



Low is the new High!

Several small fleet aircraft operators opt in for main stream IT solutions to **soar even higher**



Push cost optimization to a whole new level

Faster Turn Around time for Business closures and surge in Non-commercial Aviation generates exponential demand for General / Business Aviation in areas like Business Travel, Flight Training, Emergency Medical Services, Aerial Survey etc.,.

Small or big, the Maintenance, Repair, Overhaul & Engineering (M&E/MRO) of aircrafts are inherently challenging due to the complexity of aircrafts, their subsystems, the criticality of each component, and the ongoing revisions from original equipment manufacturers.

Small and medium size operators have always been underserved by the Aviation IT arena. Cost being the main decision maker, this segment of operators have never been able to leverage the benefits of main stream, full suite aviation solutions and resort to discreet or home grown IT point solutions.

The rising cost of aviation fuel alongside new layers entering the space has added pressure on the small operators and air-fleet managers to reduce costs through the automation of MRO and M&E functions.

Ramco’s Aviation suite is revolutionizing lean operations for Small Operators:

- Inbuilt with real-time global warranty and parts tracking, operators can save several millions in warranty cost and cut down AOG time
- Compatible with all iOS & android devices, MRO operations can now be managed anywhere, anytime across mobile platforms
- Intuitive Maintenance planning and execution drastically cuts down training time and processing steps
- Advanced reliability adapter enables reliability analysis at the ‘click of a button’

World’s Leading MROs Solution @ Low Cost?

Typically operators face 4 major Cost blocks while implementing a new M&E IT solution - Hardware Cost, IT Staff Cost, Software License Fee, Annual Support Fee. Besides the major 4, critical time of several days/weeks is lost while upgrading to new version releases.

Ramco’s On-Cloud delivery promises:

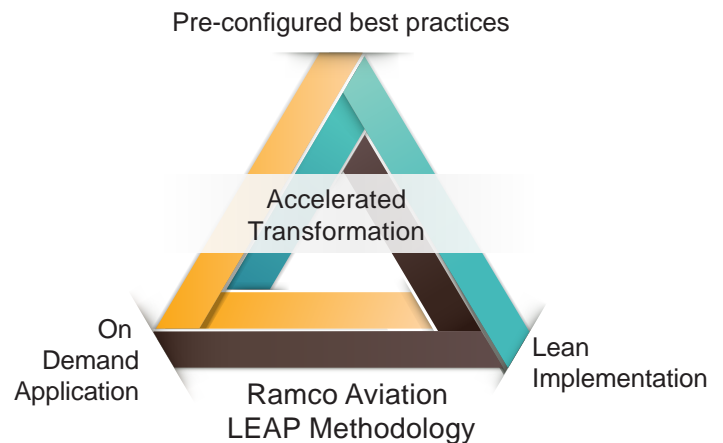


Enabled with real-time software updates, the product is Ramco Aviation Suite V5.7 and the segment enabler is the smart new delivery mechanism - Cloud!

With all cost blocks out of the equation, for the first time globally, small operators will get access to a world class, adaptive enterprise level Maintenance & Engineering IT solution at a nominal monthly subscription fee.

Accelerated performance delivered cost effectively

- Presenting Ramco aviation LEAP methodology



Driver # 1: Pre-Configured Best practices

The key is to derive business benefits by leveraging a state-of-art solution that offers ‘best of breed’ ERP capabilities in a comprehensive suite.

Need vs Solution battle: Full alignment between requirement & solution is imperative to avoid post-implementation heart burns.

Driver # 2: On demand Application

Change engineering is for dummies. Solutions should be able to upsize or downsize and seamlessly integrate between functions to offer new capabilities to tackle new requirements.

Always choose a solution that offers scalability. The solution must support all growth milestones for the next 5 to 8 years.

Driver # 3: Lean Implementation

The world is officially flat as of 2010. Virtualization, remote implementation, precognitive need analysis followed by solution definition can now all be done by meeting your vendor.

Choose the right vendor to keep your implementation costs low at all stages complimented by the same level of robustness.

Case study: Cloud + New Tech enables Astra Airlines to go live in 45 days

Problem Statement

The popular Northern Greece operator with Schedule and Charter services wants to integrate their internal business faster, better and cheaper.



Featured Solutions

- Maintenance & Engineering Management
- Accounts Payables Management
- Management Accounting

Engagement Model

On
Premise

On
Cloud

Domain
experts

Change Management
experts

Out-of-
the-box

Large scale
implementation

Business Needs

- To Integrate all the M&E Functions under Ramco
- Adopt to the business process delivered by Ramco
- Need to onboard into ERP system in weeks
- Streamline accounting Process and Manage the costs efficiently

Ramco's Solution:

- Powered Astra with Integrated M&E solution along with Accounts Payable and Management accounting modules in 8 weeks
- LEAN Model: Pre-Built Business Process documents, Pre-loaded Industry standard codes, Option setting ensures the best practices and standards are delivered
- Enabled a quick start to finish with Cloud based deployment

Major Gains:

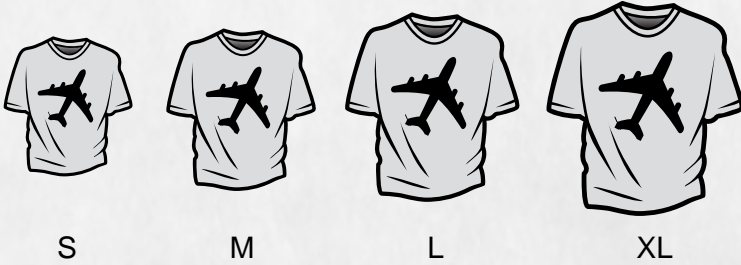
- 40 to 50 % Reduction in deployment cost to Astra due to Virtual blueprinting and limited onsite activities
- Hosted model On-the-Cloud helped Astra for achieving Zero CAPEX cost
- Accelerated Implementation timelines ensured faster reaping of benefits by Astra Airlines
- Able to Track costs more efficiently and thereby able to Manage and Control it



Ramco implementation is considered by us as a fundamental reshaping of our professional mindset. It really made each one of us (including our younger colleagues) perceive the real business flow, the interdependencies among the company units, understand each one's role into it and streamline everyone's contribution into an efficient, coherent value-adding system

Kostas Drizis - CAMO Manager
Astra Airlines





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Size doesn't matter

OUR CUSTOMERS RANGE FROM A FLEET SIZE OF 2 ALL THE WAY TO 400+ AIRCRAFT!

Offering Comprehensive Aviation Solution to the entire Airline, Helicopter and MRO segments



For more information, you can e-mail us at contact@ramco.com or visit us at www.ramco.com/aviation