

TieDot Consulting Private Limited

Expertise / Execution / Excellence

Credentials of TieDot

Mission

Expertise

Past Achievements

- TieDot seeks to create a niche in the KPO & Consulting segment through its superior understanding of business processes & technology and ability to come up with innovative solutions for its customers
- Hands on experience in the fields of Credit & Risk management, Portfolio management, Analytics, Collections, Legal & Compliance, Product Development, Operational Risk Management, Business Planning, Financial Control, Operations & Technology
- Proven track record of having re-engineered complex processes to achieve the desired objectives
- Have headed the Business Intelligence unit of large organizations which required designing, automating, delivering MIS and analytics solutions
- Experience of managing large cross functional assignments.

Tiedot : Management Teams



Suresh Kulkarni



Ravi D Swami



Arijit Chanda



Avinash Badkar

- ❑ Highly qualified with rich experience in Corporate, SME and Mid-Corporate, retail banking with local and MNC banks and MFI segment
- ❑ Deep understanding of various aspects of this segment across functions
- ❑ Understanding areas of concern and urgent actionables
- ❑ Ability to execute concepts and strategies for practical applications
- ❑ Ability to use and implement technology solutions drive strategic objectives
- ❑ Provide domain expertise in various aspects of the Business segment.

*Combined work experience of > 70+ years across functions,
hence in-depth understanding of the challenges*

Areas where we are already working with other institutions

Transaction Processing
support systems,
outsourcing of back office
processes

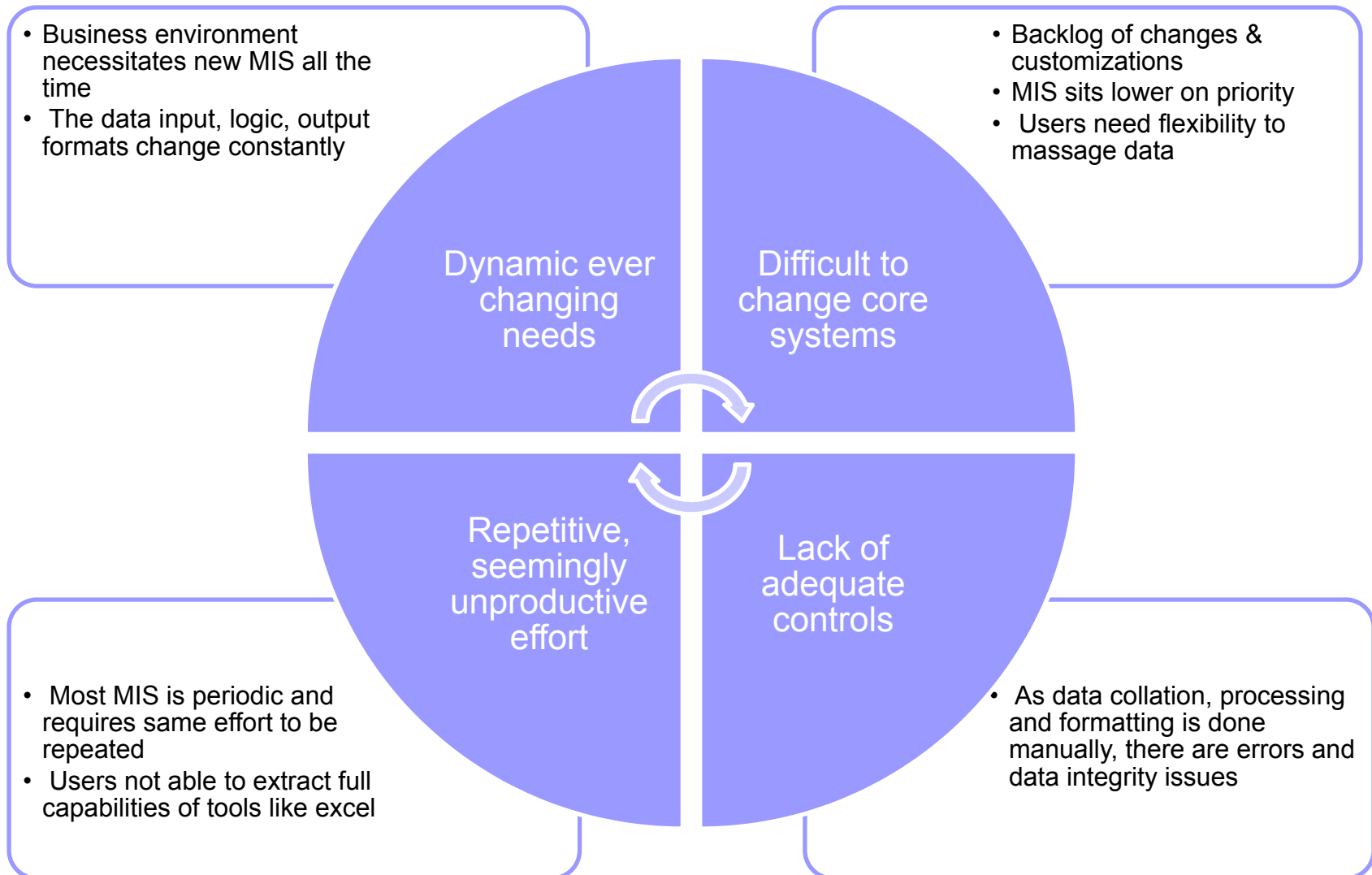
MIS Automation &
Integration, Risk Process
& Workflow Automation,
and Open Source
Software applications.

