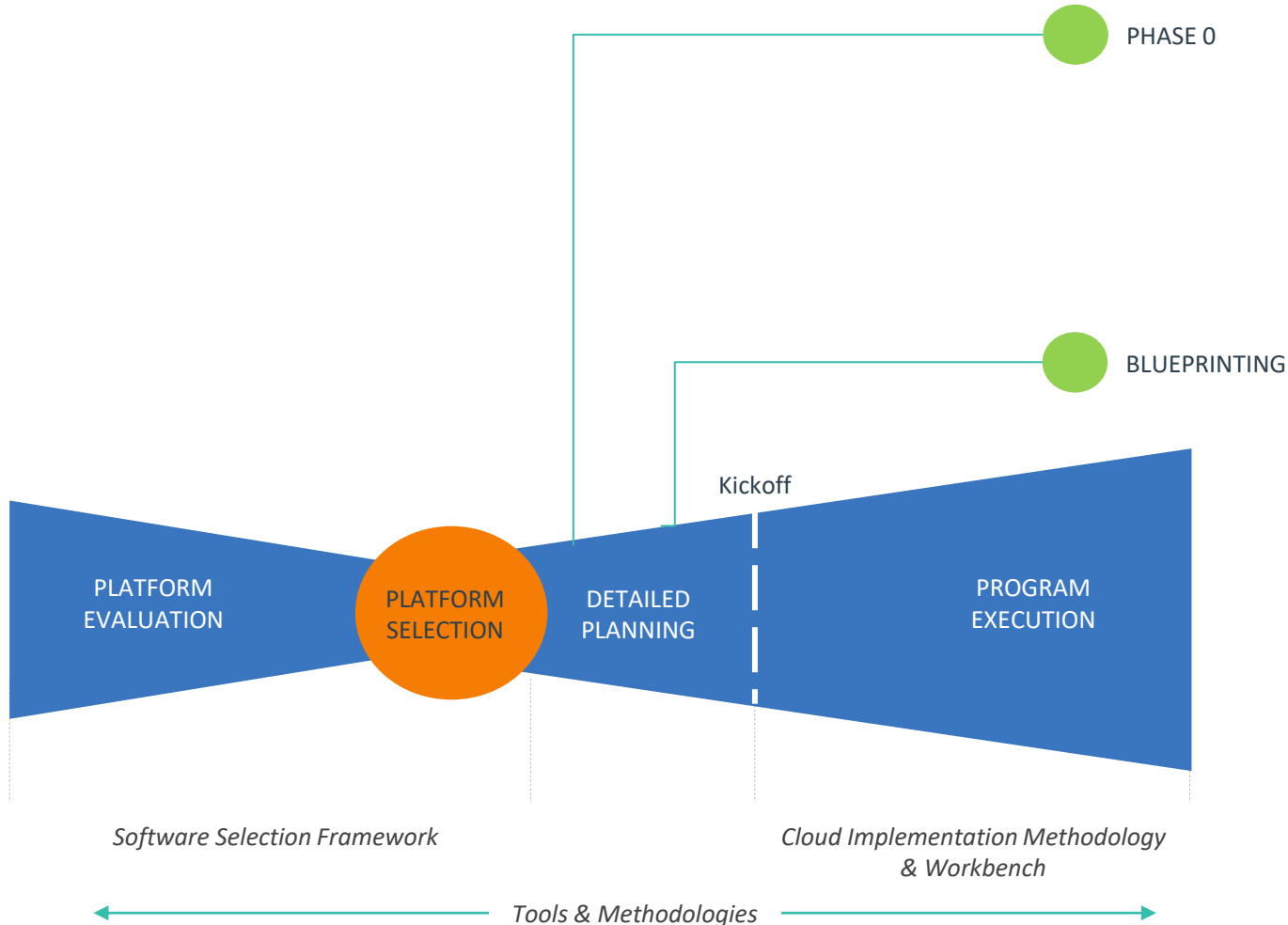


Phase 0 & Blueprinting Framework

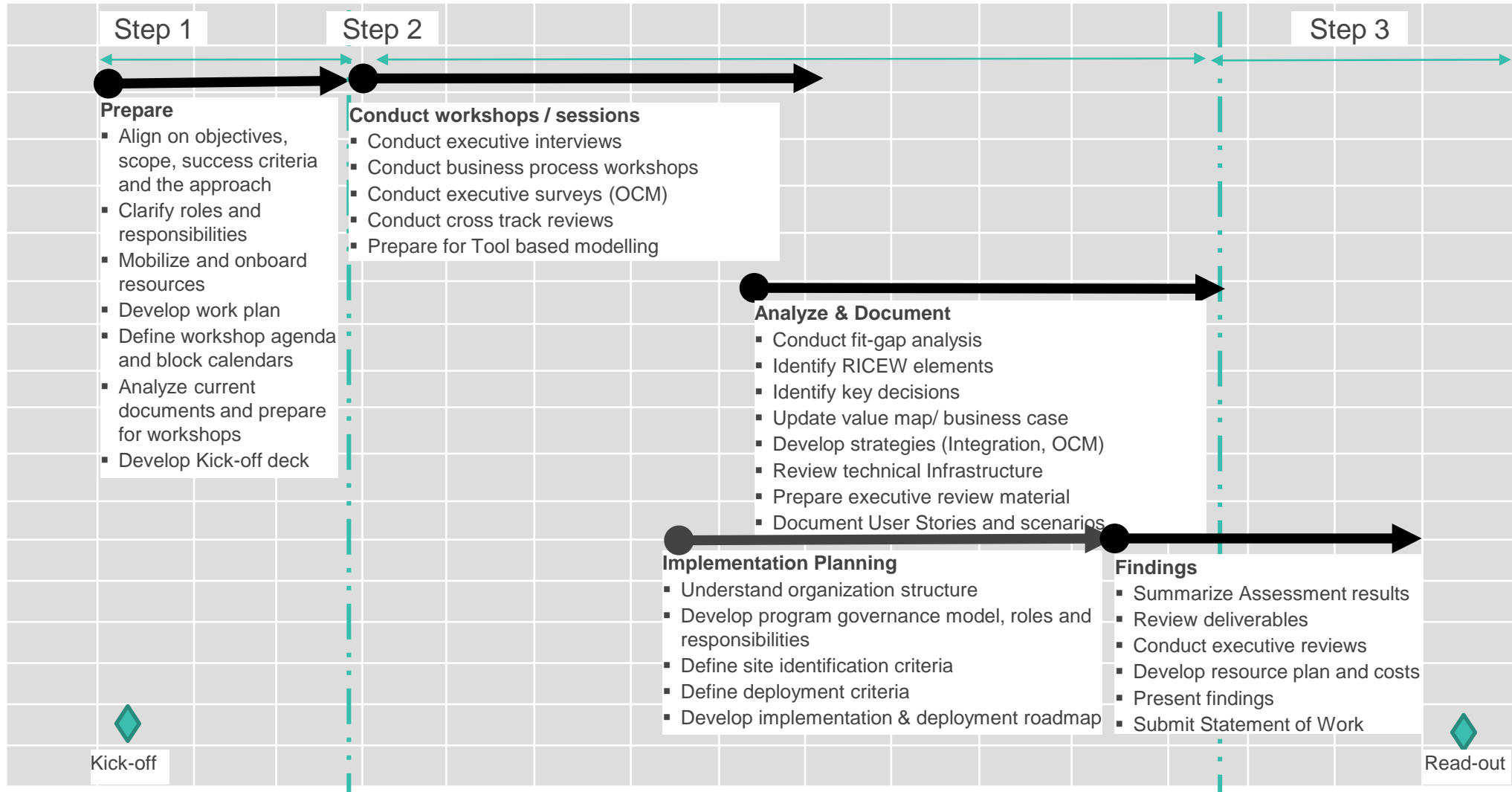


Phase 0: For a successful platform implementation, Calfus program management team establishes the program management office (PMO) and prepare the customer’s stakeholders for the technology adoption through methodology, boot-camp, initial training and a tailored program plan with an associated detailed project plan leading to the first prototype build.

