



# ramco ERP on Cloud

"Glove-fit Solutions to Run Your Business End-to-end"



# Company Overview

ramco

Part of the \$1 Billion Ramco Group



Global R&D Center in Chennai, India



20 Offices Worldwide



1500+ Employees



Rich history 24 Years



# Global ERP | Customer Presence



800+  
customers



across  
35  
countries



Americas



MEA



Europe



APAC



serving  
40+  
verticals



Manufacturing



Trading



Energy & Utilities



Real Estate / EPC



Government



Logistics



## ERP | Highlights



Ohio based, USD 6 Bn Specialty Chemicals Manufacturer, **Lubrizol** with presence across 100+ countries goes the Two-tier way; Ramco ERP on Cloud co-exists and seamlessly integrates with SAP

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Ramco's Supply chain solution ensures 70 million meals per year gets delivered across US, on time, every time - **Preferred Meals powered by Ramco**



Ramco's comprehensive Revenue Management System helps **eThekweni Metropolitan Municipality**, become one of the best managed Municipalities in South Africa with 3.5 mn people and USD 3Bn+ budget

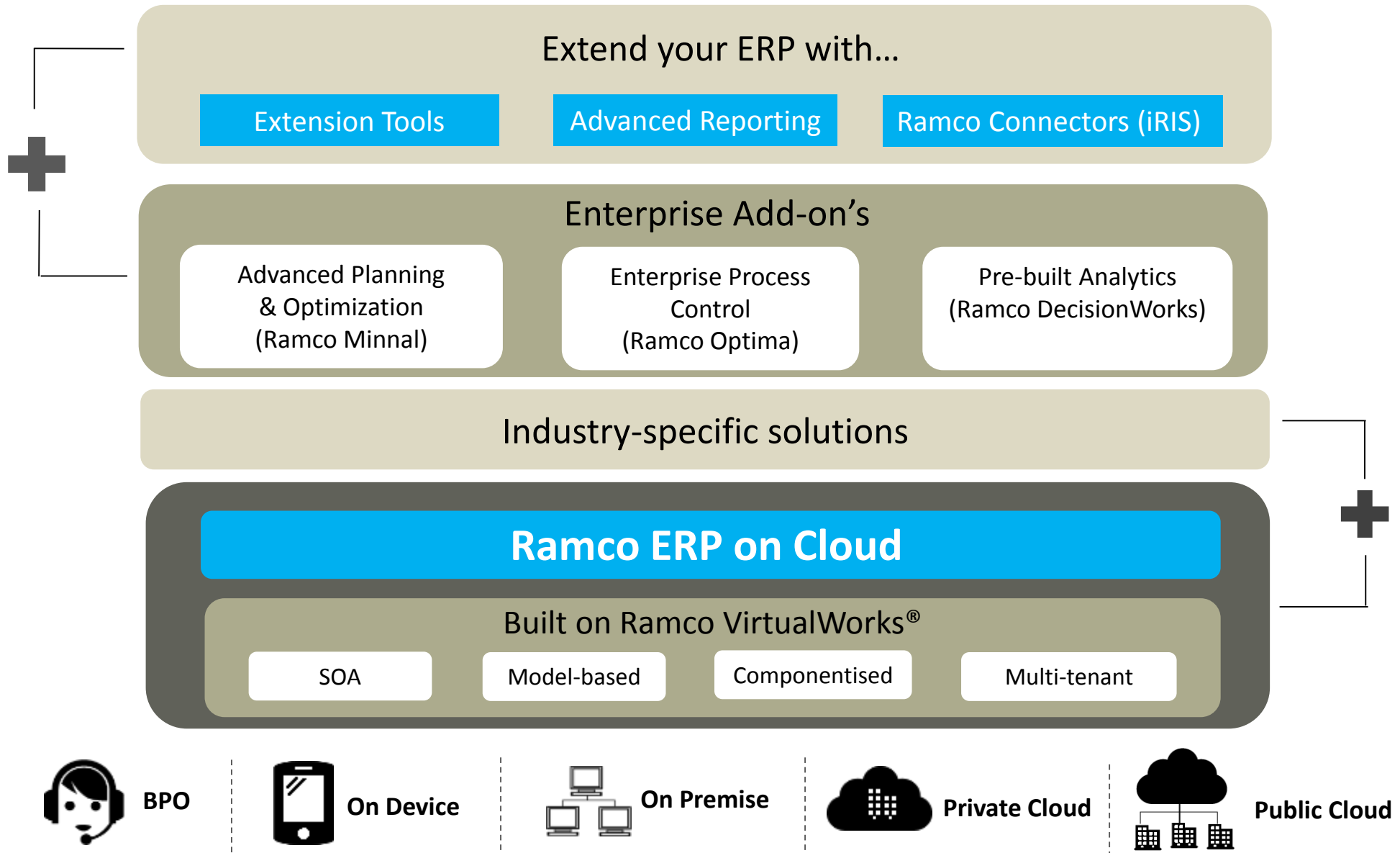
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Ramco boosts the competitive edge of **Gulf Precast Concrete Company**, a leader in the UAE precast concrete industry with an end-to-end ERP including Supply Chain, Production, QC, Fleet Management, Erection & Asset Management



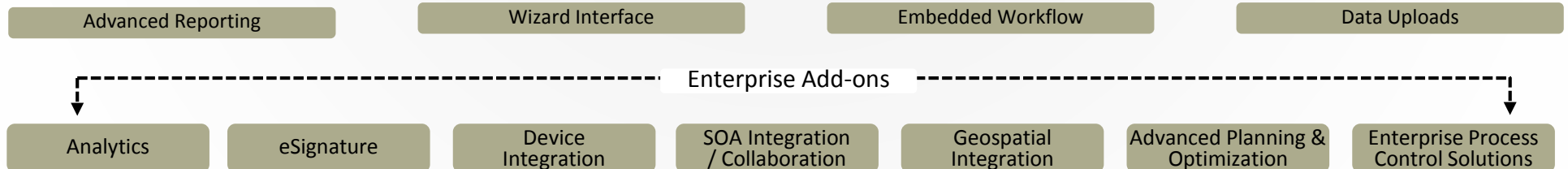
£7.3bn turnover generating multinational employer on the London Stock Exchange has operations across 120 countries with over 620,000 employees.  
– **Group 4 Securitas** Trusts Ramco

