



ramco

The Ramco Group



\$3B in MCap



\$1B in Revenues



14,000 Employees

Fifth largest Cement producer in India

First ERP Company in Asia

Most efficiently run spinning mill in India



Textile



Cement



**Building
Products**



Power



Logistics



**Educational
Institutions**



**Software
Products**

India

Americas

Europe

Middle East

Africa

Asia

ANZ

Chennai
Bengaluru
Mumbai
Gurgaon

USA
Canada

United Kingdom
Switzerland
Germany

UAE

South Africa

Singapore
Malaysia
Indonesia
Hongkong
China
Vietnam
Philippines
Japan

Sydney
Melbourne
Auckland

1800+ Employees | 16 Nationalities

Customers in 50+ Countries

24 Global Offices



Our Global Presence



Integrated ERP

Unified digital platform to manage your end-to-end needs

Ramco ERP

With vertical flavors to address



Product - centric

Manufacturing



People - centric

Staffing | Contingent Workforce |
PSA & FMS



Asset - centric

Logistics + Aviation + Rental

ramco

Addressing Asset Centric & People Centric Industries



Ramco's Comprehensive Solution Stack

Finance & Accounting	Real Estate Management	Project Management	Inventory & Procurement	Enterprise Asset Management	Sales & Distribution	Manufacturing	Quality Management	Guard Management	Logistics Management	SRP	HCM
General Accounting	Land Bank Management	Planning & Budgeting	Inventory Analysis & Planning	Equipment Induction & Setup	Sales Administration	Estimation	Attribute Management	Assessment	Transport Management	Proposal & Estimation	Core HR
Receivable Management	CRM	Project Definition	Warehouse Management	Preventive Maintenance	Demand Planning	Planning	Inspection & Sampling Plans	Quotation	Order & Warehouse Management	Rates & Contract Management	Employee Benefits
Payable Management	Lease Mgmt.	Project Planning & Tracking	Sourcing	Predictive Maintenance	Order Management	Work Order Management	Quality Administration	Contract Mgmt	Hub Management	Time & Attendance	Time & Attendance
Fixed Assets Management	Property Sales	Interiors Billing	Purchasing	Shutdown / Outage Mgmt.	Outbound Logistics	Scheduling	Acceptance & Rejection analysis	Site Administration	Logistics Command center	Payroll & Benefits	Payroll & Benefits
Financial Reporting	Utilities Billing	Project Closure	Inbound Logistics	Work Management	Warranty Management	Manufacturing Execution		Resource Allocation	Contracting and Billing	Expense Management	Talent Management
Global Taxation Solution	Building Maintenance		Subcontracting	Reliability & Review	Service Management			Work Reporting	Fleet Management	Billing & Revenue Management	Recruitment
Consolidation	Customer Portal		Supplier Portal	Equipment Rental Mgmt.						Contract Workforce Management	

Enterprise Add-ons

Mobility Apps		Plan & Optimize	AI/ML Platform		Event Platform	Hubs		Platforms	
Warehouse	Customer	Inventory	Discrepancy Reporting	Price Anomaly	Msg Queues	Master	Finance	Mail IT	Integration Gateway IRIS/ EDI
Route	Approve	Capacity	Parts Suggestion	Fault Reporting	Alerts	Procurement	Inventory	BOTS	Enterprise Cardiogram (ECG)
Mechanic	Employee / Manager	Transport	Auto Codification	Defaulting	Notification Actions	Production	Sales/ CRM	Workflow	Extension Tool Kit



Ramco Systems positioned in Gartner Magic Quadrant for ERP

Ranked the second highest in customer references for functional capabilities

Only APAC vendor and one among the **THREE** Global vendors to be featured in all 4 categories of Gartner Quadrants – ERP, EAM, HCM & Financials



ramco

MNCs & Leading businesses trusting us

Why are we Unique

Our Unique Proposition

A Solution meant and **built** for, Manufacturing , Maintenance, **Logistics**, Staffing & Professional Services Providers



Flexibility to manage **different types** of customers and industries



Complete visibility of operations through intelligent **Hubs, portals**– Integrate pod and & real-time integration **across Lines of Business** (LOBs)



Power of One
To run the complete business solution



Zero touch billing and **Revenue leakages** the industry grapples with



Sustained **Innovation** – AI, ML ,Chatbots, Blockchain, Voice and Visuals, etc.



