



ramco

Logistics ERP Software

Powered by next-gen technology



Cloud
Hosted



Mobility
Driven



BOTs
Enabled



Intelligent
Command
Centre



Uberization of Logistics has arrived!

Will you be

DISTINCT or **EXTINCT?**

Principles underpinning Ramco Logistics Suite....



A Truly Integrated Solution with End to End Capabilities

Typical software ecosystem of Organisations



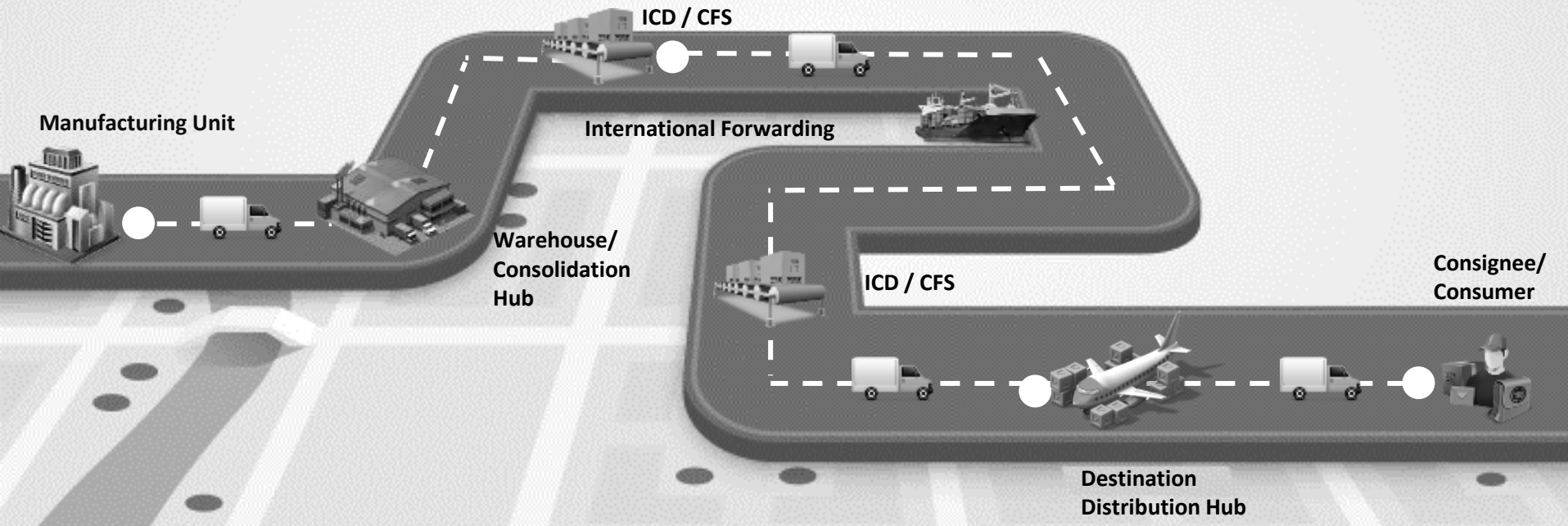
Ramco's full suite Logistics



Ramco Logistics Solution Spectrum

Transport Management	Hub Management	Warehouse Management	Fleet Management	Visibility	Rating & Billing	Finance & Accounting	HCM
Order Management	Hub Management	Inbound	Fleet Management	Event Management	Lead and Complaint Management	General Accounting	Core HR
Planning & Tendering	Parent Child Management	Outbound	Fleet Maintenance	Command Center	Rating & Contracts	Receivables Management	Time & Attendance
Execution & Documentation	Cross Dock	Inventory Management	Asset Management	Vendor Portal	Invoicing	Payables Management	Payroll
Container / Leased Pallet Management	CFS/ICD Management	Value added services	Workshop Management	Open Portal	Claims	Fixed Assets Management	Talent Management
AIDC / Mobility	Tools			Add-Ons		Statutory	
WMS HHT Apps	iPO Optimizer			Mail IT		Run Sheet	
HMS HHT Apps	iRIS Integrator			BOTS			
TMS Driver App	RTI Integrator			Burst Tendering			
Tendering App	Qlik/Power BI			Auto Tariff Type Creation			
	APIs						

Spanning a wide Logistics landscape



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.....

Visibility of

- ⑩ Revenue from the Booking Request till it hits the finance books
- ⑩ Order from Booking till Invoicing
- ⑩ Multi faceted Profitability
- ⑩ Order failures and Unserviceable Orders
- ⑩ Events
- ⑩ Revenue Leakages



