

CASE STUDY

A Power Generation Service Provider Power-Plugs Its Operations Into RODE For A 360-Degree View Of Biz

Company Name: A Power Generation Service Provider

Headquarters: Hyderabad

Industry: Power Generation

Products and Services: Installation of power generation equipment

THE COMPANY

Someone has rightly said: “In the end, all business operations can be reduced to three words: people, product and profits. Unless you've got a good team, you can't do much with the other two.”

The ace team of this Hyderabad-based power generation service provider agrees no less and believes that people are the life blood of an organization. Headquartered in Hyderabad, the company provides end-to-end support solutions to customers across the power generation spectrum, around the world.

“...Quality people make quality organization,” is the vision that has driven the company from strength to strength and has led to its exponential growth in the last three decades. The company, which once began with a modest team size of four people, has grown into a skilled workforce comprising 500 employees. Its workforce has extensive domain expertise and proven mission critical skills in bringing technology and engineering together to provide innovative services to the power sector industry. The services include operations and maintenance, turnkey erection, testing and commissioning of steam, gas and hydro power plants, overhauls, inspections, etc.

Quality of the highest order and impeccable service commitment are the core values that drive the work culture of the company, and have become the hallmarks of the company's success in the power sector industry. No wonder, it has acquired a large mindshare in the power services industry and built its capacity to handle multiple power projects at the same time.

SUSTAINING SUCCESS—A CHALLENGE, AND AN OPPORTUNITY!

All businesses crave for growth, but managing the dynamics related to business expansion can be daunting. The company also found itself confronted with somewhat similar challenges.

In the initial years of company's life-cycle, when its operations were limited to just a few projects, the management did not feel the need for the company to have a

sophisticated and integrated IT set up. However, as the operations expanded and number of projects increased, monitoring the status of multiple power commissioning projects at various locations, inside India and overseas, became difficult. Also, budgeting and keeping a check on the costs of each project became an uphill task.

The company management quickly realized that to propel the business forward towards the envisioned growth, it was imperative to address the aforesaid business challenges and this couldn't be achieved without an integrated software system in place.

RODE THAT WAS TAKEN...

Hence, to tide the loose business ends, the search for an agile and comprehensive transaction management system began, which on the one hand would empower the company manage its growing number of power projects and enable the project heads to make near-perfect project cost estimations (as project bottom-line was directly enough to scale up along with the business).

The company evaluated several ERP solutions, including Ramco Systems' RODE (Ramco OnDemand ERP)—a full blown ERP solution, which is offered via the software-as-a-service (SaaS) model. Since RODE is a cloud-based ERP platform, the scalability of the solution played a critical role in swaying their decision in favour of RODE.

The business modules that the company implemented include:

General Ledger, Inventory Management, Payable and Receivables Management, Purchase, Sales and Shipping, Service Management, Discrete Production, Human Resource Management System (HRMS) and Management Information System.

THE SAAS EDGE!

What the company has liked most about RODE solution is the fact that it is a comprehensive and integrated online solution covering all business operations. Implementing RODE offered them the opportunity to implement an end-to-end ERP solution without additional investment in IT resources, which the company may have had to make had it opted for an on-premise solution.

The SaaS model brought down the total cost of ownership, which has enabled the company to focus on its ongoing power projects. Also, since RODE is a cloud-based ERP solution, the company could transition to the new system, quickly. All project locations were brought on board the ERP platform within a few weeks. Apart from this, the management observed a few other benefits, which are enumerated below:

- The company achieved centralized control over all its power projects.
- The new system has enabled the project heads to prepare project budgets and analyze profitability of all projects.
- Project cost estimation facility is also helping the company in preparing the best tender quote to bid for the future projects.
- Centralized procurement of important raw materials has resulted in cost savings.
- Managing sub-contractors for both goods as well as services has become feasible.
- The system generates project-wise profitability reports, which has enabled the senior management to take informed decisions.

WHAT'S IN THE OFFING?

With multiple projects in its kitty and more pouring in, the company is surely marching towards a promising future—all set to move up the value chain of powerservices. It is consolidating its strengths in erection and overhauling services. Going forward, the company has plans to introduce a range of new services to its portfolio. To achieve these objectives, it has plans to recruit more technical manpower and enhance the existing skills, set up new manufacturing/workshop facility, et al. The company is hopeful of achieving these goals by effectively leveraging its powerful IT (RODE) set up.

CAN RAMCO DO IT FOR YOU?

