

Integrated end-to-end solutions.

**RAMCO EQUIPMENT  
RENTAL MANAGEMENT**

Is a complete Business Solution that handles the complex requirements of the Equipment Rental industry to provide operators with a competitive edge



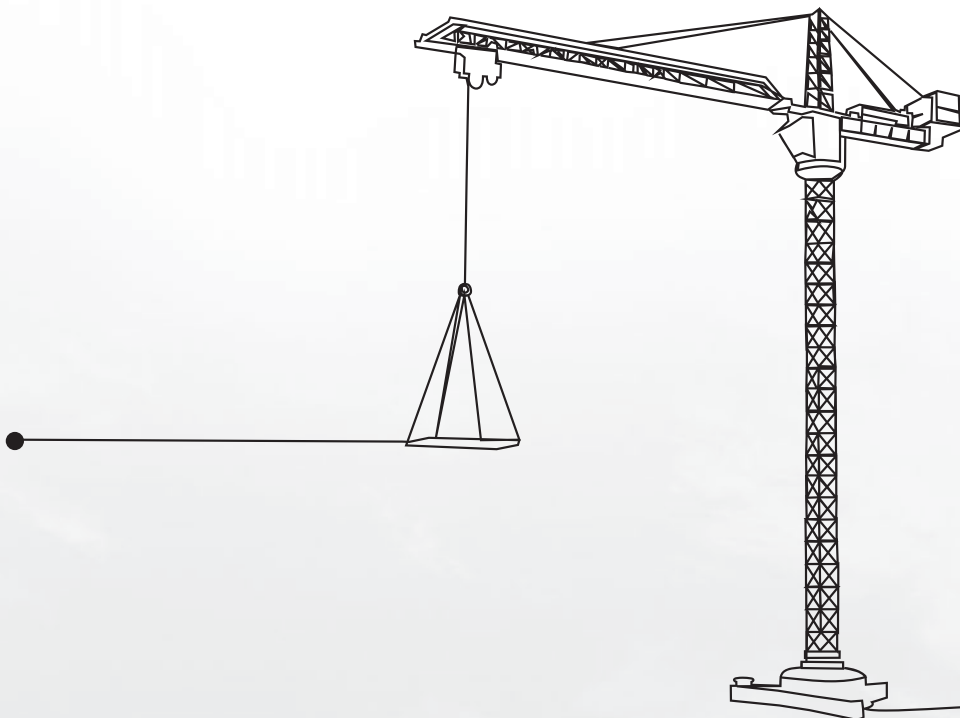
18.45m  
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## **RAMCO SYSTEMS – 20 PLUS YEARS OF GLOBAL ENTERPRISE SOFTWARE SOLUTIONS EXPERIENCE**

Ramco Systems is a leading global solutions provider for the Equipment Rental Management Industry. Part of the \$952 million Ramco Group, it has over 1,800 employees in the enterprise software applications industry and over 950+ customers. A leading provider of Rental Management and Enterprise Resource Planning (ERP), Ramco Systems provides end-to-end integrated solutions that cater to the needs of the Equipment Rental industry.

Ramco's technically advanced enterprise applications are purely business process oriented, componentized and web centric and available on-premise or via an Application Service Provider (ASP). With offices in United States, Canada, Europe, Asia Pacific, Africa, Middle East, Singapore, Malaysia and India, Ramco Systems is strategically located to serve the global Equipment Rental Management Industry.







## **INCREASE REVENUE AND MAXIMIZE RETURN ON INVESTMENT**

Ramco's Equipment Rental Management solution enables equipment rental providers to maximize return on investment by maximizing equipment utilization. Executing Planned Maintenance and real-time Equipment Health Tracking lead to reduced unplanned equipment downtime. With completely integrated Supply Chain Management, Asset Maintenance, and Financials functionality, this solution is truly one-of-a-kind and geared to help rental companies improve their per dollar utilization.