Further Augmented by Next Gen Command Center Capabilities

AI Driven

Minimal Manual Intervention

Continuous improvement

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

Command Center
IPO / BI / AI

TMS

WMS

ERP

Operational Systems

Customer

Supplier / Partners
/ Carriers

ERP

Supply Chain Eco System

GPS

Data
Aggregators

Market
Behavior

Other Feeders

And also simplified by Mobility and Cognitive Features



HUB



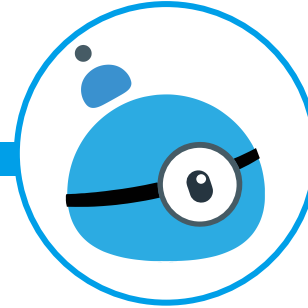
Mobile devices



Hand Held Terminals



Mail IT

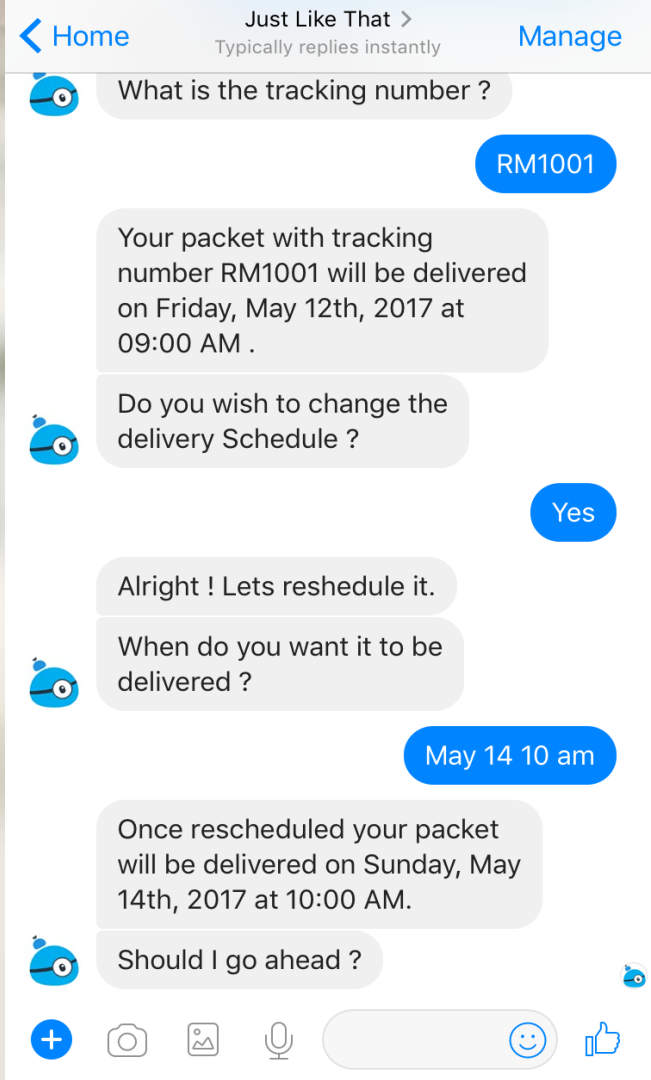


BOT IT



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



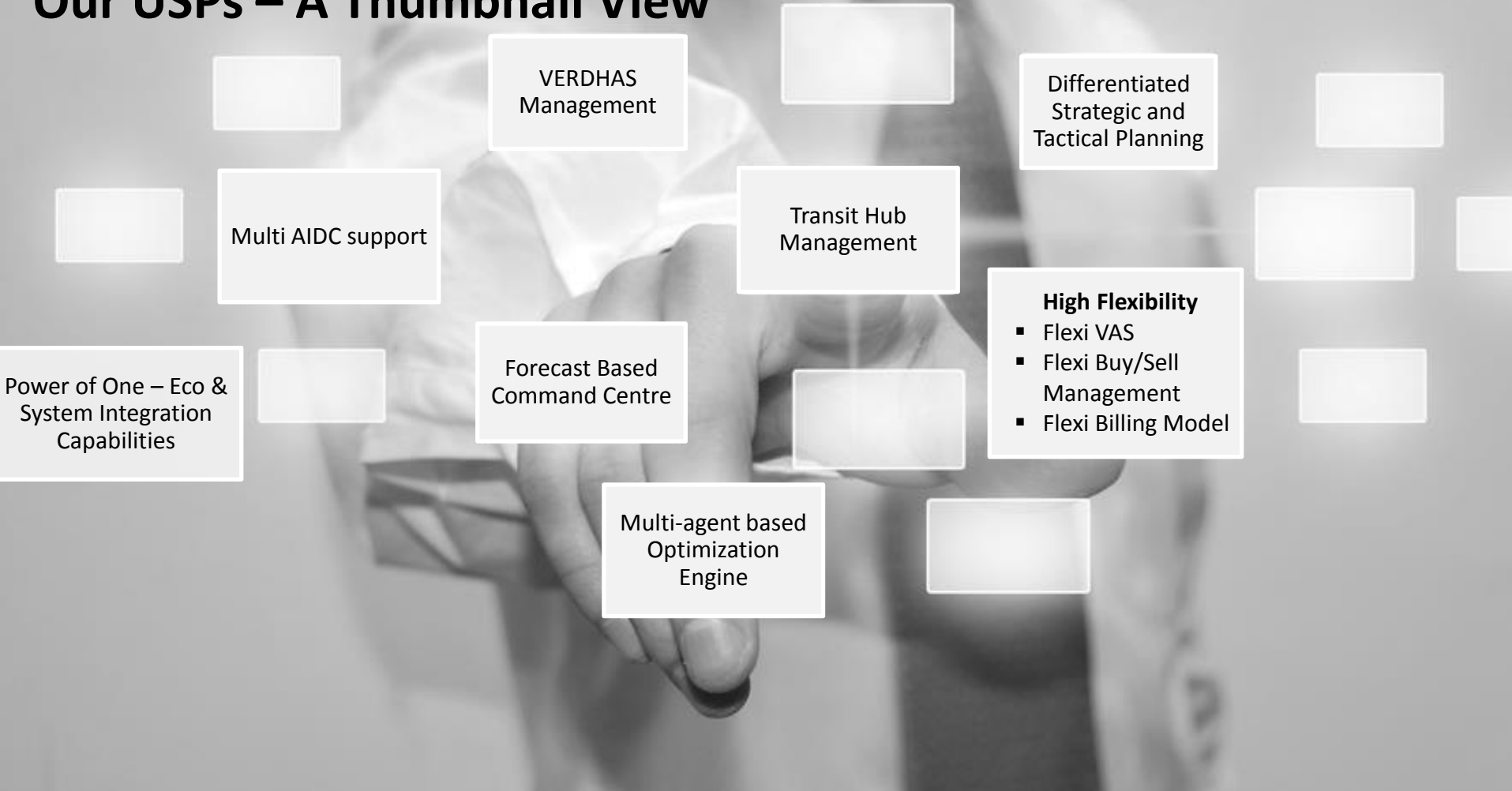
- Achieve operational flexibility
- Optimize revenue and margins
- Provide End to End Visibility
- Reduce Cost of Operations

