



Ramco's next-generation enterprise solution for
Discrete Manufacturers



When a fundamental transformation is underway, innovation is not an option

Now, more than ever, business transformation and innovation are intricately tied together. Being in the manufacturing business, the need is even higher, as your business challenges eternally remain complex, while you need to continually create new business models.

You need to work with fluctuating customer demands and shrinking product life cycles, at the same time, adapt to increasing global competition and comply with strict regulations. You are constantly under pressure to increase efficiency, differentiate products, keep up with regulatory mandates, reduce operational costs, and create new opportunities.

You need to innovate to transform.

The key to the growth lies in deploying a robust and flexible enterprise solution to continually streamline and automate changing business processes covering the entire spectrum of the value chain.



Ramco VirtualWorks™

Enables flexible business processes and focused analytics

Ramco has deployed powerful solutions and services to 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

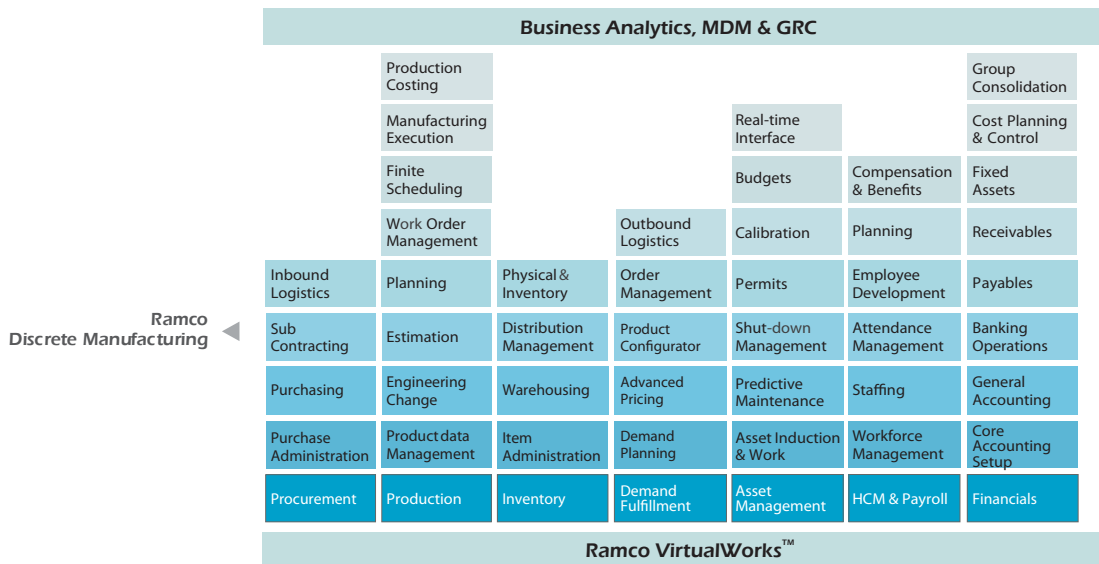
Comprehensive, proven manufacturing solution designed to drive innovation

Ramco solution for discrete manufacturing industries supports an entire range of industry processes and operations including **procurement, production, inventory management, supply chain planning, sales & marketing, asset maintenance and management, finance and human capital management & payroll and business analytics**. These business services can be selectively configured to cater to your unique business needs, and are suited for both single and multi-plant, multi-geography, multi-company enterprises.

The solution is designed, configured to support the complex **made-to-order, made-to-stock** and **configured-to-order** requirements to fit both mid-size and large manufacturing enterprises for key verticals including

- Auto components
- Industrial machinery & equipments
- High-tech electronics
- Precision engineering and heavy equipment manufacturing

This scalable, flexible, and ready-to-use solution simplifies deployment & maintenance, thereby reducing the risk and accelerate time-to-value.



Procurement

You can manage purchase processes comprehensively and enhance supplier relationships. You can support normal, capital, consignment and dropship types of procurement, multiple goods receipt for a PO, purchase budgeting & control, supplier performance ratings, VMI & Consignment Purchase, and handle complex sub-contracting processes.

Production

You can increase the efficiency of production with a flexible and comprehensive planning, scheduling and execution system. Total visibility enables sound decision making including better customer-order promising, improved fulfillment rates, better capacity and asset utilization, reduced work-in progress and inventory, lead times, and overall cost-of-goods improvements. The solution offers an integrated DRP, MPS and MRP.

Inventory

The solution helps you achieve high inventory visibility across the supply chain to take quick and accurate decisions. The solution addresses item maintenance in multiple UOM, multiple location, lot & serial tracking, attribute management, item planning by reorder level or MIN MAX or MRP.

Demand Fulfillment

You can achieve high returns through efficient sales processes - from prospecting to collection and after sales support. At the same time, manage global business easily with multi-currency and multi-country support. You can record customer information, project sales forecasts, manage the ordering process, configure products to customer specifications, manage complex pricing mechanisms and finally ship the product to the customer.

Asset Management

The solution helps you maintain effective control over your assets throughout their lifecycle from capital planning and budgeting, procurement and operations, to maintenance and repair. 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, and compensation & 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.

IP Rings transforms with Ramco's Solution

- Promoted by India Pistons, part of the Amalgamations Group
- Manufactures a wide range of sophisticated piston rings, in technical collaboration with Nippon Piston Ring Company, Japan
- Major OEM supplier, for the Indian automotive giants like Tata Motors, Maruti, Ashok Leyland, Hyundai, Eicher, Simpson, Enfield, Mahindra, HM,TVS, among others

Need

- Realization that ERP is the best way to cater to a growing organization of its size
- In-house software systems were not catering to the online information needs of the top management
- Disparate systems across functions were not integrated leading to islands of information

Key Benefits

- The application completely obviated the need for paper work in the stores
- Online availability of dynamic and user-friendly reports enabled faster decision-making
- Incremental enhancements made easy with productivity tools like Enterprise Development Kits
- Improved response time and productivity of employees
- Better organizational planning and control
- Reduced operating and inventory carrying cost

Co-create with Us!

Ramco's co-creative approach can deliver the same winning results for you as we have for the discrete 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.

