



Lakozy Toyota automates business processes with ProcessMaker to save time and money

Colosa gold partner Bista Solutions implements ProcessMaker workflow and Business Process Management (BPM) solution at Mumbai auto dealership

Brooklyn, NY and Mumbai, India – January 7, 2010 - Lakozy Toyota, a top automotive dealer based in Mumbai, has implemented Colosa's open source business process management (BPM) software, ProcessMaker, to add visibility and control over its core management and administrative processes.

ProcessMaker is a web-based BPM suite that allows businesses to manage and automate everyday operational processes. It uses tools to create forms and documents, assign roles, create rules and map individual processes with ease and speed.

Lakozy Toyota has implemented ProcessMaker to increase efficiency of processes across its HR, Admin, and Sales and Service divisions. Prior to the implementation, processes were paper-based and involved person-to-person follow ups and requests. This time-consuming method presented a challenge as Lakozy Toyota's underlying operational and administrative processes expanded and became inherently more complex.

Bista Solutions, a Colosa gold partner that advises and supports clients across India and North America on how to structure, implement and manage business processes, recommended ProcessMaker as a workflow and BPM solution that would address Lakozy Toyota's current and future needs. Bista Solutions demonstrated ProcessMaker to Lakozy Toyota's management team, which was impressed by the capabilities, features and flexibility of the software.

Amar Pawar, COO for Lakozy Toyota explained: "From working with Toyota Japan, I have a good knowledge and understanding of business process management. I knew that Lakozy Toyota needed a solution that was easy-to-use, painless to implement, and would automate everyday processes, increase transparency and reduce reliance on paper-based trails and processes. Bista Solutions has been the perfect support and implementation partner, working with us to deconstruct and understand the processes behind our business and then to implement the first phases of ProcessMaker

and to ensure we have a roadmap for how we can further its support of business processes across departments and our business.”

To date, Lakozy Toyota has automated a number of key departments and processes with ProcessMaker including: HR (leave requests, timekeeping forms); admin (requisition); sales (invoice cancellation and refunds); and accounts (petty cash, advances and settlements). ProcessMaker has also been used to send SMS notifications to sales and service managers for urgent processes requiring approval. These are flagged and handled immediately, allowing Lakozy Toyota to ensure it handles sales and customer requests as they arise.

Working with Bista Solutions, Lakozy Toyota now plans to expand modeling and automation with ProcessMaker to include all core processes.

Sanjay Mishra, Asst General Manager, of Lakozy Toyota, said: “Our business is strong and growing, so we needed a solution that could capture our existing processes as well as providing us with a strong foundation for growth. It’s important that companies understand the value that business process management can bring in terms of clarity of processes, efficiency and reducing the volume of paperwork.”

He concluded: “We couldn’t recommend Bista Solutions and ProcessMaker highly enough – together they have changed our fundamental business structure and have put us in a position where it will not limit our growth.”

Faisal Basar, CTO of Bista Solutions, said: “We have a strong partnership with Lakozy Toyota. It has a vision of what it wants from its operations in order to grow its business, understand the benefits of workflow and BPM and open up to collaboration throughout the implementation. ProcessMaker is flexible, customizable and designed with the small and medium business user in mind – we look forward to playing a part in supporting Lakozy Toyota as it grows.”

Brian Reale, CEO of Colosa, said: “We are seeing a great demand from companies such as Lakozy Toyota that need to automate business processes but do not want to face vendor lock-in. They want an alternative to long implementation times and require a BPM solution that puts them in control. ProcessMaker is that alternative. Working with strong and knowledgeable partners across the world such as Bista Solutions, ProcessMaker is saving companies time and money and driving business growth.”

We would like to appreciate Rajesh Gond, Sr System Executive at Lakozy Toyota; Pinkesh Jain, Finance Manager; and Sanjay Mishra, Asst General

Manager at Lakozy Toyota for their enthusiastic support during the software implementation and their commitment to process improvement.

About Bista Solutions

Bista Solutions is an one-stop destination for business-ready open source based solutions and services, providing expert integration, customization, deployment, testing and continuous support. Bista delivers integrated, scalable, enterprise-class open source software solutions to organizations of all sizes. Founded in 2007 and with offices in US, Canada, UK and India, Bista Solutions is well positioned to provide enterprise class solutions to businesses on low TCO and high ROI.

For more information visit www.bistasolutions.com

About Colosa/ProcessMaker

Colosa is a developer of software solutions that enable companies to automate approval based workflow processes by interconnecting people and systems seamlessly across organizations. The company's flagship product, ProcessMaker®, is available as a free open source application. Enterprise customers can purchase ProcessMaker's Enterprise support plan which includes SLAs, IP indemnification, upgrade support and more.

ProcessMaker is an AJAX enabled, SOA, web-based application that allows users across single and multiple sites to create and share workflows, create custom forms, route processes, and improve management control.

ProcessMaker OSS is available for download at <http://www.processmaker.com/download-processmaker/>.

Colosa was founded in 2000 and has customers in local and central government, telecom, oil & gas, insurance, banking, and other industries. Colosa has offices in Brooklyn, NY; La Paz, Bolivia; and Lima, Peru.

For more information visit www.processmaker.com

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