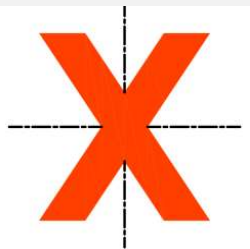




AXIES ENGINEERING SYSTEMS



Business Excellence Journey Strategy



Axes Engineering Systems



GFP Business Excellence Journey Model



Higher Customer Satisfaction & Shareholder Value - Sustenance

Results

Business Excellence – *focused upon delivering overall results in a pragmatic, consistently successful fashion.*

Leadership & Consistency

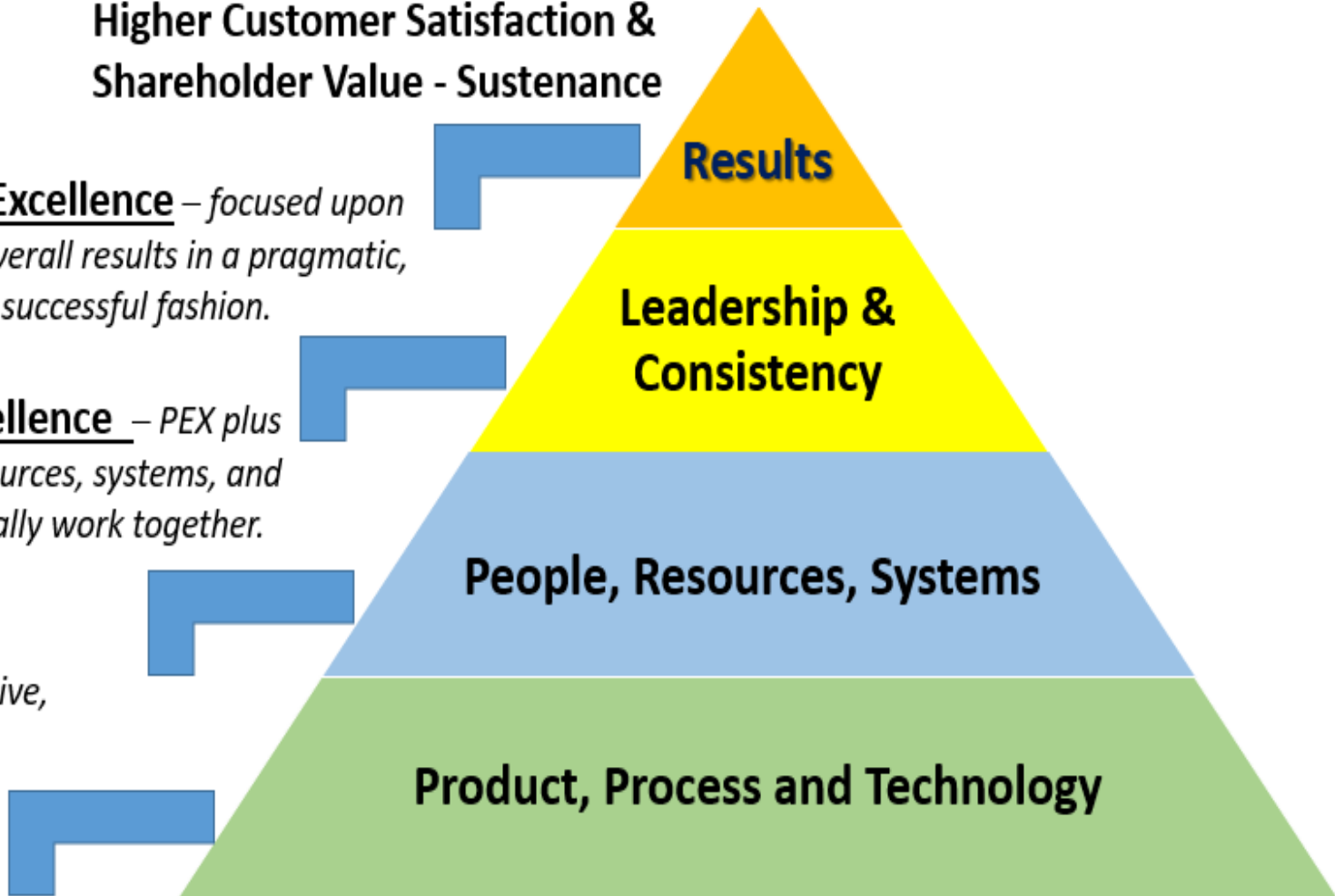
Operational Excellence – *PEX plus culture, people, resources, systems, and how they can optimally work together.*

People, Resources, Systems

Process Excellence

(PEX) – *creating effective, efficient processes delivering consistent output with minimal variation and waste*