# Ramco ERP Suite | An Overview

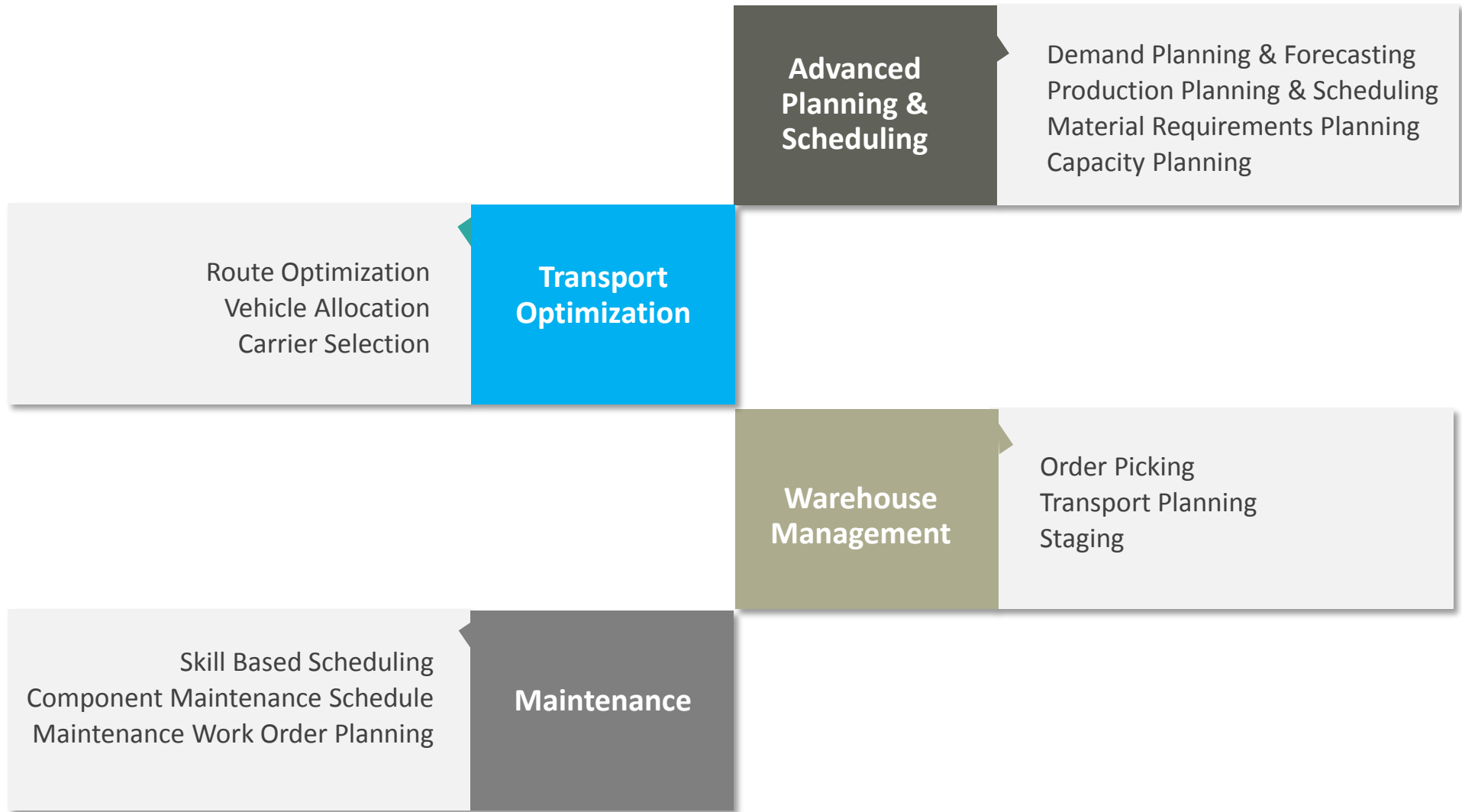


# Ramco ERP on Cloud | Offering

Finance & Accounting	Sales & Distribution	Inventory & Procurement	Production	Quality Management	Project Management	Maintenance Management	HCM	Dealer Management
General Accounting	CRM	Inventory Analysis & Planning	Estimation	Attribute Management	Planning & Budgeting	Equipment Induction & Setup	Workforce Management	Sales
Receivables & Payables Management	Demand Planning	Warehouse Management	Planning	Inspection & Sampling Plans	Project Definition	Preventive Maintenance	Recruitment	Service Management
Fixed Assets Management	Order Management	Physical Inventory & Cycle Counting	Work Order Management	Quality Administration	Project Planning & Tracking	Predictive Maintenance	Talent Management	Spares Management
Management Accounting	Outbound Logistics	Sourcing & Purchasing	Scheduling	Acceptance & Rejection analysis	Billing	Shutdown / Outage Management	Employee Development	CRM
Consolidation & Reporting	Warranty Management	Inbound Logistics	Manufacturing Execution		Project Closure	Work Management	Payroll & Benefits	Dealer Development
Financial Services	Service Management	Subcontracting	Costing			Reliability & Review	Planning	Warranty Management
Planning & Budgeting	Customer Portal	Supplier Portal						Maintenance Management
Grants & Funds Management								Finance



