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About RAMCO GROUP

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The Ramco Group - At a glance



\$4B in MCap



\$1.13B in Revenues



16,000+ Employees

Group Fixed Assets
USD 2.3 Bn

Group Cash Profit
USD 287 Mn+

Group EBITDA
USD 210 Mn+



Textile



Cement



Building
Products



Power



Logistics



Educational
Institutions



Software
Products

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The Ramco Group - At a glance



\$4B in MCap



\$1.13B in Revenues



16,000+ Employees

Fifth largest Cement
producer in India

First ERP Solution
Company in Asia

Most efficiently run spinning
mill in India



Textile



Cement



Building
Products



Power



Logistics



Educational
Institutions



Software
Products

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An overview of Ramco Systems

A world-class Enterprise Software
Product/ Platform Provider

ramco

First ERP Solution Company in Asia



Ramco's transformation case study featured in Harvard Business Publishing

“Innovation is our truest differentiator”

THE ECONOMIC TIMES | tech

English Edition ▾ | Today's Paper

Ramco Systems looks at USA to grow its HR vertical



2 **MERCHANTS OF MADRAS**

INTIMATE STORIES OF
TAMIL NADU BUSINESSES

THE TIMES OF INDIA, CHENNAI
MONDAY, JUNE 20, 2022

SHORT STORY

THANK GOD IT'S MONDAY

As Ramco Systems enters its 25th year, its plans for reinvention are reflected in the workspace. The company builds next-generation cloud enterprise applications in Global Payroll & HR, ERP, Aviation, Aerospace & Defence. These help organizations transform with ease and flexibility



► The company has 1,000-plus global enterprise customers across 50-plus countries, and more than 2,000 employees across 28 offices. Its Chennai office reflects four core values – customer first, employee centric, innovation driven and excellence



► Ramco believes in open offices and centralized layout where employees of all ranks can share ideas and feel they are part of a cohesive team



► The tech firm's state-of-the-art cafeteria TGIM (Thank-God-it's-Monday) and artsy café FIKA 2.0 serve employees healthy food at economical rates

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About Ramco Systems | Tech Landscape, Products, Global Presence



over
30
Offices



Global Payroll, Aviation, ERP,
and Logistics



1800+
Employees



25+ years
of Experience



over
2 million +
Users

1000+
Customers

Technology Partners
& Platform Providers



Across
40
Countries

Americas



MEA



Europe



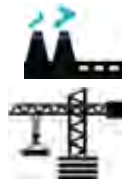
APAC &
Oceania



serving
40+
Verticals



Aviation
Services



Manufacturing
Infrastructure



Trading
Government



Energy & Utilities
Logistics



Technology
Advancement

1997
Client Server Focus

2002
Web Focus

2007
Cloud Focus

2013
Mobile/Analytics Focus

2016
Friction Less

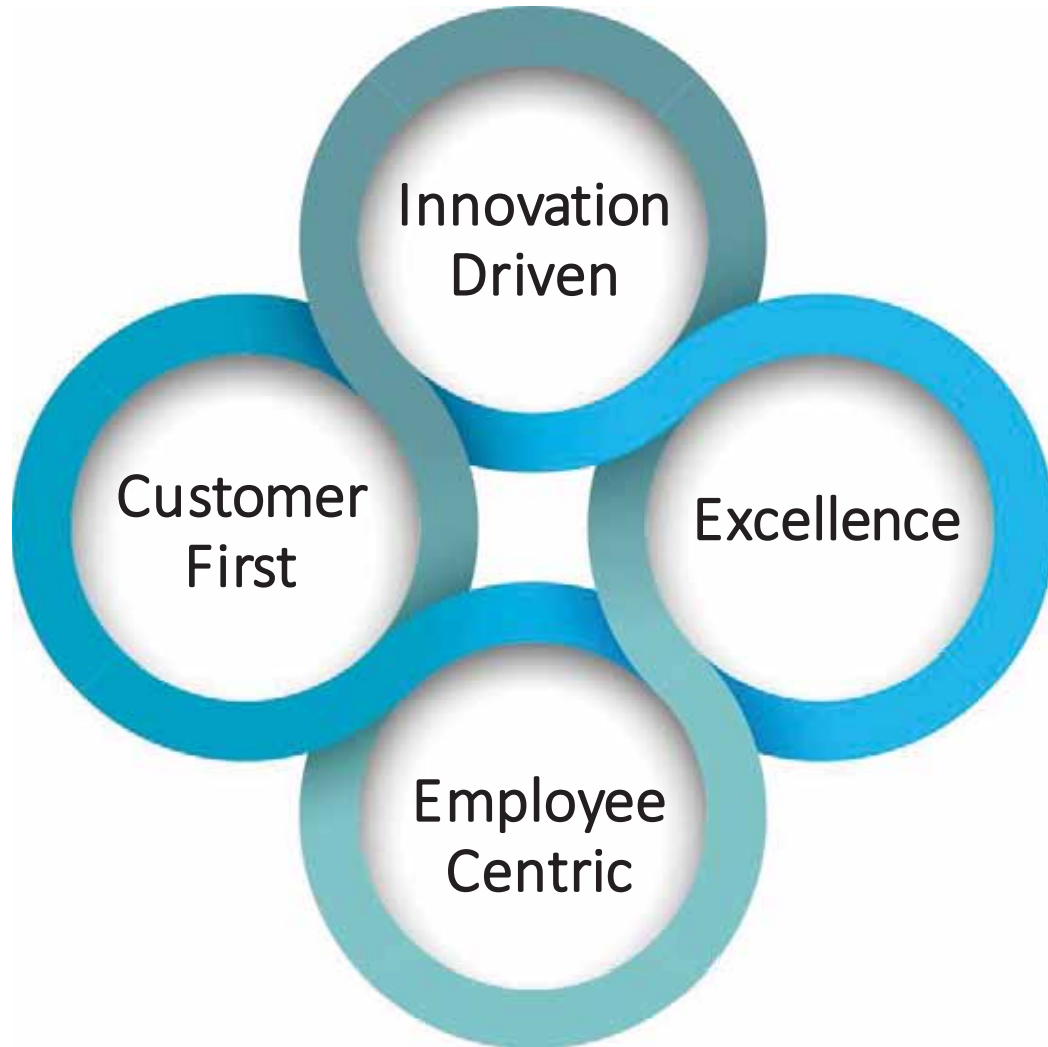
2018
Cognitive AI & ML

2022
Cognitive AI & ML

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Ramco CoE – Culture of Excellence!