Parcel / Courier / Last Mile Service Providers



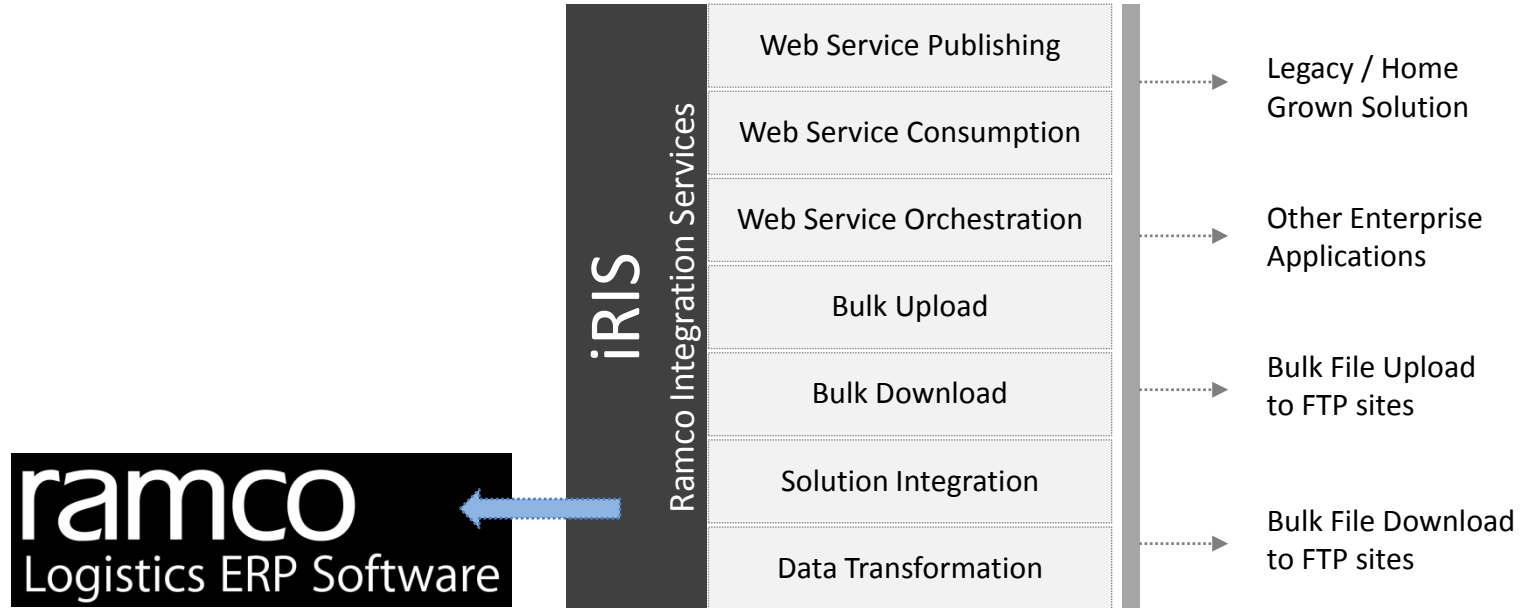
- Improve responsiveness
- Boost On time Delivery
- Maximize yield
- Serve Omni channel world
- Reduce Cost of Operations