The Industry Challenge We address



An industry largely deprived of its ingenious solution



Disconnected functions – Ubiquitous Source of inefficiencies and leakages



Oxymoronic coexistence of Unfulfilled Demand & Low Resource Utilization



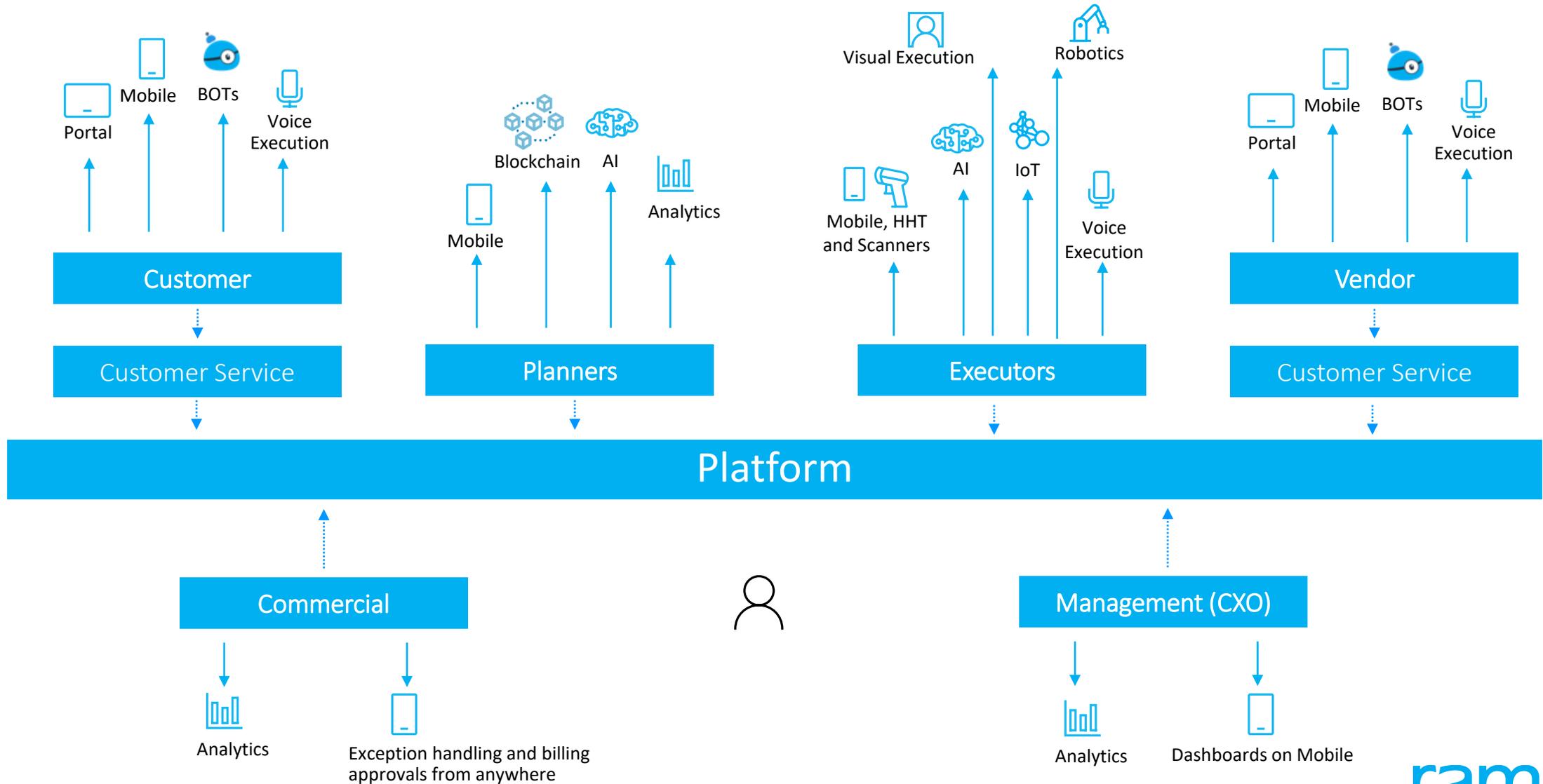
Lack of Cohesion / Unpredictability



Operational and Financial Blind spots

ramco

Future Digital state : Ramco Digital Platform



iRIS – API Management

Key Features

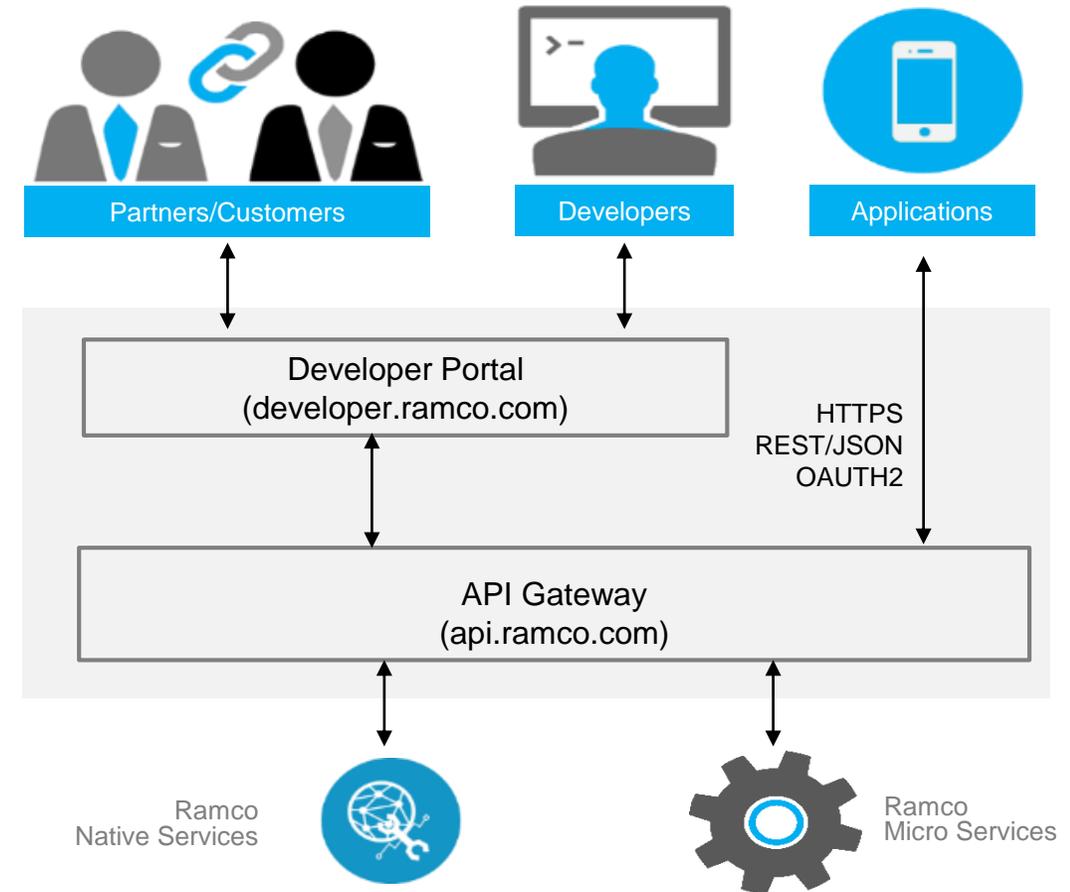
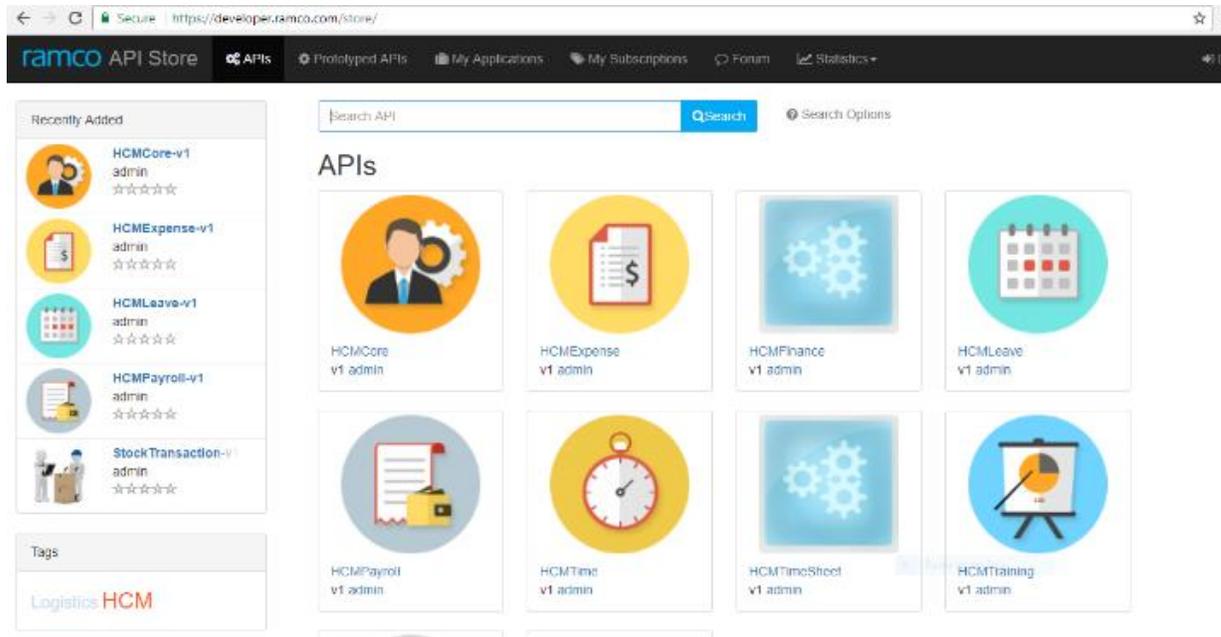
API Store
API life cycle
API discovery – Customers/Partners
Scalable
Throttling

Secure, Credentials Management

OAUTH2

Online Documentation

Support for
System to System
Mobile Apps



ramco



Time to make ERP serve you

Passive
Enterprise
Applications

to

Intelligent
Enterprise
Applications

Key Tenets

Key Tenets of the solution

Zero UI

MAIL IT



CHAT BOT



Voice BOTS



Calender



No Login | Mail, Chat, Inquire & Act from anywhere | Hands free data entry

Frictionless Experience

Unified HUBS



Anywhere on Mobile



Tagging & Retrieval



Facial recognition



Lean, Efficient & Contextual application | Automation framework | Connected Ecosystem

AI/ML

Smart Data defaults



Optimal Recommendation



Anomaly Detection



Prediction, Audits & Alerts



Cost & Resource Saving | Preventing Errors | Organize Data & Forecast for future

Alerts, Notifications & Actions (ANA)

Notification in Mobile App



In-line Action & Inbox monitor



Seamless Workflow



Time based alerts for exceptions



Pre-emptive , Real time Alerts in App| Workflow guided Action

Analytics/Self Service Reporting

Multi Dimensional Fin analysis



Dynamic reporting



In Built Dashboards



Enterprise Cardiogram



Financial Dimensions| Embedded Analytics | Business Insights | Revealing blockages

What if you could complete all your transactions in a structured manner from your email or chat window?