Of course it can! To find out more on how RAMCO can be stretched (or shrunk) to answer your need, call **1800 425 6667**.



QUICK FACTS

CHALLENGES & OPPORTUNITIES

- Multiple projects, multiple locations, with no control over resources and information
- Lack of proper report generation and budgeting tools to check and manage project costs
- Opaque view of operations
 - No real time access to data

IMPLEMENTATION HIGHLIGHTS

- Easy and quick go-live process. All project locations went live within a few weeks
- No need for hiring expensive in-house IT resources to manage the ERP system

EXISTING ENVIRONMENT

- Disparate project locations
- Lack of a transparent mechanism to track inventory, information and operations
- No system to monitor, assess and check project costs

OBJECTIVES

To have a comprehensive and integrated ERP system that helps tie the loose ends of the business and provides a 360-degree view of all projects

WHY RAMCO'S SOLUTION?

- Simple, yet comprehensive, while being scalable and flexible
- No investment on hardware, training, or additional IT staff
- Access to a full-blown, world-class ERP software at affordable, pay-per-user model (SaaS offering) from a proven leader
- Quick Go-Live and free automatic upgrades

BENEFITS

- Centralized control over all power projects
- Improved traceability of financial transactions
- Better estimation of tender quotes
 - Achieved on-time commissioning of power projects

Global office locations:

India

Corporate Office

Ramco Systems Ltd.
64, Sardar Patel Road
Taramani, Chennai - 600 113, India
Tel: +91 44 2235 4510 / 3090 4000
Toll-free: +1800 425 6667
e-mail: contactramco@ramco.com

North America

Ramco Systems Corp.
Crossroads Corporate Center
3150, Brunswick Pike, Suite 130
Lawrenceville, NJ 08648
Tel: +1 609 620 4800
Fax: +1 609 620 4860
Toll-free: +1 800 472 6261
e-mail: info-us@ramco.com

Canada

Ramco Systems Canada Inc.
World Exchange Plaza
45, O'Connor St., Suite 1150
Ottawa, Ontario, Canada. K1P 1A4
e-mail: info-us@ramco.com

Europe

Switzerland
Ramco Systems Ltd.
Lange Gasse 90, Postfach
CH - 4020, Basel
Switzerland
Tel: +41 61 205 2525/2509
Fax: +41 61 205 2590
e-mail: info@ramco.ch

United Kingdom
Ramco Systems Ltd.
Exchange House
494, Midsummer Boulevard
Central Milton Keynes MK9 2EA
United Kingdom
Tel: +44 1908 255 989
Fax: +44 1908 255 589
Mobile: +78 81911231

Germany
Ramco Systems Ltd.
Lyoner Strasse 14 60528
Frankfurt am Main Germany
Tel: +49 069 6655 4485
Fax: +49 069 6655 4100

South Africa

RSL Enterprise Solutions (Pty) Ltd.
No. 5, Walnut Road
2nd Floor, SmartXchange Building
PO No. 1228, Durban - 4000
South Africa
Tel: +27 31 304 0911, 0918, 0928
Fax: +27 31 304 3499

ASEAN

Malaysia
Ramco Systems Sdn Bhd
3 B - 15 - 7, Level 15 Block 3 B
Plaza Sentral, Jalan Stesen Sentral 5
Kuala Lumpur 50470
Tel: +603 2260 3978 / 4978
Fax: +6 03 2260 1978

Singapore
Ramco Systems Pte. Ltd.
10, Eunoz Road 8
#13-06, Singapore Post Centre
Singapore - 408 600
Tel: +65 6743 1513
Fax: +65 6743 1514

Middle East & North Africa

Dubai
Ramco Systems Ltd.
Suite 205, 2nd Floor, BT Building
EIB-4, Dubai Internet City
PO Box 500235, Dubai, UAE
Tel: +971 4 3636784
Fax: +971 4 3636785

Dubai
Ramco Systems FZ LLC.
Office No.111, Building No. EIB-04
Dubai Internet City, Dubai

Sudan
RSL Software Company Limited
House number 306, Second Floor
Block 21, Riyadh, Khartoum, Sudan

Contact Office

Abu Dhabi
Ramco Systems Ltd.
CERT Technology Park
Block D - 15, Muroor Road
Al Saada Street Junction
PO Box 37973
Abu Dhabi, UAE
Tel: +971 2 4048642
Fax: +971 2 4462050

ramco

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

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