Analytics, Statistical Modelling
process re-engineering

Where we can provide our Expertise

Managing Business Intelligence – MIS Automation

MIS Automation – Challenges



MIS Automation – Challenges

- MIS needs to be sliced so that each user gets what is relevant to him
- Many times the distribution activity is done manually

MIS
distribution
across
multiple users

- Once MIS is generated a lot of time can be spent in putting the data in required formats and templates.
- Ensuring relevance of MIS to the recipient

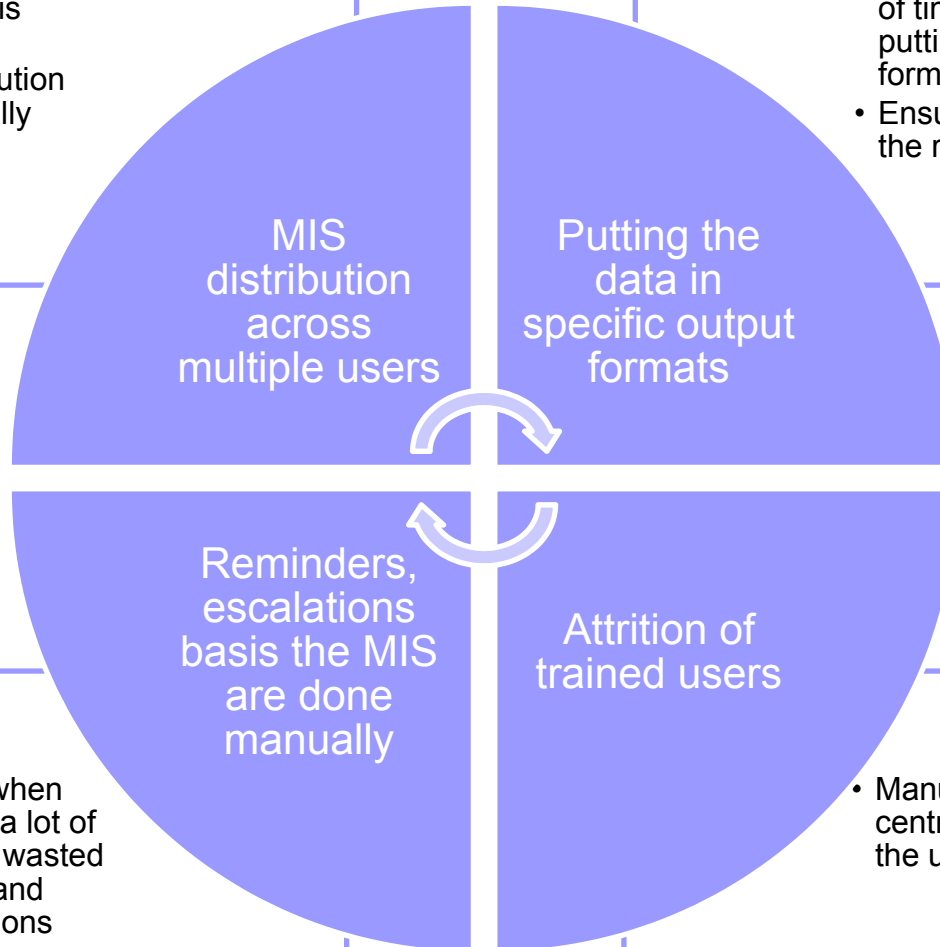
Putting the
data in
specific output
formats

Reminders,
escalations
basis the MIS
are done
manually

- MIS is effective only when actions are taken and a lot of time and effort can be wasted in sending reminders and escalations for exceptions highlighted by the MIS

Attrition of
trained users

- Manual MIS process is person centric and can be impacted if the users leave or change.