Blueprinting: In this phase, SMEs engage in workshops to baseline current state, list transformative goals, and define future state. The outcome of this phase creates clear outline of the scope, fit-gap, timeline, resource requirements, budget and deliverables for the implementation.

See further Pages for Detailed Information

Sample Work plan



Sample design approach: Chart of Accounts

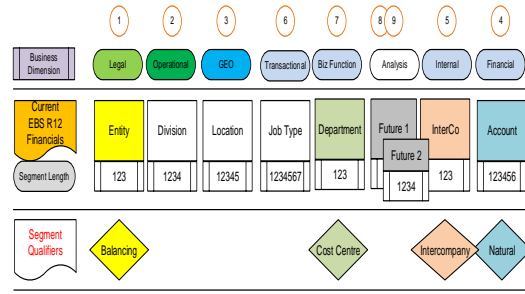
Customer

- Business case
- Current Org Structure
- Current CoA(s)
- Current Business Model
- Future Business Strategy (e.g. Growth)
- Challenges
- SMEs representing different BU's

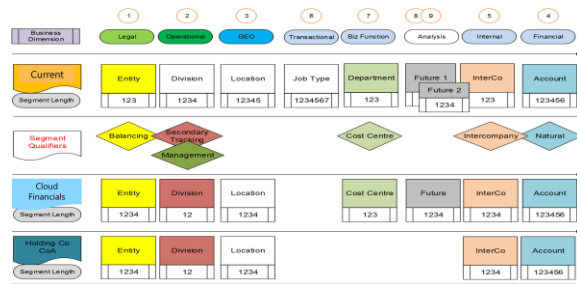
Calfus

- Recommended best Practice
- COA design Approach
- Methodology, Tools & templates

Inputs



1. Analyze Current CoA(s)

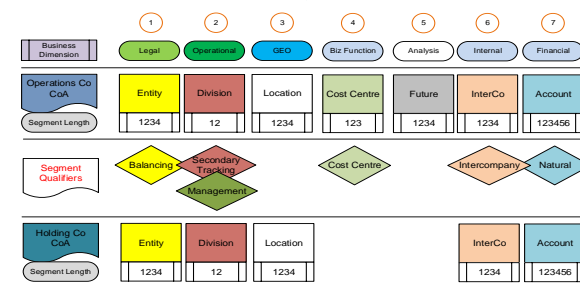


4. Compare Current and Future CoA and Finalize

Assessment / Workshops

Vertical & Division	Product / Service		Port				Entity	Employee	Job	Grand Total
	Location	Party	attribute	Container	Vessel	Vehicle				
Agency	3	1	2		1		1			8
Container Owning & Op's										
Coastal & warehouses	2		1	2						5
Liner	1	2	1						1	4
Roads	2	2	2	1	3		2			11
Logistics										2
Forwarding	10	6	2				1	1		20
Transportation		2								2
Warehouse	4									4
Ship Owning & Op's										
Ship Owning & Operations	3		2	4	1	2	2	1		12
Grand Total	25	13	10	7	5	2	2	2	1	68

