Uberization of Logistics has arrived!
Will you be DISTINCT or EXTINCT?
Principles underpinning Ramco Logistics Suite....

Integrated Systems
Move from silos to a connected setup

End-to-end Visibility
To track the efficiency of any process

Asset Light Technology
Which does not hurt the pocket

Planning & Analytics
To predict better

Optimization for better asset & resource utilization

Customer First Approach
To respond in a timely manner

Future Ready Technology
to address changing business scenarios
A Truly Integrated Solution with End to End Capabilities

Typical software ecosystem of Organisations

- Warehouse Management
- Hub Management
- Services
- Transport Management
- Fleet Management
- Finance & HR

Ramco’s full suite Logistics
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Spanning a wide Logistics landscape

Manufacturing Unit

Warehouse/Consolidation Hub

International Forwarding

ICD / CFS

Destination Distribution Hub

Consignee/Consumer

Third Party Applications [Integration]
And service types...

**Land Transport**
- Courier
- LTL
- FTL
- Temperature Controlled
- Line Haul
- Load Matching
- Hub Management

**Ocean Transport**
- Door to Door
- Pier to Door
- Pier to Pier
- Door to Pier

- NVOCC
- LCL
- FCL
- Temperature Controlled
- Ro-Ro / Rolling Cargo
- Break Bulk / Liquid
- Non Standard Cargo
- Hauling
- Container Management
- Yard Management

**Air Transport**
- Consolidation
- Premium Services (FIRAV, Express, etc.)

**Warehouse Management**
- Private Warehouses
- Distribution Centers
- Temperature Controlled
- Specialized Warehouses
- Bonded Warehouses
- Container Freight Station
- Cross Docking Centers
With Improved Visibility

Not just Track & Trace alone.......
Further Augmented by Next Gen Command Center Capabilities

- Repository of Scenarios, Constraints and Responses
- Analysis of scenarios and constraints
- Predictive and Prescriptive Analysis and Modeling
- Actionable Intelligence and Recommendations

AI Driven → Minimal Manual Intervention → Continuous improvement

- Operational Systems: TMS, WMS, ERP
- Supply Chain Eco System: Customer, Supplier / Partners / Carriers, ERP
- Other Feeders: GPS, Data Aggregators, Market Behavior
And also simplified by Mobility and Cognitive Features
With BOT as the recent addition....

Converse with your system on the go
To Enhance your value proposition to your customers

3PLs
- Enhance OTIF performance
- Provide End to End Visibility
- Improves Order management
- Reduce Cost of Operations

Freight Forwarders
- Achieve operational flexibility
- Optimize revenue and margins
- Provide End to End Visibility
- Reduce Cost of Operations

Parcel / Courier / Last Mile Service Providers
- Improve responsiveness
- Boost On time Delivery
- Maximize yield
- Serve Omni channel world
- Reduce Cost of Operations
Our USPs – A Thumbnail View

- Power of One – Eco & System Integration Capabilities
- High Flexibility
  - Flexi VAS
  - Flexi Buy/Sell Management
  - Flexi Billing Model
- VERDHAS Management
- Transit Hub Management
- Multi AIDC support
- Forecast Based Command Centre
- Multi-agent based Optimization Engine
Technology Platforms that Augment our Logistics Capabilities
Enabling an integrated Ecosystem with Ramco iRIS

- Web Service Publishing
- Web Service Consumption
- Web Service Orchestration
- Bulk Upload
- Bulk Download
- Solution Integration
- Data Transformation

- Legacy / Home Grown Solution
- Other Enterprise Applications
- Bulk File Upload to FTP sites
- Bulk File Download to FTP sites
Enabling an integrated Ecosystem with Ramco iRIS
Ramco IPO – In Memory Planning and Optimization

**Transportation**
- Booking planner engine
- VSRC (vehicle, schedule, route, constraints) Engine
- Delivery Interleaving with constraints
- Real Time Dynamic Planning

**Warehouse**
- Picking & Put away
- Wave
- Dispatch

- **In-Memory Planning & Optimization (iPO)**
  - Flexible framework
  - Constraint Programming
  - Library of Algorithms
  - Intuitive Planning Cockpit
  - Parallel Processing Multi Agents
  - Ultra-Fast In-Memory Processing Low Run time

- **Accelerated Business Processes**
- **Accelerated Decision Making**
- **Real Time Insights**
- **Capability to handle volume and complexities**
Customer Portal – Improved Customer Experience

A Dedicated Customer Portal for-
- Booking Request
- Order Management
- Track and Trace
- Reports and Dashboards
- Feedback Management

Open Portal

Closed Portal

Tracking Details

Information:
- Please contact our customer service through our fixture.
- TSO signature will be available to Customers via User Portal Login details.

If you require Client Login details please Contact Us.
And a Gamut of Technologies and Partnerships...

