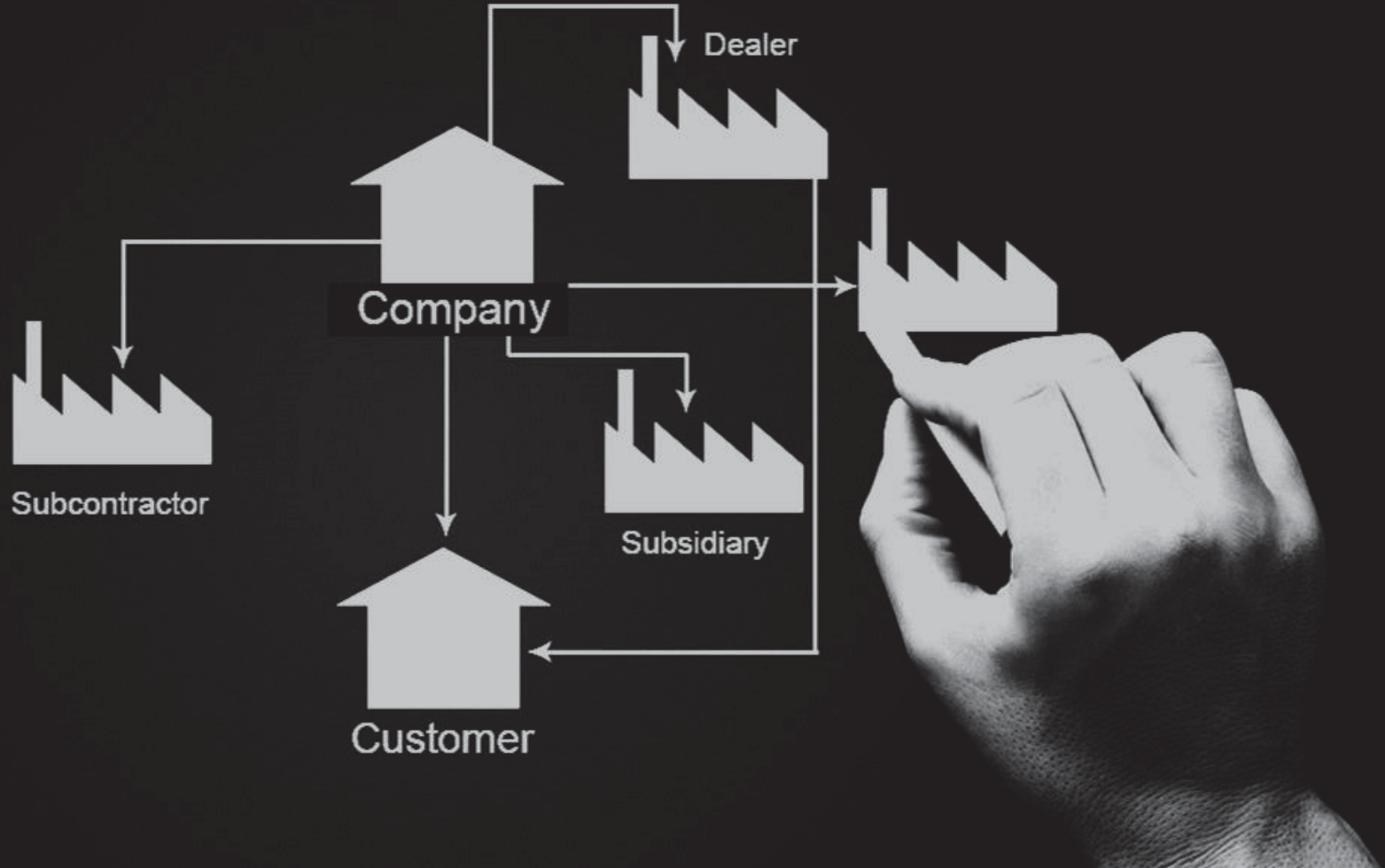


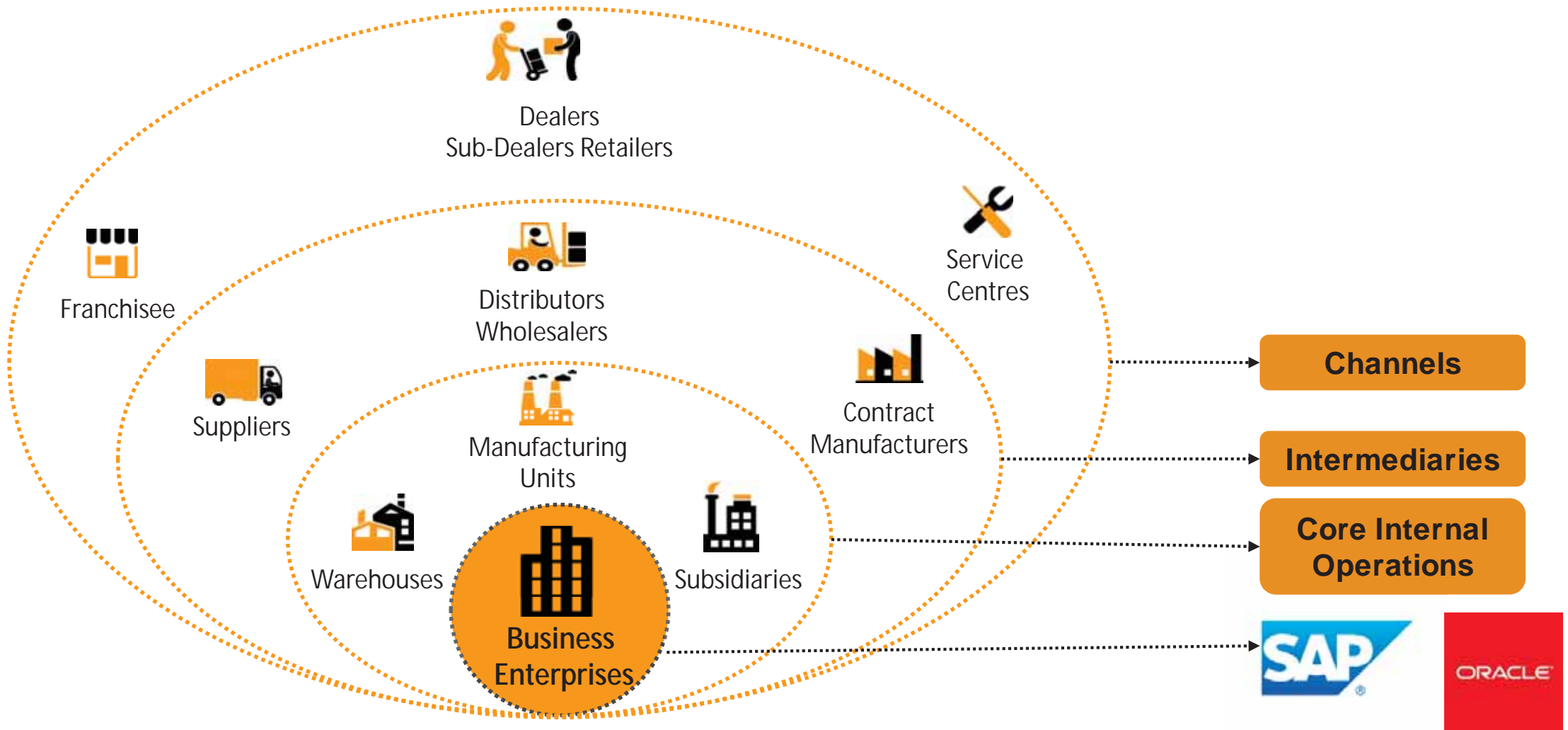
ramco

Ramco Cloud for Connected Enterprise

RACE



There is an Ecosystem around every Enterprise



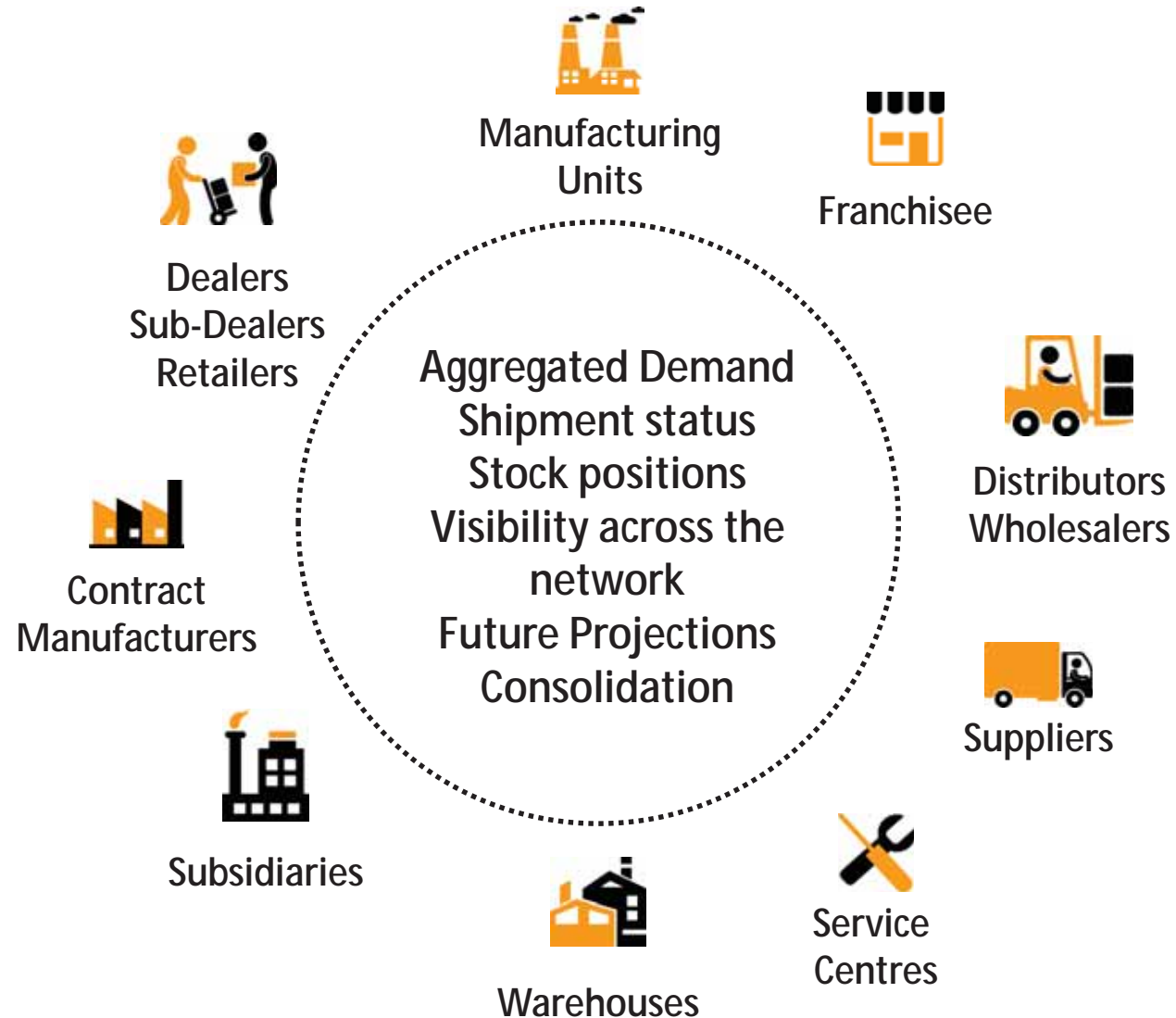
A man in a white shirt and tie is talking on a black telephone. He has a frustrated expression, with his mouth open as if shouting or speaking loudly. To his left is a large, dense, circular scribble made of many overlapping black lines, representing a complex and tangled communication channel. The background is a plain, light gray.

Are your complex communication channels slowing you down?

Three men in dark suits and ties are sitting on black chairs against a plain grey wall. The man on the left has his hands covering his eyes. The man in the middle has his hands covering his ears. The man on the right has his hands covering his mouth. An orange banner with white text is overlaid across the middle of the image.