Our USPs – A Thumbnail View

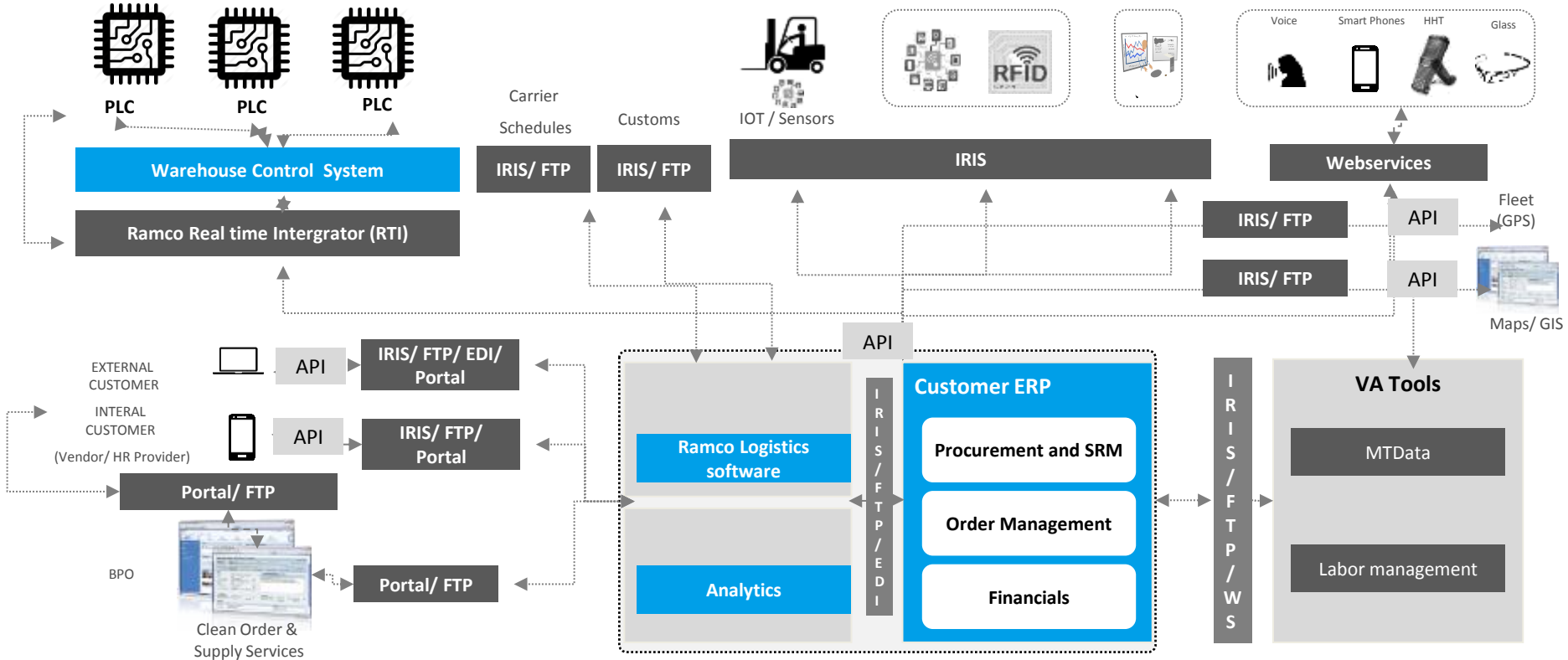


Technology Platforms that Augment our **Logistics** **Capabilities**

Enabling an integrated Ecosystem with Ramco iRIS



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

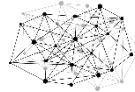
- Picking & Put away
- Wave
- Dispatch



Flexible
framework



Constraint
Programming



Library of
Algorithms



Intuitive
Planning
Cockpit



Parallel
Processing
Multi
Agents



Ultra-Fast In-
Memory
Processing
Low Run time

In-Memory
Planning &
Optimization (iPO)

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

Tracking Details

#	CH No.	Ref No.	Br No.	Date	Ship From	Ship To	Status
1		1234	BR_000000445_2016		BAYVIEW EDEN	#1879 DM ALEXANDRIA	Booking Confirmed
							

Notify Event

Information:-

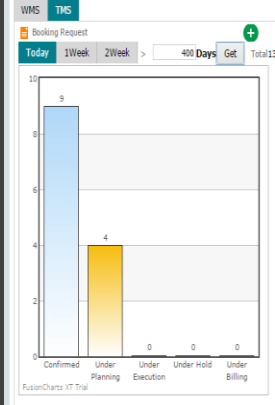
- Please contact our customer service through our Website.
- * POD signature only available to Customers who have Client Login details.
- If you require Client Login details please Contact Us.

Closed Portal

Customer Portal

Customer ID: C11234

User ID: LGTAD@NUSER



Track Events

Document Item Invoice Payment

DocumentType: Booking Request

Document No:

Customer Item Code Item Code

Track

Invoices

Download Claim Form

Reports

- Booking Report
- Consignment Summary
- DIPOT
- Contract Expiry

Analytics

LGT Customer Portal -> Customer Portal

59 Minute(s) 4:05 PM

And a Gamut of Technologies and Partnerships...



