Uberization of Logistics has arrived!
Will you be

DISTINCT or EXTINCT?
To align with the changing times, you need...

Integrated systems
Move from silos to a connected setup

End-to-end visibility
To track the efficiency of any process

Asset light technology
Which does not hurt the pocket

Planning & Analytics
To predict better

Optimization for better asset & resource utilization

Customer first approach
To respond in a timely manner

Future Ready technology
to address changing business scenarios

& Here is how Ramco helps you.....
**Integrated Suite:** Power of One

- Warehouse Mgmt
- Hub management
- Services
- Transport Management
- Fleet Mgmt
- Finance & HR

Legacy Platforms | Multiple clouds | Disconnected Planning & Execution | Non-standardized processesitatibility
Integrated Suite: Power of One

Leveraging the latest HTML5 and Sencha Ext JS 6.0

Larger IP on a single Platform
Multi tenant
Unified reporting
Resource Optimization
Real time analytics
Desktop to Mobile
Minimal Programming
Intelligence embedded

Ramco Virtualworks®
Logistics Landscape: Complete coverage
### Integrated Logistics Software

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**LOGISTICS ANALYTICS USING DECISION WORKS**

- **AIDC / Mobility**
  - Mobile POD
  - Electronic Ack – Sign on Glass
  - Tendering
  - Mobile Warehouse Anywhere

- **Planning and Optimisation**
  - VSRC planning
  - Picking and Put-away
  - Flexi workflow
  - Wave Planning

- **Eco-system**
  - CN / label Integration
  - Vendor Portal
  - Customer Portal
  - PLC Integration

- **Hubs**
  - Transportation Hub
  - Order Hub
  - Warehouse Hub
  - Inventory Hub

- **Platform**
  - iPO
  - MAIL IT
  - IRIS
  - Advanced Report Writer

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**Key Features**

- Integrated Logistics Software
- Transport Management
- Shipment Order Management
- Hub Management
- Logistics Command Centre
- Customer and Vendor Contracting / Billing for TMS and WMS
- Finance & Accounting
- HCM

**Core Processes**

- Fleet Planning, assignment and Utilization
- Asset Tracking
- Distributed Order Management
- Inventory Management
- Carrier Scheduling
- Warehouse CC
- Tendering
- Demurrage claims dispute management
- Payables – driver pay, partners, contractors

**Supporting Services**

- Order and Warehouse Management
- Value added services
- Labour+Resource Management
- CFS / ICD Management
- Integrated CC
- Payables Management
- Customer Contract Management

**Technology Integration**

- AIDC / Mobility
- Planning and Optimisation
- Eco-system
- Hubs
- Platform
To align with the changing times, you need...

- Integrated systems
- End-to-end visibility
- Asset light technology
- Planning & Analytics
- Optimization
- Customer First Approach
- Future Ready technology
End-to-end visibility with Command Centre

- Visibility - Sense – Respond – Communicate
- Events and alerts based on flexible settings
- Visibility linked to Planning allows instant changes for plans gone wrong
- Fully Integrated with Maps
To align with the changing times, you need...

- Integrated systems
- End-to-end visibility
- Asset light technology
- Planning & Analytics
- Optimization of resources
- Customer First Approach
- Future Ready Technology
Traditional Software solutions

- **Upgrade and Refresh Cost**
  - Forced Migration • More CAPEX

- **IT Staffing Cost**
  - Retention • Availability • Recurring

- **Integration Costs**
  - Middleware License • AMC

- **Implementation Costs**
  - Installation Cost

- **Application License**
  - CAPEX • AMCs • Scaling up costs

- **Database, Web/App Servers**
  - Dev. & Runtime Licenses • More AMCs

- **Hardware Costs**
  - Servers • Facility • Service Desk • Power • AMC
Cloud based software solutions

- On Demand
- Monthly Subscription
- Pay as you Grow
- Evergreen & Fresh

Organizations of all sizes can embrace our Cloud Technology
Technology for everyone with Mobility
To align with the changing times, you need...