# Advanced Planning & Optimization | Applications



In-memory Computing

Agent-based

Real-time

Light weight framework

# Enterprise Process Control Solutions |

Real time Optimization Solution for Process Industries

Ramco OPTIMA

Real Time Integration Solutions

## Benefits - Information

- Interfaces with all reputed automation systems
- Increased Accuracy of Measurement
- Increased Security and Integrity of data
- Avoid cumbersome manual entry of data
- Central Data Reconciliation

## Benefits - Process

- Heuristics and data-modeling techniques
- Stable and sustained operation
- Improved and consistent product quality
- Improved Asset life due to consistence operations
- Reduced environmental emissions

----- Control and Automation Services supporting SCADA and Historian -----

Steel

Cement

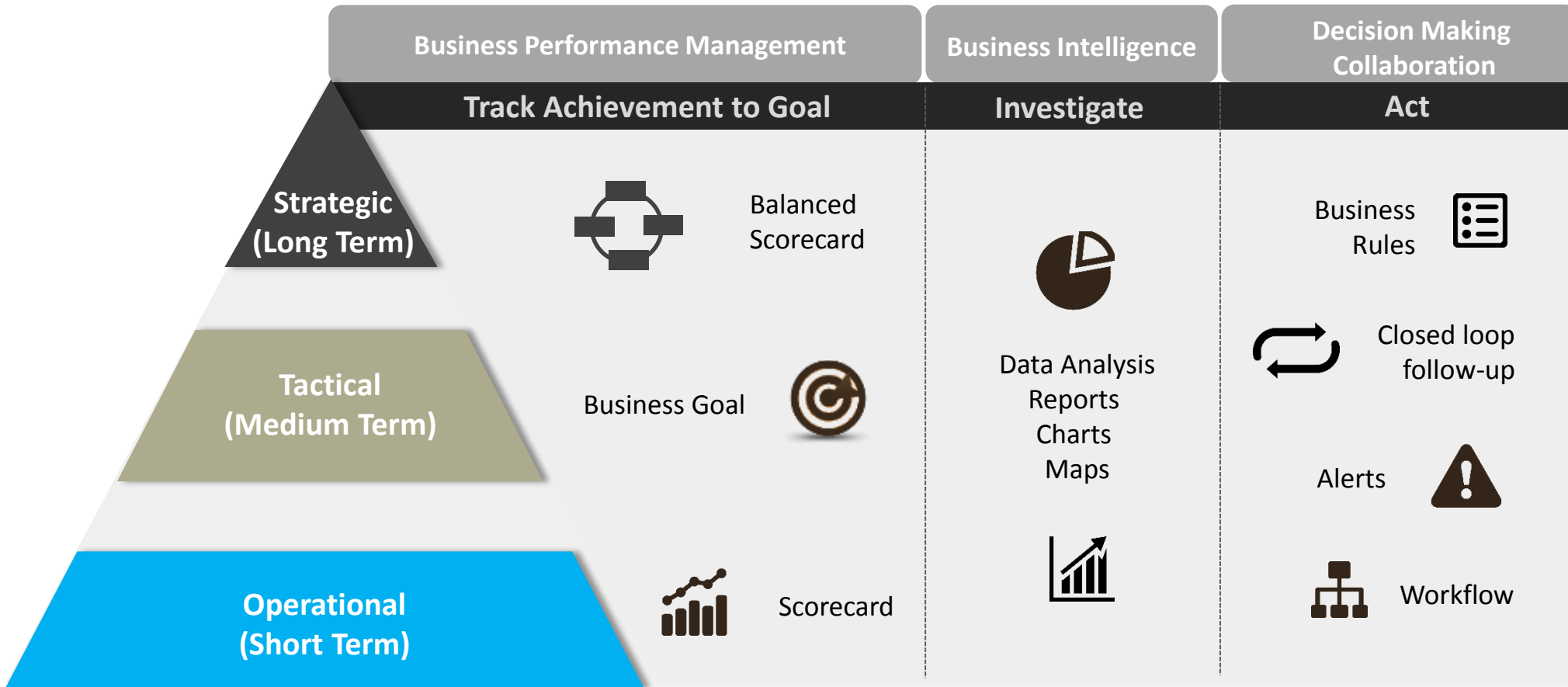
Paper & Pulp

Chemicals &  
Fertilizers

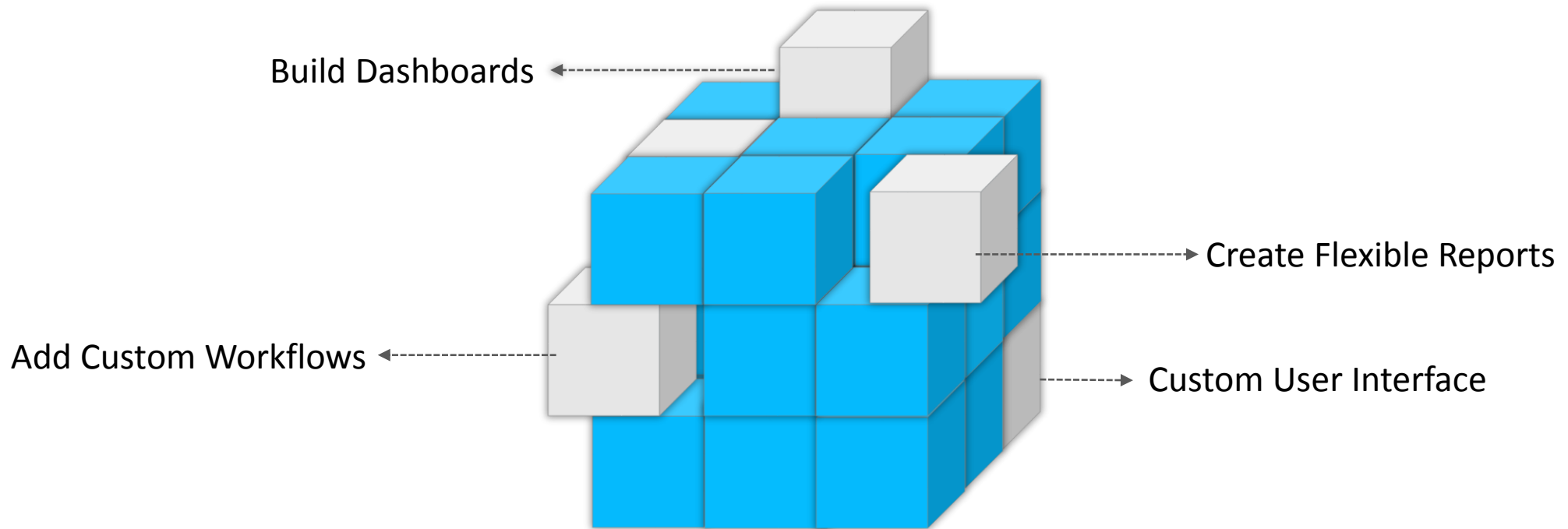
Mines, Mineral  
and Metals



# Pre-built Analytics | Powered by Ramco DecisionWorks™



# Extend your ERP | Should one-size fit all? Not with Ramco ERP



Enabling you to customize your Cloud application to address business-specific needs

We deliver it all through

M·U·S·I·C



# 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

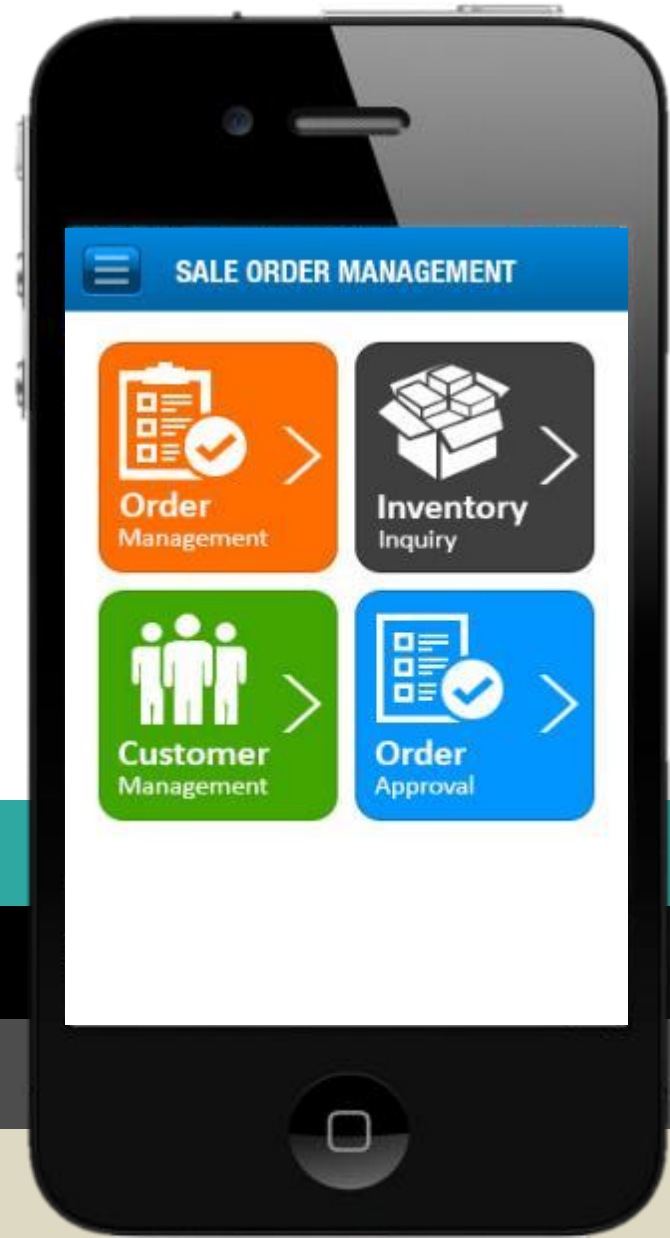
Manage Critical operations – Anytime, Anywhere