## **REAL TIME ANALYSIS OF PERFORMANCE METRICS**

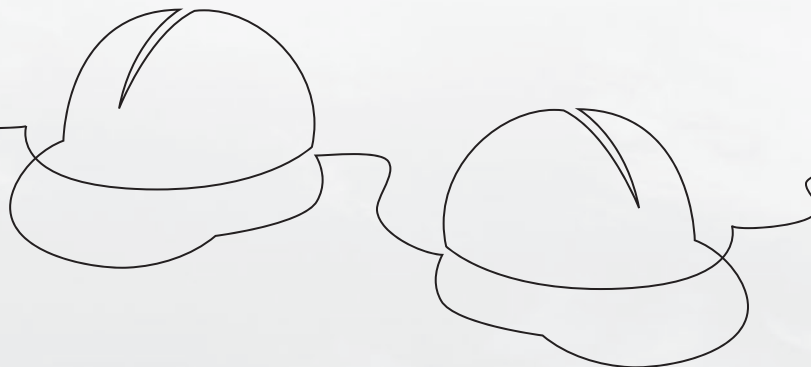
Tablet Compatible Portlets and Dashboards provide real-time metrics monitoring that ensure key information is readily available. Critical business indicators including equipment profitability, utilization rate, equipment rent-out ratio, and revenue per month can be easily configured and gauged for real-time tracking, helping you to avoid over commitments and preventing lost opportunities. These features make the Equipment Rental Management solution one of the most comprehensive offerings in the industry.

## **FLEXIBLE RENTAL RULES AND IMPROVED CUSTOMER SERVICE**

The Ramco Equipment Rental Management solution provides flexibility and multi-option pricing and terms to simplify the rental operation. These options allow rental companies to provide terms that more suitable to each customer while ensuring optimal rental prices are paid. The bottom line is an increase in corporate revenues and more satisfied customers. Additionally, the system provides flexible invoice cycles and automated invoice generation to further improve the customer experience and reduce lost revenue.

## **QUICK REALIZATION OF BENEFITS**

A low cost of acquisition and a proven delivery model allows your company to experience a faster time-to-benefit. Combining these facts with Ramco's flexible design and built-in scalability options provides your company with lower overall system operating costs.



# A WELL-INTEGRATED AND COMPLETE EQUIPMENT RENTAL MANAGEMENT SOLUTION

## EQUIPMENT RENTAL MANAGEMENT PRODUCT GUIDE

	Material Planning	Contract Management		Quality Audit			Career Planning	
							Recruitment	General Ledger
Billing	Physical Inv & Cycle Counting	Subcontracting	Facility Management	Reliability Analysis		Asset Planning	Training	Accounts Receivable
Distribution	Inventory Analysis	Service Procurement	Outage Management	Technical Records	Warranty Management	Asset Depreciation	Payroll Management	Accounts Payable
Reservation	Stores Administration	Receiving	Preventive Maintenance	Safety Management	Calibration	Asset Capitalization	Time Management	Revenue Forecasting
Rental / Lease Order	Parts Administration	Purchasing	Predictive Maintenance	Records Audit	Maintenance Dashboard	Asset Retirement	Certifications & Qualifications	General Accounting
Quotation	Stock Management	Purchase Administration	Maintenance Planning	Compliance Reporting	Permits	Asset Procurement	Employee Records	Finance Setup
	Materials	Procurement						
Rental & Leasing	Supply Chain		Maintenance, Compliance, Quality & Operations			Fixed Assets	HR	Financials