- Integrated systems
- End-to-end visibility
- Asset light technology
- Planning & Analytics
- Optimization
- Customer First Approach
- Future Ready technology
Informed Decision Making
To align with the changing times, you need...

- Integrated systems
- End-to-end visibility
- Asset light technology
- Planning & Analytics
- Optimization
- Customer First Approach
- Future Ready Technology
In-Memory Planning & Optimization (iPO)

Transportation
- Booking planner engine
- VSRC (vehicle, schedule, route, constraints) Engine
- Delivery Interleaving with constraints

Warehouse
- Picking & Put away
- Wave
- Dispatch

Flexible framework
Constraint Programming
Library of Algorithms
Intuitive Planning Cockpit
Parallel Processing Multi Agents
Ultra-Fast In-Memory Processing
Low Run time

Optimized Resource Utilization - Ramco iPO
Vehicle Planning
Route Optimization
Driver Rostering
500+ loadings & unloadings
1,000+ tons of mixed cargo
2,000+ checks on drivers & trucks

Every day

Behind each trip, resides several tasks to complex driver rostering and vehicle planning

Trailer & Truck availability
Load & Route Planning
OHS Compliance

In other words

a vehicle planner's nightmare
Typical Scenario
a day in the life of Marc Vaner, a vehicle planner

He has to plan across

- **200+ vehicles**
- **120+ customer orders**
- **300+ drivers**

Constantly factoring all below variables while planning can result in complications

**Based on**
- Own v/s Contract
- Trucks & Trailer types
- Road Permits

**Check for**
- Cargo Volume
- Pickup & Delivery Locations
- Pickup & Delivery Schedules

**Based on**
- License type
- Duty Hours Policy
- Employee v/s Contract
- Driver Performance

Loading / Unloading Delays
Loading in wrong Trailer
Driver on Leave
Truck Breakdown
Permits not in place
Cargo not ready
a day in the life of **Marc Vaner**, a **vehicle planner**

**Solution for Marc?**

**presenting**

Ramco vehicle planning and optimization
Solution for Marc
-a day in the life of a vehicle planner

How does it work?
Ramco vehicle planning and optimization

- 200+ vehicles
- Servicing 120+ customer orders
- 300+ drivers

Before

Vehicle Route Planning

Driver Rostering

Loading-Unloading Time

vehicle movement

12 hour shifts x 6 days with operational delays

72 hours work & repetitive shifts

After

8 hour shifts x 6 days zero operational delay

48 hours work & adequate rest

extra rest boosts safety

faster turnaround
Solution for Marc
-a day in the life of a vehicle planner

**OHS Compliant**
**Driver Rostering**

**Efficient**
**Vehicle Planning**

**Faster**
**Vehicle Loading/Unloading**

**+**

**Lower**
**Transportation Cost**

**+**

**Lower**
**CO₂ Emission**

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Actual Use Case
Ramco vehicle planning and optimization

- **200+ vehicles**
- **Servicing 120+ customer orders**
- **300+ drivers**

![Chart showing cumulative investment and benefits over years Y1 to Y5 with ROI]
How to align with the changing requirement?

- Integrated systems
- End-to-end visibility
- Asset light technology
- Planning & Analytics
- Optimization
- Customer First Approach
- Future Ready Technology
**Scenario**
- You have won a new contract for a warehousing service
- Customer wants a change in his existing process
- Customers inducts new products with new processes
- Value Added services are to the operation

**Typical solution**
- Standard process is set up in the system
- Deviations are done through work-around
- Value added processes (VAS) are hard coded
- New VAS needs IT support
- VAS with variable outputs handled manually

**INSTEAD with Flexi Workflow**
- Set different workflows for customer
- Create multiple VAS with fixed & variable outputs
- Position VAS at any process stage
- Link VAS to a Zone in a warehouse for monitoring
Customer care sends the Consignment note to customer
Signed copy of consignment note as POD will be sent to office
This could take days depending on geographical distance
Invoice is generated and sent to customer

This means time between Delivery and Invoicing could even be days.
Customer portal to stay on top of each movement