Platform Tools

UX

Mobility

Cloud Solutions

Wearables And BOTs

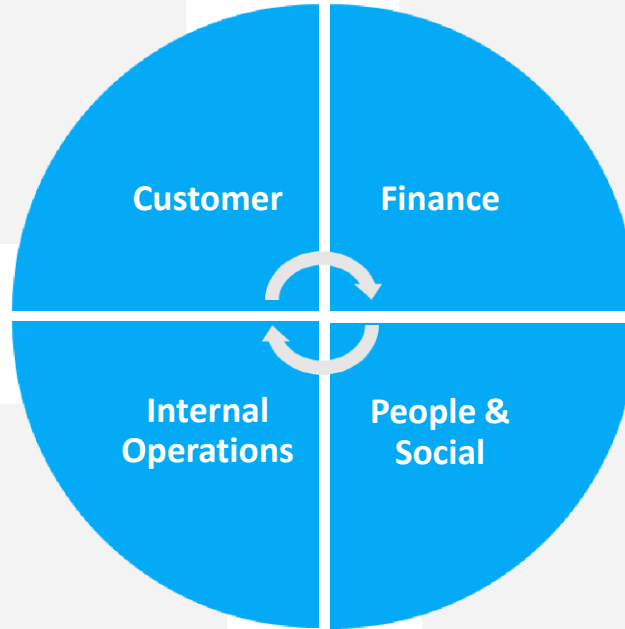


Executive Dashboards

To Drive Decision Making

Executive Dashboards

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



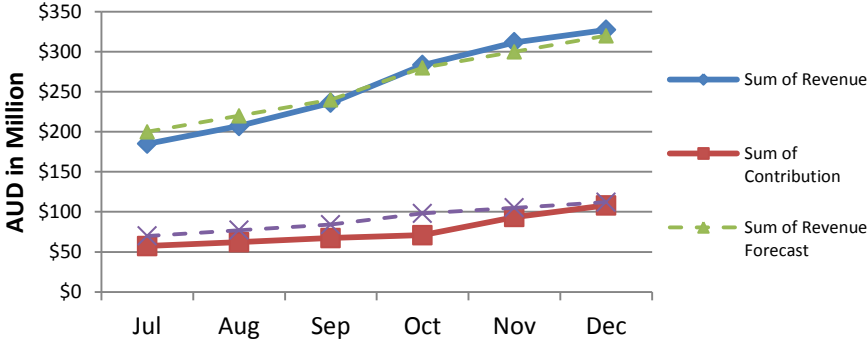
- Revenue/Contribution Trend – Actual Vs Forecast
- Revenue/Contribution Trend – BU wise
- Cost Analysis and Cost Variance
- Asset Turnover Ratio
- Fleet Efficiency
- Receivables Outstanding Analysis

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

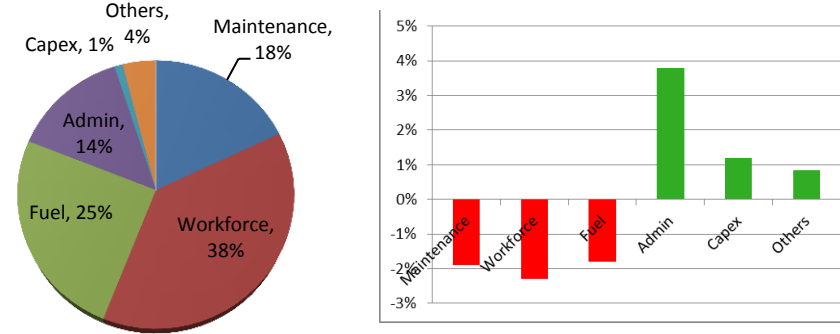
- Customer Engagement (Key Events)
- Employee Engagement (Key Events)
- Subcontractor Engagement (Key Events)
- Headcount
- Top 5 Salesperson