Download App

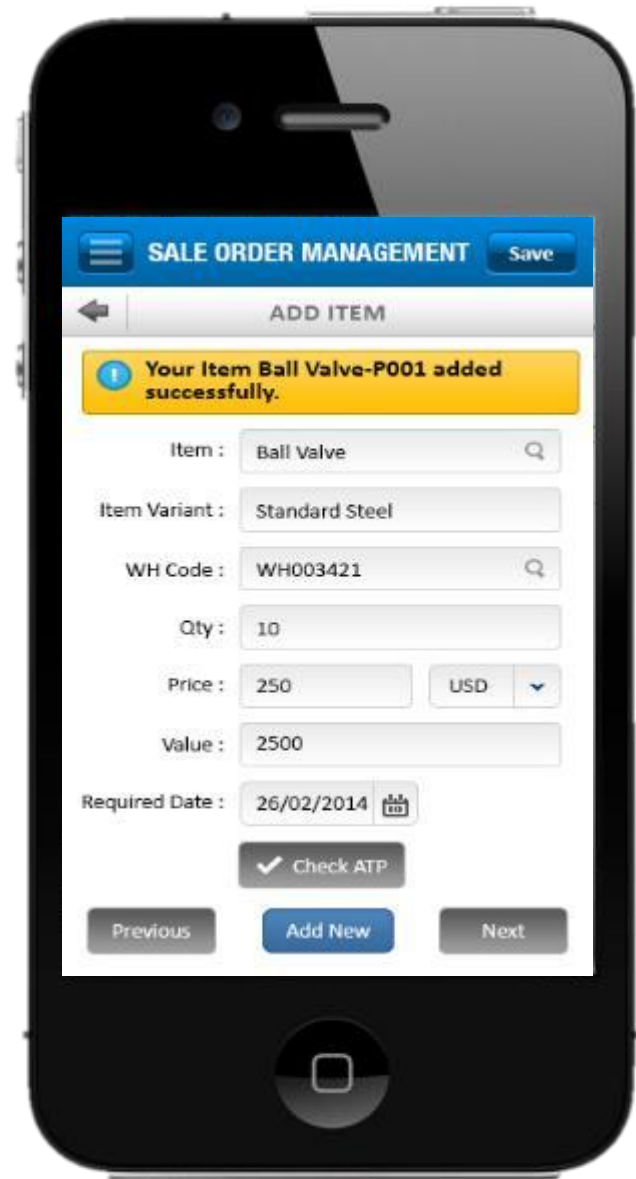
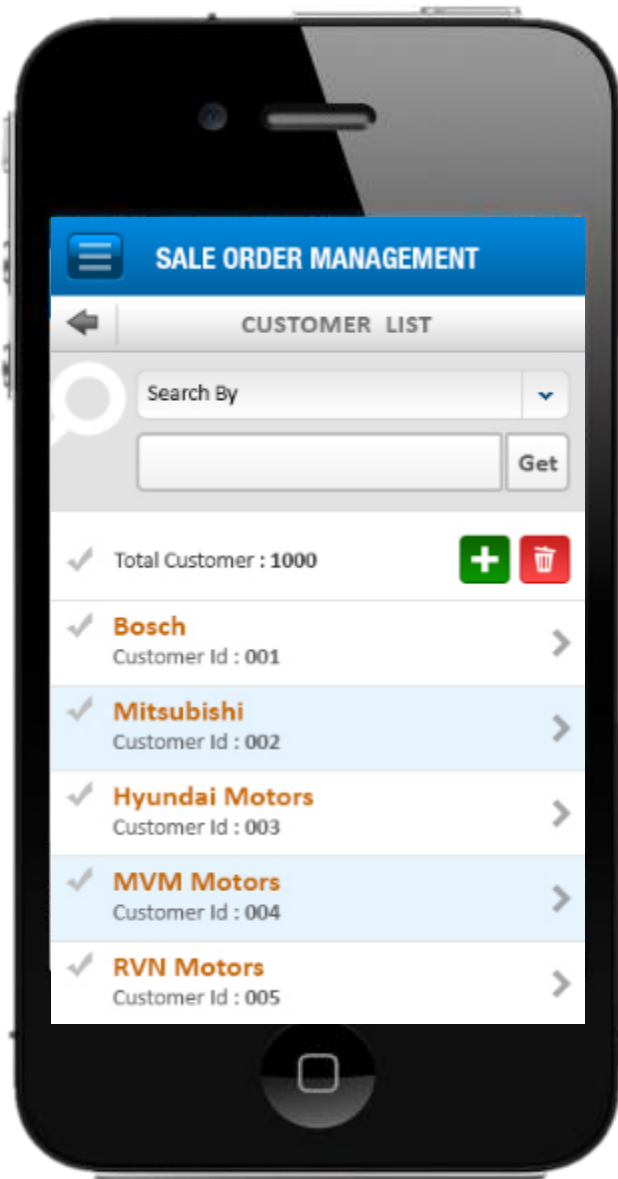