With instant POD delivered to the customer you can now generate invoice immediately to improve billing TAT.
How to align with the changing requirement?
Intelligent Systems – Cognitive ERP

THE ERA OF SELF LEARNING ERP IS UPON US
Intelligent Systems – THUMB IT

...........Moving towards “ZERO UI”
Intelligent Systems – Hub IT
consolidate multiple screens into 1 powerful USER EXPERIENCE
Genie For Recommendation
Ramco Integrated Logistics Landscape

Vendor Ecosystem

Real time alerts/Notifications

Vendor Portal

TMS

WMS/Hub Management

Fleet Management

Common Contract & Integrated Service Billing

Command Centre

Customer Ecosystem

Real time alerts/Notifications

Customer Portal

Manpower Optimization

Route / Load Optimization

Vehicle Optimization

Ramco Integrated Planning & Optimization

ERP for Logistics

Ramco Integrated Logistics Landscape
Enhancing your value proposition to your customer

- **3PLs**
  - Enhance OTIF performance
  - Provide End to End Visibility
  - Improves Order management
  - Reduce Cost of Operations

- **Freight Forwarders**
  - Achieve operational flexibility
  - Optimize revenue and margins
  - Provide End to End Visibility
  - Reduce Cost of Operations

- **Parcel / Courier / Last Mile Service Providers**
  - Improve responsiveness
  - Boost On time Delivery
  - Maximize yield
  - Serve Omni channel world
  - Reduce Cost of Operations
Integrated Logistics Software | Key Features

- Supports Multi Modal transport
- Auto & Rule based Order Filtration
- Configurable Planning capabilities
- Common contract and Billing
- Track and Trace
- Vendor / Supplier management
- Gate - Yard Planning and Execution
- Lane, Route, B/L ,AWB wise profitability
- Shipment Visibility Command Centre
- Vendor and Customer Billing
Integrated Logistics Software | Key Features

- Configurable Fleet management
- Fleet and Driver Safety
- Fleet statutory Compliances
- Driver Management & Compliance
- Equipment level profitability
- Asset Tracking
- Fleet and Driver statutory compliance
- Fuel Management
- Asset Maintenance Management
Integrated Logistics Software | Key Features

- Auto & Rule based stock-order allocation
- Distribution Order Management
- Warehouse Set up
- Wave management
- Pick and put away strategies
- Cycle Count
- Replenishment
- Flexible Value Added Services
- Activity based billing
- Order Visibility Command Centre
Integrated Logistics Software | Key Features

- Parent Child Management
- Gate - Yard Planning and Execution
- Fleet / Carrier schedules.
- CFS / ICD Operations
- Hub Audits
- Visibility Command Centre
- Container Management
- Order Visibility Command Centre
- Labor and Resource Management

Hub Management
Empowering **800+ Companies** with over **150,000 licensed users** globally

Maintaining **1.3Mn+** employee records in **35 countries** globally

Powering **4000+ aircrafts** with over **17,000 users** globally. **5** of the Global Top **10 Helicopter** companies run on Ramco

**8000+ Road Transport Fleet** managed in real time

**10,000+ Heavy Equipment Fleet** – including world’s top 2 Crane Rental Companies use Ramco for Fleet Management
Why Trust Us?
Our global customer base stands proof of our capabilities!
We are a 20 year old startup with over 1600 entrepreneurs innovating at a crazy pace, growing with a +ve bottomline.
GMK Logistics delivers specialized logistics services to the flooring industry in Australia. It provides a fully outsourced warehousing solution, including carpet and vinyl cutting services, and delivers across Australia. The services include transportation, warehousing and 3PL services.

Business Needs
- Inefficient manual order/resource planning
- No visibility on actual order profitability
- Perfect order fulfilment was low
- Non-integrated warehouse and logistics
- Low asset utilization
- Low warehouse productivity
- Integration of Order based carpet cutting instruction for the machine.

