



Ramco's next-generation solution for
Chemical Manufacturers



Technology Innovation-the main source of competitive advantage

The chemical industry plays an important role in our day to day life; from the household items, to the car we drive, to the everyday conveniences we use, there is a chemical touch to it. But the chemical industry is facing challenging times; manufacturers have to address potential threats to business growth including low-cost competition, over-regulation on carbon emissions, rising fuel costs, scarcity of natural resources, downturns in major economies and availability of key skills.

In this business environment, you need to increase internal efficiency, add new plant capacity, rethink pricing, improve supply chain efficiencies and prepare a cascading set of contingency plans to ensure product and environment safety.

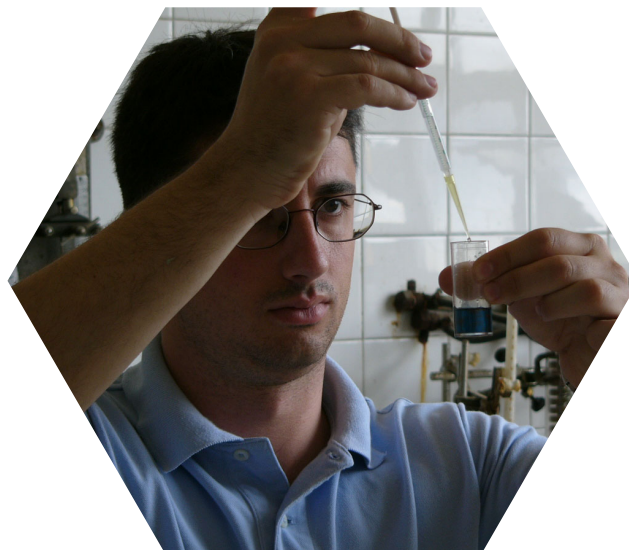
Your IT and people investments can make the difference. Technology innovation has always been important for chemical industry; even more now, as it provides the best opportunity to achieve top-line growth.

Ramco VirtualWorks™

Enables flexible business processes and focused analytics

Ramco has deployed powerful solutions and services to chemical manufacturing enterprises for over a decade. At the heart of these offerings is our highly flexible Ramco VirtualWorks™ - a collaborative solution innovation platform that delivers flexible business processes and focused analytics. Its unique collaborative co-creation process results in enterprise solutions that fit like a glove, and integrate seamlessly with any other technology systems, platforms and applications. You can benefit from:

- 1,000+ growing component repository of re-usable enterprise-class solutions
- Collaborative online development process
- Solutions that streamline business processes, while adapting very quickly and cost-efficiently to continuous change
- Ability to leverage existing IT assets, thus significantly decreasing time-to-business value
- Real-time, actionable business analytics, identifying what needs to be changed, and why
- Web-enabled end-to-end integration, allowing global collaboration on business processes
- Intuitive, easy-to-use systems that integrate quickly and effectively with existing systems



A comprehensive solution for Chemical companies

At Ramco, we can help you deal with these challenges. Our solution helps you innovate, improve operational efficiency, comply with regulations and get instant and accurate information to respond faster to market needs so that you can turn challenges into opportunities.

Ramco offers a comprehensive solution for the chemical industry. You can manage the entire business process - from financials and sales to customer relationship management and operations using the in-depth functionality offered. Based on Service Oriented Architecture (SOA) standards, Ramco's solution to chemical manufacturing is technology agnostic and integration ready with existing or new applications. By re-using existing assets and with faster delivery time frames, Ramco solution helps you to realize more value for lower investments.

The solution addresses the needs of various categories such as paints, colorants and dyes, soaps and cleaning compounds, lubricants and adhesives, specialty chemicals, plastics, rubber, agricultural chemicals, basic chemicals and other related categories.

Ramco solution for chemical industry is suited for both single and multi-plant, multi-geography, multi-company global enterprises.

Business Analytics, MDM & GRC						
	Real Time Integration					
	Process Costing			Real Time Interface		Consolidation
	Quality Control			Calibration	Payroll	Taxation
	Operations Reporting			Permits	Compensation & Benefits	Banking Operations
Inbound Logistics	Planning & Scheduling			Shut Down Management	Employee Development	Payables
Sub Contracting	New Product Development	Physical Inventory & Cycle Count	Outbound Logistics	Work Management	Attendance Management	Receivables
Purchasing	Recipe Management	Distribution Management	Order Management	Predictive Maintenance	Workforce Management	Fixed Assets
Purchasing Administration	Set up	Warehousing	Advanced Pricing	Preventive Maintenance	Staffing	Cost Planning & Control
Strategic Sourcing	Batch/Continuous	Inventory Administration	Sales Administration	Asset Induction	Planning	General Accounting
Procurement	Production	Inventory	Demand Fulfillment	Asset Management	HCM & Payroll	Finance
Ramco VirtualWorks™						

Ramco offering for Chemical Manufacturers

Procurement

You can manage purchase processes comprehensively and enhance supplier relationships. The solution supports normal, capital, consignment and dropship types of procurement, quotation through bid management, multiple goods receipts for a PO, purchase budgeting & control, supplier performance ratings.