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<th>Mobility</th>
<th>Cloud Solutions</th>
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<td>Amazon Web Services™</td>
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<td>Microsoft Azure</td>
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Executive Dashboards
To Drive Decision Making
Executive Dashboards

- CSAT Score
- Top 5 customers – Revenue\Margin
- Top 5 Customer Issues
- Customers – New/lost

- Revenue/Contribution Trend – Actual Vs Forecast
- Revenue/Contribution Trend – BU wise
- Cost Analysis and Cost Variance
- Asset Turnover Ratio
- Fleet Efficiency
- Receivables Outstanding Analysis

- Asset Utilization Factor
- DIFOT Index
- LTIFR
- Invoice Accuracy

- Customer Engagement (Key Events)
- Employee Engagement (Key Events)
- Subcontractor Engagement (Key Events)
- Headcount
- Top 5 Salesperson
Sample Finance Dashboards

Revenue/Contribution Margin Trend

- Sum of Revenue
- Sum of Contribution
- Sum of Revenue Forecast

Revenue BU wise

- Interstate
- Local
- Warehousing
- Couriers

Cost Analysis

- Maintenance, 18%
- Workforce, 38%
- Fuel, 25%
- Admin, 14%
- Capex, 4%
- Others

Fleet Efficiency

Yield per Kg per Km
Sample Operations Dashboards

**Asset Utilization (%)**

- Fleet: 91%
- Warehouse: 79%
- Workforce: 85%

**Volume Capacity Utilization**

- 20 FT Trailer
- Pallet Trucks
- Forklifts
- B Double Trailer
- Crane

**Weight Capacity Utilization**

- 20 FT Trailer
- Pallet Trucks
- Forklifts
- B Double Trailer
- Crane

**DIFOT**

- Interste
- Local
- Warehousing
- Couriers
Ramco Logistics Suite on Mobile – Sample Illustration
Driver Mobile Application – Trip Execution
Driver Mobile Application – Tendering
Hub Execution – Sample Screens

[Images of sample screens showing data entry fields for Dock ID, Staging ID, Vehicle ID, Equipment ID, Actual Loading Qty., Details, Dispatch Documents, View Plans, Actions, and other fields related to loading and dispatch documents.]
Delivery Methodology

Phase I Prepare
- Project Kick off
- Project Initiation for Delivery
- Project Plan
- Project product Alignment

Phase II Understand
- Solution Designing
- Scrum Modelling
- For CRP Model Config Bridge will be the only step

Phase III Bridge Build
- Configuration Bridge Build
- Data Collection
- Tariff type and ID design

Phase IV Build
- Assembly & Configuration
- Testing
- Familiarization
- TTT
- UAT
- EUT

Phase V Operationalize wave wise
- Operational Data Load
- Cut over -Wave wise
- System aided Billing

Phase VI Hand over
- Hyper Care
- Tx to PSS
- AMS set in
Why Trust Us?

Our global customer base stands proof of our capabilities!
SAMPLE CASE STUDIES
Business Needs
- Inefficient manual order/resource planning
- No visibility on actual order profitability
- Perfect order fulfilment was low
- Non-integrated warehouse and logistics
- Low asset utilization
- Low warehouse productivity
- Integration of Order based carpet cutting instruction for the machine.

Solution
- Transport Management System
- Warehouse Management System
- Fleet Asset Management System
- SCM – (Purchasing & Subcontracting, Inventory)
- HR & Payroll
- Finance

Key Business Benefits
- Visibility in WMS and TMS Activities.
- Improves Utilization of Resources.
- Increases transparency in overall process.
- Integrated platform.
- Helps in overall cost control
- Easy integration with 3rd party solutions
- Ensures compliance to Australian Statutory and Global OHSAS 18001 requirements
- Omni-channel order creation, track and trace reduces order turnaround time

G MK Logistics delivers specialized logistics services to the flooring industry in Australia. It provides a fully outsourced warehousing solution, including carpet and vinyl cutting services, and delivers across Australia. The services include transportation, warehousing and 3PL services.
## Business Needs
- Inefficient paper based operations & multiple legacy systems
- Reduced customer satisfaction
- Low visibility across the system
- Lacked internal collaboration
- Unable to track real time updates
- Issues in data integration between systems

## Solution
- Courier Management
- Freight Forwarding
- Fleet Maintenance
- Procurement & Inventory
- Project Management
- Facility Management
- Finance

## Key Business Benefits
- A single platform for the groups’ 7 entities with a common contract and billing
- Enables track and trace across the group entities and its suppliers and customers
- Profitability analysis, addressing complex billing requirements
- Improves the groups’ Profitability, Productivity, and Growth
- Reduces Turnaround time for maintenance request processing, thus reduced vehicle downtime
- Omni-channel order creation, track and trace reduces order turnaround time

AAI Worldwide Logistics Inc (formerly Airlift Asia Inc) or AAI is a Filipino-owned corporation. It has three major services, namely: (a) international freight forwarding (air & sea); (b) domestic freight forwarding (air, sea & land); and (c) warehousing and distribution. It also offers Vendor Managed Inventory (VMI) via its affiliate company the A2Z Logistics, Inc.
**Business Needs**

- Stock-outs or delays in transit could lead to disruption of production process at the customer end, leading to heavy penalties for non-compliance
- Dealing with multiple suppliers to service a single order for its clients was time-consuming; TVSLSL needed to derive performance consistency from each agency involved
- An integrated and sophisticated ERP system that could offer most of the required modules, directly out-of-the-box, without the need for any modifications