### Reports      Embedded Work-Flow      DCubes

**Enterprise Extensions**

Business Analytics

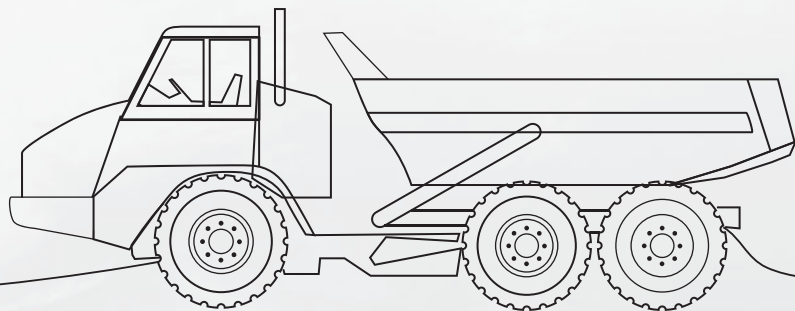
PDK / EDK / ITK

RFID / Barcode

Data Uploads / eConnect

Mobile Computing

GIS / GPS Integration

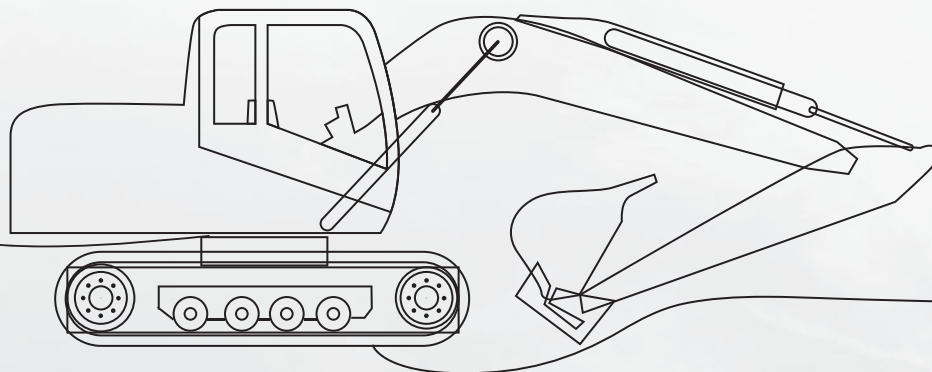


# EXTENSIVE EQUIPMENT RENTAL MANAGEMENT CAPABILITIES

- Manage from Quote to Lease Order
- Perform Equipment and Parts Sales
- Manage Fixed Assets
- Conduct Preventive, Corrective, and Condition Based Maintenance Strategic Planning
- Monitor Equipment Revenue and Profitability
- Plan and Execute Equipment Maintenance
- Manage Third Party Equipment and Servicing
- Manage and Control Inventory
- Monitor Safety Compliance
- Review Equipment Reliability
- Maintain Equipment Records
- Monitor Fleet Condition
- Monitor Performance Metrics

## FEATURES AND FUNCTIONS

- Dedicated Equipment Rental Module
- Optimized Rental and Portfolio Management
- Integrated Financials
- Human Capital Management
- Supply Chain Management
- Rental Management bare or with operators
- Manage External Services and Sub-contracts
- Built-in Workflow Engine
- Automatic Triggers and Alerts
- Role-based Dashboards and Portals
- Real-time Asset Tracking and Utilization
- Data Drill Down and Analysis
- Mobile Device Integration
- Four Way Invoice Matching
- Customer and Employee Portals
- Employee Timecard Entry and Analysis







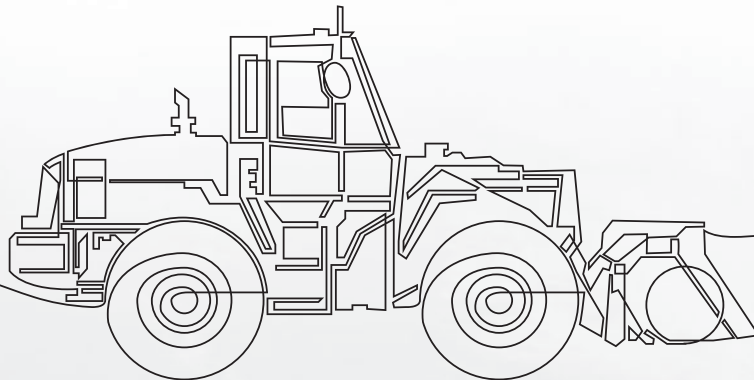
## **ROBUST, STABLE AND COST-EFFECTIVE TECHNOLOGY**

Ramco's Equipment Rental Management solution is a business process-oriented web-centric solution. When installed on-premise, it can optimize your internal infrastructure. The on-demand model, delivered on the cloud, provides quick, reliable delivery with predictable annual costs.

