

# Case study: Cloud + New Tech enables Astra Airlines to go live in 45 days

## Problem Statement

The popular Northern Greece operator with Schedule and Charter services wanted to integrate their internal business faster, better and cheaper.



## Featured Solutions

- Maintenance & Engineering Management
- Accounts Payables Management
- Management Accounting

## Engagement Model

On Premise | **On Cloud**

**Domain experts** | Change Management experts

**Out-of-the-box** | Large scale implementation

## Business Needs

- To Integrate all the M&E Functions under Ramco
- Adopt to the business process delivered by Ramco
- Need to onboard into ERP system in weeks
- Streamline accounting Process and Manage the costs efficiently

## Ramco's Solution:

- Powered Astra with Integrated M&E solution along with Accounts Payable and Management accounting modules in 8 weeks
- LEAN Model: Pre-Built Business Process documents, Pre-loaded Industry standard codes, Option setting ensures the best practices and standards are delivered
- Enabled a quick start to finish with Cloud based deployment

## Major Gains:

- 40 to 50 % Reduction in deployment cost to Astra due to Virtual blueprinting and limited onsite activities
- Hosted model On-the-Cloud helped Astra for achieving Zero CAPEX cost
- Accelerated Implementation timelines ensured faster reaping of benefits by Astra Airlines
- Able to Track costs more efficiently and thereby able to Manage and Control it



Ramco implementation is considered by us as a fundamental reshaping of our professional mindset . It really made each one of us (including our younger colleagues) perceive the real business flow, the interdependencies among the company units, understand each one's role into it and streamline everyone's contribution into an efficient, coherent value-adding system

**Kostas Drizis - CAMO Manager**  
Astra Airlines