Personalization Engine



Alice Aniston
Quad Grande, Non-Fat, Extra Hot Caramel Macchiato



Jane Foster
Triple, Venti, Half Sweet, Non-Fat, Caramel Macchiato



Mark Walberg
Grande, Iced, Sugar-Free, Vanilla Latte With Soymilk

Outlook Actionable Messages



CHIARAMCO
Mon 13-01-2020 09:19
Vinita Ramani

Book Timesheet for 24 Apr 2020 - Message (HTML)

File Message Help Tell me what you want to do

Mark Unread Find Zoom New Issue Add to Issue Related Issues Show issues

Book Timesheet for 24 Apr 2020



RAMCOCHIA
To Goutham Bende

Reply Reply All Forward

Fri 24 04 2020 19:03

LinksWithin

Get more add-ins

Project	Activity	Task	Hours
Services Resource Planning-2020-21	O-General Meeting	Functional Meeting [MAGNA-FUNCMEET]	<input type="text" value="0"/>
Services Resource Planning-2020-21	I-Internal Training Participation	Training / Knowledge Sharing from Training Dep [MAGNA-INTERNAL-TRG]	<input type="text" value="0"/>
Services Resource Planning-2020-21	O-Knowledge Update	Knowledge Updation within team [MAGNA-KU]	<input type="text" value="0"/>
Services Resource Planning-2020-21	M-Packaging / Shipment	Magna Deliverables movement [MA-PACKSHIP]	<input type="text" value="0"/>

If the card doesn't appear, Check in O365 Web mail.

Windows taskbar with search bar, task icons, and system tray (10:34, 16-06-2020).



Alert Notification & Actions

Event based Notifications..

 Immediate Actioning

 Zero paperwork

 Better Visibility

 Avoid Revenue Leakage

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Information subject to change. All rights acknowledged.



Frictionless IT enablement brings Agility



SUPPLIER BALANCE - ALPHA BAKING - Message (HTML)

FILE MESSAGE INSERT OPTIONS FORMAT TEXT REVIEW

Calibri (Box - 11 - A⁺ A⁻ - - - - -

Address Book Names Attach File Attach Signature Assign Policy Follow Up - High Importance Low Importance

To: Coe-Ramco

Cc:

Subject: SUPPLIER BALANCE - ALPHA BAKING

You forwarded this message on 2/15/2016 6:09 PM.

From: ERPUSER <coe-ramco@ramco.com>

To: Rupesh Lahane

Cc:

Subject: RE: Supplier Balance - ALPHA BAKING

Supplier Balance Details for ALPHA BAKING

The Total outstanding as per our records are 48698.00 EUR, 35711.00 NZD, 281408.00 USD

Doc. No.	Date(mm/dd/yyyy)	Doc. Amount	Outstanding Amount	Supplier Doc. No.	Currency
SDINEXP0367	02/11/2016	30589.00	29589.00	AccInv\1	USD
SDINEXP0368	02/11/2016	300589.00	280589.00	AccInv\2	USD
SDINEXP0369	02/15/2016	12987.00	12987.00	AccInv\3	EUR
SDINEXP0370	02/15/2016	35711.00	35711.00	AccInv\5	EUR
SDINEXP0371	02/15/2014	35711.00	35711.00	AccInv\5	NZD
SDINITM0430	01/30/2015	1230.00	1230.00	AccInv\7	USD
SNOTE\00082	02/15/2016	30000.00	-30000.00	AccNote\1	USD

This is an Automated eMail. Please do not reply to it.

Powered By Ramco Mail It

Even better...how about the Bot reads your Outlook Calendar and...



Fills your
Timesheets



Raises Travel
requests

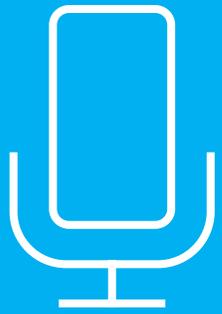


Alerts on your
next Assignment



Raises Your Expense
claims

We know All Know...



70% of all transaction in
2023 will be Voice

Voice is the new UI



Plan your
Calendar



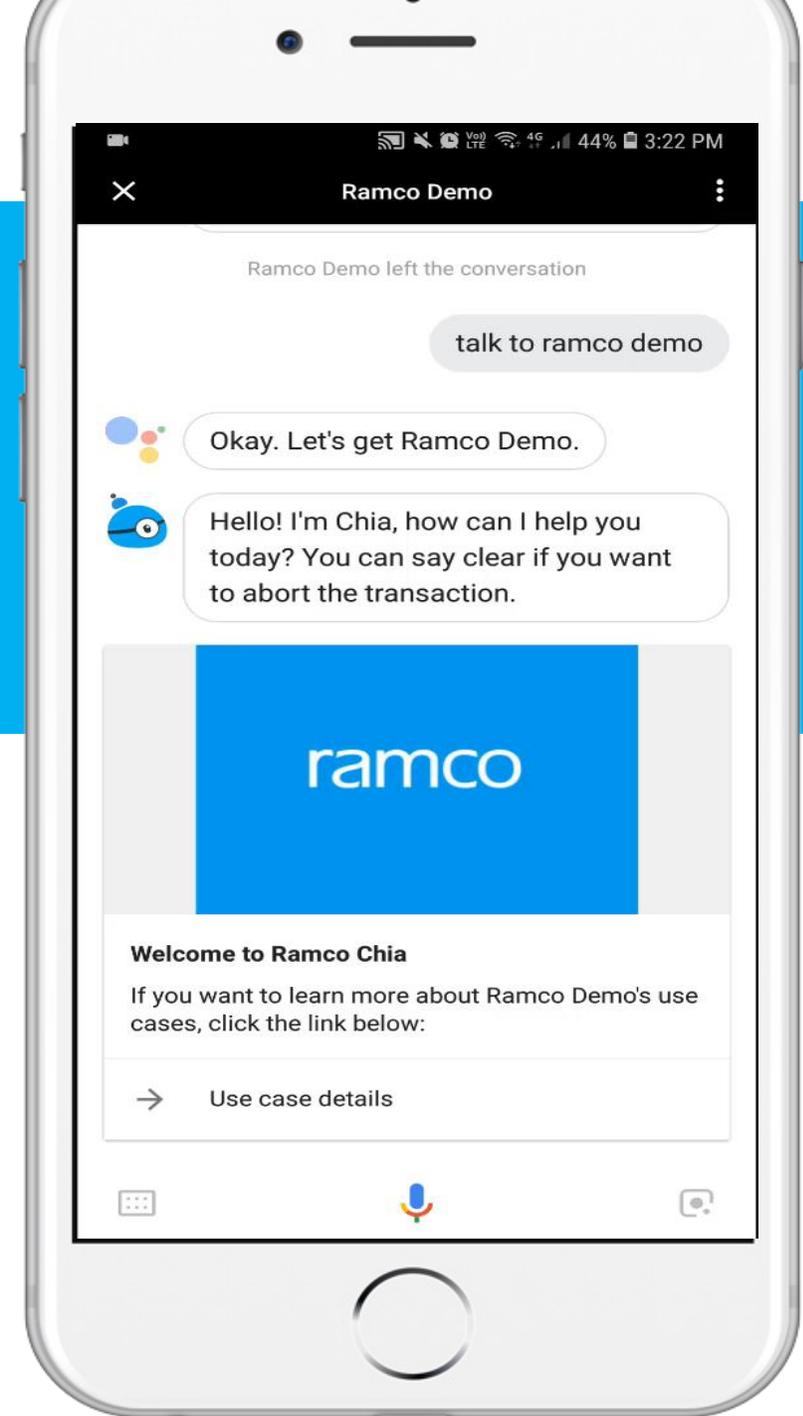
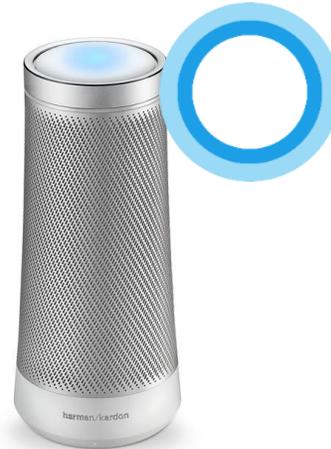
Apply Leave