Worldwide secure access is granted to authorized users within your company through a web browser. The powerful multilayered architecture provides a unique tool set that minimizes the risk of technology obsolescence, while appreciating the need to stay flexible, adaptable and scalable. Thus, technology investments are leveraged to strengthen your competitive advantage.

## **FLEXIBILITY & RELIABILITY**

The Equipment Rental Management solution allows you to select the solution components that meet your corporate objectives and operational needs. You can also add more components as your business grows and demands more functionality. This scalable approach ensures that your solution is sized correctly for your organization.





## IT ARCHITECTURE

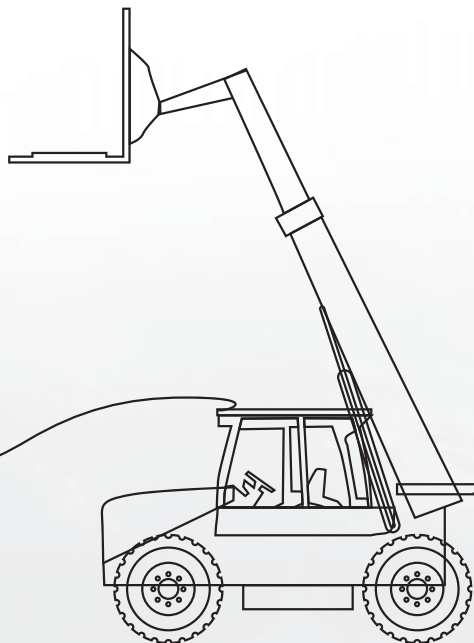
Ramco offers its solution on the Microsoft and J2EE/Oracle platforms and uses contemporary state-of-the-art RDBMS such as Oracle and Microsoft SQL Server. The solution is built on, and supported by, technologically advanced and future compatible Service Oriented Architecture (SoA) enabled platform. Built-in administration tools allow customers to quickly configure the application for the optimal organizational fit.

## REPORTING

Ramco's Equipment Rental Management solution is packaged with an extensive repository of standard reports across all modules. Customers can adapt specific formatting and modify or create their own reports with third party reporting tools or use built in data drill down (D-Cube) reporting tool.

## SECURITY

Ramco supports extensive security and application administration tools through internet browsers. Role-based access, as well role specific security and business component access can be provided for users. Ramco system is ISO 9001:2008 and ISO 27001:2005 information security standards certified.







# WHAT MAKES RAMCO THE RIGHT SOLUTION FOR YOU?

## A SNAPSHOT OF FEATURES

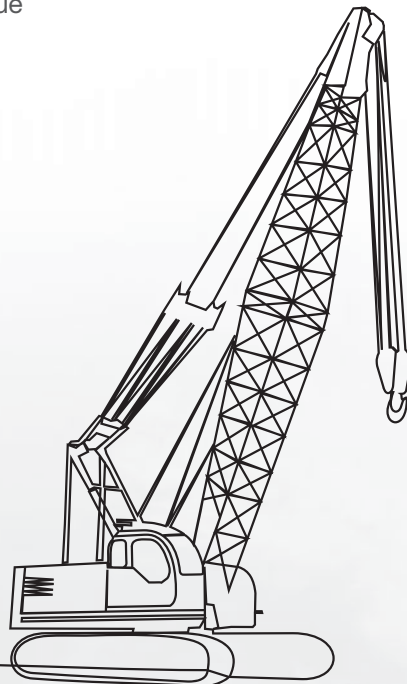
Ramco's Equipment Rental Management solution brings all the disjointed areas of the business together and consolidates them on a powerful common platform—Ramco VirtualWorks®. This eliminates “multiple data entry points” and makes real-time information available from a single database. It also allows you to manage your equipment rentals, invoice the customers, manage asset life cycle, rent and sell parts, manage inventory, process payroll, and execute operational and performance reports.