Production

Exercise stringent control over your materials, products and processes while adhering to quality, safety and regulatory norms. Set benchmarks for both qualitative and quantitative item attributes using Material Safety Data Sheets. Take advantage of Current Good Manufacturing Practices. A comprehensive support for dynamic formula adjustment, co-products and byproducts, flexible scheduling, reformulation, variance analysis, 21 CFR Part 11, FDA Validation, HACCP and SOP Modeling.

Inventory

You can gain better inventory control and information to efficiently manage the flow of materials. The solution efficiently addresses catch weight, lot tracking, attribute management, shelf life, multiple pack sizes & containers, product costing, weigh bridge integrations and many more.

Demand Fulfillment

Achieve high returns through efficient sales processes from prospecting to collection, and after sales support. Manage global business with ease supporting multi-currency and multi-country requirements.

Asset Management

Effective control over your assets throughout their lifecycle from capital planning and budgeting, procurement and operations, to maintenance and repair, will lead to better asset utilization. You can achieve integrated asset maintenance and management and an improved return on assets.

HCM & Payroll

You can automate your entire human capital management process with seamless integration with payroll and efficiently manage workforce, staffing, employee development, planning, compensation and benefits.

Financials

Streamlined financials across your multi-company and multi-currency enterprises give you the best results. You can configure financial statements for your requirements and benefit from our powerful global tax engine.

Business Analytics, Master Data Management (MDM) and Governance Risk & Compliance (GRC)

You can gain business insights through the use of dashboards, key performance indicators, and a balanced scorecard framework and improve your responsiveness to business. Through our MDM services you can be assured with a 'single version of truth'. Now you can quickly identify, target and resolve master data issues and restore confidence to your business intelligence.

You can leverage Ramco's integrated approach to governance through the GRC solution to improve the quality and effectiveness of compliance programs and manage your risks better.

Ramco innovates with Uniqema for better operational control

Uniqema is a global business formed by merging five ICI group businesses: ICI Surfactants, ICI Synthetic Lubricants, Unichema, Solaveil and Mona Industries. After the merger, Uniqema controlled a complex portfolio of 300 different products, with as many unique formulae. With 3,000 employees worldwide, Uniqema operates 14 manufacturing facilities in Europe, North America and Asia Pacific.

Need

Uniqema India needed to provide efficient customer service, minimize operational expenses, comply with stringent regulatory requirements and optimize utilization of assets. Uniqema India's multi-site processes demanded a solution that would give better operational control with lower risk of execution.

Solution Highlights

- Accurate replication of business processes with minimum customization
- Full support for local statutory regulations
- Intrinsically designed to support ongoing adaptations with seamless integration with other applications
- Full-fledged support centers

Key Benefits

- Reduction in working capital from 19.1% to 13.3% in 4 years
- Better stock control with raw material inventory days decreasing from 13 in 1999 to less than 10 in 2004
- Bottom slicing of products of INR 2 Million resulting in an overall improvement of INR 12.3 Million in gross margin
- Documentation errors reduced from 20 in the year 2000 to less than 5 today

Co-create with Us!

Ramco's co-creative approach can deliver the same winning results for you as we have for the chemical manufacturers worldwide. For more information about Ramco, contact us at **info@rsi.ramco.com** Or on the web at **www.ramco.com**

Ramco is a global provider of business consulting, enterprise solutions and outsourcing services that enhance business value through better business processes and agile global-class applications.

Ramco Systems has offices in nine countries and over 450 customers in 1,000 locations worldwide. The company provides solutions to multiple verticals including banking, insurance, manufacturing, supply chain, aviation, transportation and logistics, healthcare, governance, retail and more. Ramco Systems has been certified for ISO 9001:2000 quality standards and assessed for SEI CMMi - SW Level 5. The company is part of the USD 800 million Ramco Group and is publicly held.



Co-create. Innovate. Win.