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### How does Highbar's industry expertise strengthen SAP implementation for EC&O, infrastructure, and real estate companies?

Highbar was born inside a construction company, not inside a software company. That distinction shapes everything we do. Our teams have lived through monsoon-hit schedules, subcontractor RA bills, BOQ revisions, and plant idling at remote sites. So when we walk into a client's blueprint workshop, we are not asking what a WBS or retention or escalation clause or FSI norms are. We are showing how peer organisations have already solved it in SAP.

Our implementations start from an industry template rather than a blank canvas. We bring pre-configured processes across PS, MM, PM, RE-FX, IS-U and S/4HANA, mapped to how EC&O, infrastructure and real estate businesses actually run. The result is shorter discovery cycles, far fewer custom developments, and cleaner adoption of standard SAP. Every

## HIGHBAR TECHNOCRAT

unnecessary Z-development is a future upgrade cost. Our clients moving to RISE with SAP inherit a cleaner core because of choices made at day one.

### How are Highbar AI dashboards improving visibility and decision-making across mall management, real estate, and infrastructure projects?

Most organisations in our sectors have plenty of data and very little visibility. Information sits in ERP, in site registers, in contractor emails—and by the time it reaches a review meeting it is few weeks old and contested. Our Highbar Intelligence Hub closes that gap across four domains: Project, Finance, Procurement and Equipment.

In real estate, it connects inventory, bookings, collections and cost-to-complete so pricing and cash-flow decisions are made on current numbers. In infrastructure, it tracks progress against planned cost, equipment utilisation and material consumption at the site level, flagging slippage before it becomes a claim.

The shift is from reporting to intelligence. The system surfaces exceptions, explains variance, and increasingly answers questions in plain language. A project manager at site and a director in Mumbai now argue from the same version of the truth, which is where better decisions begin.

### Which sectors and business functions will Highbar prioritize

### as it expands its AI-led solutions?

Sector-wise, we are deepening where we are already strongest: construction, real estate, and urban infrastructure covering transport, water and utilities. Energy and renewables is our next area of investment.

Function-wise, my test is simple: Which of these does your team still do by hand? Payment vouchers. Fuel and travel claims. Contract clauses. Tender documents. Candidate CVs. Asset reporting. For most of our clients the honest answer is at least two or three. We have built AI agents for everyone—running on the existing landscape the client already owns. No new platform, no migration, no retraining.

Enterprise AI fails when it arrives as yet another system to maintain. Ours sits inside the existing landscape and takes over repetitive validation that currently consumes skilled people. From there, our roadmap follows where money and risk concentrate: procurement, project controls, finance, asset lifecycle, and site safety. All built with governance, auditability and data security designed in from the start. ■