VALUES



20+
Nationalities

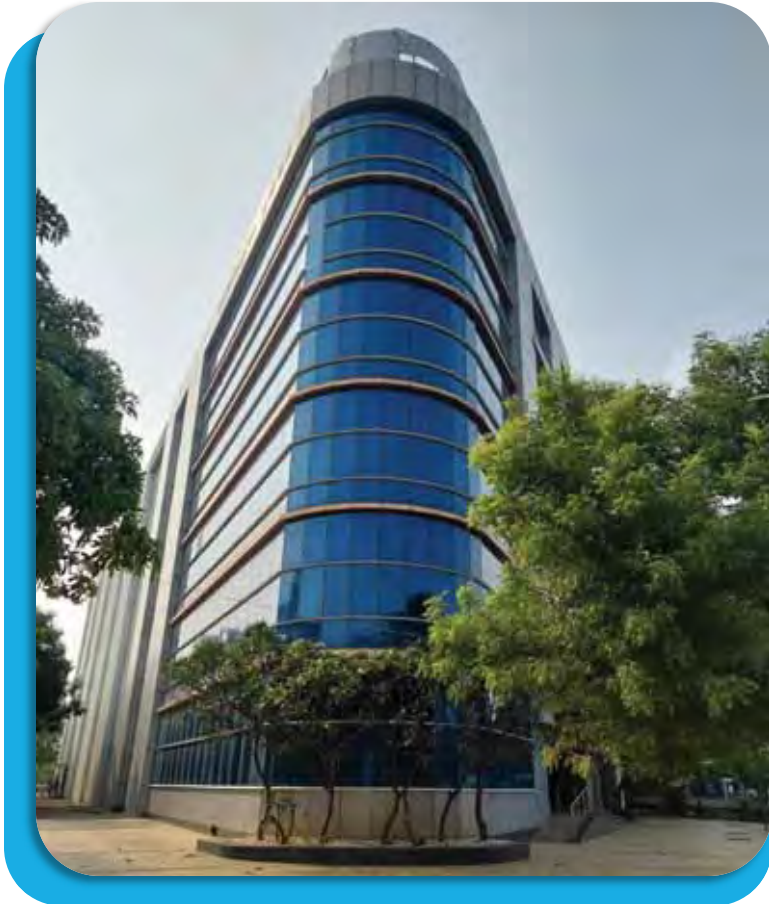
40%
Gender Equality

45%
Employees in the
age group of 31-50



Where local talent builds global products

Launch of new alternate development centre in Madurai, Tamil Nadu, to tap local tech talent
Focus on core product development, project execution and delivery, learning and development, among others



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Strategic Business Units

HR Payroll



- Global Payroll with core HR
- Platform for 60+ countries
- SaaS-Enabled
- Managed services as option

Aviation, Aerospace & Defense



- Ground-up Aviation ERP
- Leading M&E/MRO software
- Leaders in Heli segment
- Supports Fixed wing, rotary, Drone, eVTOL, Operators, MRO's

ERP



- Core - ERP – Specialized solution for Cement, Maintenance Service Providers and complete solution for Conglomerates

Logistics



- Logistics – Industry solution for LSP's (WMS, TMS, Fleet, R&B, Fin)

Services Resources Planning



- SRP - ERP for Services segment (Staffing and contract workforce Management)

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MNCs & Leading businesses trusting us

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Awards & Recognitions

By some of the most important and influential publications and organizations

Awards & Recognitions



HR VENDORS OF THE YEAR

- Best Payroll Software
- Best Payroll Outsourcing Partner



ISG PARAGON ASIA PACIFIC

- Transformation Category with Cobham Aviation Services
- Collaboration Category with Norske Skog Australia



GLOBAL PAYROLL AWARD

- Payroll Supplier of the year 2022



HONG KONG INSTITUTE OF HUMAN RESOURCE MANAGEMENT

- Elite Innovation Provider Award 2022



HR VENDORS OF THE YEAR

- Malaysia's Best Employer Brand 2022



HR MAGAZINE

- Best HR Vendor (BPO)

Peer recognitions on point






Ramco Enterprise Asset Management Reviews

by Ramco Systems in Enterprise Asset Management Software


4.3 ★★★★★ 57 Ratings



Ramco ERP Reviews

by Ramco Systems in Cloud ERP for Service-Centric Enterprises

4.2 ★★★★★ 45 Ratings



Ramco Systems Reviews

in Human Capital Management Suites

4.7 ★★★★★ 5 Ratings

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Validations from Industry Experts



Everest Group positions Ramco as a **'LEADER'** & **'STAR PERFORMER'** in Everest Group Multi-country Payroll (MCP) Solutions PEAK Matrix® Assessment 2023 – APAC



NelsonHall positions Ramco as **'LEADER'** in its NEAT Matrix for NEXT generation Payroll Services 2023



Quadrant Knowledge Solutions positions Ramco as a **'Technology Leader'** in the 2022 SPARK Matrix for multi-country payroll solutions



Ramco features as a representative vendor in 2022 Gartner Market Guide for multi-country payroll solutions



Featured as a key representative vendor in Verdantix's benchmarking report 'Green Quadrant: EAM Solutions 2022'



Positioned as a 'Core Provider' in Nucleus Research's ERP Technology Value Matrix 2022



Brandon Hall Group features Ramco Systems as a 'Preferred Provider' for Global Payroll Software & Services

The ramco logo, featuring the word "ramco" in a lowercase, blue, sans-serif font.



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Global Payroll and Core HR

ONE Unified Payroll Platform covering
150+ Countries

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Payroll coverage across 150+ countries across the globe

