natural gas, transportation of crude oil and production of liquid petroleum gas. The company's history spans the discovery of crude oil in India in the year 1889, this was second in the World in the far east of India at Digboi and Naharkatiya, Assam . OIL currently is a fully integrated upstream petroleum company presently operating in more than 9 locations overseas.
Challenges	As a part its digital transformation journey, OIL India was looking to standardize the invoice management process and digitalize the process workflows to improve team productivity and leverage process automation across the invoice management lifecycle through the vendor invoice management and supplier relationship management solution. The accounts payable and vendor communication process had a lot of manual touch points and lacked visibility and control. The challenges could be summarized as follows: • High invoice processing cycle time with manual data entry, validation and approval process • Distributed invoice processing with no clear visibility of invoice processing status • Complex business processes specific to the Oil & Gas Industry with challenges in adhering to PSU compliances with respect to, for example, MSME handling • Issues in revamping the manual intensive invoice handling process • Cumbersome vendor clarification handling process due to vast vendor base • Challenges such as ensuring the bank guarantee acceptance before paying out invoice and handling the rejected quantity or dispatch-based invoice cases • Bringing the onus back to the suppliers instead of the finance team for handling the huge volume of invoices
Avaali's intervention	Redesign the to-be process in line with their objectives of central processing coupled with process automation Implemented solutions such as Velocious coupled with OpenText integrated with SAP. Change management, supplier adoption of the new engagement process, SLA governance
Benefits	• Over 14000+ suppliers adopted the solution within 3 months of going live • Significant reduction in invoice processing cycle time which previously involved multiple FTEs. • Consolidation of distributed invoice processing cycle • Real-time reporting for both invoice and payment processing and availability of customer specific reporting which gives comprehensive view on volumes, issues, liabilities etc • Comprehensive rollout of the solutions for the vast internal as well as external user base • Adept quey handling mechanism set up as a part of the supplier relationship management solution • Enhanced visibility and control for the vendors • Successful integration of the applications hosted on cloud solutions with highly secured network of PSUs

Read More: https://www.avaali.com/news-media/case-study/oil-india-limited-automates-their-procure-to-pay-processes/

GMR

Company Information	GMR Group is an Indian multinational conglomerate comprising several companies including GMR Infrastructure, GMR Energy, GMR Airports and GMR Enterprises. Employing the public-private partnership model, the Group has implemented several infrastructure projects in India. The Group also has a global presence with infrastructure operating assets and projects in several countries including Nepal, Indonesia, Singapore, Philippines and Greece. GMR Group owns, develops, operates and manages airports, major energy utilities, highways and urban infrastructure facilities. With a net asset base of nearly US $6 billion, GMR Group is one of the largest infrastructure development companies in India.
Challenges	• High amount of time and efforts spent managing, organizing, and sharing information across multiple business processes • Requirement of revamping and optimizing GMR's contract management, workflow management and enabling seamless integration with upstream procurement platforms • Lack of a structured approach to document and records management and high storage costs. • Inability to securely create, store, review & approve contract documents and heavy dependency on physical documents • Challenges in collaboration among key SSC processes including Procure to Pay (P2P), Record to Report (R2R), Order to Cash (O2C) and Treasury Business Processes
Avaali's intervention	Designed the shared service processes of AP, R2R, O2C and Treasury and automated with technologies such as • OpenText™ Extended ECM for SAP Solution to achieve a 360-degree visibility into the contract management right from contract creation to storing • Solutions to help automate the capture to complex workflows, and integrations with back end applications including SAP.
Benefits	• GMR can now make informed decisions and collaborate across business processes to achieve unprecedented business efficiency • Higher control on the entire content lifecycle to maintain its integrity and mitigate operational and regulatory risks. • Streamlined collaboration among various key Shared Service Centre (SSC) processes including, Procure to Pay (PTP), Record to Report (RTR), Order to Cash (OTC) and Treasury • Enabled Smart contract management process resulting in higher efficiency of the procurement function • Better governance and compliance using dashboards available to report turnaround time (TAT), total time, etc. • 70% reduction in paper storage resulting in higher cost efficiency • Enhanced regulatory compliance helping GMR avoid costly penalties • 80% reduction in cycle time of key SSC processes

Tata Hitachi

Company Information	Tata Hitachi Construction Machinery Company Pvt. Ltd. (THCM), a leader in the construction equipment industry in India, streamlines numerous processes including Finance, Production, SCM among others via Robotic Process Automation.
Challenges	Tata Hitachi was looking at adopting automation to improve process efficiencies across their organization. The customer wanted to set up a Centre of Excellence (CoE) that takes a holistic view of the RPA implementation across the organization. Tata Hitachi chose to partner with Avaali for the implementation of UI Path solution and setting up the RPA CoE for processes across HR, Finance, SCM, IT, Sales & Service and Production. Few of the challenges that Tata Hitcahi wanted to overcome were: • Eliminate human operations on monotonous activities by implementing RPA. • Analyse the existing business process, with the intent to induce agility with automation potential • Enable users to identify, qualify and automate sequential business processes across the organization • Continuous improvement program to support automation and adaptation journey across the user base within the organization • Achieve full visibility and transparency while ensuring optimal resource utilization.
Avaali's intervention	Consulting to set up an automation CoE. Trainings and handholding a 25 member decentralized CoE with members over 8 functions Automated over 120+ tasks and processes with bots
Benefits	The RPA CoE established for THCM has resulted in accelerating the organization's automation efforts. The RPA CoE has helped THCM get the big picture by defining the priorities and managing the successful execution of UiPath RPA solutions. The approach to automation taken by THCM is unique solely based on the large number of processes identified for automation across departments. THCM took the initiative of a large-scale development and solving larger automation challenges via RPA brought them bigger gains because as they automated more processes, the cost of automation decreased. The benefits can be summarized as: • CoE has helped THCM gain cost savings, improved efficiency, freed-up resources and lowered the human error rates. • The identification of processes and set up of RPA for scaling the automation took 6 months. • Out of 200+ Processes qualified for automation, 120+ processes are currently live in production. • Approximately 30000 person hours of resources saved

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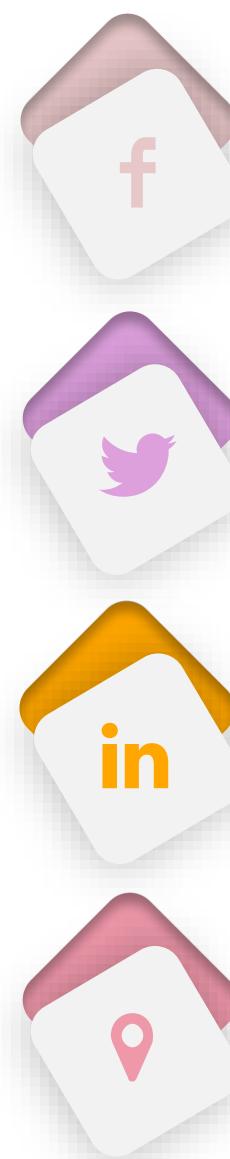
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