MIS Automation – Our Solutions

Use of Excel's advanced features

- We create a robust and comprehensive MIS design as per clients' needs using the same platform that client uses which is generally Excel / Access
- We use Excel's advanced features like advanced macros and MS Access which retains the flexibility and yet does not require any expensive software to be procured.

Eliminating the manual input

- As a model we take the data from the source, automatically populate the internal data tables and run the processing without any need for user involvement
- This ensures that the manual errors that are possible otherwise are eliminated

Automated MIS formatting

- The output can be generated in the required formats and templates thereby saving the time taken

MIS Automation – Our Solutions

Automated MIS distribution

- We can integrate the MIS with Outlook and send automated mails distributing the relevant data to the users.
- Automated reminders and escalation mails can be sent through Outlook integration.

Automatic refreshes for periodic MIS

- A scheduler like functionality can ensure that the MIS gets refreshed automatically at required intervals ie daily, weekly etc without the user having to remember it or having to get involved.

Reduces dependence on individuals

- The process is made systematic as against the person centric one when done manually.

Typical areas where MIS automation can help : Everything where excel sheets are used

Fincon

- Product wise P&L
- Location wise P&L
- Budgeting and forecasting
- Variance Analysis

Marketing / Sales

- Dealer performance scorecard
- Dealer incentives
- Sales incentives
- Analysis of responses to marketing campaigns

Purchase

- Vendor analysis
- Product & Pricing analysis
- Vendor scorecard
- Variance Analysis

Risk Management

- Delinquency reports
- Portfolio MIS, Risk clustering
- NPA reports and analysis
- Risk policy related MIS

Some Clients we are working with

Tata Motors

- Automation of Dealer performance evaluation MIS

Standard Chartered Bank

- Collections MIS
- Various portfolio cuts
- Auto distribution of MIS

Kotak Mahindra Bank

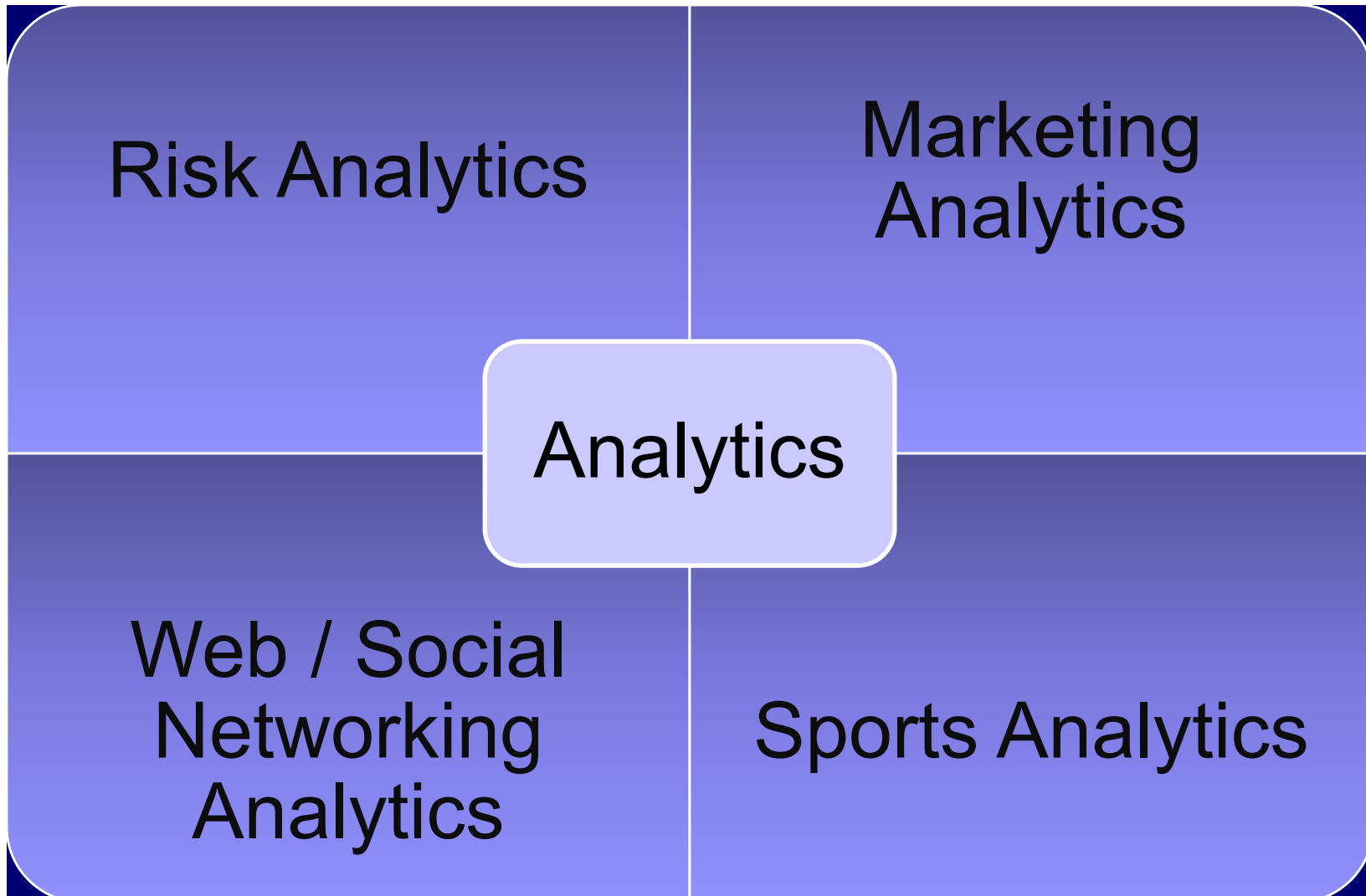
- Creating a data warehouse from email attachments
- Incentive computation