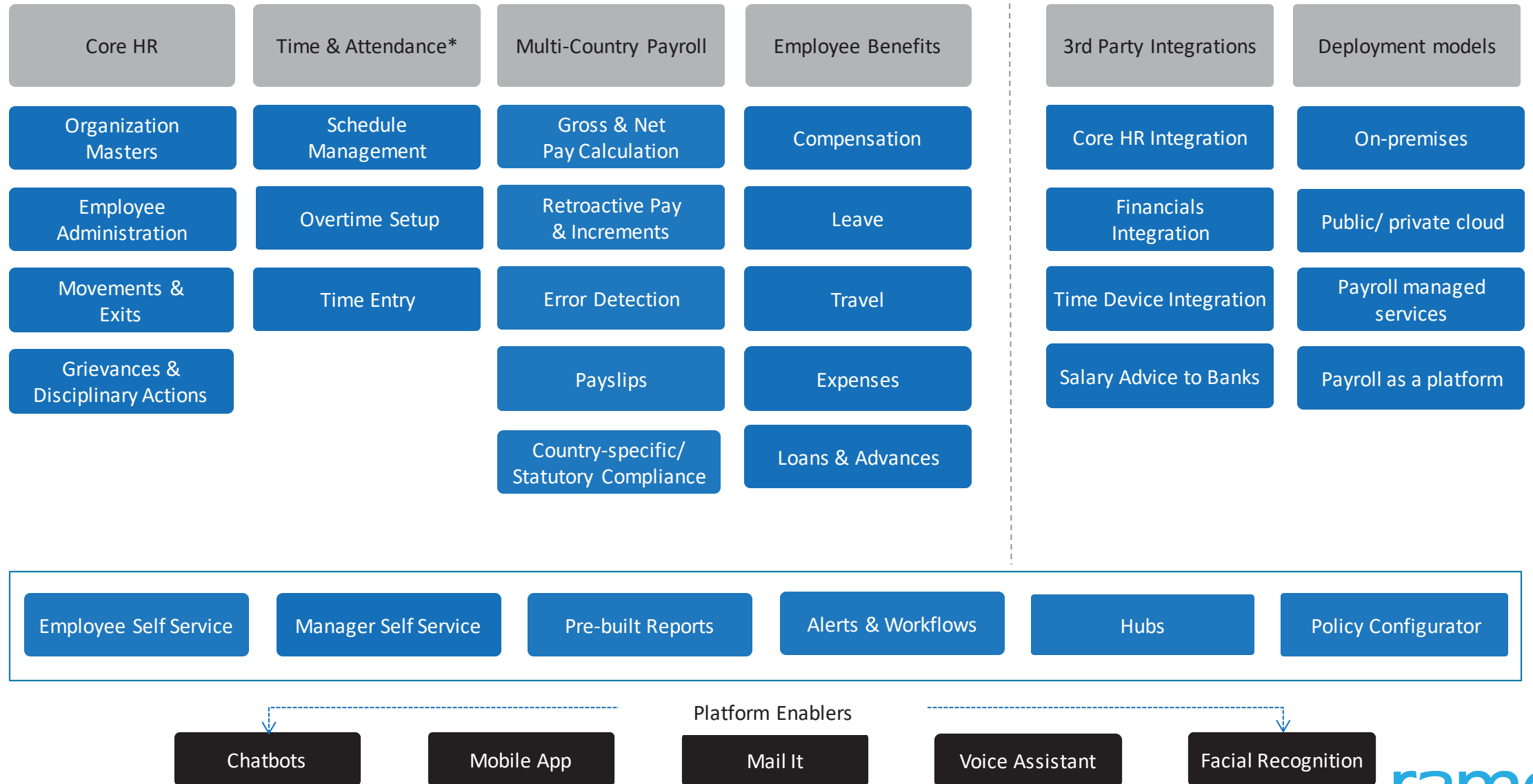


Strong Ecosystem & Partnerships

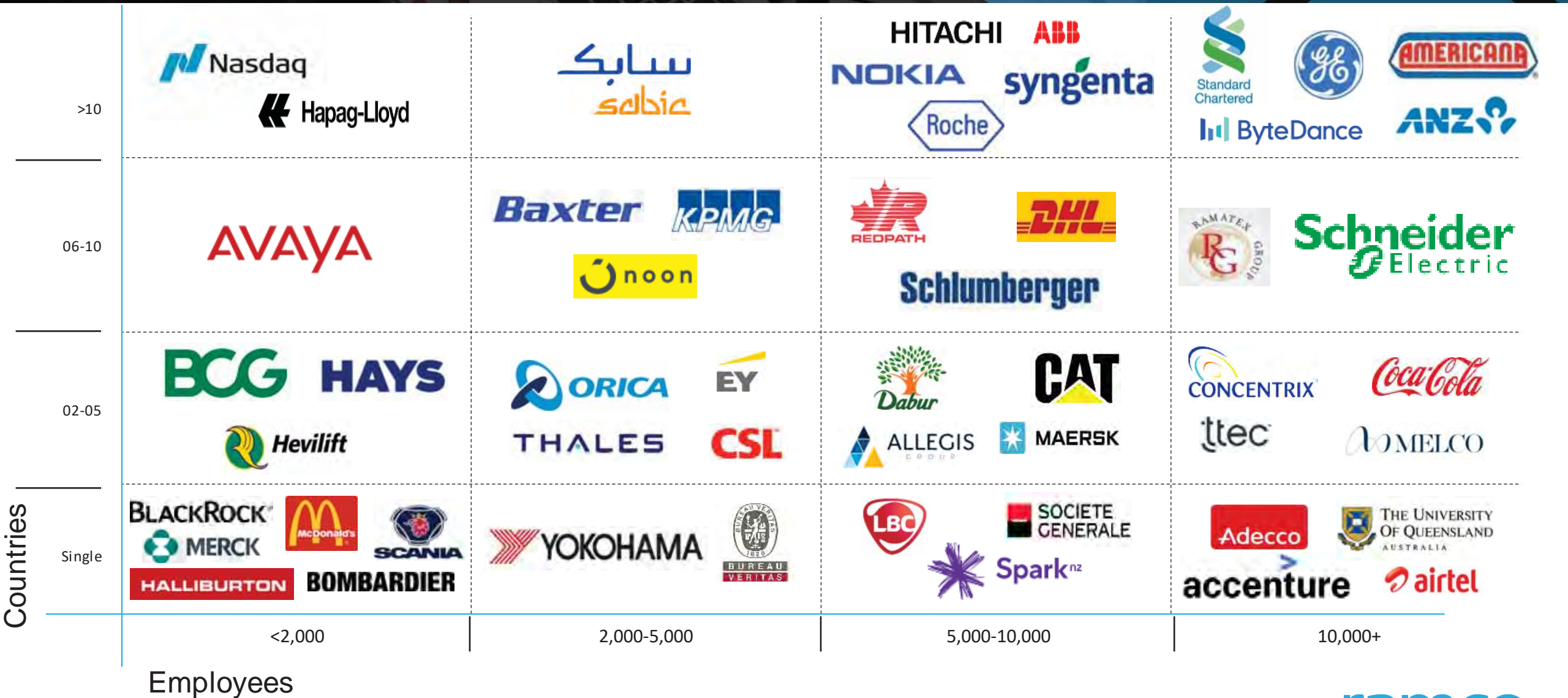
HCM & WFM Solution Providers | Leading SIs | Analysts |
Payroll Associations



