

# GRAVITY MICROSYSTEM



## COMPANY PROFILE

(Experience + Sap Delivery Competence) x Entrepreneurial Passion

Lower Cost through Innovative Methodologies

Your BIG Reason to Exploit our Potential

## ABOUT US

**GRAVITY** was founded in 2003, is a pure play SAP Consulting Firm focused on delivering business value to its clients by implementing and managing SAP based solutions. It was founded on the single point promise of On-time and On-budget executions and combines its across the board SAP skills, industry specific business process knowledge, delivery methodologies and world class program management skills to live up to this promise.

Each one of us remains hungry to client's appreciation. This infectious trait makes our teams deliver far above expectations. This brand of attitude drives us to tirelessly figure out aspects that add value to our clients and go above and beyond to delivery what we promise to deliver.

*"We extend our sincere vote of thanks for the hard work done by Gravity Microsystem LLC during last two years of association with Samsung, India.*

*All members of Information Systems division join me in appreciating team work, technical skills and sincerity displayed by Gravity consultants in SAP Financials, Sales functions and Technical Development.*

*We have no hesitation in recommending Gravity to SAP Community."*

*Rajesh Chopra  
CIO, Samsung Electronics, India*

*"We liked the way your team functions collaboratively with ours to provide a solution that every one is bought into.*

*We have been impressed with the level of SAP Expertise Gravity team demonstrates".*

**► Kamal Aggarwal**  
VP Commercial and SAP Leader  
KPL International, Sep 2007

Attention to details, timeliness, integrating results, creating options, mitigating risks, consensus building, asking the right questions, taking feedback, facilitating and leading are part of our natural behavior. There are many more reasons for you to think about making the most of our potential.

To experience our working strategy get in touch with us.

## LEADERSHIP TEAM

### ► Vinay Singh

As a Co-Founder and Chairman of Board, Vinay provides overall leadership to the company. He is also directly responsible India Competence.

Vinay brings business & technology consulting experience from some of the best companies and clients in Asia Pacific and the Americas. Before co-founding Gravity he was responsible for delivering several technology solutions to some of the Fortune 500 clients at globally renowned Business & Technology consulting firm Sapient Corporation.

He holds a degree of bachelors in chemical engineering from IIT, Roorkee.

*"We have worked with a few partners in the past but what we like the most about you is that you are good both on technical skills as well as in building relationship with Samtel".*

*R. Sampath*

*Ex GM Finance Samtel Color Ltd.*

### ► Vivek Gaur

Director on Board and co-founder, Vivek remains at the core of entrepreneurial spirit at Gravity. He manages operations at Gravity and has been a mainstay in converting the vision into reality. He is directly responsible for Gravity's staffing business and talent acquisition. He prides in having brought some of the greatest people at Gravity.

Vivek holds a Bachelors degree in Industrial Relations and Personnel Management from University of Delhi.

### ► Vinod Kumar

Vinod brings more than a decade of consulting and program management experience to Gravity. He specializes in risk management practices of Global Delivery of IT solutions. Vinod is an Indian Institute of Technology, Roorkee and Indian Institute of Management, Ahmedabad alumnus. He owes most of his experience to one of the world's best companies. He has managed several IT projects and successfully built operational excellence practices for large offshore deliveries.

## OUR CLIENTS

SAP ERP Deployment - Automotive  
Munjal Showa Ltd, Rockman  
Industries Ltd.

Gravity's used its Automotive Scenario Based Implementation Template for this end-to-end Enterprise Solution Implementation project.

SAP NetWeaver Certification Services  
FuelQuest, Satcorp,  
Global eProcure and Others

Gravity helped these customers integrate their extra enterprise software product with SAP's enterprise solution using SAP NetWeaver technology. Gravity worked with these clients on fixed results basis with an objective to get SAP Certification for these integrations.

SAP Sustenance & Evolution  
Services (S&ES)  
MSL, EICL, KPL, Centex

A great example of how we have collaborated with our mid-market clients and fine-tuned our service to address their concerns. Gravity delivers host of its evolutionary solution components through this client relationship.

gravitySlice  
SAP Resource Augmentation  
SAP, Accenture, Cap Gemini,  
Fossil, Cool Brands, AES, TIC

As a Pure Play SAP consulting firm Gravity brings best of the breed skills to its customers. Gravity's approach to these customers is always to bring value that is far above than staffing a skill. Every resource of Gravity represents a slice of our competence.

Wireless SAP Solutions  
DataMax, Bajaj Auto (Strategy)

This was about creating Mobile SAP solution technical infrastructure for multiple solution architecture options. This project required working in a distributed environment along with a team in the US.