Tata Capital

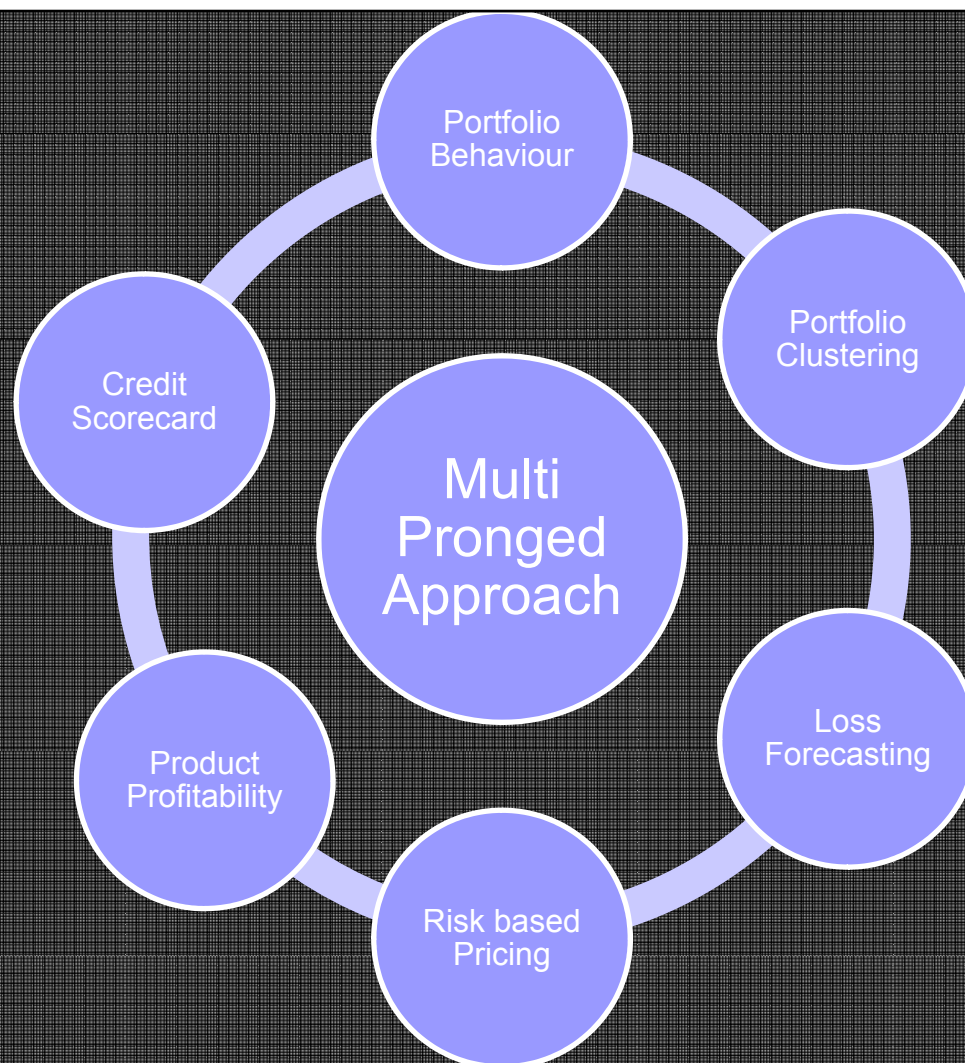
- Automating SMS file
- Incentive computation
- Auto distribution of MIS