2. Capture Business Dimension References

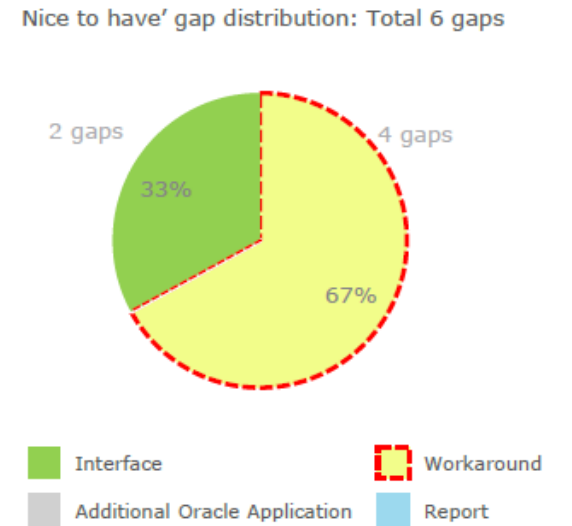
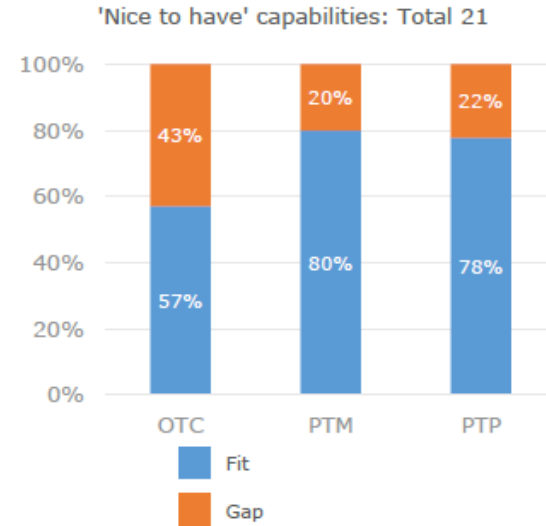
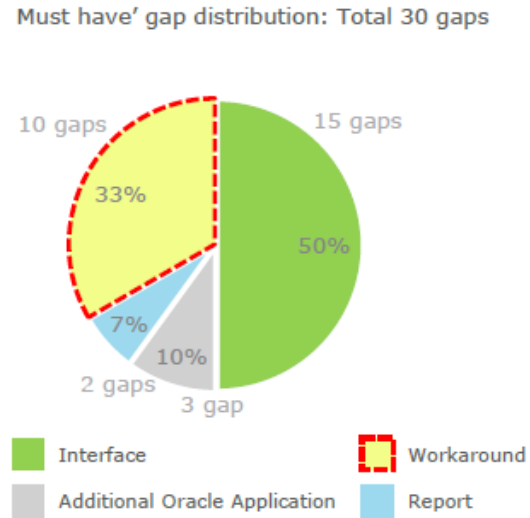
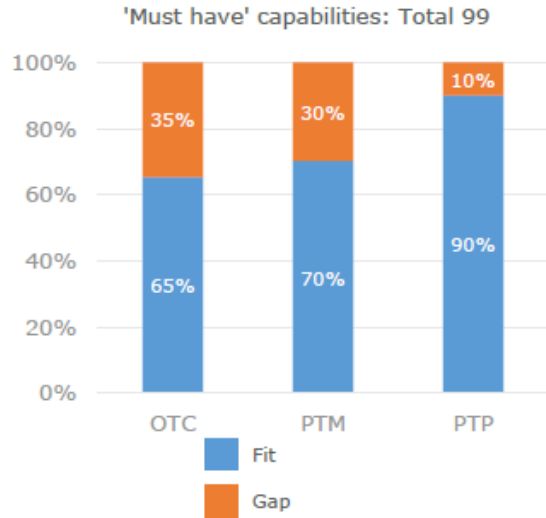


3. Analyze Future CoA Options

- Finalized Accounting Model (CoA, Currency, Calendar & Convention)
- Business Dimensions
- Legal Entity Structure
- Holding Structure and Matrix
- Multi Org Structure
- Proposed Governance Model
- Standardized Reporting List
- Impact Analysis on Exiting Systems

Outputs

Sample Deliverable: Fit/gap assessment



Current State Process	Gap Disposition (R13 v/s EBS)	Capability Count	Cloud	Current State Process
Pick List is generated by work center and parts which lists the required parts (in JDE)	R12: Picking for work orders is not available in R12. This is planned for R13.	1	Fit	Pick List is generated by work center and parts which lists the required parts (in JDE)
Use of Kanban based replenishment (visual) Use of Inventory replenishment (Reorder Point based on EOQ)	Use alternate method such as Min-Max or Safety Stock planning	2	Fit	Use of Kanban based replenishment (visual) Use of Inventory replenishment (Reorder Point based on EOQ)