

# Ramco Systems eyes big biz from logistics boom

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WITH the logistics industry projected to grow at a healthy clip of 10 per cent in the mid-term, on the back of the frenetic activity in the e-commerce sector, Ramco Systems plans to sharpen its focus on the logistics sector. The Chennai-based firm, which provides enterprise resource planning (ERP) solutions to various sectors, said the largest order worth \$5 million it bagged in the quarter was from logistics. Also, 48 per cent of the company's revenues come from its

multi-tenant cloud and mobile-based enterprise software, primarily on account of increase in logistics revenue followed by other product offerings – human capital management (HCM) at 29 per cent and aviation maintenance, repair and overhaul (MRO) at 23 per cent. According to company CEO Virender Aggarwal, with centralisation of storing stocks for ease of transportation and logistics provision under GST, most e-commerce firms would like to



have much bigger and multiple warehouses from where they can supply all over the country. "And, this will certainly give rise to the requirement to re-evaluate supply chain mechanism so as to maximize gains under GST... An automated warehouse is an added advantage and we are focussed on innovations to ensure there is no competition in our areas of expertise."

Among other innovations like blockchain and chatbots, Ramco

has also been investing in building use cases on Microsoft's hands-free HoloLens for business operations, across enterprises. Microsoft HoloLens aims to simplify the complex work of aircraft mechanics, engineers and other maintenance staff through interactive holograms. These holograms, delivered as training apps on HoloLens, helps right from digitisation, training lessons on jet turbines to tracking and tracing tool in the inventory, he said.

The company plans to roll out its payroll solutions in the UK, Ire-

land and New Zealand markets by the end of this year. Stating that the firm has been launching "country-specific" payroll products, Aggarwal said, "Australia has been an established market for us with more than 25 customers." Meanwhile, the Philippines, Indonesia and China have emerged as new growth markets, he added. For the second quarter ending September, the firm has registered net profit at ₹6.5 crore. It had registered a net loss at ₹1.13 crore during the corresponding quarter of the previous year.