Analytics

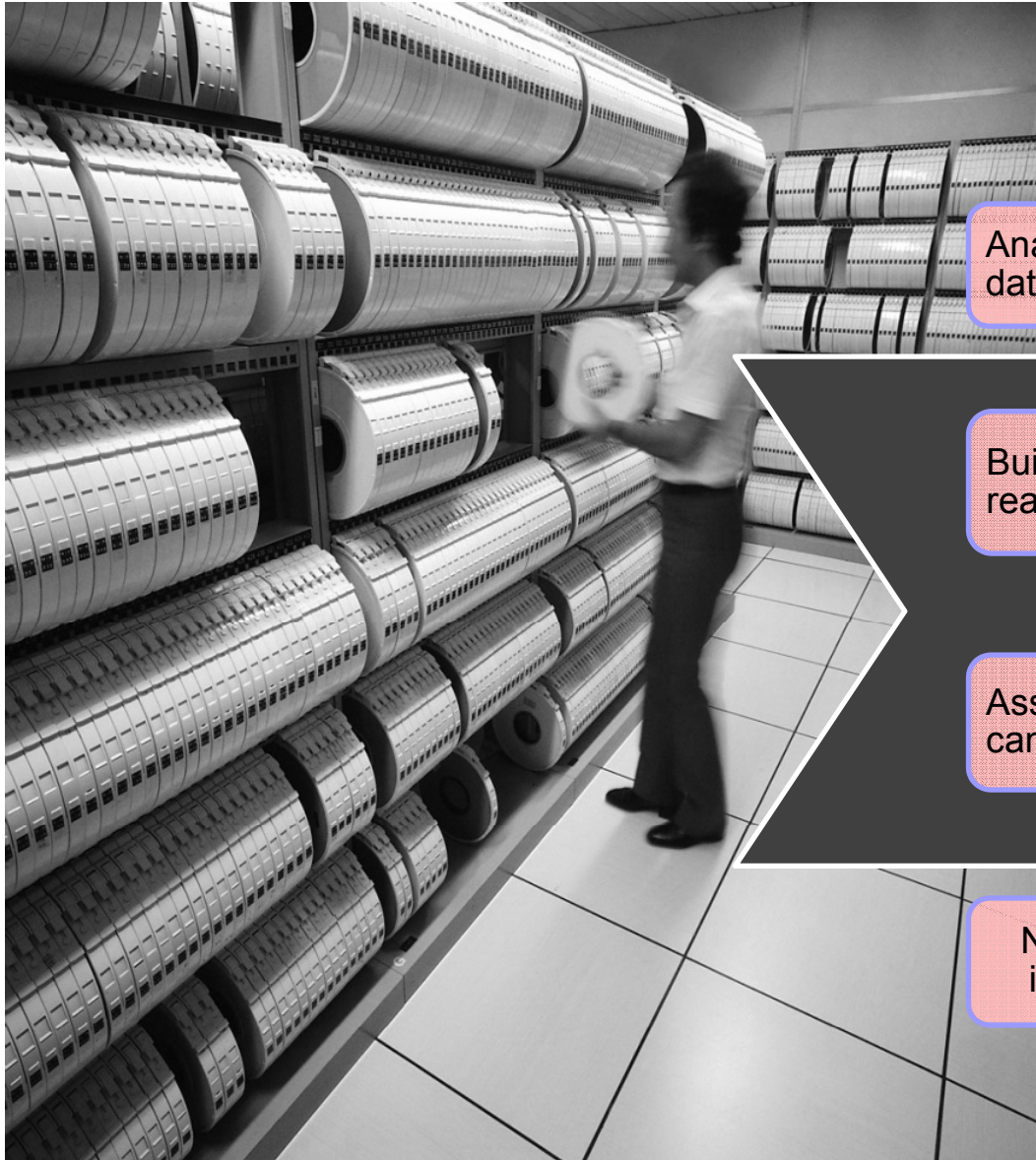
Applications of Analytics



Risk Analytics