Are your business units not communicating between each other?

If only you had a 360° view



Are you trying to force fit into your dad's shoes?



Challenges in extending Customized and Heavy Principal ERP



Purchasing Principal ERP licenses for numerous dealers, contractors or subsidiaries can be very costly

Expanding Global enterprises, face the daunting task of consolidating and supporting disparate ERP



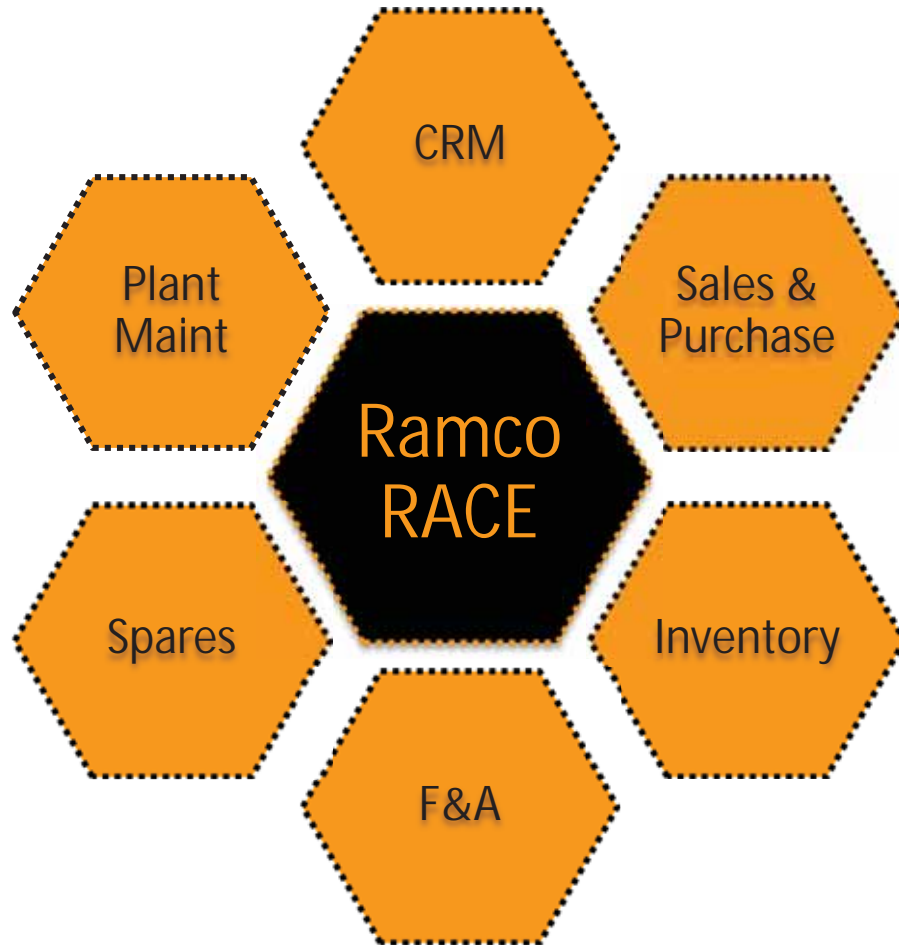
Smaller contractors/ partners would find the Principal's ERP too complex to implement

Rolling out Parent ERP could be a time consuming and a cumbersome process



Could expose your core system to external threats

RACE brings it all together



Relevant Modules from Core ERP are seamlessly integrated with Ramco ERP on Cloud in the second tier