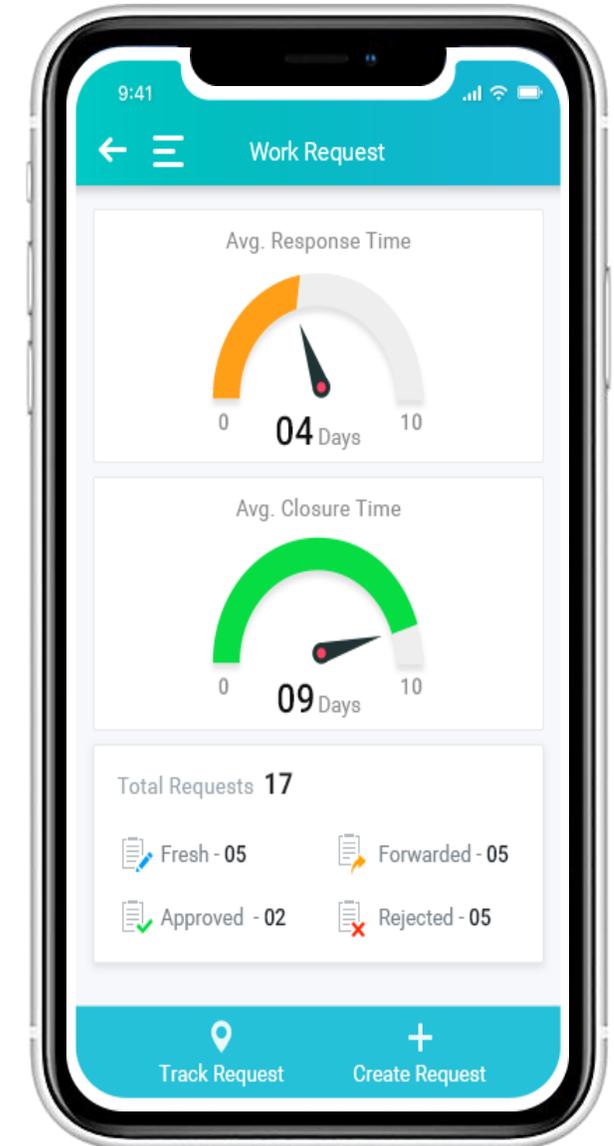
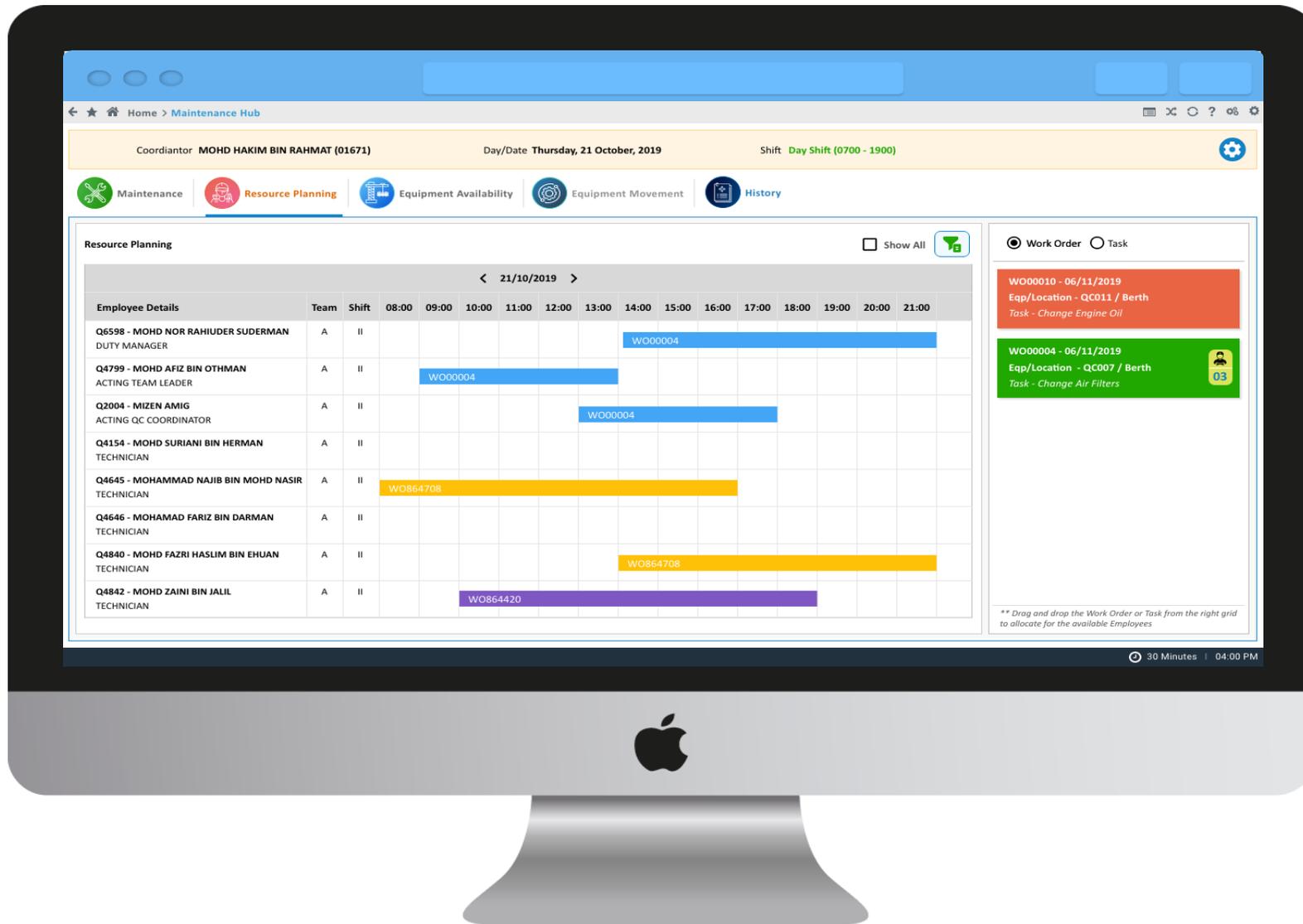
Instant
Approvals