Approval & Alerts

Attach Images



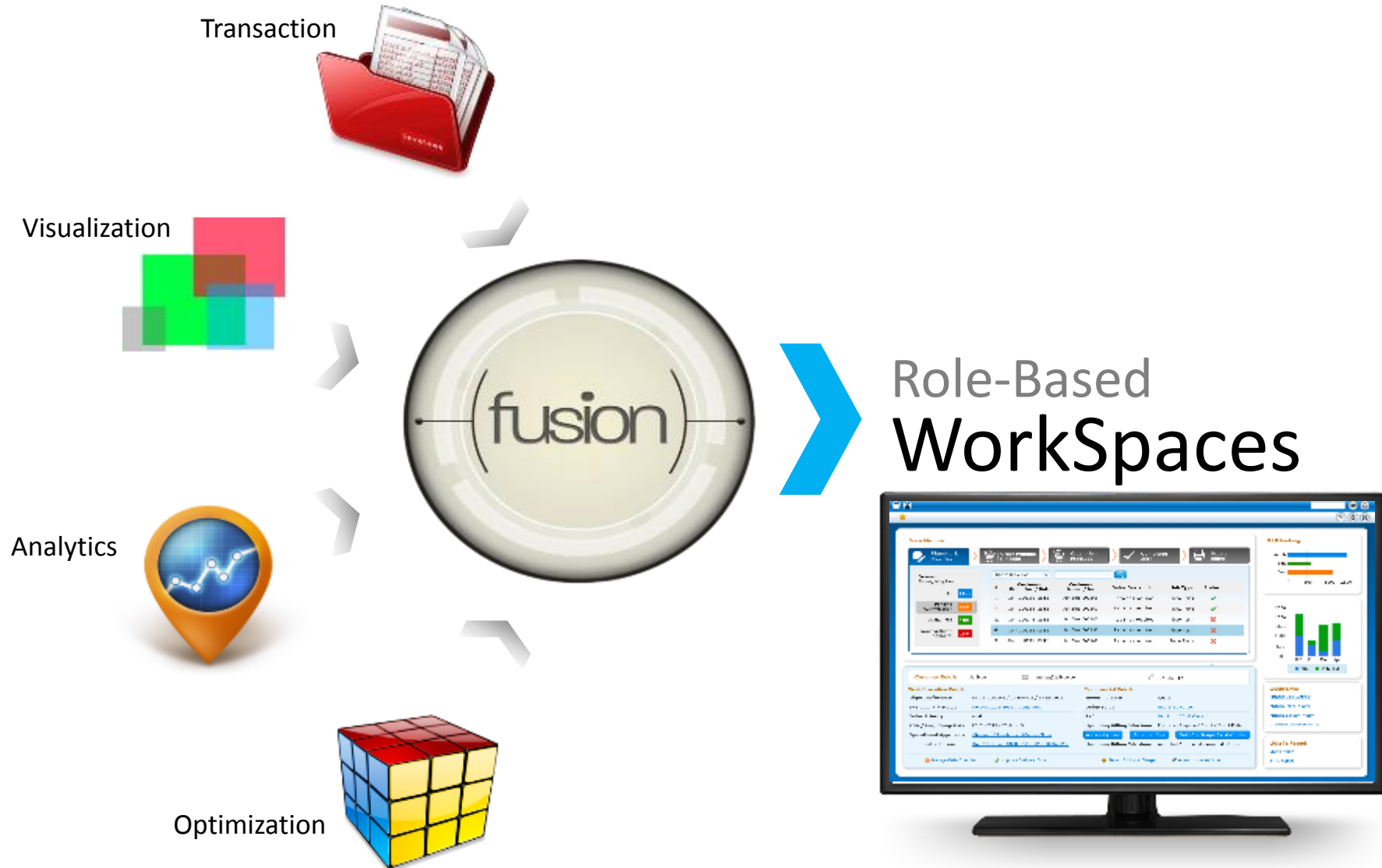
# Mobility | Sale Order Management





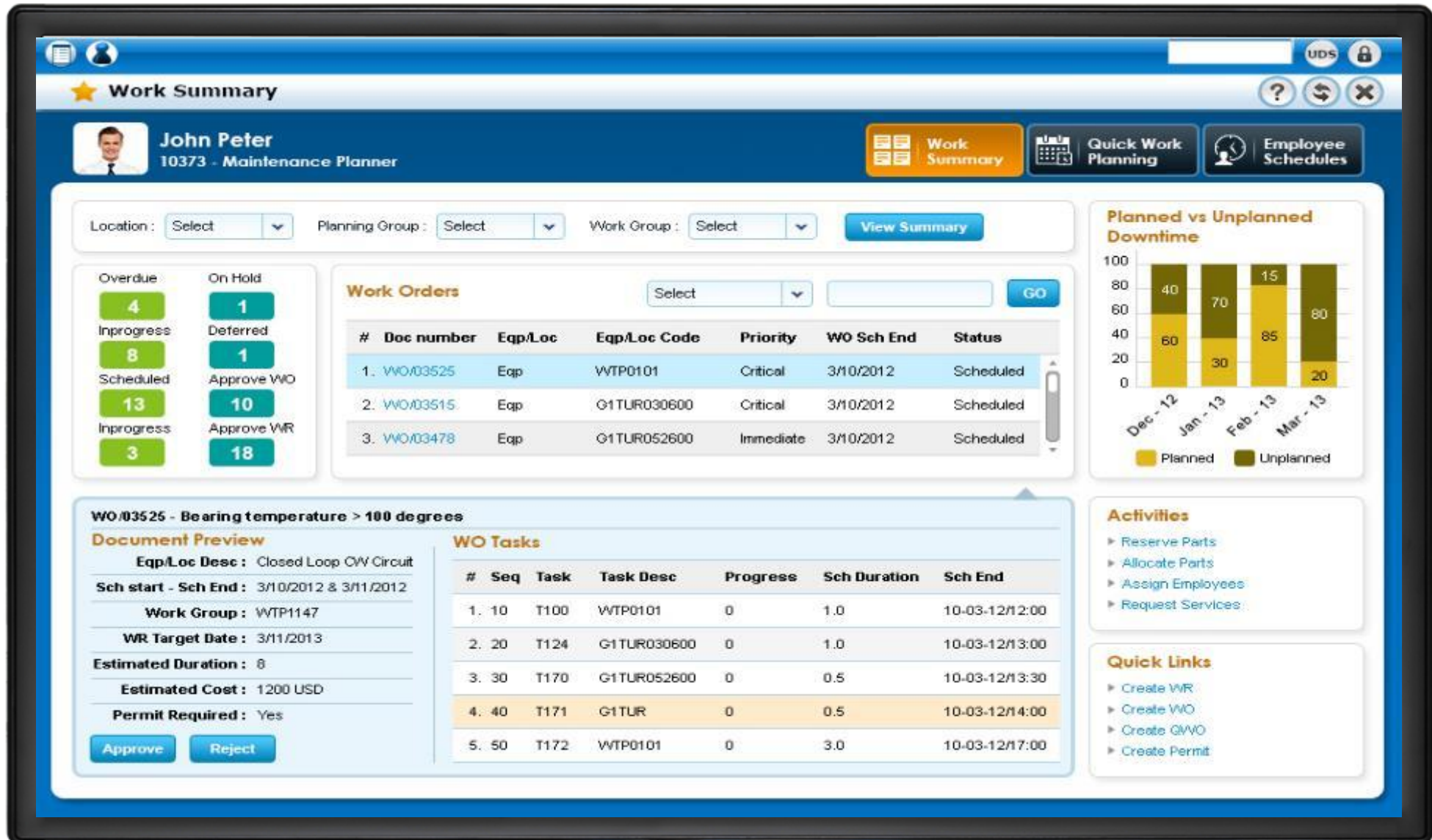
# Redefining User Interface with WorkSpaces |