Solution
- Transport Management System
- Warehouse Management System
- Fleet Asset Management System
- SCM – (Purchasing & Subcontracting, Inventory)
- HR & Payroll
- Finance

Key Business Benefits
- Visibility in WMS and TMS Activities.
- Improves Utilization of Resources.
- Increases transparency in overall process.
- Integrated platform.
- Helps in overall cost control
- Easy integration with 3rd party solutions
- Ensures compliance to Australian Statutory and Global OHSAS 18001 requirements
- Omni-channel order creation, track and trace reduces order turnaround time
Business Needs
- Inefficient paper-based operations & multiple legacy systems
- Reduced customer satisfaction
- Low visibility across the system
- Lacked internal collaboration
- Unable to track real-time updates
- Issues in data integration between systems

Solution
- Management
- Courier Management
- Freight Forwarding
- Fleet Maintenance
- Procurement & Inventory
- Project Management
- Facility Management
- Finance

Key Business Benefits
- A single platform for the groups' 7 entities with a common contract and billing
- Enables track and trace across the group entities and its suppliers and customers
- Profitability analysis, addressing complex billing requirements
- Improves the groups' Profitability, Productivity, and Growth
- Reduces Turnaround time for maintenance request processing, thus reduced vehicle downtime
- Omni-channel order creation, track and trace reduces order turnaround time

AAI Worldwide Logistics Inc (formerly Airlift Asia Inc) or AAI is a Filipino-owned corporation. It has three major services, namely: (a) international freight forwarding (air & sea); (b) domestic freight forwarding (air, sea & land); and (c) warehousing and distribution. It also offers Vendor Managed Inventory (VMI) via its affiliate company the A2Z Logistics, Inc.
Business Needs
- Control Gate-In & Gate-Out vehicle activity
- Locate a vehicle with minimal effort
- Ability to define survey form based on make-model of a vehicle & to present during survey process
- Retrieve a survey form or POD information with minimal effort and time
- Ensuring mandatory surveys are not skipped before vehicle movement.
- Trigger alerts along with proof of observed defect to enable prompt action

Solution
- Ramco e-Survey solution
- Ramco e-POD solution
- Ramco HHT (Hand Held Terminal) solution
- These solutions comprise of unified mobile app for role-based usage by surveyors, drivers and yard marshals.

Key Business Benefits
- Customized survey form based on make-model of vehicle being surveyed
- Retrieval of survey and delivery report(s) with minimal effort and time
- Restricting movement of vehicles, and their deliveries until completion of mandatory survey
- Raising instant alerts and attaching photographs of defects observed during surveys
- Updating consignor-consignee with POD details
- Monitoring Gate-In and Gate-Out activities
- Locating desired vehicle from thousands of vehicles parked in the yard

Giga Shipping is a part of Giga Maritime group, an end-to-end automotive logistics player with a fleet of car carrier trucks, port terminal operations and RoRo vessels. They operate for all major OEMs in Malaysia (between Peninsular & East Malaysia) as well as international shores. Their key services include: Customs Clearing, Freight Forwarding - Air, Sea & LCL; Land Transportation; Car Carriage & Terminal.
**Business Needs**

- Stock-outs or delays in transit could lead to disruption of production process at the customer end, leading to heavy penalties for non-compliance

- Dealing with multiple suppliers to service a single order for its clients was time-consuming; TVSLSL needed to derive performance consistency from each agency involved

- An integrated and sophisticated ERP system that could offer most of the required modules, directly out-of-the-box, without the need for any modifications

**Solution**

- Transportation Management, Warehousing Operations, Procurement, Sales, Financials and Human Capital Management

- SCM tools for domestic transportation, international transport, time-to-market, warehousing and material handling

- Business intelligence

- Other features like customers’ web portal

**Key Business Benefits**

- Transportation & delivery and collection schedules,

- Timely availability of parts and components

- Cargo way bills, POD & Billing at all locations,

- Reduced costs through better manpower utilization

- Tracking cargo across the supply chain
Business Needs
- Managing 1000+ Assets of Cameron
- Better business eco-system with customers and Vendors
- Any Time Track and Trace Functionality
- Warehousing and Cross Docking
- LTL Consolidation and Order Management
- ERP Class application for entire organization