Check your Customer
Outstanding

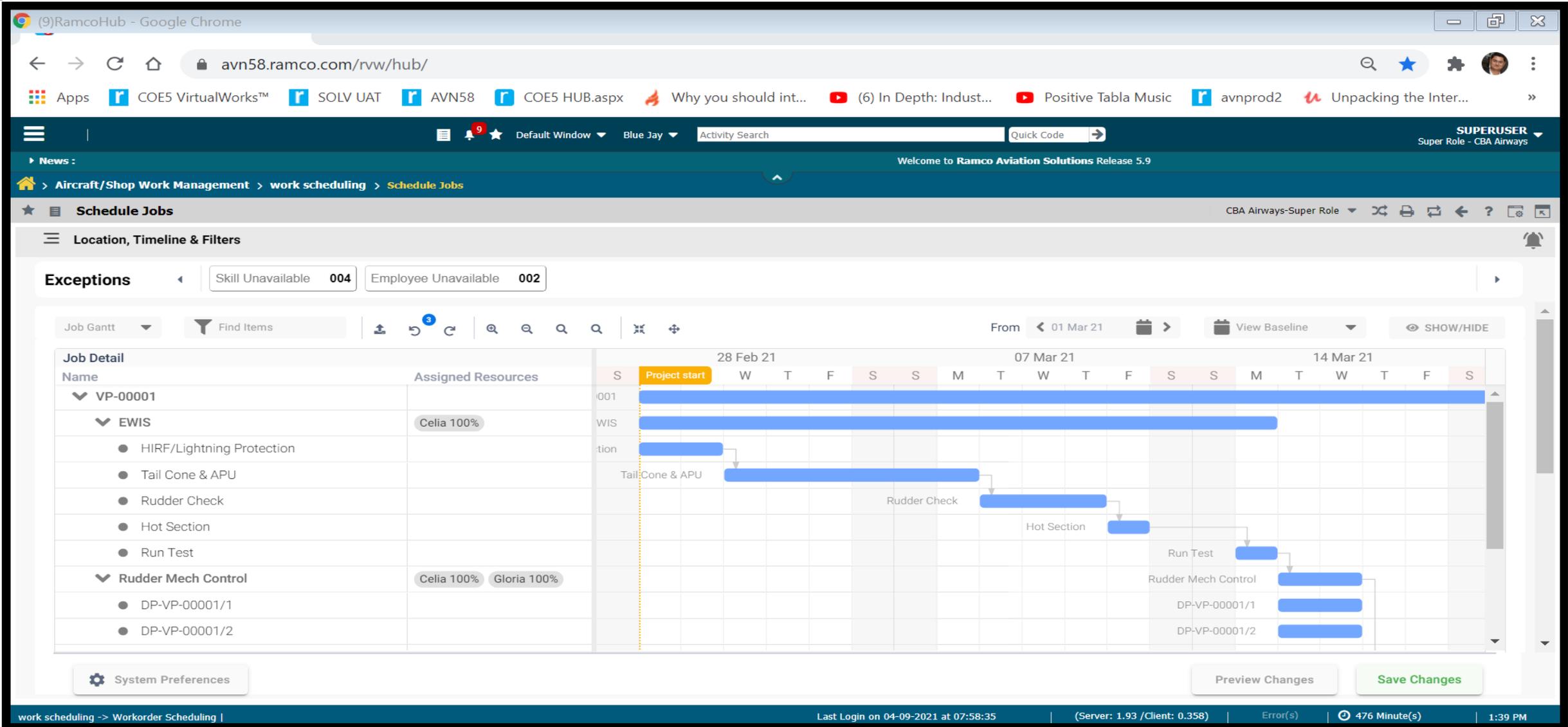


Intuitive UI & UX for users... and admins as well.

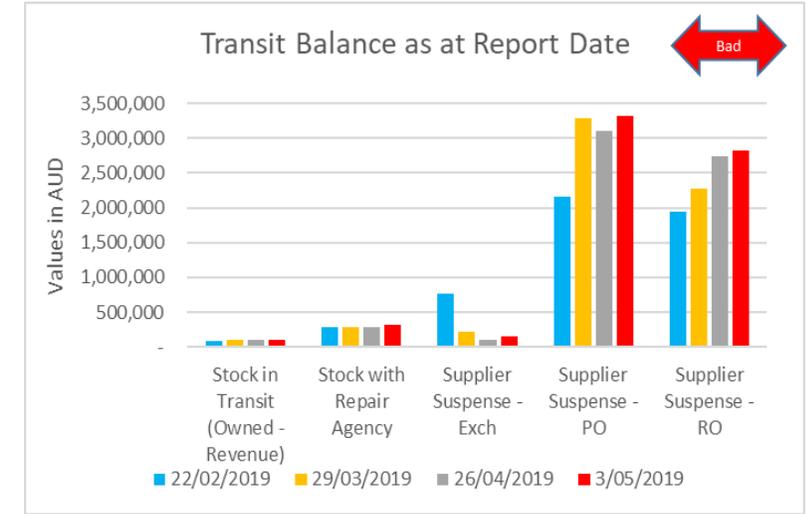
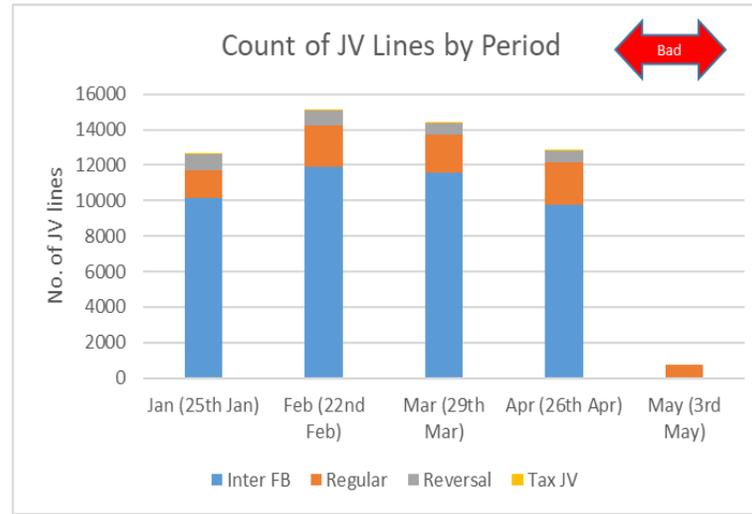
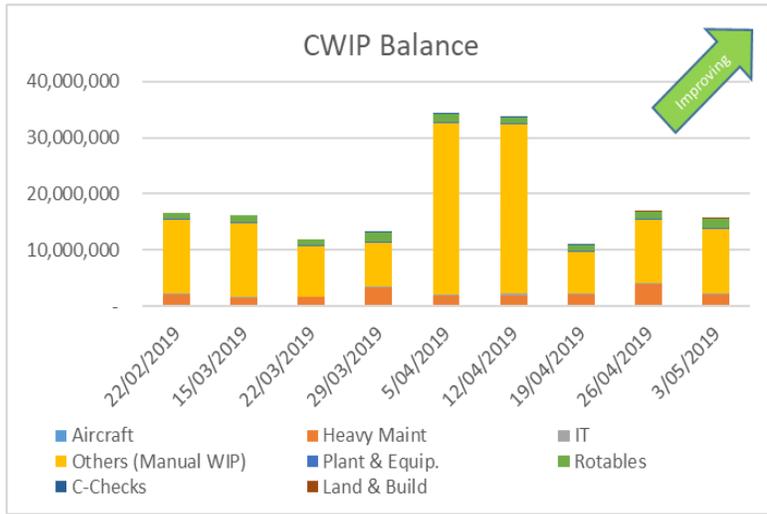


ramco

Gantt Charts



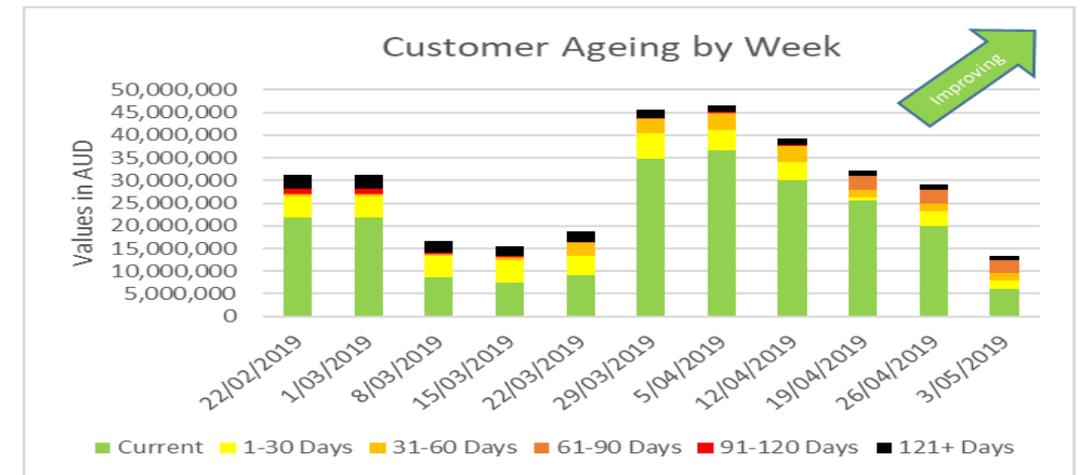
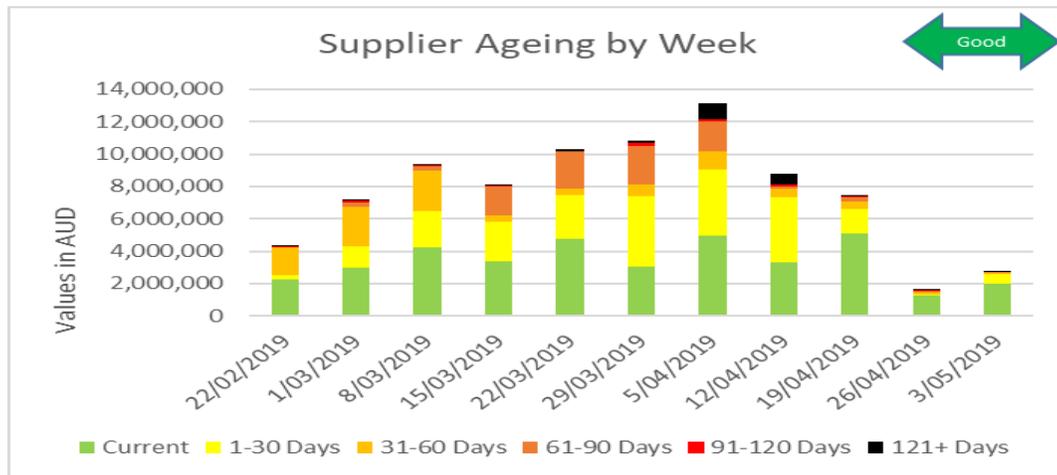
Operational Metrics - Finance