Sample Finance Dashboards

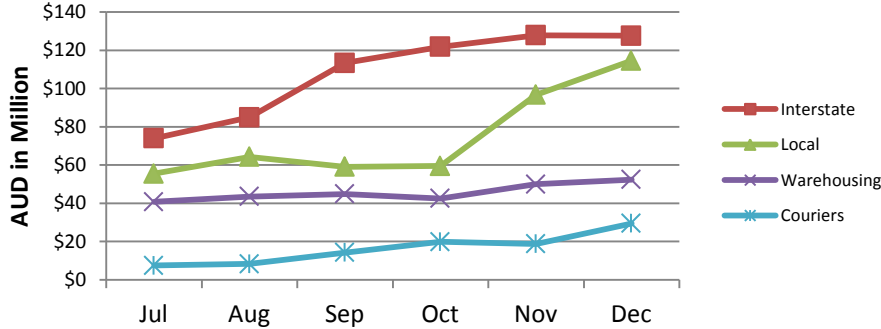
Revenue/Contribution Margin Trend



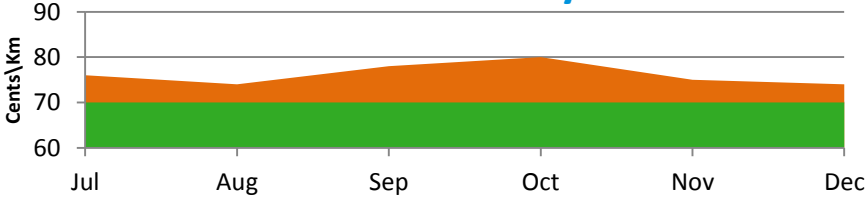
Cost Analysis



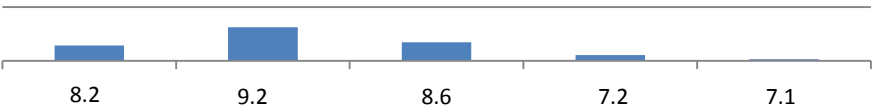
Revenue BU wise



Fleet Efficiency

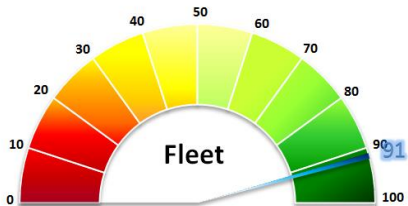


Yield per Kg per Km

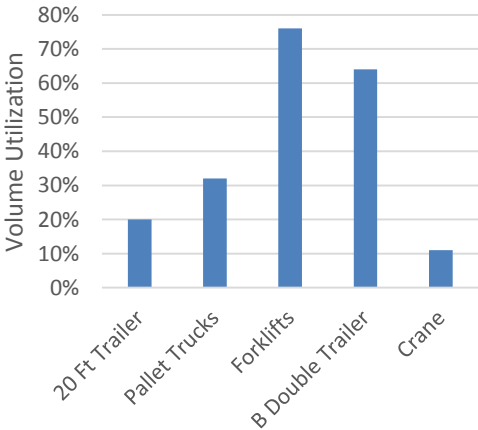


Sample Operations Dashboards

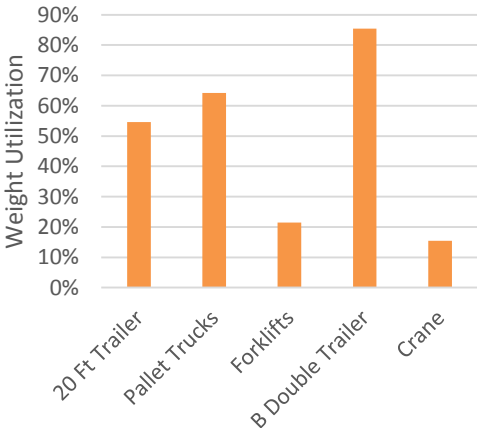
Asset Utilization (%)



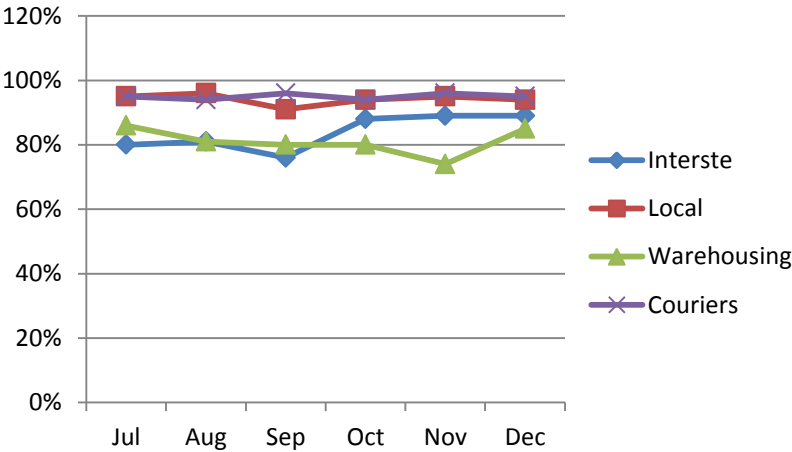
Volume Capacity Utilization



Weight Capacity Utilization



DIFOT




Ramco Logistics Suite on **Mobile** – Sample Illustration

Driver Mobile Application – Trip Execution


< Trip Leg Details

BR9234239 /----

12/06/2016 - 03:00 PM

Address Details 






SUZ AGENCY NL
101/3910 KDALA BARK DR
SPRINGWOOD WA 1234 AUSTRALIA

 John Doe
+ (02) 5551 5678

PL36K36
Total THU's - 10 >

Arrived	Handed Over	Departed
12/06/2010 03:00 PM	----	----

Reason

< THU Details

Total THU's - 10


THU ID
Pallet 16 X 16



Picked Qty. Damaged Qty.
10

Vendor THU ID
Chap 16 X 16

Transfer Doc. No. Vendor Ac. No.