Marketing Analytics : Application



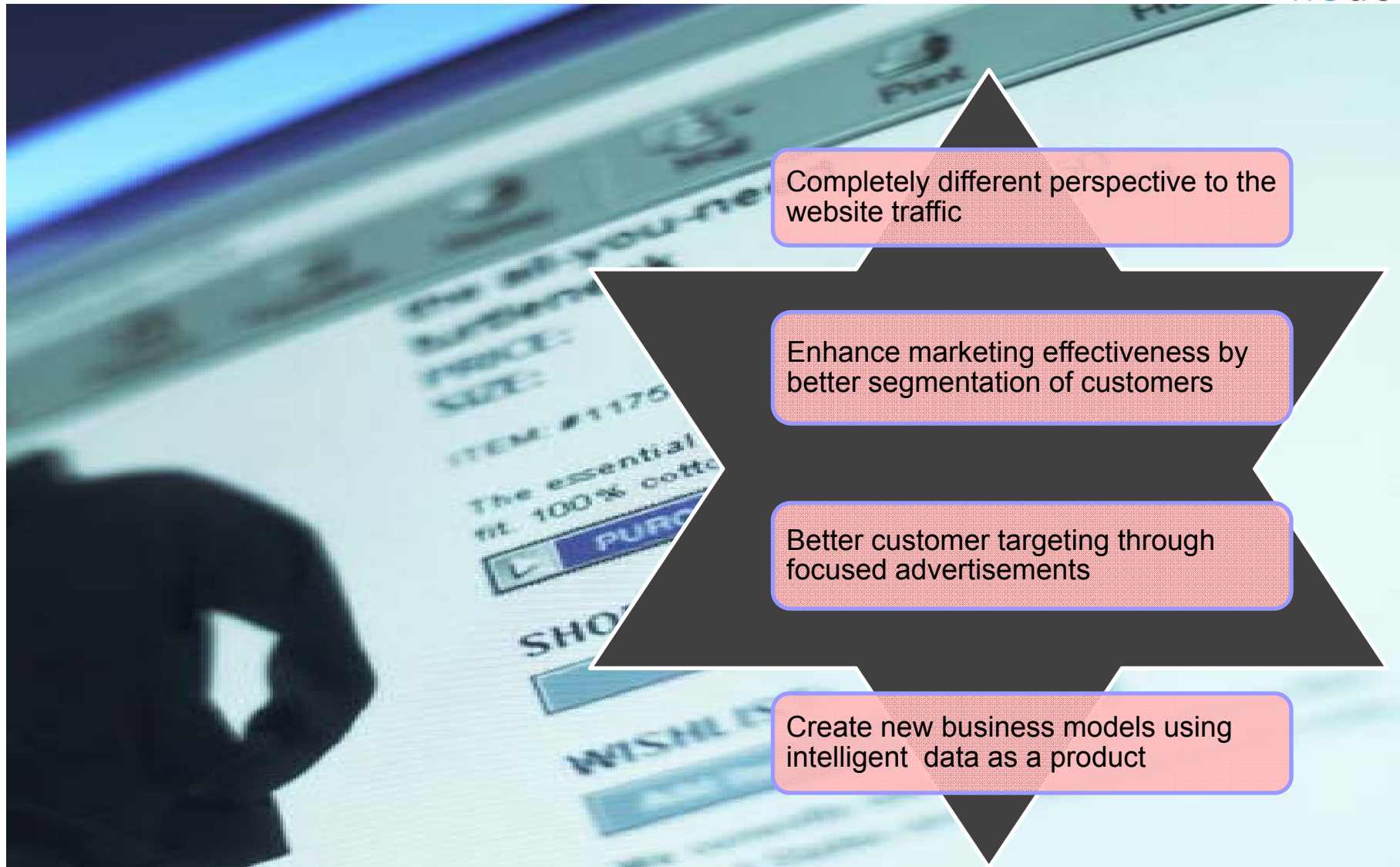
Analyze Customer behavior from past data