## OPTIMIZED RENTAL OPERATION

- Simplified quotation management
- One-step generation of lease orders from quotes
- Build and manage rental pricing rules
- Automated invoicing based on lease order
- User-defined billing cycle (e.g. 28/30 day billing)
- Ability to match rental with employee skills, licenses and certifications

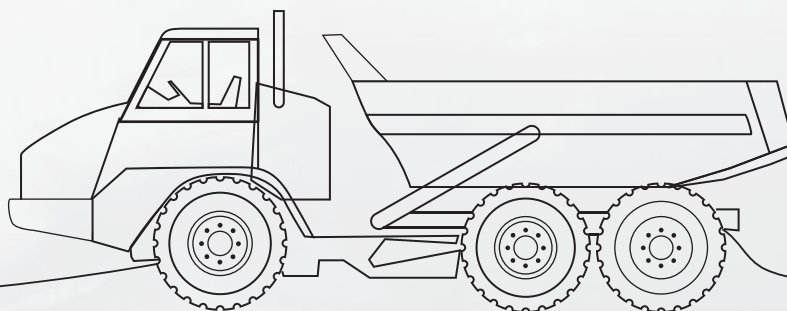
## REAL-TIME ASSET TRACKING AND UTILIZATION

- Track asset availability and rent out rate
- Analyze revenues, costs and profits by type at asset level
- Monitor equipment dollar utilization rate
- Monitor rental history and revenue





# TABLET COMPATIBLE PORTLETS INDICATING PERFORMANCE METRICS



## **COMPREHENSIVE ASSET LIFE CYCLE MANAGEMENT**

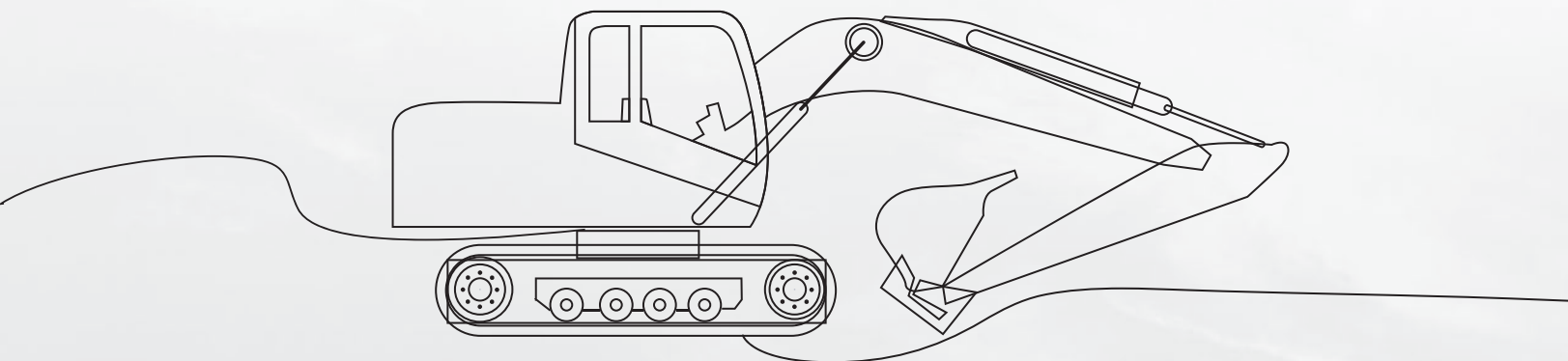
- Plan complete asset life cycle through procurement, capitalization, deployment, depreciation and disposal of assets
- Flexible planning of maintenance strategies—predictive, preventive and emergency maintenances
- Plan and track maintenance schedules and resources
- Monitor and execute jobs through maintenance workbench
- Review maintenance history records
- Direct integration with financials GL, AP and AR
- Equipment-based cost allocation and tracking
- Manage asset inventory tracking and count
- Simulate and process asset depreciation