One screen does it all



# WorkSpaces Illustration |

Performance indicators, Leading measurements, Transaction Launch pads



# Social Media Integration



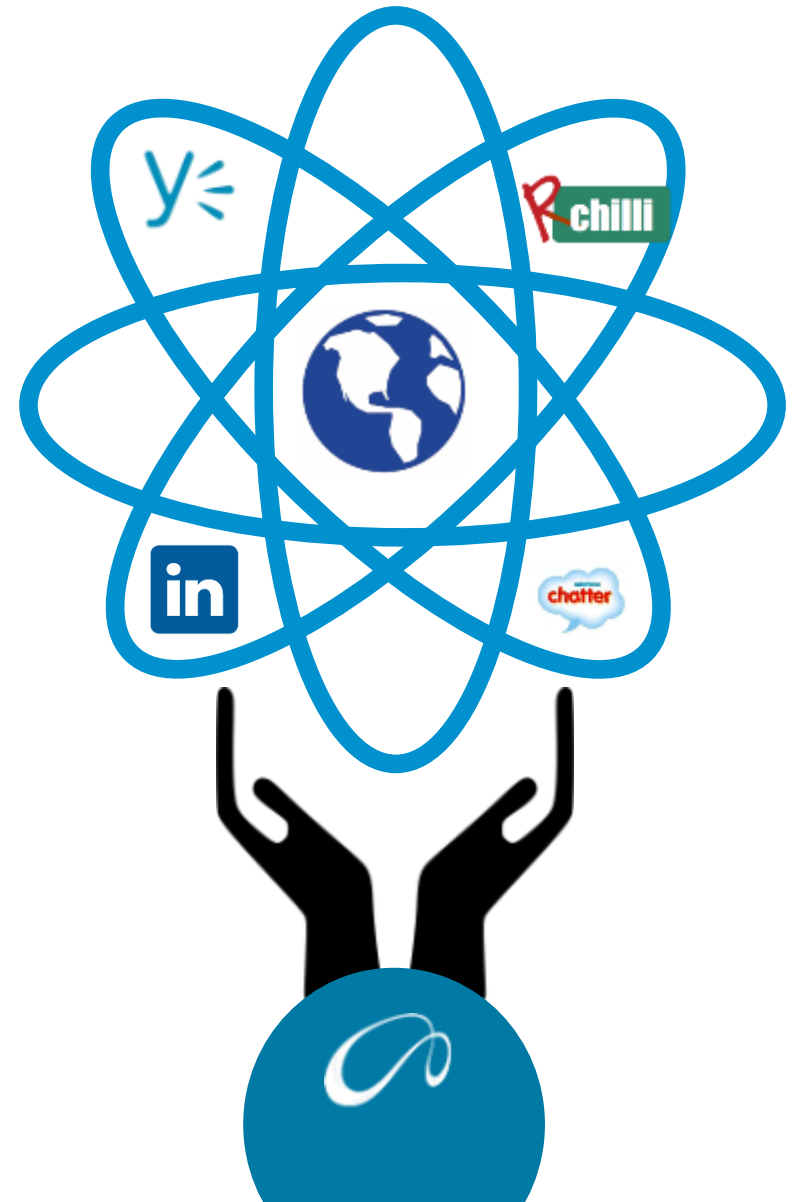
Resume Parsing  
Employee Data Automation  
Recruitment & On-boarding



Employee Recognition  
Recruitment & On-boarding



Enterprise Collaboration  
Social Intelligence



# In-Memory Engine |

Increase processing Speed dramatically with Ramco Minnal



Agent Based | Customizable | Extensible | Configurable

*Super fast*  
In-memory  
Optimization  
Engine

enabling



Active  
**Decision**  
making



# Geospatial Integration |

Get Real time, Contextual & Location-aware visibility



Do you have the answers to these in real time?

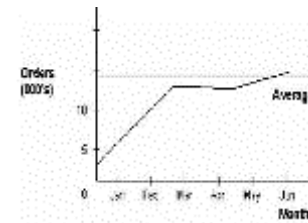


Can I know the quickest/ most efficient route to transport raw materials?