Build predictive model to assess their reactions to marketing decisions

Assess the effectiveness of marketing campaigns

New product launch, cross selling, interpreting market research data

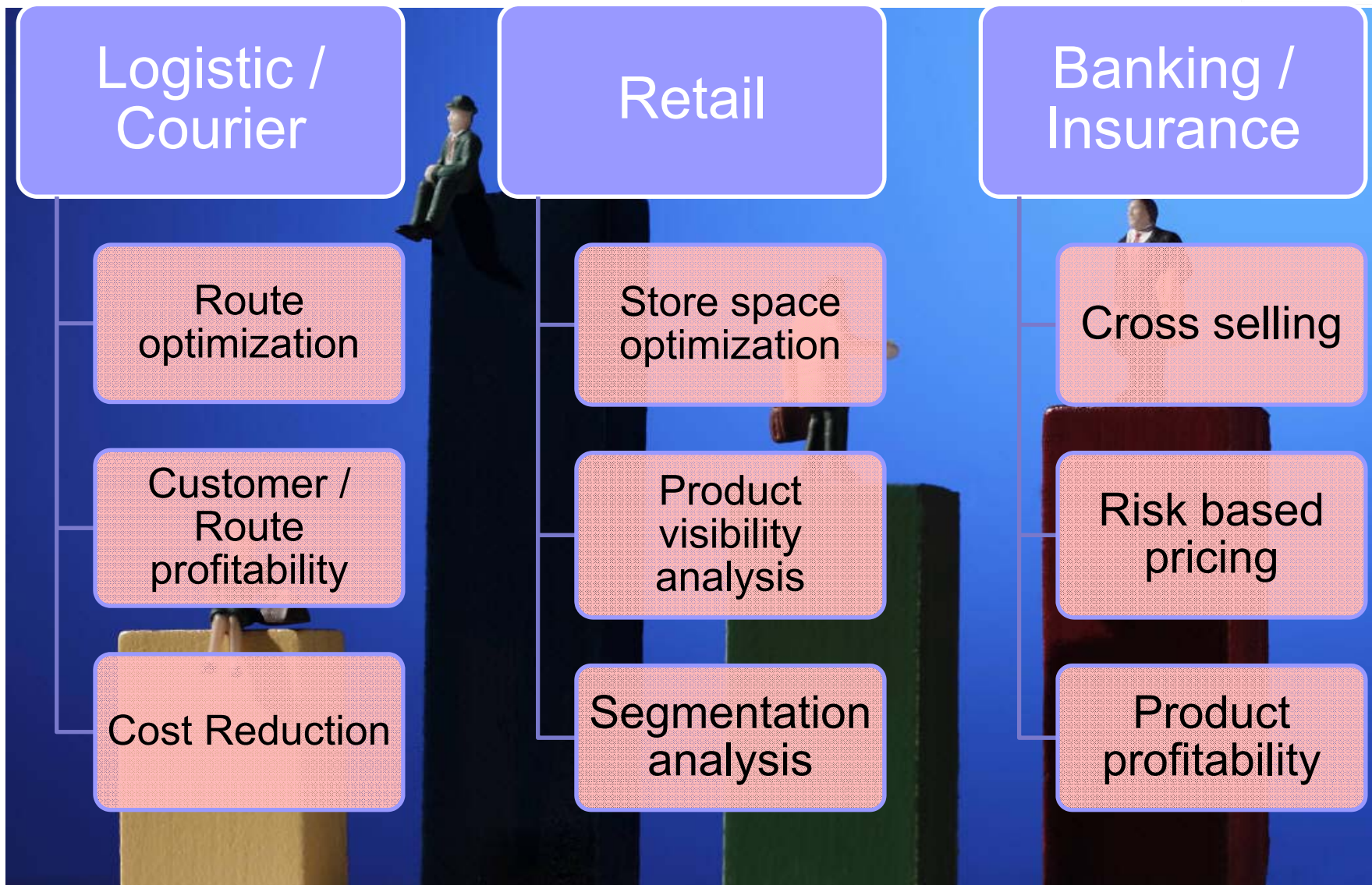
Web / Social Networking Analytics : Application



Sports Analytics : Applications



Business specific Analytics : Applications



Using our **Expertise** to ensure superior
Execution thereby creating **Excellence**

THANK YOU