Aim: to reduce the Manual WIP balance posted against Exp. Inv and JV

Aim: to minimize the number of journal lines

Actual balances against their target values



Aim: to maximize current and minimize aged creditors

Aim: to minimize overdue customer invoices



How we leverage AI/ML



Bringing Up The Right Choices And Selections:

Universal Validation, Smart Suggestions & Defaulting



Preventing Damage:

Catching Mistakes, Errors & Even Fraud



Organizing & Preparing For The Future:

Being Able To Predict Events Such As Faults & Failures

You Act By Only Exceptions...

Anticipatory Computing Makes You
Alive And Active

Anticipatory computing



Moving Towards Smart Prediction of Events based on advanced algorithms

- You attend a **safety meeting every Thursday** this time, shall I clock your time?
- Proactive customer follow-up based on past customer behaviour
AI should be like 'Melted butter' : Barely Visible, Highly perceived !
- Can I raise a Travel request based on Meeting acceptance in Calendar?
- Automatically manage working capital based on customer behaviour

AI / ML | Auditing – Month-end Variances

The screenshot displays a financial review interface for 'Review Financial Statements'. The 'Trial Balance' tab is selected. The company is 'CBA' and the finance book is 'CBAFB'. The period horizon is '01Jan18-31Dec18' as of '11/22/2018'. A table lists various account codes and descriptions, with columns for Opening Balance, Movement, and Closing Balance. The account '510220 Emp Hotel Charges' is highlighted with a red dot in the debit column of the Movement section, indicating an exceptionally high value.

Account Code	Description	Account Group	Opening Balance		Movement		Closing Balance	
			Debit	Credit	Debit	Credit	Debit	Credit
510170	Salary	EXPENSES	0.00	0.00	1917577.00	0.00	1917577.00	0.00
510180	Salary Tax	EXPENSES	0.00	0.00	1168226.00	0.00	1168226.00	0.00
510190	Health Insurance	EXPENSES						
510210	Administration Fee	EXPENSES						
510220	Emp Hotel Charges	EXPENSES			1055842.00	0.00	1055842.00	0.00
510230	Emp Meals	EXPENSES	0.00	0.00	646092.00	0.00	646092.00	0.00
510240	Emp FAA Medical Exam	EXPENSES	0.00	0.00	924362.20	0.00	924362.20	0.00
510250	Emp Phone Bill	EXPENSES	0.00	0.00	786925.00	0.00	786925.00	0.00
510260	Repair Services	EXPENSES	0.00	0.00				
511100	Material Cost - PBH	EXPENSES	0.00	0.00				
511200	Service Sale Income	EXPENSES	0.00	0.00				
512100	Labour Cost - PBH	EXPENSES	0.00	0.00				

Exceptionally high value in Employee Hotel Account

AI / ML | Auditing – Month-end Variances

Default > Journal Voucher > View Journal Voucher

View Journal Voucher Super Role - Chicago

Voucher No. JV-000044-2018 Voucher Type Regular Status Authorized
 Transaction Date 08/03/2018 Finance Book CBAFB
 Remarks Proposal No.

Reversal Voucher Details

Reversal Voucher no. Reversal Period
 Reversal Date
 Control Total 181,234.00

Project Information

Project OU Project / Sub-Project Code Project / Sub-Project Description
 Job Number AFE Number

Reference Voucher Details

Reference Voucher No. Transaction Date

Accounting Information

#	Account Code	Account Description	Dr. / Cr.	Transaction Currency	Transaction Amount	Base Currency Exchange Rate	Base Amount	Remarks	Cost Center
1	510220	Hotel Charges	Dr	USD	181,234.00	1.000000	181,234.00	Hotel Charges incurred during India Customer	848
2	15233	Accrued Expenses	Cr	USD	181,234.00	1.000000	181,234.00	Hotel Charges incurred during India Customer	

Journal Voucher -> View Journal Voucher Last Login on 01/02/2019 at 10 52 | 5994 Minute(s) | 11:28 AM

Exception Info at Transaction Level

AI/ML Anomaly Detection

Activity Search 2508

Default Themes

Ashish Upreti
Super Role - Chicago

Default > Purchase Order > Approve Purchase Order

★ Approve Purchase Order Super Role - Chicago

PO Details

PO No. AB/1792/1415
PO Date 02/26/2019
Supplier Code NSA-VEN-A
Buyer
Ship From ID
Remarks

Amendment No. 0
Folder
Name Bridgestone Tyres
LOI
Approval Date 02/26/2019

Ref. Quotation No.
Type General
Contact Person John Abraham
LOI To Order NO
Hold
Imports

Line Details

#	Line	Project Code	Project Description	Item Code	Variant Code	Desc.	Quantity	UOM	Cost	Per	Receipt At	Schedule Type	Need Date
1	1			2010		H.T. Rebar 10.0mm Dia X 12m	2,000.000	MT	2.00	1.000	Chicago	Single	01/11/2019
2	2			2020		M.S.CQRebar5.8mmDia.X12m	10.000	MT	2.86	1.000	Chicago	Single	01/11/2019
3	3			2030		M.T.Rebar16.0mmDiaX12m	50.000	MT	2,674.49	1.000	Chicago	Single	01/11/2019
4												Single	

Get All Quote Line No. **View Anomaly** View Warehouse Information

Purchase Order -> Approve Purchase Order

Last Login on 01/02/2019 at 10 52 | 5997 Minute(s) | 3:13 PM

AI/ML Anomaly Detection

Approve Purchase Order

PO No. AB/1792/1415 | Amendment No. 0 | Ref. Quotation No. | Type: General

PO Date: 02/26/2019 | Folder: | Name: Bridgestone Tyres | Contact Person: John Abraham

Supplier Code: NSA-VEN-A | Buyer: | LOI: | LOI To Order: NO

Ship From ID: | Approval Date: 02/26/2019 | Hold: | Imports:

Remarks:

Outlier - Item Discrepancy Details :

Line No.	Item	Anomaly On	Current Value	Distribution/Range	Mode
01	H.T.Rebar10.0mmDiaX12m	Quantity	2000.00 MT ↑	10 - 40	25
03	M.T.Rebar16.0mmDiaX12m	Rate	2674.49 \$ ↑	20.99 - 37.20	26

Get All Quote Line No. | View Item Purchase Information | View Warehouse Information

Purchase Order -> Approve Purchase Order | Last Login on 01/02/2019 at 10:52 | 5997 Minute(s) | 3:13 PM