Consignment Note
2362394

THU.jpg 

< Generate Consignment Note

Pre-Printed


Consignment Note
2362394

OR

Generate Now

Numbering Type
Select


Consignment Note




< Trip Leg Details

BR9234239 /----

12/06/2016 - 03:00 PM

Address Details 






SUZ AGENCY NL
101/3910 KDALA BARK DR
SPRINGWOOD WA 1234 AUSTRALIA

 John Doe
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PL36K36
Total THU's - 10 >


Arrived	Handed Over	Departed
12/06/2010 03:00 PM	12/06/2010 03:00 PM	----


Reason

< Trip Leg Completion Details

Feedback
★★★★☆


Remarks





< Trip Leg Details

BR9234239 /----

12/06/2016 - 03:00 PM

Address Details 






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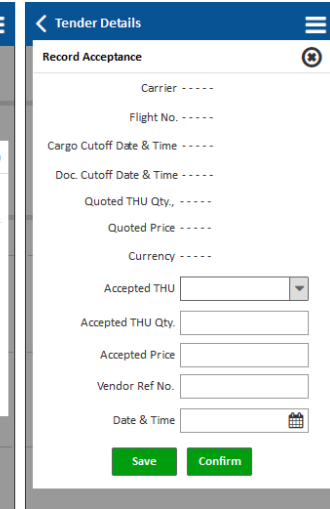
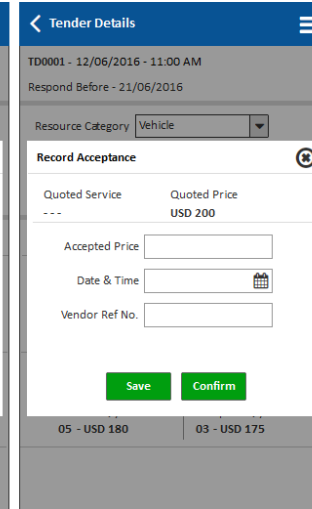
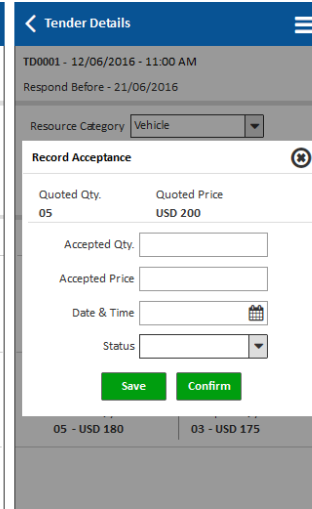
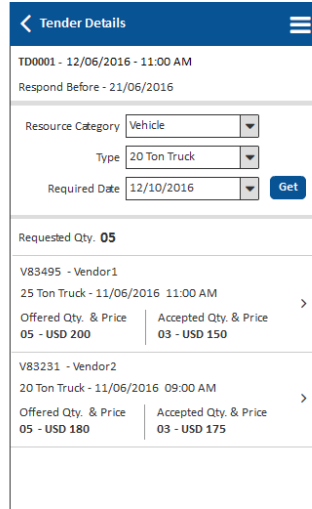
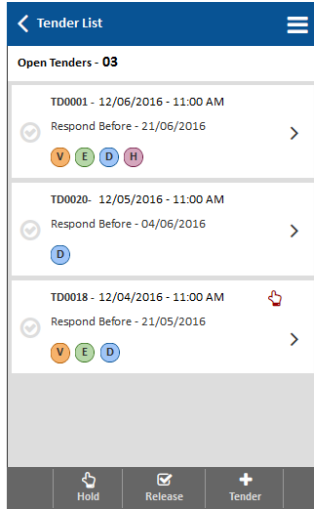
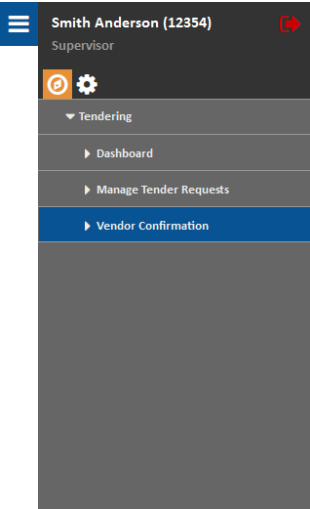
PL36K36
Total THU's - 10 >

Arrived	Handed Over	Departed
12/06/2010 03:00 PM	12/06/2010 03:00 PM	12/06/2010 03:00 PM

Reason

Driver Mobile Application – Tendering



Warehouse Management Execution on Mobile

Yard Parking

Plan No.PL123456

Eqpt. / Vehicle No.
TN 07 BV 1234

Eqpt. / Vehicle Type
Truck

Enter To
D123523

Save

Unloading

PL823423948

Dock No.
D123432

Eqpt. / Vehicle Type & No.
Truck TN 07 BV 1234

Ref. Doc. Type & No.
PO 123232/2016

Actual THUs
20

Unloaded THUs

Build UID
☒ Yes ☐ No

Staging ID
STG4829

View Plans

Actions

Goods Receipt

PL432345 - GR/393235/23052016

Item- 01/50 Skip

Item
IT283823- Mouse

Accepted Qty.
100

Rejected Qty.