Ramco Global Payroll & HR – Solution Map



A Glimpse of Our Global Clientele



Strategic integrations with leading HCM solution providers



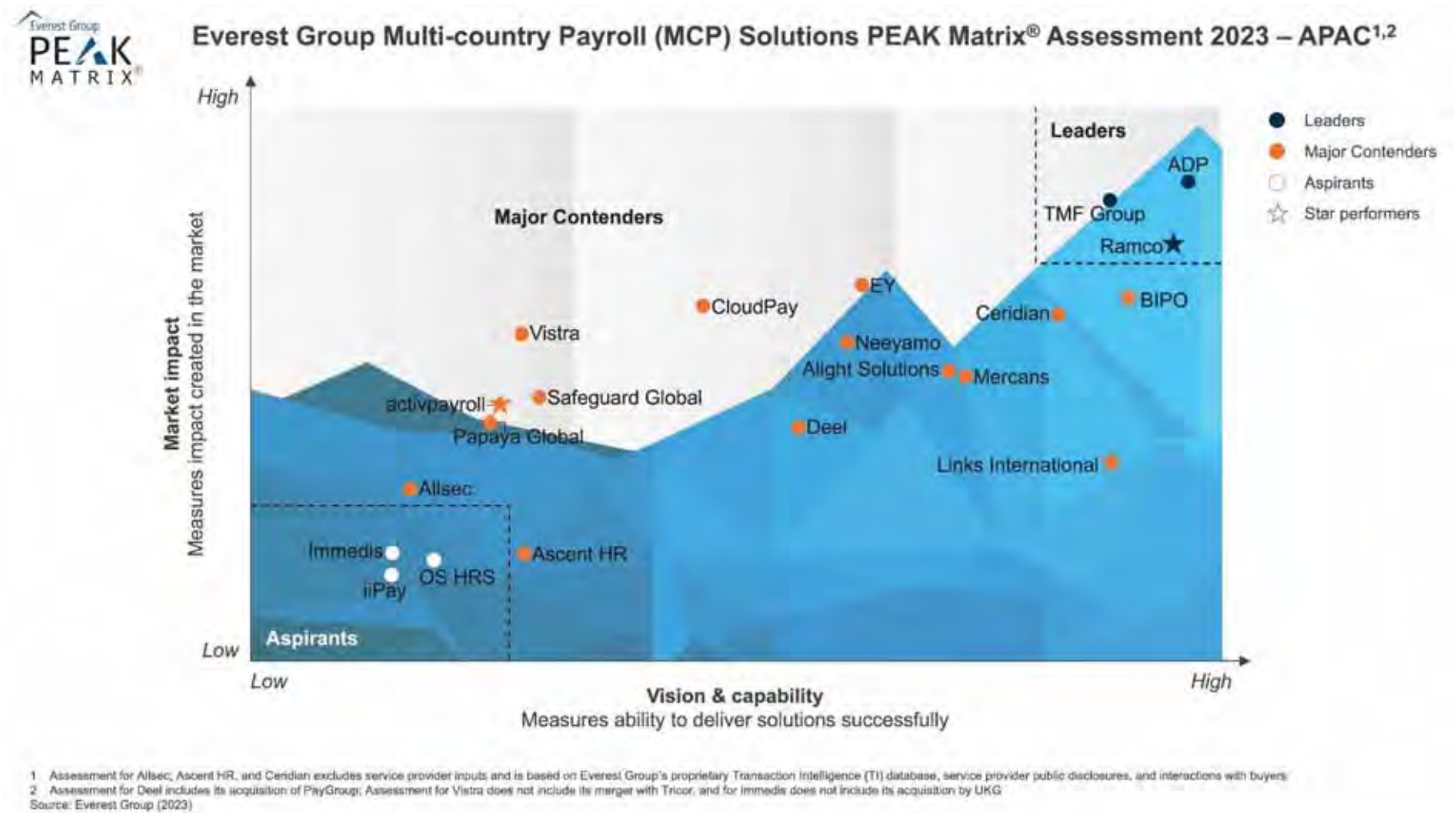
- Aggressive pipeline addition from Oracle led deals (30% of pipeline in 6 months)
- Large MNC Accounts being opened up
- Workday to accelerate now (Certification target)



- Front ending us as System Integrators
- Leverage Ramco platform for payroll processing for their end customers
- COE set up by Ramco
- Annuity platform revenue

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Positioned as a ‘Leader’ in Everest Group’s MCP PEAK Matrix® Assessment 2023 - APAC



This assessment has been licensed to Ramco



Bagged the Elite Innovation Provider Award



45th HKIHRM HR
Excellence Awards
2021/22



Source: HKIHRM (Hong Kong Institute of Human Resource Management)

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HR VENDORS OF THE YEAR 2022

**RAMCO WINS TWO GOLDS AND ONE
SILVER AT THE HR VENDORS OF THE YEAR
AWARDS - SINGAPORE AND MALAYSIA**



BEST
Payroll
Software



BEST
Payroll
Outsourcing
Partner





RAMCO WINS
**'BEST PAYROLL SOFTWARE
SUPPLIER OF THE YEAR'**
AWARD AT THE GLOBAL PAYROLL
ASSOCIATION AWARDS 2022



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Aviation, Aerospace & Defense

Powering 4000+ aircraft & 24000+ users globally



Airlines



Heli Ops



MROs



Charters



Defense



OEMs



Drones

Ramco – Aviation Aerospace & Defense – Claim to fame



7 OF THE TOP 10
HELI OPERATORS



TOP 4
ADVERSARY AIR
DEFENSE OPERATORS



2 OF THE TOP 5
AIRCRAFT
MANUFACTURERS



2 OF THE TOP 5
MROS


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The most comprehensive footprint in the Market

Onboard a Single platform On
Cloud / On Premise

Engineering & CAMO	Maintenance	Supply Chain		MRO & Part Sales	Flight Operations	Safety, Quality, Compl.	Manufacturing	Employee Management	Finance & Accounting				
Configuration Management	Line Maintenance	Parts Administration	Supplier Management	Customer Management	Journey Log Entry	Compliance Reporting	Product Data Management	Employee Information	Enterprise Setup				
Maintenance Program	Hangar Maintenance	Warehouse Management	Procurement Administration	Contract Management	Flight Charter Contracting	Quality Audit Management	Planning and Scheduling	Certifications & Qualification	General Accounting				
Technical Records	Engine Maintenance	Material Planning	Repair & Exchange Mgt.	Customer Order Management	Flight Sheet Management	Occurrence Reporting	Manufacturing Execution		Accounts Payable				
AD & SB Management	Shop Maintenance	Stock Management	Loan & Borrow	Quotation and Pricing	Crew Scheduling	Standard Reliability	Engineering Change		Accounts Receivable				
Maintenance Planning	Tool & GSE Management	Physical Inventory & CC	PBH & Consignment	Part Pooling & Exchanges	EFB Central				Management Accounting				
Task Card Management	Dent & Buckle Administration	Inventory Analysis	Claims & Warranty Mgt.	Part Sale Management	Flight Contract Invoice				Fixed Assets				
Library Management	Assignments & Time Tracking	Scrap Management	Goods Receipt	MRO Warranty					MRO Invoice				
e-Publication	e-Signoff	Shipping							Financial Posting Engine				