Digital Transformation

Innovation

Digital Transformation of Core Business

Optimization

Machine Assisted Decision Making - Predictions & scenario evaluation

Achieved through common ERP across brands, Segments

Connected, Real-Time

Simplify Process | Upgrade | Standardization across brands |
Prepared meal vs Cook at site | Get to a high integrity transactional data

Connect to the Future with Ramco

Innovation Lab

Singapore
powered by
ramco

 Testing &
Contact Tracing

 Safe Distancing
at Workplace



AI/ML



Face API



Next-Gen
Mobility



Big Data
through IoT



Mixed
Reality



Drone Based
Inspection



Safe entry
and Exit





Customer Case Studies

One of the largest Ports in Malaysia replaces Oracle with **Ramco ERP** to bring digital transformation to their Asset Intensive Port Operations



A Member of  **MMC Group**

- Part of One of the largest groups in Malaysia having vested interest in 7 ports
- Current port offers 14 berths totaling 5 km of linear wharf length | 1.2 million sq m container yard | Contains around 214,000 TEU in storage space | 38,000 ground slot | 5,080 reefer points

Key Business needs

- Replace the existing Oracle Solution and several other disparate point solutions
- Bridge functional gaps in Oracle, provide ease of use
- Single integrated solution for real time insight, including accurate maintenance costs, part availability across sites
- Use latest technology and ease of use for their operations
- Accurate HR and Payroll Solution
- Optimize processes across functions
- Interface with Billing and Fuel management system

Key Pain Points

- No single version of truth
- Old technology with manual processes
- High administrative overheads, increased inventory levels
- Maintenance costs of multiple point solutions
- Manual process for Planning, Budgeting, e-tendering, treasury management
- No accurate view of cost, budget utilization

Solution offered

- End-to-End Asset Management
- Finance, Procurement & Inventory
- HCM & Payroll
- Customer Portal, Supplier Portal
- Integration with Partner Solution for Analytics, E-tendering and Treasury management
- Integration with existing Billing System and Fuel Management System

Duration of the Project

- The project is planned to be completed in 12 months for the entire above mentioned scope

Competition

- Win comes in after tough competition from biggies like SAP, Oracle, IFS and few other regional players



**Ranked #1 in ownership of crawler cranes worldwide |
Fleet size of more than 1500**

Headquartered in Singapore, Tat Hong is one of the world's leading crane rental companies, with a fleet size of more than 1500 comprising of crawler, mobile and tower cranes ranging in size from under 50 tonnes to 1600 tonnes. Over the past four decades, Tat Hong has expanded their operations to include Singapore, Malaysia, Thailand, Indonesia, Hong Kong, China, Vietnam, and Australia.

With more than 30 years of track record, Tat Hong serves customers in diverse industries such as construction and engineering, infrastructure, oil and gas, power generation and resources.



TAT HONG

Key Business needs

- Improving and streamlining business processes for rental operations
- Analysis and insights for ensuring business outcomes
- Single integrated solution for real time insight, including accurate maintenance activities and maintenance costs
- Optimize processes across sites, provide anytime anywhere access to personnel
- Use latest technology without the burden of costly and complex upgrade projects
- OpEx model, with flexibility to ramp up or down as required

Solution offered

- Ramco Equipment Rental Management on Cloud including end-to-end rental operations, asset life cycle management, supply chain
- Portals and Dashboards
- Reporting and Integration Platforms on Cloud
- Advanced reporting and BI
- Mobility
- Tat Hong Web-Portal integration for customer enquiries
- Finance integration for invoicing data with legacy system
- Equipment tracking on maps

Key Business benefits

- Covers rental operations for huge fleet of equipment for their rental operations
- Billing methodologies like calendar based, full month based, proration, hour meter based billings to give more flexibility in billing
- Improved workflows in rental – as equipment rental, Maintenance, Purchasing and Inventory, are all integrated
- Vastly superior ease of use – easy transition with no formal change management programs needed
- Accurate view of cost, equipment availability, budget utilization, equipment movement, repairable tracking
- Enterprise Reporting Platform to give better insights.



AV GROUP

Grown by Nature, Served by us

Avi Agri Business Limited carries out solvent extraction activities with a seed crushing capacity of 1400 MT per day and 300 MT per day refining capacity. It is a globally recognized export house and one of the big player in Soya and other Agro Commodities' trading and manufacturing. The manufacturing facility is located in the heart of Soyabean growing area with head office at Indore, India.

Business Needs

- Lack of integrated information /transaction processing system
- Production costing was a big pain as well as item wise profitability calculation
- Growing business needs required a system to be scalable along with being flexible
- Decision making for top management by getting business critical information at the fingertips.
- Seeking a native ERP leader to meet needs of Indian soya industry

Solution

- Integrated solution which facilitates all trading & production oriented business processes
- Process Production
- Supply Chain Management (Inventory, Procurement, Sales & Shipping)
- Exports Management
- Finance & Accounting
- Quality Management (item attribute's quality based automatic amount deduction)
- Gate Operations (Inward & Outward)
- Weigh Bridge Integration
- RTGS Payments

Key Business Benefits

- End to end traceability of materials
- Complete tracking of the raw materials used with supplier's City/Mandi information for the produced finished goods items.
- Automatic calculation of quality deduction amount based on attributes, during the goods receipt process.
- Stock check and stock valuation availability instantly
- Optimized inventory and replenishments.
- Item wise actual cost of production and profitability.



A 100% EOU and a JV between AV Thomas group and McCormick Corp US.

Key Business needs

An integrated system to bring increased transparency and efficiencies across the enterprise.

Solution offered

- GL,AR,AP,FA and Management Accounting, SCM with Process Production. Statistical Process Control Maintenance. Attendance Recording System

Key Business benefits

- Clarity and transparency, improved operational efficiencies, Availability of real time information.



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Tilda

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- Established in 1983
- 'Super Star Trading House' with turnover of US \$1.5 Bn
- Largest Non-Oil Trading division in India with more than 40 Physical Locations
- Trade Network spans 85 countries across Asia, Africa, Europe, Oceania and Americas
- Has a whole owned subsidiary in Singapore

Business Needs

- Bottlenecks in Notional Pricing, Deferred Purchasing, budgeting, costing, imports & exports related accounting, freight
- Analytical Data on Tracking prices due to volatility in metal prices
- Fluctuating and Intricate Government policies needed to be addressed.
- Fluctuations in Currency Exchange Rates and impacting Sales Prices
- Increasing complexities with regards to Custom Duties, Bonding by Government on Bullion
- Reconciliation of stock losses of precious metals and their accounting

Solution

- Finance and Accounting
- Advanced features for Bank, supplier and Customer Reconciliation
- Special accounting systems for Custom duty accounting, bonding, and stock transfers
- Notional and actual pricing for bullion transactions
- Price fixation, exchange rate fixation systems, Invoice cum purchasing systems
- Comprehensive accounting systems for Custom duty, freight, cargo clearance
- Entire gamut of shipping, vessel fixation, and transportation features required for trading
- Retailing – Sales through local shops and duty free outlets

Key Business Benefits

- Streamlined price fixation using the Ramco Notional pricing system
- System handles a set of complex systems and processes with dexterity
- Being in bullion trading, Ramco solution is able to address the unique features relating to weight controlled items for Metals
- The special requirements of stock transfer and valuation of stock have been fully addressed

Ramco ERP ensures 70 million meals per year gets delivered across US, on time, every time



- Chicago based USD 200 Million company
- Pioneer of school meal programs, since 1967
- Leading supplier of component meal systems for schools, Early Childhood & Senior Centers, as well as frozen pre-plate meals to airlines, military and healthcare facilities.
- Has five plants that manufacture, assemble and distribute meals to customers.

