

## Client

Larsen & Toubro Electromech LLC - Oman  
P.O.Box 1999.PC 112  
Sultanate Of Oman

Name: Swaminathan T.V  
Position: Finance Manager

**Employees:** 3500

**Annual Sales:** \$70 million USD

**Locations:** 9

**Industry:** Electro mechanical contracting

## Solution Implemented

**Focus RT**

### Technical Situation

LTEM need an integrated ERP solution that would streamline their business operations and avoid duplicate data entry at different sites.

They needed one system to have a birds eyes view of the operations and have effective reporting and MIS. The features and modules key to their decision were:

- Multiple currencies
- Cost centre Analysis
- Job costing
- Project Management
- Centralized procurement module,
- Budgeting for Jobs
- Planning of just in time inventory for Sites
- BOQ Maintenance
- Presales, Sales Module, Subcontractors, Progressive invoice
- Financials,
  - General Ledger
  - Accounts Receivable
  - Accounts Payable
- Fixed Assets System
- Inventory management
- Ware housing
- Human resource and Payroll

## Solution

Understanding the situation LTEM Focus proposed an FOCUS RT an ERP solution which covered solutions to all the aspects of LTEM Business process.

This solution is developed on the model of three tier architecture and is developed on Visual C++ / Java as Front end using open API's based business components in the middle tier and MS-SQL as the backend database.

Focus RT is on the fly implementation solution where in one could

- Create forms for data entry customize them for extra fields or any calculations and create print formats for the same by the tool named Voucher wizard
- Define user definable Work flow and Authorizations

These forms can have definable business logics, accounting and inventory posting methodologies based on the business requirements

- The system supports customization of standard reports on the fly
- The system supports creating of new reports with a tool named reports designer
- Third party solutions can be easily integrated as it has Open Application programming interface

## Benefits

The major benefit after implementing Focus RT that L&T has achieved:

- Online enquiry of Material from different sites
- Material transfer to site with proper links to BOQ to stop any adverse variance
- Cumulative invoicing based on percentage of work completed.
- Profitability by Job

## Client profile

Larsen & Toubro Electromech LLC (LTEM)- Oman , is a recent acquisition of L&T as part of its efforts to accelerate business in the Middle East. The company was a unit of Zubair Corporation, L&T's JV partners in Larsen & Toubro (Oman) LLC (LTO), which has been operating successfully for over a decade in Oman.

LTEM, where L&T has a shareholding of 65%, is operating with four key Business Units, viz., MEP Services, Electrical and Instrumentation for Oil and Gas, Engineering and Maintenance Contracts for Electrical and Instrumentation, and Facilities Management. It will also complement and supplement LTO in projects involving facilities management and building utility works

## Business Situation

Total Integrated solution for Project Management & project costing.  
Previously the client was not able to maintain the project wise expenses Focus RT is helping in job costing. Now the client is able to track each job expenses and income with out any manual intervention

### **Implementation Time : 90 days**

Products and Services LETM utilizes:

- Focus RT** as front end
- Focus API** as Middle ware
- Focus** Report designer
- Focus** Graph designer