Enterprise Add-ons

Hubs			Mobility		Platforms		In-memory Planning & Optimization (iPO)		Eco-System	
Work Reporting Hub	Procurement Hub	Customer Order Hub	Warehouse Anywhere	Approval Anywhere	Workflow	Integration Gateway (iRIS)	Resource Optimization	Inventory Optimization	SPEC 2000	FedEx
Shop – Quick Actions Hub	Inventory Hub	Fixed AssetHub	Mechanic Anywhere	Tool Anywhere	Dashboards	MAIL IT	Digitization		Customer Portal	OEM Data Interface
Technical Records Hub	Repair Hub	Accounts Payable Hub	Manage Anywhere	Fly Anywhere (EFB)	AI / ML	BoTs	Digital Task Card			
Engineering Hub	Demand Hub	Financial closure Hub	Line Anywhere (Offline)	Crew Anywhere	Report Writer	I-Extension Development Kit				
Engine Visit Hub	Part Kitting Hub	ed. Information subject to change. All rights acknowledged.								

ed. Information subject to change. All rights acknowledged.

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The Global Presence in Aviation



Serving Multiple Defense agencies through Prime Contractors



S-92A Platform



C130 Platform



CH-47 Platform



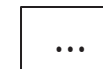
P-3 Platform



F16 Platform



CC-150 Platform



- One Installation
- Multiple Contract
- Different Functional Scope & Rules
- Data segregation & Rules
- Different Integration Scope
- Trade restrictions
- Gov Cloud hosting
- Defense Financial audit compliance



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Logistics

One integrated suite for all logistics operations

Powered by next-gen technology



Cloud
Hosted



Mobility
Driven



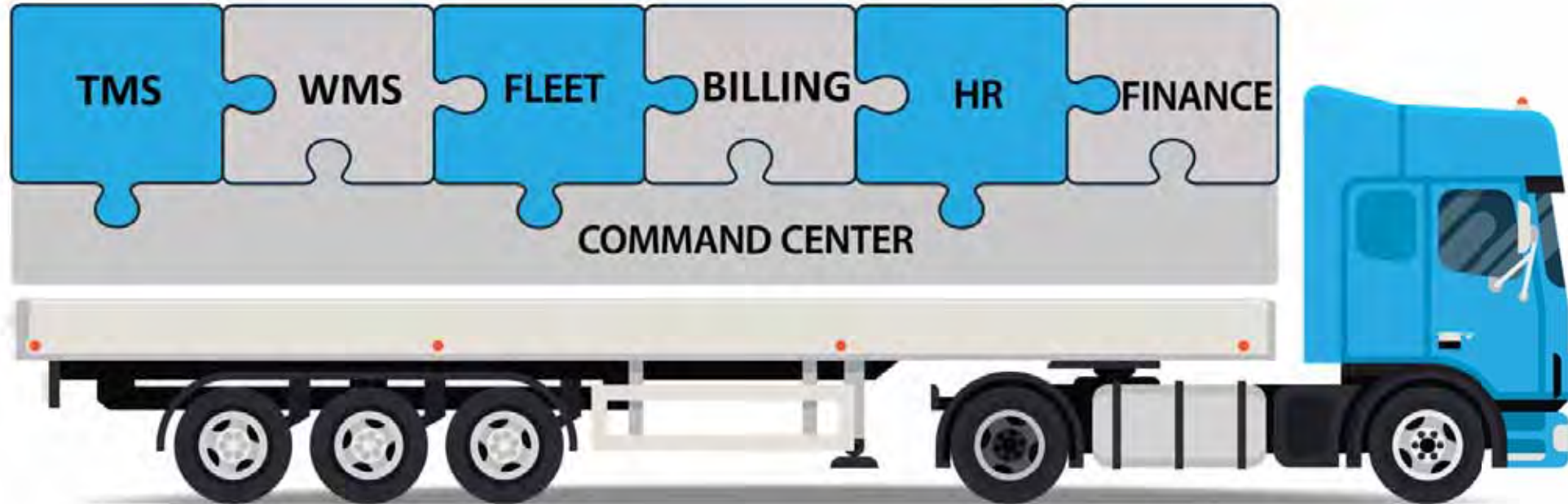
BOTs
Enabled



Intelligent
Command
Centre

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Integrated Logistics Software



Cloud
Deployment



Optimization &
Personalization Engine



Mobility
Solutions



Automates
Manual Tasks



Ecosystem
Integrations



AI ML
Chatbots

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Ramco Logistics Solution Spectrum



Transportation
Management (TMS)

Hub Management

Fleet Management

Visibility

Rating & Billing

Warehouse
Management (WMS)