## **INTEGRATED SUPPLY CHAIN MANAGEMENT**

- Manage entire procurement life cycle—preordering, ordering, goods receipt, voucher match and invoicing
- Inventory planning, analysis and management
- Warehouse and stock management
- Execute physical inventory and cycle count
- Supplier management and collaboration

## **GAUGE THE PERFORMANCE PARAMETERS BY DASHBOARDS**

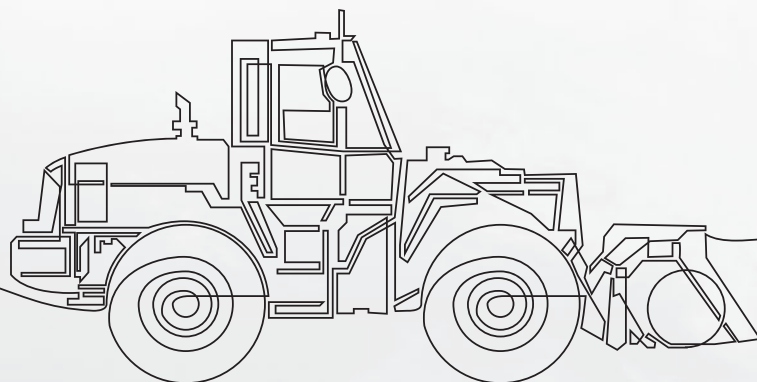
- Analyze and monitor business metrics using graphical dashboards
- Monitor key parameters—profitability, utilization, rental income using configurable portlets
- Powerful analysis using data drill downs





# RAMCO BENEFITS: MEASURABLE BUSINESS VALUE TO RENTAL BUSINESS

- Effective budgeting and cost control through requirements-based planning
- Accurate financial planning with up-to-date information on depreciation component of assets
- Reduced re-insurance costs through timely payments and quick settlements of claims
- Reduced cost of maintenance through combined maintenance strategies
- Lower resources cost through effective planning, ensuring skill-work match
- Higher utilization of resources, ensuring higher productivity
- Improved service levels through accurate, consolidated inventory and procurement plans, better supply chain visibility
- Optimized portfolio management with better insight into actual demand from operations and maintenance
- Better supply chain efficiency with asset optimization and reduced inventories through synchronized planning between stakeholders
- Efficient, automated accounting and controlling processes
- Complete and accurate data through seamless processes integration across operational areas of the company
- Enhanced company profitability analysis by market segments
- Automated calculation and comprehensive visibility and analysis of projects, assets and product costs through the life cycle
- Accurate information on demand from the integrated repository of employees
- Higher utilization of employees with effective time management
- Effective performance management with business goal aligned policies
- Real-time update on key performance metrics using mobile devices and tablets
- Improved customer service and relation with flexible rental terms and condition



## ABOUT RAMCO

Ramco Systems is part of the USD 1 Billion diversified conglomerate, the Ramco Group of companies. Ramco Systems is a rapidly growing cloud enterprise software company focused on providing multi-tenanted enterprise software to corporates in the area of ERP, HCM and Payroll, M&E MRO for Aviation, with Mobile first philosophy and In-memory based Planning and Optimization engine. At Ramco, we understand that functionality alone cannot help a product succeed in today's crowded marketplace. With utmost importance to usability, Ramco has charted out a product philosophy of MUSIC—an acronym for Mobility, User Interface, Social, In-Memory and Context-aware applications. Headquartered in Chennai (India), the company has 20 offices spread across India, USA, Canada, Europe, Australia, Middle East, South Africa and APAC.



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**ramco**

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