Product, Process and Technology



Axies USP – Creating Success Stories



Innovation based
Entrepreneurship



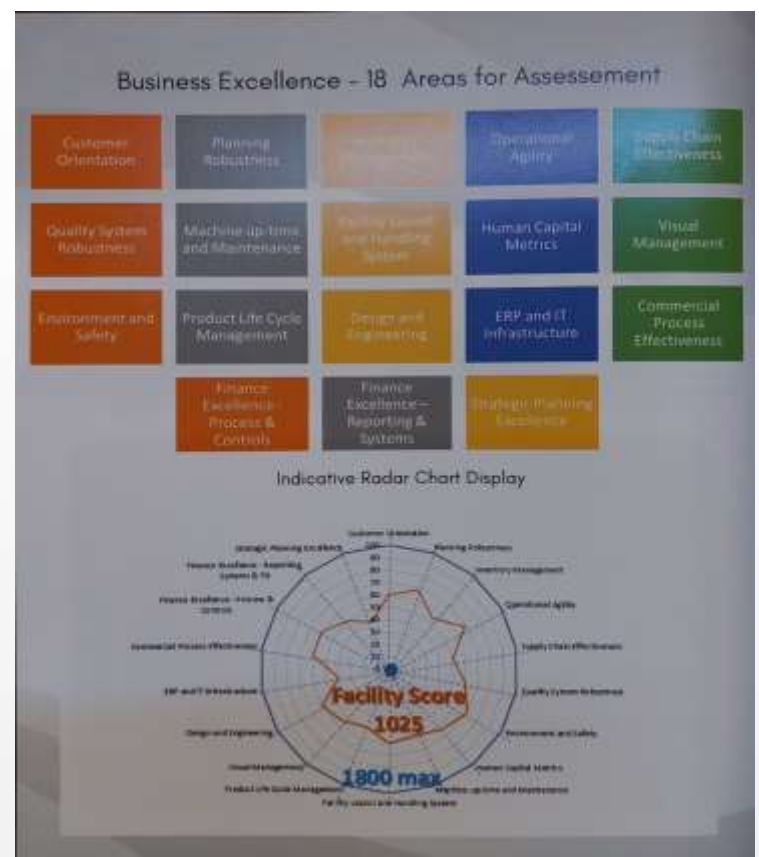
Positive energy converted
into synergy which is
Reflected in brilliance in
execution



Cohesive work culture
Team bonding
Ambition for growth



Business Excellence Journey Strategy Delivery and Presentation



Owner Speaks !!!



We have been in this industry for last 24 years and want to grow multi-fold. In GFP we found the right partner who can guide us to optimize our current operations and create platform for growth.

Business Excellence Strategy Journey gave us insight into Operational improvements, Consolidation areas and finance system restructuring. This exercise helped us find gaps in key processes and recommended action plan from GFP is now a ready reckoner for further actions.

Now, we are ready with our structured 5-year Way Forward Journey as prepared by GFP team.

Santosh Shahapure
Proprietor
AXIES ENGINEERING SYSTEMS



Business Transformation

- ❖ Project Costing
- ❖ Audit Under Specific Laws
- ❖ Capital Budgeting
- ❖ Chart of Accounts Classification
- ❖ MIS structure
- ❖ Costing P&L
- ❖ Reconciliation with Financial Books
- ❖ Documentation Management System
- ❖ Advance Tax Monthly Assessment and proper Tax payment

- ❖ Supplier Outstanding Balance Reconciliation
- ❖ Vendor Payment
- ❖ Disbursements - Manual opening/closing of accounts
- ❖ AR ageing
- ❖ External funding



2027

2026

REPORT



BENCHMARK

INNOVATE

- ❖ Capital expenditure
- ❖ Bank account signatories
- ❖ Returns filing and Gaps
- ❖ Percentage of Revenue from New Products in Year
- ❖ Revenue recognition
- ❖ Financial comparison and trend analysis

2025

2024

- ❖ Procure to Pay Policy
- ❖ Accounting System Integration with Sub-Systems
- ❖ Negative Working Capital (WC)
- ❖ Inventory & RM Consumption Control Project Management
- ❖ Daily Cash flow preparation
- ❖ Maker – Checker System

- ❖ Optimum fund utilization through effective interest rate
- ❖ Cash Policy
- ❖ Debtors Reconciliation
- ❖ Budgeting and variance Analysis.
- ❖ Data Analysis and evaluation process
- ❖ Financial & Strategic Planning and Project Management
- ❖ Internal funding
- ❖ Project Budgeting

ANALYZE



2023



MEASURE