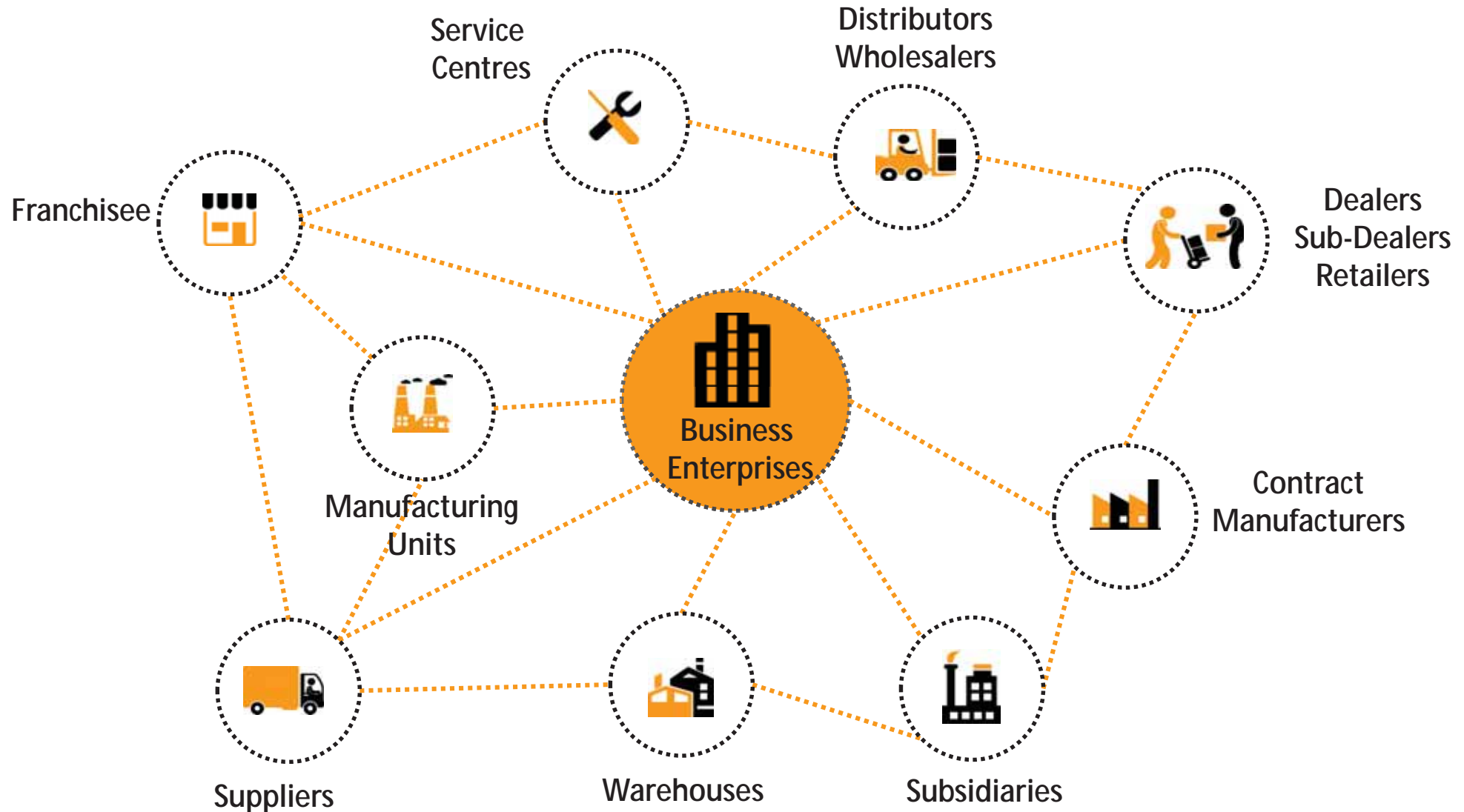
Contextual to the NEEDS of each Type of Partner