Order Management

Hub Arrival and
Departure

Fleet Management

Event Management

Tariff Types

Inbound

Planning
& Tendering

Parent Child
Management

Fleet Maintenance

Track and Trace

Rating & Contracts

Outbound

Execution &
Documentation

Bay Management

Asset Management

Vendor Portal

Invoicing

Inventory Management

Container / Leased
Pallet Management

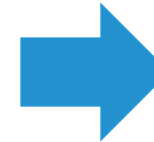
Container/ THU
Management

Workshop
Management

Customer Portal

Claims

Value added
services



Finance & Accounting

Payroll

AIDC / Mobility

WMS Mobile Apps

HMS Mobile Apps

TMS Driver App

Tendering App

Tools

iPO Optimizer

iRIS Integrator

Power BI / SSRS

Add-Ons

APIs

BOTS

AI/ML

Statutory

Driver Management

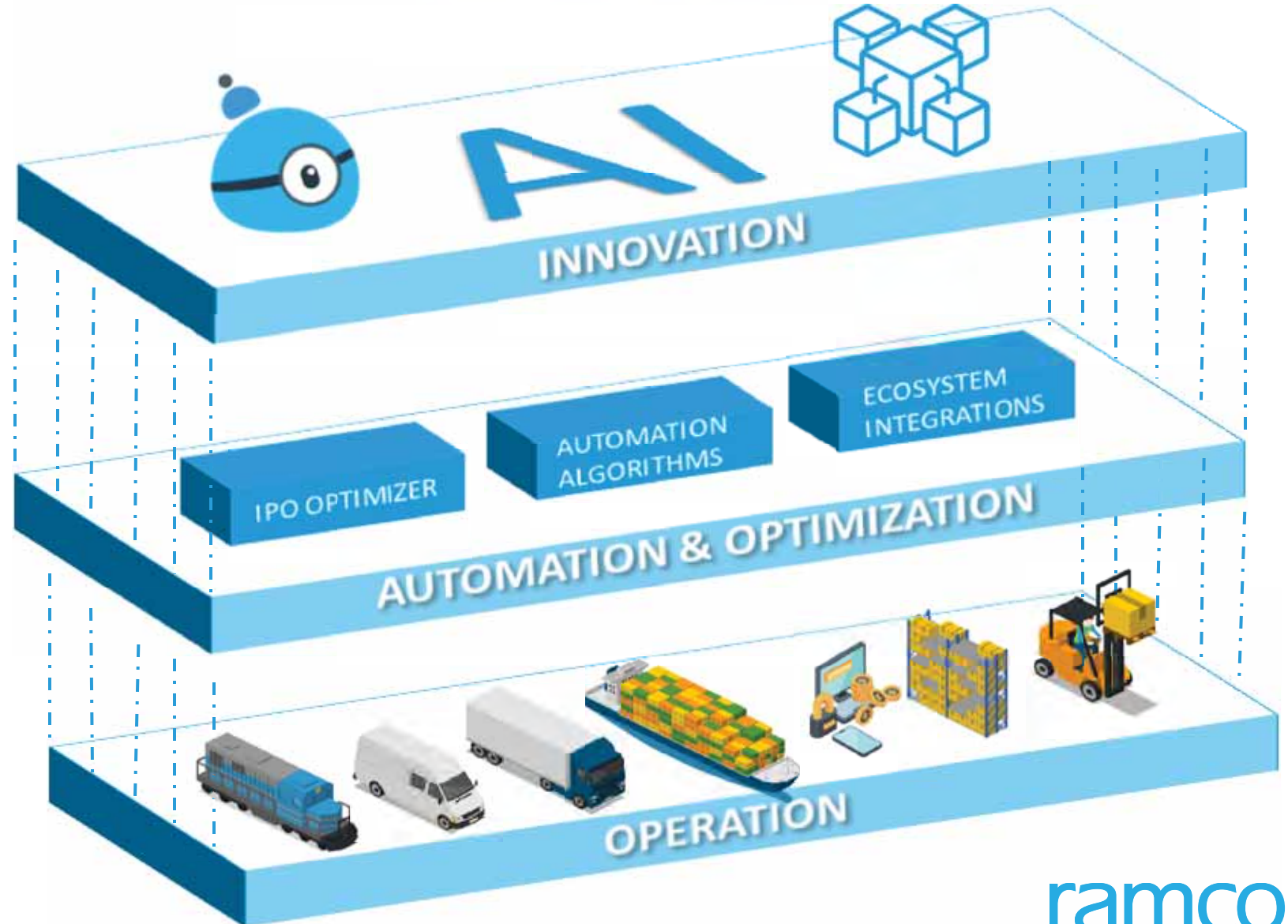
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Future Ready Solution

Digitalization with AI-ML, Block-Chain, Chatbots & Robotics

*Inbuilt Optimization Engine
Complete Ecosystem Integration*

*End to End Logistic Operations
spanning TMS, WMS, FMS, Hub,
Billing, Finance*



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Key Customers - Logistics

The logo for TOLL, featuring the word "TOLL" in a bold, teal, italicized sans-serif font.The logo for PROCONNECT, featuring a stylized 3D cube icon in blue and red to the left of the word "PROCONNECT" in a bold, red, sans-serif font.The logo for MMC, featuring a stylized red and blue "M" icon to the left of the letters "MMC" in a bold, blue, sans-serif font.The logo for CKV Integrated Logistics Services, featuring the letters "CKV" in a bold, green, sans-serif font with a stylized "V" that incorporates a red and blue geometric shape, with the words "INTEGRATED LOGISTICS SERVICES" in a smaller, black, sans-serif font below.The logo for VISY, featuring the word "VISY" in a bold, white, sans-serif font inside a blue rectangle, with the tagline "FOR A BETTER WORLD" in a smaller, black, sans-serif font below.The logo for KERRY LOGISTIKUS, featuring the word "KERRY" in a bold, orange, sans-serif font above the word "LOGISTIKUS" in a smaller, black, sans-serif font.The logo for Barloworld Logistics, featuring a blue globe icon to the left of the word "Barloworld" in a bold, black, sans-serif font, with the word "Logistics" in a smaller, black, sans-serif font below.The logo for CAMERON, featuring the word "CAMERON" in a bold, blue, sans-serif font inside a yellow rectangle with a black border.The logo for SAN MIGUEL LOGISTICS, featuring a yellow shield icon with a red crown on top and a red lion inside, to the left of the words "SAN MIGUEL LOGISTICS" in a bold, black, sans-serif font.The logo for GMG, featuring the letters "GMG" in a bold, red, sans-serif font inside a red diamond shape.The logo for NATIONWIDE EXPRESS, featuring the words "NATIONWIDE" and "EXPRESS" in a bold, white, sans-serif font inside a red rectangle.The logo for Ron Crouch transport, featuring a stylized "rct" in a blue, italicized, sans-serif font above the words "Ron Crouch" in a bold, black, sans-serif font, with the word "transport" in a smaller, black, sans-serif font below.The logo for TVS Logistics Services Limited, featuring the letters "TVS" in a bold, blue, sans-serif font inside a blue circle, with the words "TVS Logistics Services Limited" in a bold, blue, sans-serif font below.The logo for VARUNA Logistics, featuring a stylized orange and yellow geometric icon to the left of the word "VARUNA" in a bold, blue, sans-serif font, with the word "Logistics" in a smaller, black, sans-serif font below.The logo for FORWARDIS RAIL AND MORE, featuring the word "FORWARDIS" in a bold, black, sans-serif font above the words "RAIL AND MORE" in a smaller, red, sans-serif font.The logo for RSA GLOBAL, featuring the letters "RSA" in a bold, blue, sans-serif font above the word "GLOBAL" in a smaller, red, sans-serif font.The logo for LYNK, featuring the word "LYNK" in a bold, black, sans-serif font next to a yellow square icon with a black "L" shape inside.The logo for NTC, featuring a stylized pink flower icon with a blue and white geometric design inside, above the letters "NTC" in a bold, black, sans-serif font.The logo for LogiPoint, featuring the word "LogiPoint" in a bold, blue, sans-serif font next to a stylized red and blue geometric icon, with the tagline "Logistics. Enabled." in a smaller, black, sans-serif font below.The logo for ima, featuring the letters "ima" in a bold, blue, sans-serif font with a stylized blue and white geometric icon to the right.The logo for ramco, featuring the word "ramco" in a bold, blue, sans-serif font.