THU Details

Build UID
☒ Yes ☐ No

THU
Scan/Enter

Staging ID
STG4831

Item Details

THU List

Build UID

Back

Actions

Pick

PL432345 - SO/393235/23052016

Item- 01/50 Skip

Bin
Bin-1

Item
IT283823- Mouse

Quantity
100

Staging ID
STG4831

Back

Actions

Hub Execution – Sample Screens

Loading 13:18

Dock ID
D123432


Staging ID

Vehicle ID

Equipment ID

Actual Loading Qty.

Details Dispatch Documents

View Plans  Actions


Loading 13:18

+ Dispatch Doc.

CN-34234239 (05)

WB-2942398 (10)

Details Dispatch Documents

View Plans  Actions

Loading 13:18

Dispatch Doc. Type & No.

THUs - 01 / 05


THU ID Serial No.
THU3843

Actual Loading Qty. Qty UOM

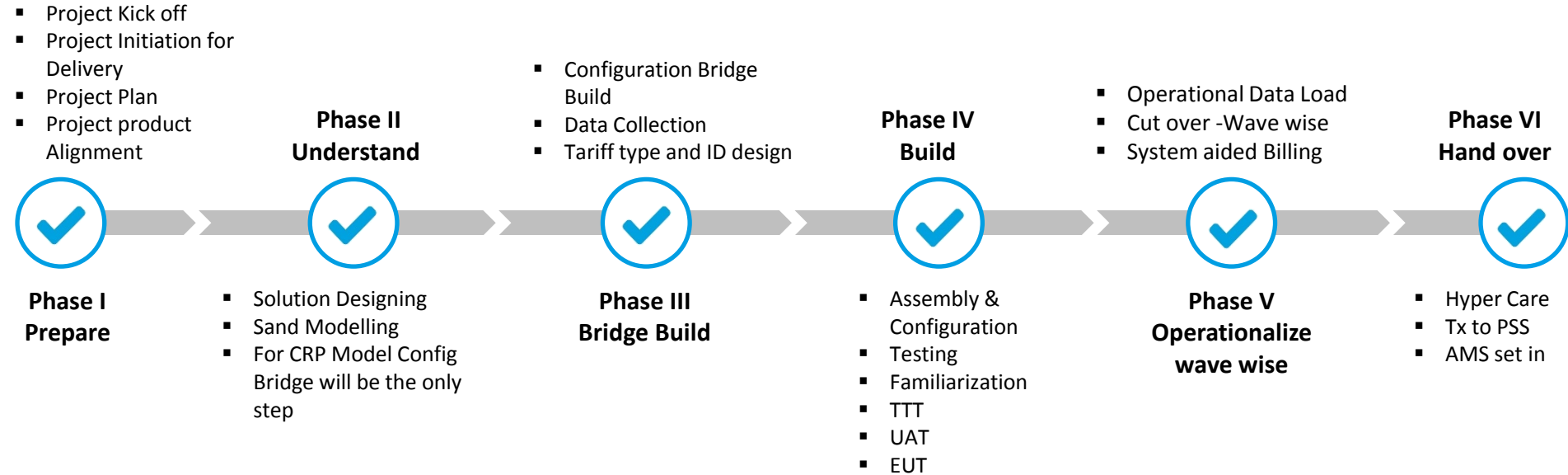
Vendor THU ID Vendor Ac. No.

Transfer Doc. No.

Staging ID

Back  Save

Delivery Methodology




Why Trust Us?

Our global customer base stands proof of our capabilities!



SAMPLE CASE STUDIES



GMK 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 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



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

- 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

India's leading logistics provider for automotive parts | Part of US\$4 Billion TVS Group | Presence in APAC, UK, USA

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



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.

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



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.

Business Needs

- Keeping up the same day delivery commitment for all consignments.
- Tracking real time goods movement
- Integrating e-commerce ordering system with logistics services
- Handling a diverse client base –small medium & very large sized businesses.
- Following a real time dynamic pricing structure and not a fixed flat fee model

Solution

- Ramco Transport Management, Financials and Human Capital Management
- Ramco Advanced Planning and Optimization
- Track & Trace – GPS Integration
- Driver Roistering
- Business Analytics

Key Business Benefits

- Improved delivery efficiency adhering to the same day delivery commitments
- Customers get visibility of their goods movement real time
- Increased capacity utilization
- Integration of customer facing e-commerce portal and backend logistics operations
- Execution of dynamic pricing model



Part of the Al Fara'a Integrated construction group | 22 Plants spread across UAE |
450 + Trucks | 10,000 + Trip Orders per day

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



15.5MTPA Capacity | 2nd Largest cement producer in South India | 5 Integrated plants, 3 Grinding units and 2 packing terminals

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

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

Part of the \$1
Billion Ramco
Group

12 patents in
enterprise
applications space in
last 2 decades

22 Offices
Worldwide,
1600+ Employees

One of the first IP
led companies in
APAC

Backed by Investments
from Goldman Sachs,
JoHambro among
others



Thank you

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