Solution
- Ramco Transport Management
- Ramco Advanced Planning and Optimization
- Ramco Fleet Management – Enterprise Asset Management
- Track & Trace – GPS Integration with MT Data
- Driver Roistering
- Warehouse Management
- Capital Procurement and Inventory

Key Business Benefits
- Simple and better business eco system with vendors and customers
- Track and Trace
- Optimization for Routing, Vehicle Planning, Driver Optimization and Pick and Delivery Planning
- Better controls and check on business Operations
- Mobility to simplify the business operation
- Email based transaction on Zero UI concept

Glen Cameron Group is a multimillion dollar, privately owned, national logistics company offering over 100,000 square meters of warehousing space and a fleet of over 350 vehicles for its customers nationwide. Whether it’s local trucking, couriers, warehousing, interstate transport or third party logistics management, the Glen Cameron Group continues to expand upon its total logistics solution for businesses throughout Australia.
An intra-city on-demand last mile technology platform startup that is Uberizing the logistics operations! It connects customers (individuals/businesses) with trucks (logistics service providers) to efficiently move goods. Follows dynamic algorithmic pricing that is based on a base fare, distance travelled and journey time.

**Business Needs**
- Keeping up the same day delivery commitment for all consignments.
- Tracking real time goods movement
- Integrating e-commerce ordering system with logistics services
- Handling a diverse client base – small medium & very large sized businesses
- Following a real time dynamic pricing structure and not a fixed flat fee model

**Solution**
- Ramco Transport Management, Financials and Human Capital Management
- Ramco Advanced Planning and Optimization
- Track & Trace – GPS Integration
- Driver Roistering
- Business Analytics

**Key Business Benefits**
- Improved delivery efficiency adhering to the same day delivery commitments
- Customers get visibility of their goods movement real time
- Increased capacity utilization
- Integration of customer facing e-commerce portal and backend logistics operations
- Execution of dynamic pricing model
Part of the Al Fara’a Integrated construction group | 22 Plants spread across UAE | 450 + Trucks | 10,000 + Trip Orders per day

**Business Needs**
- Deliver to the Customer Site at Minimum Total Cost
- Delivery within the stipulated time
- Tracking the Status of delivery
- Operators should have a 360° view on what is happening

**Solution**
- Ability to plan, control and execute total daily production, delivery and country-wide pumping programs, identified through geo-fences and GIS/GPS technology
- Dynamic status of vehicles on a dashboard with option to control trucks and to reschedule dynamically on the fly
- Live visualization of all operations, covering the entire Supply Process, from Concrete Batching to the on-site arrival of trucks and Concrete Pumping

**Key Business Benefits**
- Customer satisfaction levels have increased through online and real-time monitoring of pumps and concrete
- Ability to plan route details, stay updated on deviations and foresee delays
- Mix details like temperature, consistency etc. can be tracked in real-time
- Estimated delivery time can be projected and any delays planned ahead in advance
- Complete control over all aspects of logistics
Business Needs

- High Logistics cost, inconsistent quality & lag in response to the customer needs
- Extremely complex distribution channel with more than 0.2 million delivery routes
- Multiple information platforms hampered data transparency & consistency
- Time consuming and complex data reporting hindered timely decision making

Solution

- Integrated solution facilitating business processes like order booking, invoicing & generation of packing slip through PDAs. It is packed with features like mobility, e-mail and SMS notifications for orders placed and delivery schedule
- Seamless integration with non-ERP systems such as Weigh Bridge, attendance recording system, fixed deposits, etc.,
- Ramco ERP integrated with Google maps, offer better visibility of BI

Key Business Benefits

- Geo-Spatial advantage: Important business parameters like region wise sales performance, truck movement & arrivals at warehouse is better visualized on the map and thus helping business get more sense of data
- Lower inventory levels, reduced administrative overheads, reduced costs and high efficiency in all operations across the enterprise
- Reported annual savings of $1.8 Million

15.5MTPA Capacity | 2nd Largest cement producer in South India | 5 Integrated plants, 3 Grinding units and 2 packing terminals