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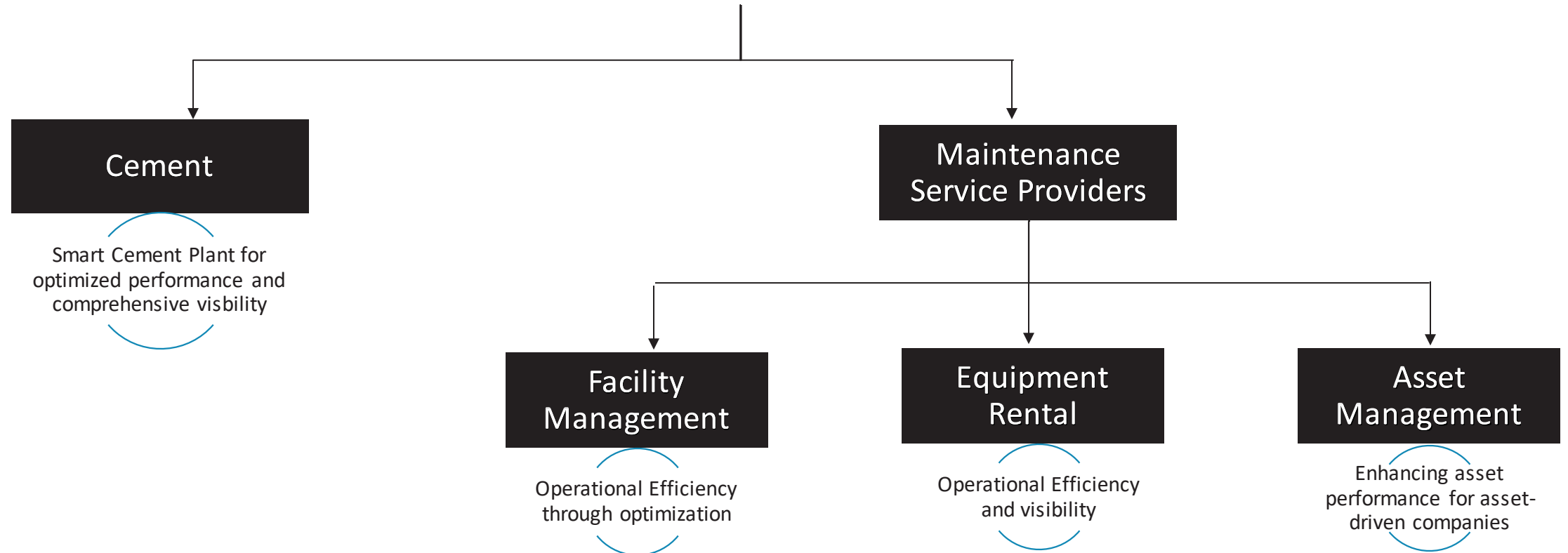
CORE ERP

Unified digital platform for asset-intensive industries

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Ramco ERP Platform

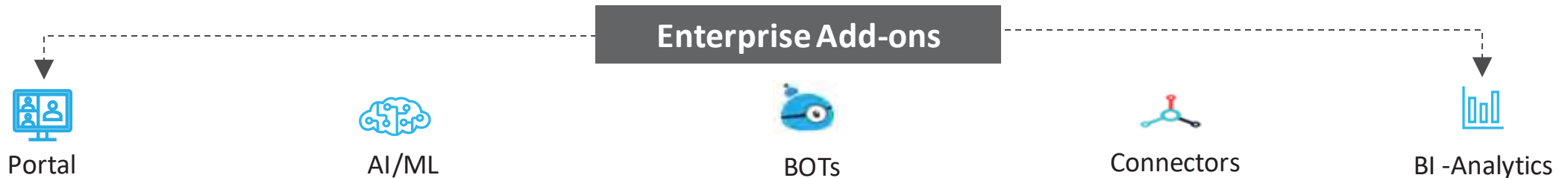
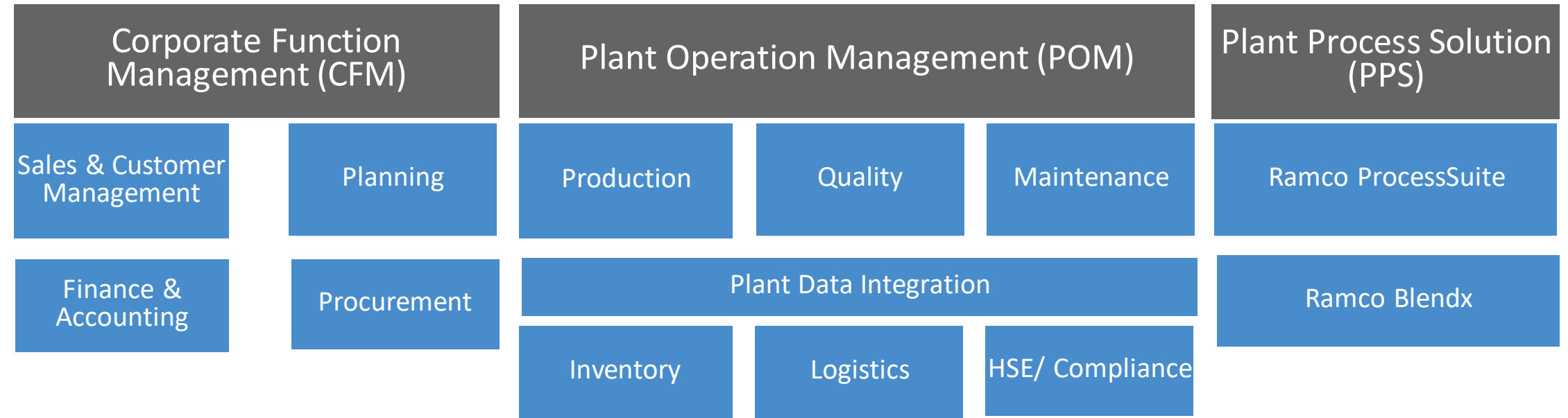
A robust platform built to digitally transform industries having operations and maintenance (O&M) as their core competence



Enabling comprehensive visibility across business functions for data-driven decision-making

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Digital Solutions for Cement Industry