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 =

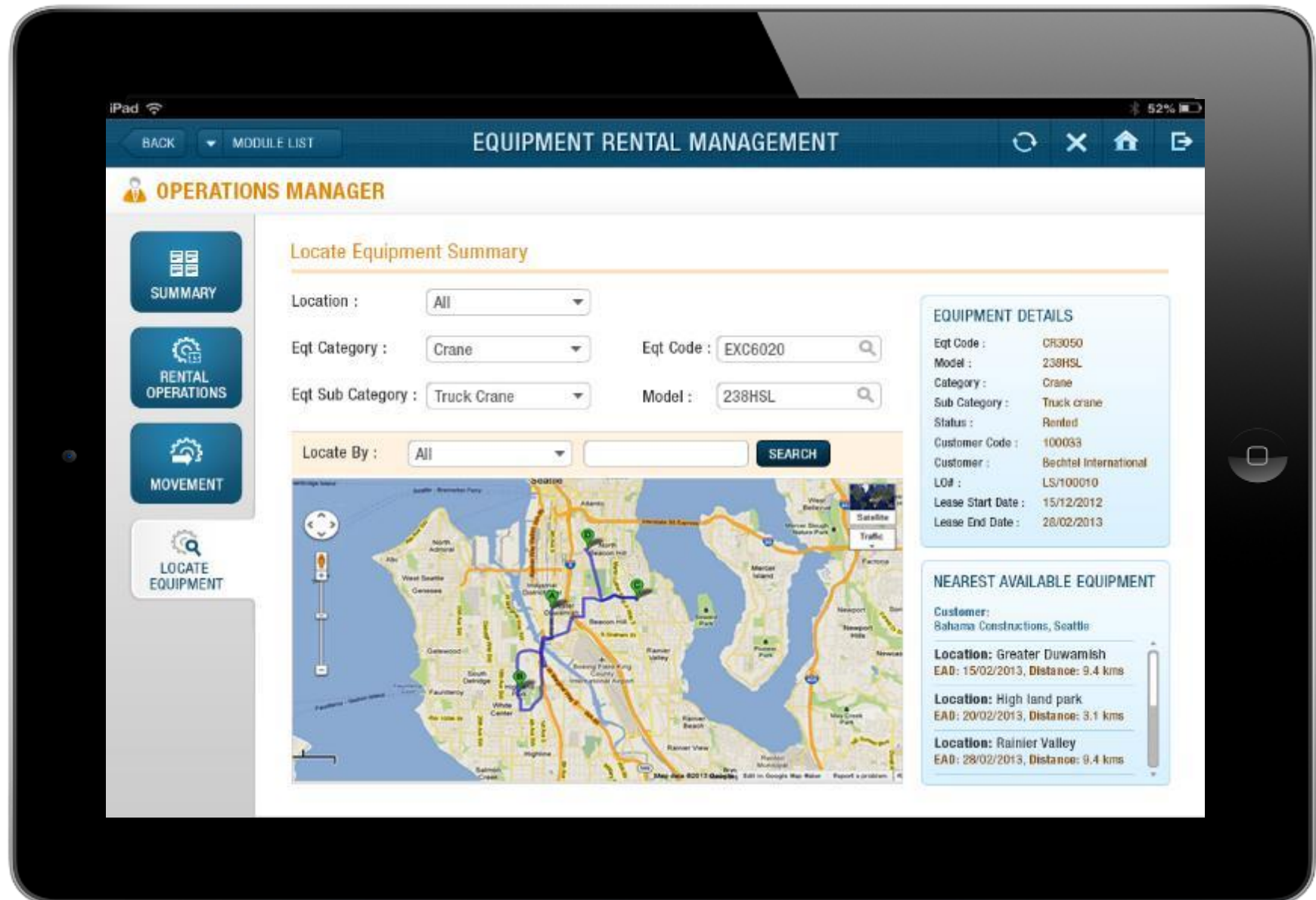


Visibility at the click of a button



# Geospatial Integration |

## Asset Tracking & Capacity Utilization Monitoring



# Snapshot of Customers

swatch®

**TOYOTA**  
Quality Revolution

Stuck on You

**Honeywell**

**Lubrizol**

**AIRBUS**  
HELICOPTERS

**CATERPILLAR®**

**TAFE**

**REHAU**  
Unlimited Polymer Solutions



**Schneider**  
Electric

**DLFA**  
BUILDING INDIA

**Norske Skog**

**Dalmia**

**moserbaer**  
REWRITING THE FUTURE

**TVS**

**CUMI**

**PODAR**  
EDUCATION NETWORK

**MHW** LTD  
The Gateway To Growth

**TOSHIBA**  
Leading Innovation >>>

**BL HARBERT**  
INTERNATIONAL

**CavinKare**  
Making Lives Happier

**ITC**  
ITC Limited

**IJM**

**Hero**

**MJB**

**preferred**  
meals  
Catering Solutions

**Global Gourmet**

**Sujana**

**Savage Arms**  
The National Security

**Mulk**  
HOLDINGS  
INTERNATIONAL

**SECO/WARWICK**

**SECURITAS**

**vedanta**

**RAKCC**

**MOTHER DAIRY**™

**Silver Spring**

**BCC**  
BANK OF CHINA

**Toyal**

**ENG SOL**  
Assured Engineering Solutions

**G4S**

**PURAVANKARA**

**unrwa**  
الأونروا

**ETHEKWINI**  
MUNICIPALITY

**MINISTRY OF FINANCE & NATIONAL ECONOMY**





Real Estate

5000 Employees | Revenue over \$1.8 Bn |  
750+ Group companies | 880 Operating  
Units | 314 Mn Sq Ft of Projects

“Ramco ERP Suite has eliminated the operational /data redundancies, enhanced the flow of information, and has thus significantly improved productivity and profitability.”

**Mahesh Mathur, VP – Systems**  
**DLF , India**





\$1.6 Bn company | 3<sup>rd</sup> largest tractor manufacturer, globally | 148,000+ tractors sold annually | 1000+ dealers

## Dealer Management



Providing an integrated Dealer Management System, including Vehicle Sales & Purchase, Service, Parts, Warranty, Dealer Development & Finance to connect TAFE's extended dealer network





NOK 13 Bn company | leading newsprint producer |  
3 Mills in ANZ | Production capacity of 715 000 tons |  
Uses Ramco ERP + EAM on Cloud

## Manufacturing

“Ramco offered us a functionally strong and integrated solution with in-built mobility and analytics to address the end-to-end needs of our operations. With Ramco ERP on Cloud, we will be able to scale and grow on the solution while continuing to control the costs attached to IT”

**Eric Luck, Vice President Finance, Norske Skog Australasia**





USD 24 Bn revenue collected since 2005 | 0.5mn properties assessed every year | 6000 vehicles managed with Ramco fleet management solution

Government

“Ramco GRP solution has helped us to streamline areas like vehicle servicing schedules and improve the vehicle utilization leading to better customer service.”

- **eThekweni Municipality**



Fortune 2000 company | 7000+ employees | \$6.1 billion in revenues | Across 100+ countries

Two-tier ERP

“I can fully assure anyone who asks that we would not have arrived where we are without the efforts of Ramco’s implementation team. Our business continues to expand in volume and scope of work as well—we need the system more and more as we grow.”

**Timothy Earl Madden**  
**Managing Director—South Asia Region, Lubrizol India**

# Ramco Enterprise Suite | Value proposition

“Be Empowered”

**ramco**

A Platform with  
Incessant Innovation

Industry specific  
Solutions

Future proof /  
Technologically  
advanced

In-built Analytics &  
Mobility

Homogeneous  
Solutions

Integrated Asset  
Management & HCM

Scalable, Flexible &  
Extendible Solutions

Intuitive & Easy to use

Compliant with Global  
Standards

Comprehensive  
solutions with Best  
practices

Multiple Deployment  
Models



# ramco | ERP on Cloud



Manufacturing



Energy &  
Utilities



Real Estate /  
EPC



Logistics



Trading



Government



[www.ramco.com/erp](http://www.ramco.com/erp)



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