Key Business needs

- Preferred Meals needed a system that would-
 - Support rapid business growth
 - 50% planned for next 5 years
- Have the required flexibility to adapt to each client's unique business practices
- Eliminate multiple disparate applications, providing the company a uniform platform throughout
- Be secure, reliable and scalable
- Integrate islands of information into a single solution encompassing all functions of the organization
- Eliminate redundancy in data entry
- Be a user friendly, web based application

Solution offered

- Menus for customers of Preferred Meal Systems
 - Building Menus
 - Maintaining customer calendars
 - Maintaining nutrient values mandated by USDA
- Inventory Planning, Tracking and Management based on customer menus and calendars
- Purchasing
- Sales – Pick to Ship
- Manufacturing – Preparation and delivery of the menu items
- Nutrition Rollup & Cost Bills
- Financial Accounting

Key Business benefits

- Integrated system has increased efficiency
- The new system supports the speed of Business Flexibility
- New client rules can be integrated quickly into the system
- Improved Inventory Planning and Management
- Nutrition system has increased accuracy
- Common business processes and tools across all facilities
- Capabilities such as Truck Reconciliation, Site Accessory Tracking and Mass Order Updates for Snow Days
- Enables new key performance indicators for Forecast Accuracy, Order Fill Rate and Inventory Accuracy
- Provides a "Single Version of the Truth" via a common database
- Retirement of the Legacy System
- Reduction of the ongoing cost of systems support and maintenance
- Enables future on-line customer order entry and customer menu/report access via the internet



- NOK 13 Bn company | leading newsprint producer | 3 Mills in ANZ | Production capacity of 715 000 tons |

Key Business needs

- A single, integrated Enterprise Suite to replace both EAM and Financials
- A high degree of functional fitment with their existing best processes and practices
- Smart use of mobility – to empower users and to enhance their productivity
- A robust implementation approach for smooth transition
- A modern cloud based architecture

Solution offered

- Ramco EAM on Cloud provided an Integrated Solution for Norske Skog to manage its
 - Financials
 - Inventory Management
 - Maintenance planning
 - Maintenance program
 - Procurement and
 - Projects

Key Business benefits

- 10 Mn saving over 5 years
- 3 Upgrades at zero cost
- 75% less capex than conventional
- Workflow automation up by 50%
- Month end raw material reconciliation reduced from 6 hours to 30 minutes
- AP invoicing is 50% faster

World's Largest IFEC Line Maintenance & Repair Network

- Headquartered at NJ, USA, With central locations at both Trenton Mercer (TTN) and Philadelphia International (PHL) airports
- 64 maintenance stations across 9 repair facilities and 1600 users in more than 30 countries
- Carries out more than 34,000 turns a month and performs repairs on more than 217,700 line replaceable units a year

Key Business needs

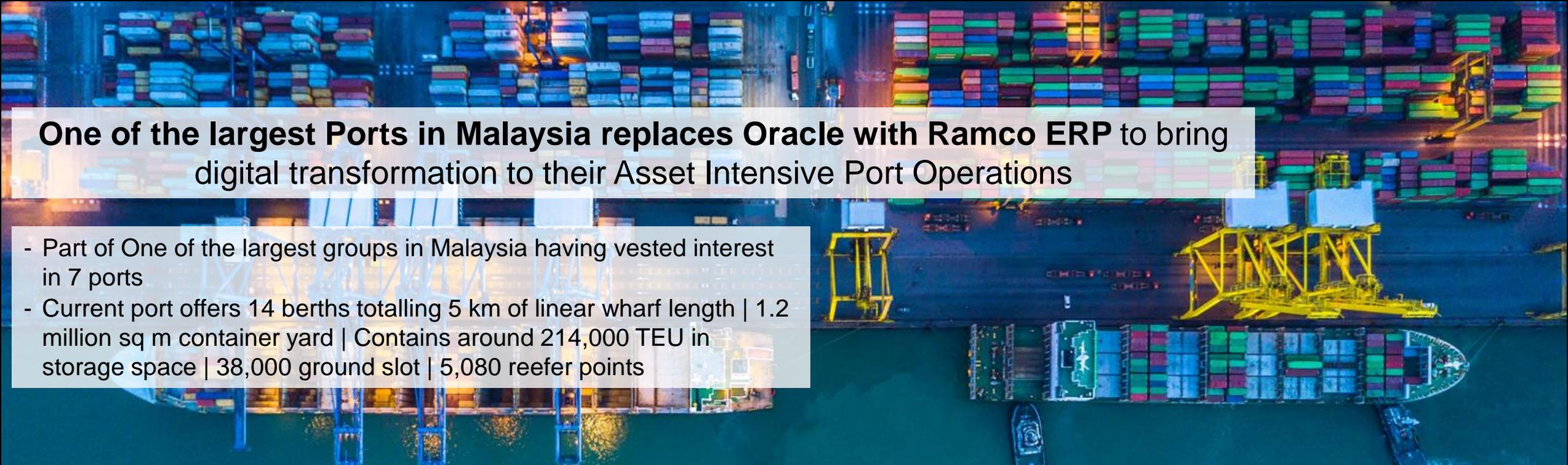
- Integrated solution for managing Global Component Repair Operations and Line Maintenance
- Better manage multi geo customer contracts
- Flexible and Robust Software solution for Growing business and future Expansions

Solution offered

- Ramco Aviation Maintenance, Materials , MRO Sales and Analytics modules
- Mobility Maintenance Solution with LOPA, Real Time Updates and true offline capability
- Backend integration with Oracle for Procurement and Financial Posting

Key Business benefits

- Comprehensive Contract Driven Maintenance Management Solution
- Robust Digital Processes including Full Mobility suite, ERP Integrations and Detailed Dashboards
- Proven system for reduced TATs



One of the largest Ports in Malaysia replaces Oracle with Ramco ERP to bring digital transformation to their Asset Intensive Port Operations

- Part of One of the largest groups in Malaysia having vested interest in 7 ports
- Current port offers 14 berths totalling 5 km of linear wharf length | 1.2 million sq m container yard | Contains around 214,000 TEU in storage space | 38,000 ground slot | 5,080 reefer points

Key Business needs

- Replace the existing Oracle Solution and several other disparate point solutions; Bridge functional gaps in Oracle, provide ease of use
- Single integrated solution for real time insight, including accurate maintenance costs, part availability across sites
- Use latest technology
- Accurate HR and Payroll Solution
- Optimize processes across functions
- Interface with Billing and Fuel management system

Solution offered

- No single version of truth
- Old technology with manual processes
- High administrative overheads, increased inventory levels
- Maintenance costs of multiple point solutions
- Manual process for Planning, Budgeting, e-tendering, treasury management
- No accurate view of cost, budget utilization

Key Business benefits

- End-to-End Asset Management
- Finance, Procurement & Inventory
- HCM & Payroll
- Customer Portal, Supplier Portal
- Integration with Partner Solution for Analytics, E-tendering and Treasury management
- Integration with existing Billing System and Fuel Management System



US based, Global Leader in **Talent Solutions**, and the largest privately-held staffing company in the world

ALLEGIS TRUSTS ramco
GROUP

Leveraging **Ramco ERP** for service centric business along with **HCM & Payroll**

7000+ employees across 8 countries | India, Singapore, Malaysia, China, Hong Kong, Japan, Australia & New Zealand

- World's top Staffing service provider , Adecco India is headquartered in Bangalore with 60 branches across India and client base of 1000+ customers
- Deal with Executive Search, Recruitment, Learning and Temporary Staffing across various industry segments
- Part of Adecco Group, a Fortune 500 company headquartered in Switzerland

Key Business needs

- Reduce revenue leakage due to disconnect between operations, payroll & Invoicing
- Robust contract management
- Payroll run at multiple levels viz., Customer, Contract, Site, Employee

Solution offered

- Ramco SRP including Contract Management, Staffing, Finance, Procurement, HCM & Payroll
- Robust Payroll and Global Tax engine
- Wage registers and contract labor reports

Key Business benefits

- ROI was achieved in less than a year
- 40% reduction in invoicing errors
- 90% reduction in Invoice TAT
- Onboarding process is 80% faster

Thank You

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