



Ramco's Solution for IT / ITeS Companies



How Ramco is fostering Innovation in IT / ITeS Companies

Expansion and profitability have always been the points that drive any business, but it's getting extremely challenging to succeed, more so in the IT / ITeS sector. This sector is highly populated and companies are truly challenged on global platform. The underlying characteristic of the industry is forcing frontline software companies to move up the value chain, incorporate best business methods, predict and analyze near-term requirements, optimize costs, scout perpetual revenue generation opportunities, and truly become a global company with a local focus.

By no stretch of imagination will this be easy.

More importantly than ever, the key to the sustained growth lies in focusing on its main inventory and asset - **people and their expertise**, and by deploying a robust and flexible enterprise solution that would continually streamline and automate changing processes across the value chain in all weathers of the economy. IT / ITeS companies need to innovate, leverage technology to transform.

The Ramco Advantage

Ramco Systems, a global software and services player, can foster innovation in IT / ITeS companies. It can enable software companies build the ability to face the challenges of both internal and external business requirements, handle multiple businesses, whether it is application development, BPO or systems integration, manage large number of work force, and scale as and when required.

An IT player by itself, it has tremendous advantage of being an insider, and knowing the nuances of this industry thoroughly. With over two decades of experience in the business, Ramco delivers integrated enterprise solutions that will transform IT / ITeS company's ability to hire, train and retain workforce, implement projects efficiently, manage finance comprehensively, and provide superior customer service levels.

Ramco's solutions are based on a collaborative solution innovative platform, Ramco VirtualWorks® that provides maximum flexibility, scalability and seamless integration.



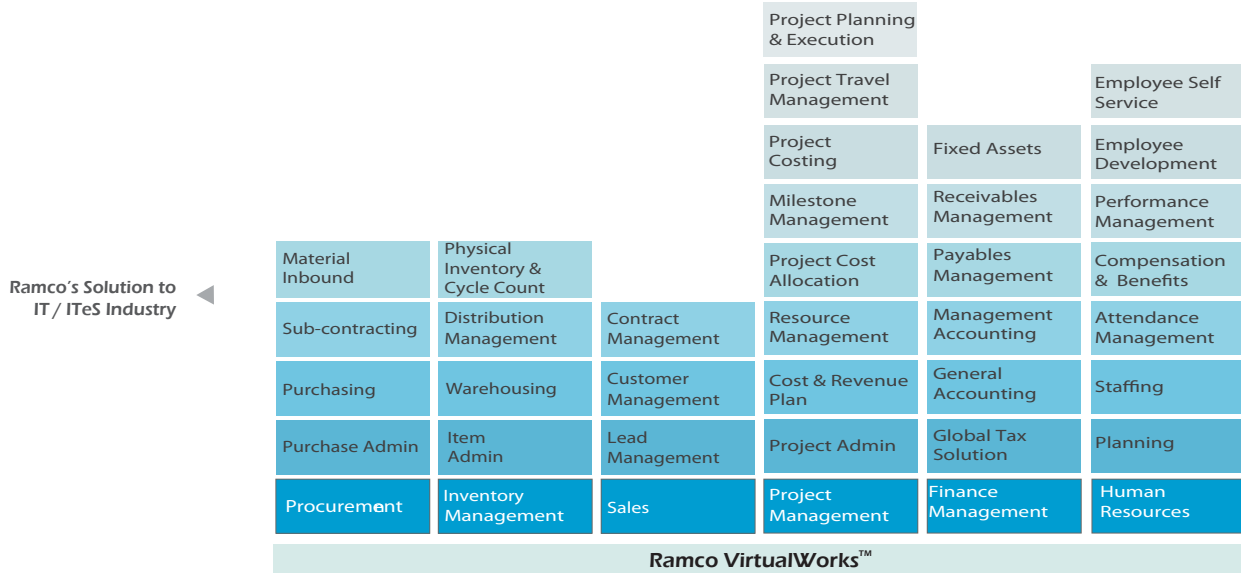
Ramco VirtualWorks™

Enables flexible business processes and focused analytics

Ramco has deployed powerful solutions and services to IT / ITeS 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