Minimal Capex investment

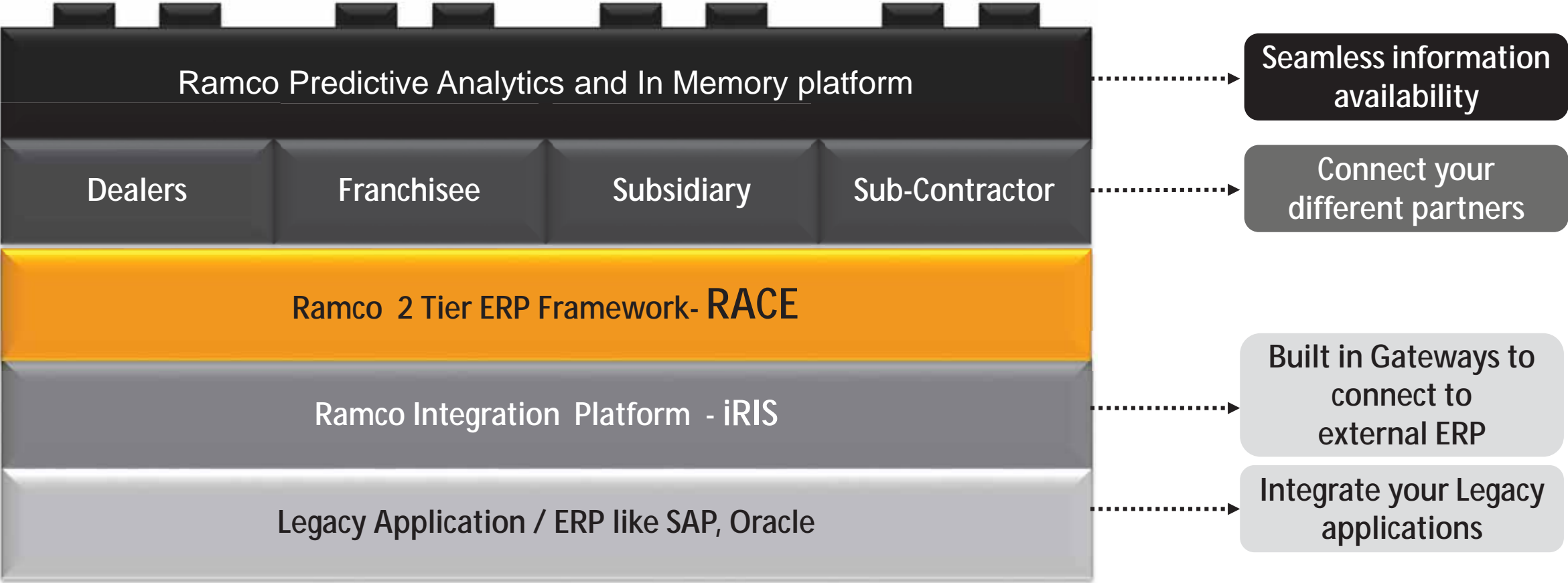
Pay as you use Subscription charges

All you need is a browser

RACE | Ramco's framework to connect "your" ECOSYSTEM



RACE Framework



Simplifying Connected enterprise with Ramco ERP on cloud

For Global Subsidiaries

- Connect Local Entities to HQ
- Need to standardize on a light weight ERP Solution other than the core ERP implemented the parent company



For Subcontractors

- Solution for Subcontractors tied back to OEM's ERP
- Standardize on flexible, enterprise class solution through cloud,



For Dealership Network

- Share information between Principal and Dealer based on policies
- Stay connected on important issues like planning schedules, Inventory stocks



For Niche / other Business

- A common Solution for all Niche Business
- Replace Excels, Spreadsheets and file transfers with a Enterprise class ERP



Easy to Enable | Rapid Deployment | Scalable | Faster Enablement

Ramco ERP on cloud for a connected enterprise-Benefits

Rapid Deployment



Moving away from months of implementation to few weeks

Cost of Implementation



Expect 30 to 60 percent savings in cost of implementation

Minimal training



Through simplified enablement. 30-40% savings in training key users end users

Collaboration tool



Improved lifecycle through collaboration platform

Statutory and Regulatory requirements



Managing country or region specific needs without having to duplicating the complexity of the Principal ERP

Ramco ERP on cloud - Differentiators



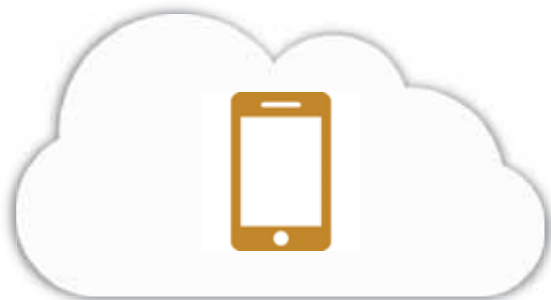
Social



User Interface



In-memory



Mobility

RACE



Context Aware
(Geospatial Technology)

Easy to configure Dashboards



Easy Planning tools

Quick Work Planning

John Peter
10373 - Maintenance Planner

Work Order : **Get** WO : WO/03525 Loc/Equip : WTP0101 WO/03525 - Bearing temperature > 100 degrees

WO Estimations

Bar chart showing resource requirements for Labor, Spares, Tools, Services, and Other Resources.

