

ABS Connect

Issue 1 | September 2015

As we embark on our 12th year of business, we are delighted to announce our **merger with New-Age Bizsoft Solutions Private Limited, a leading SAP Business One partner** operating out of Bangalore and Chennai. With this merger, which will be effective Sep 1st 2015, we have broadened our offerings as well as skill sets to address the SME market.

The combined entity will be operating in the name of Affordable Business Solutions Private Limited. This takes our overall team size to 70+ and the combined customer base to 150+.

Customer Corner



ABS Events, 2015

ABS CXO Roundtable Event, held on May 27th in Bangalore

"Transformation of business through technology"

Takeaways

- The primary challenge faced in bringing about business transformation is "carrying" the people involved and addressing their resistance to change
- I.T. cannot be a 'lever' to 'force' change, but is necessary to facilitate change
- For successful business transformation, people need to adapt/ change AND technology needs to be adopted - in parallel
- The time-frame for successful business transformation in an SME - especially in a family business - seems to be between 2-3 years.

ABS Dairy Connect, held on June 18th in Erode

"Implementation of technology in dairy sector of India"

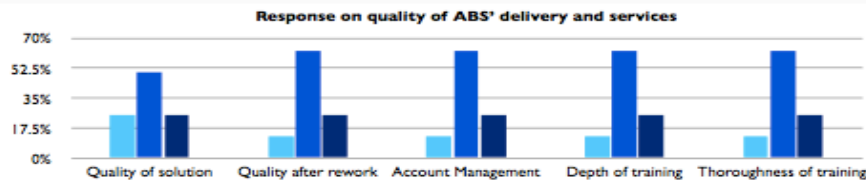
Takeaways

- Increased consumer interest in value added dairy products coupled with increased private equity players is leading to a significant transformation in the dairy sector
- There is need to make the dairy industry system, rather than person- driven to sustain profitable operations
- Adoption of technologies can help organizations grow well, scale and grow healthier

ABS Customer Advocacy Program



ABS CAP is a newly initiated program at ABS that seeks to capture feedback from you, our clients. Earlier this quarter we sent out customer experience surveys to gain insight into your experience with us. This is a short extract of our findings. Thank you to those who responded to the survey.



Before we publish a complete analysis we're looking for more responses. To submit your response on the ABS customer experience survey click on the link: http://qtrial2015az1.az1.qualtrics.com/SE/?SID=SV_brC2UejfO19CdEN

New Programs and Partnerships

Programs	Offerings
ABS Transformation Services Business Consulting	<ul style="list-style-type: none"> Strategic planning, HR, Finance, Lean and Global Manufacturing, Omnichannel and E-Commerce 3 year contract Nominal monthly retainer Success-based fee
ABS "Baadal/ Megham"	<ul style="list-style-type: none"> Pre-packaged Industry Vertical Solutions Available on Cloud on a per-user, per-month subscription. Activation in 48 hours
ABS "Business Analytics- as-a- Service" (BaaS)	<ul style="list-style-type: none"> Business Intelligence and Management Dashboards available on the Cloud Participation in periodic management meetings and reviews Periodic Analysis and recommendations
Customer Advocacy Program (CAP)	<ul style="list-style-type: none"> A formal feedback process for customers The ABS quarterly newsletter to be launched soon; keeping you up-to-date on ABS events and services, creating a platform for communication within the ecosystem of ABS customers, partners and associates

ABS Milestones

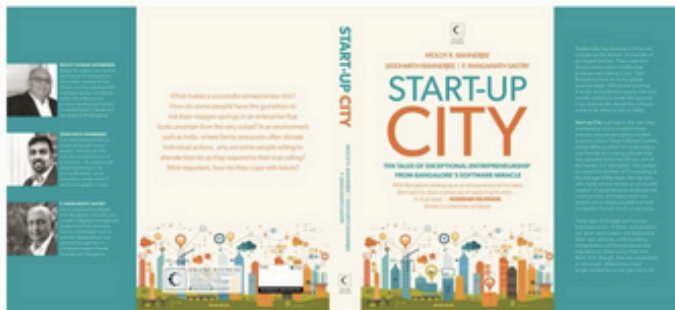
11 years completed

ABS reaches 150 customer mark

ABS offices now in Bangalore, Chennai, Madurai, Mangalore, Hyderabad, Kochi

The book “**Start-up City**” in which ABS is featured as one of the ten start-up case studies, is published and can now be purchased on Amazon:

<http://www.amazon.in/Start-up-City-Exceptional-Entrepreneurship-Bangalores/dp/9351365166>



ABS received global accolade for project with Akshaya Patra Foundation: In 2014 ABS' implementation of MS Dynamics AX with the Akshaya Patra Foundation was selected by Microsoft as “**the project with maximum social impact globally**”.