Business Performance / Intelligence / Analytics / Process & Event Management



Sales

The solution enables an IT / ITeS company manage sales and the resulting contract processes with ease. It streamlines the entire contract tracking process – from contract initiation to contract closing / cancellation. With an easy-to-use interface, custom fields and reports, online calendar, e-mail alerts, tasks & milestones, checklists, price schedules, financial tracking, budgeting, searching, and a centralized repository for documents and scanned images, it is designed to reduce contract expenses, increase margins, and reduce total cost of ownership. The solution effectively manages other key sales processes including lead generation and customer management.

Project Management

Project Management activities from project initiation to project closure are designed in a user-friendly way and can be executed efficiently. The solution enables companies to manage and track information including tasks lists for people, and allocation schedules for resources, overview information on task schedules, early warning of any risks to the project, information on workload, maintaining calendars, historical information on how projects have progressed, and in particular, how actual and planned performance are related, project profitability at any point of time, cost and revenue plan of the project and most importantly, optimum utilization of available resource. From scheduling people to work on, arranging tasks to meet various deadlines / milestones to juggling multiple projects simultaneously, the solution enables the IT provider deal with the complexity of large to midsized projects.

Procurement

The solution manages purchase processes comprehensively and enhances supplier relationships. It supports normal to capital procurement, purchase budgeting & control and supplier performance ratings.

Inventory Management

The solution streamlines the inventory activities of multi-company, multi-location environments and supports stock receivables and storage in zones and bins within warehouses as per the requirements.

It regulates storage of materials through warehouse allocation, and controls activities like issues, receipts, returns, adjustments, inter warehouse movements, etc. Physical inventory ensures accuracy of inventory data. The provision to take a host of reports on a daily or periodic basis ensures efficient inventory management.

HCM & Payroll

Human Capital Management plays a prominent role in the IT / ITeS segment. Ramco's solution enables IT / ITeS companies automate their entire HCM process with seamless integration with payroll and efficiently manage workforce, staffing, employee development, planning, and compensation & benefits.

Work Force Planning

Work Force Planning warrants complexities involved in predicting the employee turnover, leave trend (within employee group, project), employee productivity (across activities and projects) and new employee joining. Ramco Workforce Planning provides a flexible time window to project these factors.

Financials

The solution enables IT / ITeS company's multiple organizations, spread geographically and operating in a multi-currency environment, achieve integrated reporting. Core financial processes integrate seamlessly with others like procurement, billing and human resources. Financial statements can be configured as per requirements, and the company can benefit from the powerful global tax engine.

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

IT / ITeS companies can gain business insights through the use of dashboards, key performance indicators, and a balanced scorecard framework and improve their responsiveness to business. Through Ramco's MDM services they can quickly identify, target and resolve master data issues and restore confidence to business intelligence. Ramco through its GRC solution helps companies improve the quality and effectiveness of compliance programs and manage risks better.

Ramco helps HUGHES Systique Corporation, part of the HUGHES group of companies-a leading communications consulting and software company, streamline and improve its Workforce Management.

Business needs

- Replace existing fragmented solution
- Align technology with vision and growth strategies
- Improve current business processes
- Establish framework for continuous improvement
- Build multi location and multi currency capability
- Manage HR efficiently with accurate time booking system with proper billing and tracking

Ramco Solution Highlights

- Fully integrated Finance, HR, Time Management and Attendance system
- Completely web-architected, globally-accessible solution
- Enterprise modeling for multi location and multi currency requirements
- Country specific taxation

Key Benefits

- Tightly integrated Finance and HR operations has resulted in optimized utilization of resources
- Paperless, automated employee time management. Leave and Timesheet system delivered a business value in optimizing the employee's self-service
- Multi currency configuration in the Finance system gave the flexibility of billing the employees in deputation with different currency with the help of Transfer Pricing concept
- Flexible "Global Tax Solution" module has addressed complex and country specific tax requirements
- A globally accessible and reliable source of HR information centrally manageable and scalable

Co-create with Us!

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