**Solution**

- Transportation Management, Warehousing Operations, Procurement, Sales, Financials and Human Capital Management
- SCM tools for domestic transportation, international transport, time-to-market, warehousing and material handling
- Business intelligence
- Other features like customers’ web portal

**Key Business Benefits**

- Transportation & delivery and collection schedules,
- Timely availability of parts and components
- Cargo way bills, POD & Billing at all locations,
- Reduced costs through better manpower utilization
- Tracking cargo across the supply chain
### Business Needs
- Managing 1000+ Assets of Cameron
- Better business eco-system with customers and Vendors
- Any Time Track and Trace Functionality
- Warehousing and Cross Docking
- LTL Consolidation and Order Management
- ERP Class application for entire organization

### Solution
- Ramco Transport Management
- Ramco Advanced Planning and Optimization
- Ramco Fleet Management – Enterprise Asset Management
- Track & Trace – GPS Integration with MT Data
- Driver Roistering
- Warehouse Management
- Capital Procurement and Inventory

### Key Business Benefits
- Simple and better business eco-system with vendors and customers
- Track and Trace
- Optimization for Routing, Vehicle Planning, Driver Optimization and Pick and Delivery Planning
- Better controls and check on business Operations
- Mobility to simplify the business operation
- Email based transaction on Zero UI concept

Glen Cameron Group is a multimillion dollar, privately owned, national logistics company offering over 100,000 square meters of warehousing space and a fleet of over 350 vehicles for its customers nationwide. Whether it’s local trucking, couriers, warehousing, interstate transport or third party logistics management, the Glen Cameron Group continues to expand upon its total logistics solution for businesses throughout Australia.
An intra-city on-demand last mile technology platform startup that is Uberizing the logistics operations! It connects customers (individuals/businesses) with trucks (logistics service providers) to efficiently move goods. Follows dynamic algorithmic pricing that is based on a base fare, distance travelled and journey time.

<table>
<thead>
<tr>
<th>Business Needs</th>
<th>Solution</th>
<th>Key Business Benefits</th>
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<tr>
<td>• Keeping up the same day delivery commitment for all consignments.</td>
<td>• Ramco Transport Management, Financials and Human Capital Management</td>
<td>• Improved delivery efficiency adhering to the same day delivery commitments</td>
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<tr>
<td>• Tracking real time goods movement</td>
<td>• Ramco Advanced Planning and Optimization</td>
<td>• Customers get visibility of their goods movement real time</td>
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<tr>
<td>• Integrating e-commerce ordering system with logistics services</td>
<td>• Track &amp; Trace – GPS Integration</td>
<td>• Increased capacity utilization</td>
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<tr>
<td>• Handling a diverse client base – small medium &amp; very large sized businesses.</td>
<td>• Driver Roistering</td>
<td>• Integration of customer facing e-commerce portal and backend logistics operations</td>
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<tr>
<td>• Following a real time dynamic pricing structure and not a fixed flat fee model</td>
<td>• Business Analytics</td>
<td>• Execution of dynamic pricing model</td>
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Business Needs

- Deliver to the Customer Site at Minimum Total Cost
- Delivery within the stipulated time
- Tracking the Status of delivery
- Operators should have a 360° view on what is happening

Solution

- Ability to plan, control and execute total daily production, delivery and country-wide pumping programs, identified through geo-fences and GIS/GPS technology
- Dynamic status of vehicles on a dashboard with option to control trucks and to reschedule dynamically on the fly
- Live visualization of all operations, covering the entire Supply Process, from Concrete Batching to the on-site arrival of trucks and Concrete Pumping

Key Business Benefits

- Customer satisfaction levels have increased through online and real-time monitoring of pumps and concrete
- Ability to plan route details, stay updated on deviations and foresee delays
- Mix details like temperature, consistency etc. can be tracked in real-time
- Estimated delivery time can be projected and any delays planned ahead in advance
- Complete control over all aspects of logistics
Business Needs
- High Logistics cost, inconsistent quality & lag in response to the customer needs
- Extremely complex distribution channel with more than 0.2 million delivery routes
- Multiple information platforms hampered data transparency & consistency
- Time consuming and complex data reporting hindered timely decision making

Solution
- Integrated solution facilitating business processes like order booking, invoicing & generation of packing slip through PDAs. It is packed with features like mobility, e-mail and SMS notifications for orders placed and delivery schedule
- Seamless integration with non-ERP systems such as Weigh Bridge, attendance recording system, fixed deposits, etc..
- Ramco ERP integrated with Google maps, offer better visibility of BI
- Seamless integration with non-ERP systems such as Weigh Bridge, attendance recording system, fixed deposits, etc..
- Ramco ERP integrated with Google maps, offer better visibility of BI

Key Business Benefits
- Geo-Spatial advantage: Important business parameters like region wise sales performance, truck movement & arrivals at warehouse is better visualized on the map and thus helping business get more sense of data
- Lower inventory levels, reduced administrative overheads, reduced costs and high efficiency in all operations across the enterprise
- Reported annual savings of $1.8 Million