Skills to be Assigned

#	Skill	Quantity	From Date/Time	To Date/Time
1.	TECHM	1	10-03-12/11:00	10-03-12/11:00
2.	TECHE	1	10-03-12/11:00	10-03-12/11:00
3.	SUP-M	2	10-03-12/11:00	10-03-12/11:00
4.	HELPER	2	10-03-12/11:00	10-03-12/11:00

Employees Not Assigned

TECHM

No Assignment: 4 Partial Assignment: 3

Employee: Select

Code: A002
Name: Steve Martin
Sec Skill: **TECHE**
Hrs Assigned: 2

Assign

Spares Planning

#	Item	Variant	Description	Req Qty	To Reserve	To Allocate	Warehouse
1.	23246	Black	Air Filter Black	2	2	2	WH-MAIN
2.	24773	Red	Oil Filter	2	2	4	WH-MAIN
3.	31448	Black	Filter Cartridge	4	4	3	WH-MAIN
4.	88762	Red	Air Filter Red	4	4	4	WH-MAIN
5.	31448	Black	Air Filter Black	1	1	1	WH-MAIN

Material Availability

Item: 23246- Air filter black
Warehouse: WH-MAIN

Accepted - 23
Quarantined - 20
Allocated - 40
Intransit - 40

Reserve Req Qty

Activities

- Allocate Parts
- Raise PR
- Analyze Supply Demand

Quick Links

- Tools Assignment
- Other Resource Assignment
- Schedule Services
- Tools Loading
- Other Resource Loading

Mobility

Access ERP screens on Mobile

Field Sales Automation
Depot operations – Order, Dispatches, Billing
Sales & Collections
Work progress
Stock queries, analysis
Inspection
Report Fault
Leave Application
Sales person tracking

Manage Critical operations – Anytime, Anywhere

Download App



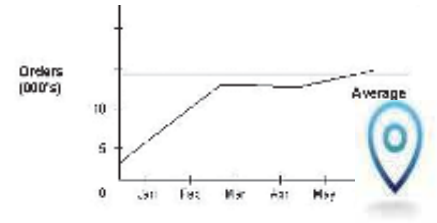
Approval & Alerts

Attach Images



Geospatial Integration | Get Real time, Contextual & Location-aware visibility

Do you have the answers to these in real time?



Can I know the quickest/
most efficient route to reach
distributors?

Can I track my dealer
network graphically?

Can I drill down to find sales
person performance?

Can I get a quick history showing
performance trend?

ramco + Google maps =



Visibility at the
click of a button



Proven integration with other Enterprise systems

SAP



TAFE



CavinKare

Oracle Financials



Ramco Systems

J D Edwards



Lawson Financials



Value Proposition



Principal

- Real time view of the inventory available with subcontractor, Dealer and Subsidiary
- Standardize and Monitor the Production Process at various subcontractor and Subsidiary
- Delivery Status of the Finished Goods
- Payment Status for the subcontractors, Payment receivables from dealers



Dealers

- Get access to a full fledged ERP System
- Increase operational efficiency
- Improve revenue generation analytics
- Real time visibility of inventory available with the Principal



Sub-Contractors

- Material Reports to track material usage, efficiency and losses
- Integrated system for all the processes
- Auto update in subcontractor system as it is integrated with SAP
- Audit trail available in the system
- Outstanding reports and dashboards available



Subsidiary

- ERP system adhering to the local statutory requirement
- Specific business needs catered effectively.
- Efficient procurement and sales in different currencies
- Individual financial reports of each entity

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Thank you