Kamla Dials & Devices Ltd.  
▶ Mr. Sangeet Malhotra, Head IT

"We thank Gravity for implementing a beautiful Capacity Planning solution. At KDDL we were amazed with the level of expertise".



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## SERVICES/SOLUTIONS

### SAP Implementations

We bring the most compelling value proposition of On-time-On-Budget SAP Implementations to our clients by combining our Industry specific business process expertise, across the board my SAP ERP and NetWeaver skill-set and Program Management experience.

### SAP NetWeaver Integration Services

Gravity helps independent software vendors and other clients in integrating their software solutions with SAP Enterprise Solution using SAP NetWeaver technologies. Gravity works closely with SAP ICC to get the integration certified as well.

### SAP Sustenance & Evolution Services

Gravity offers a significantly differentiated package of long term relationship to existing SAP users to handle their ongoing sustenance needs and to help clients continuously extract more ROI through evolutionary enhancements.

### gravitySlice SAP Resource Augmentation

An experienced group of Gravity consultants with strong technology, process and program management knowledge help our clients plan and execute projects successfully. Even a single resource of Gravity represents a slice of our SAP competence and not just a resource available to you on a daily/monthly rate.

### Wireless SAP Solutions

Mobile or Wireless extension of SAP transactions on ADC handheld devices allows real-time SAP transactions and integration with barcodes. Gravity brings its implementation expertise and partnership benefits from market leader DataMax, USA.

### Offshore Factory

Gravity uses world class tools and distributed delivery methodologies to deliver off-shorable SAP work such as BASIS support, ABAP and NetWeaver developments for its consulting partners in United States and Europe.

► As a Pure Play SAP Consulting firm we bring across the board services for an existing or prospective SAP Customer. Our services cover the entire deployment life cycle of SAP solutions.

Our focus on **On-time, On-budget execution** has guided us to create world class measurable execution techniques, risk mitigation practices, effort estimation procedures and a delivery culture that defines the brand of attitude we bring to our clients.

## COMPETENCIES

Strong technology skills, business process knowledge and ability to apply it helps us enable easier, faster, economical and scalable business operations for our clients. At Gravity we thrive in being on top of the technology trend and experiment with emerging technologies.

Our **Skill set Factory Models** for every solution and technology component of SAP puts us in tremendous advantage to maintain a pipeline of delivery capability. Skill set Factory Model and its implementation through a dedicated organizational unit works on innovative techniques of learning, which brings unparalleled value to our clients.

### ▶ **SAP NetWeaver Technologies**

Enterprise Portal, Exchange Infrastructure, Master Data Management, Business Intelligence skills from development to Solutioning and SOA architecture

### ▶ **SAP Enterprise Solution (SAP ECC)**

Across the board expertise on traditional modules such as SD, MM, FI, CO, PS, PM, QM, CS. Specific skill sets in Manufacturing horizontal. Technical skills on ABAP, Smart Forms, SAP Scripts, LSMW, BDC, ALE, iDOC, BAPI, ABAP HR, BASIS.

### ▶ **Mobile SAP Solutions**

Solution expertise on Mobile SAP Solution using SAP WebAS, Enterprise Portal and SAP Certified software RFGen from global leader DataMax

### ▶ **SAP Integrations**

Solution expertise on integrating SAP with various external interfaces like barcodes, imaging solutions, fax solutions and data collection interfaces.

## INFRASTRUCTURE

### Global delivery Infrastructure ▶

New Delhi office is equipped for 24X7 global deliveries. Voice and data communication for client projects is supported on a dedicated 1 MBPS Internet bandwidth with 100% backup redundancy. Project based VPNs are built for secure communication between New Delhi office and client locations. The facility is supported with 100% power backup.

## ENGAGEMENT MODEL

Gravity suggests preferred engagement model based on the nature of the assignment on case-to-case basis. However following are some of the ways in which clients can engage us.

### ▶ Time & Material

This mode of engagement is preferred when requirements are supposed to be evolving over a period. The nature of work is more of ongoing application management than an implementation or development initiative

### ▶ Fixed Scope Fixed Cost

This is a preferred mode of engagement when requirements are clear upfront and design phase can freeze on the requirements towards the beginning of assignment. This is our strong recommendation in case of fresh implementations and pre-defined enhancements

### ▶ Offshore v/s Onsite

Depending on the offshore ability of the work, offshore is always a recommended model as it results into significant benefits to customers.

In case of availability of local knowledge and multi-vendor integration type of scenarios, Onsite model or a combination ends up being a suggested mode of operation.

*"Your service delivery process and SAP Experience is appreciated by everyone at KPL. We would like the relationship to continue and we wish you success with other customers as well".*

**Manoranjan Kumar**  
IT Head, KPL International, Sep 2007

## ▶ CONTACT Us

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