Key Cement Clients

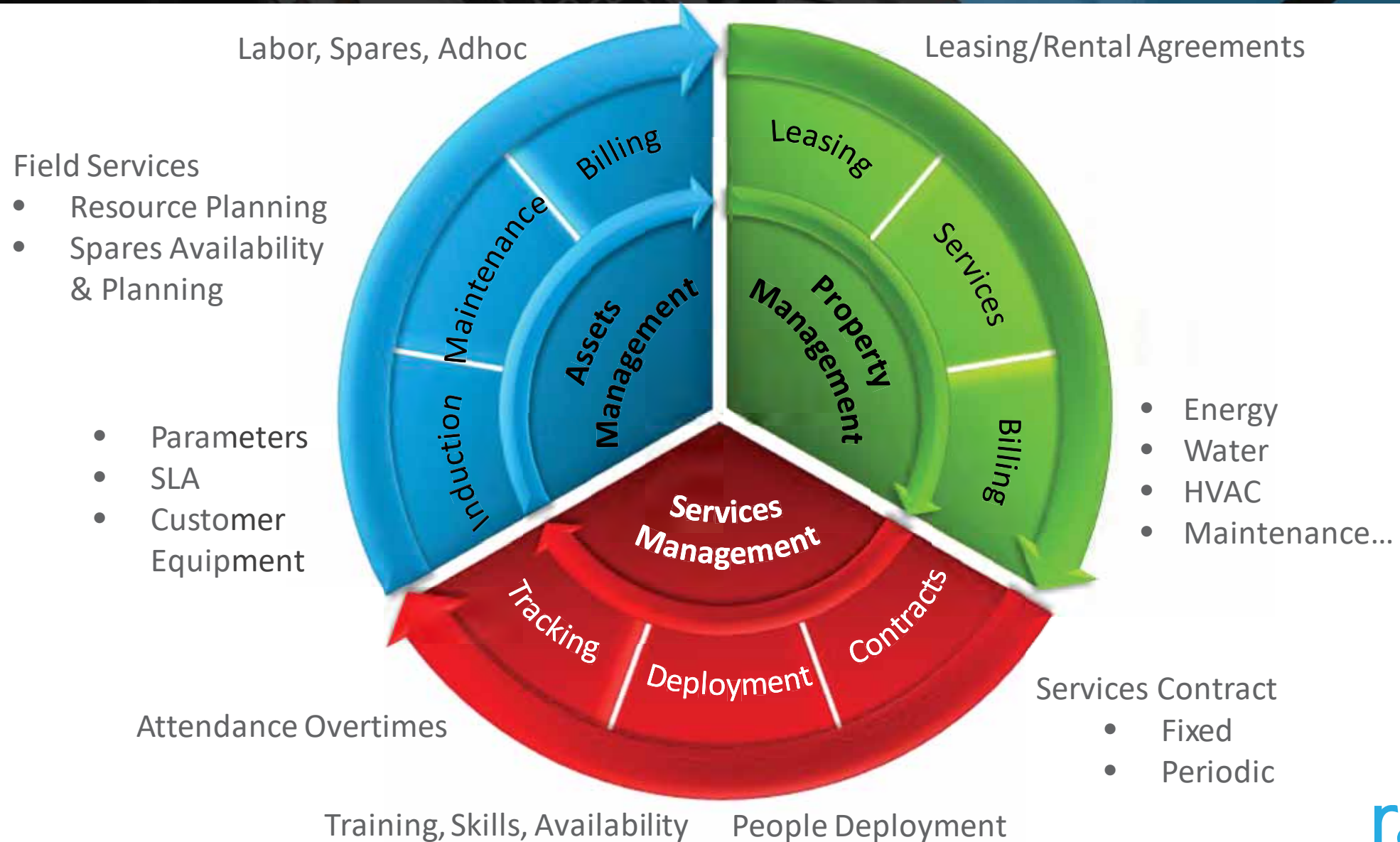


Terugana Slica



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Facility Management Solution Overview



Facility Management Clients Who Trust Us



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Equipment Rental Solution Overview



Equipment Rental & Leasing

- Bare Rentals and Manned Rental with Operators



Maintenance & Repair Services

- Rentals along with Maintenance & Repair services for customers
- Maintenance of Owned Assets



Sales & Lead Management

- Sales of New Equipment and Machinery
- Sale of Used and Refurbished Equipment
- Customer Relationship Management



Parts Sales

- Rentals along with Sale of Parts
- Sales and Support of Equipment Spare Parts



Procurement & Inventory

- Domestic Purchase/ Import of Equipment
- Inventory of Equipment and Spares



Finance & Accounting

- Accounts Payables & Receivables
- Fixed Assets

Equipment Rental Industry has been reaping benefits from Ramco Solution



Geography

USA

Fleet Size

3000

Equipment Class

Cranes, Elevators & Hoists Construction Equipment's

Business Model

Rentals, Sale, Service



Geography

Middle East UAE

Fleet Size

2000

Equipment Class

Cranes, Trucks & Trailers, Forklifts, Man lifts & Scissor lifts, Lifting gears & tackles, Test Weights, Energy Rentals

Business Model

Rentals



Geography

Middle East Kuwait

Fleet Size

1500

Equipment Class

Cranes, Forklifts, Man lifts / Sling & Shackles, Constr. Equip. Compressor, Generator, Pumps, Welding machines

Business Model

Rentals



Geography

Singapore

Fleet Size

1500

Equipment Class

Cranes, Heavy Lifting & Haulage, Offshore and Marine, Tower Crane & General Equipment

Business Model

Rentals



Geography

India

Fleet Size

5000

Equipment Class

Batching Plant, Silo, Screw Conveyor, Concrete Pump and other construction equipment.

Business Model

Rentals



Geography

Australia

Fleet Size

1576

Equipment Class

Cranes, Trucks & Trailers, Forklifts, Man lifts & Scissor lifts, Lifting gears & tackles, Test Weights, Energy Rentals

Business Model

Rentals, Sale, Service



Geography

ASEAN

Fleet Size

3000

Equipment Class

Cranes, Elevators & Hoists Construction Equipment

Business Model

Rentals, Sale, Service

...and many more are have embarked on the transformational journey

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Ramco ERP – Comprehensive Solution Stack

Finance & Accounting	Real Estate Management	Project Management	Inventory & Procurement	Enterprise Asset Management	Sales & Distribution	Manufacturing	Quality Management	Facilities Management	Logistics Management	SRP	HRP
General Accounting	Land Bank Management	Planning & Budgeting	Item Administration	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	
Global Taxation Solution	Building Maintenance		Subcontracting	Reliability & Review	Service Management			Work Reporting	Fleet Management	Billing & Revenue Management	
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	Alerts	Master	Finance	Mail IT	Integration Gateway IRIS/ EDI
Route	Approve	Capacity	Parts Suggestion	Fault Reporting	Notification	Procurement	Inventory	BOTS	Real time Integration
Mechanic	Employee / Manager	Transport	Auto Codification	Defaulting	Actions	Production	Sales/ CRM	Workflow	Extension Tool Kit

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Ramco SRP is Built to address...

Staffing



Fulfils the hiring requirements of any company in accordance with the skills they need. The people that join the company through a staffing agency are temporary workers who are on the payroll of the staffing agency itself.

Contract Workforce



Hiring and management of non-permanent employees. This includes independent contractors, gig workers

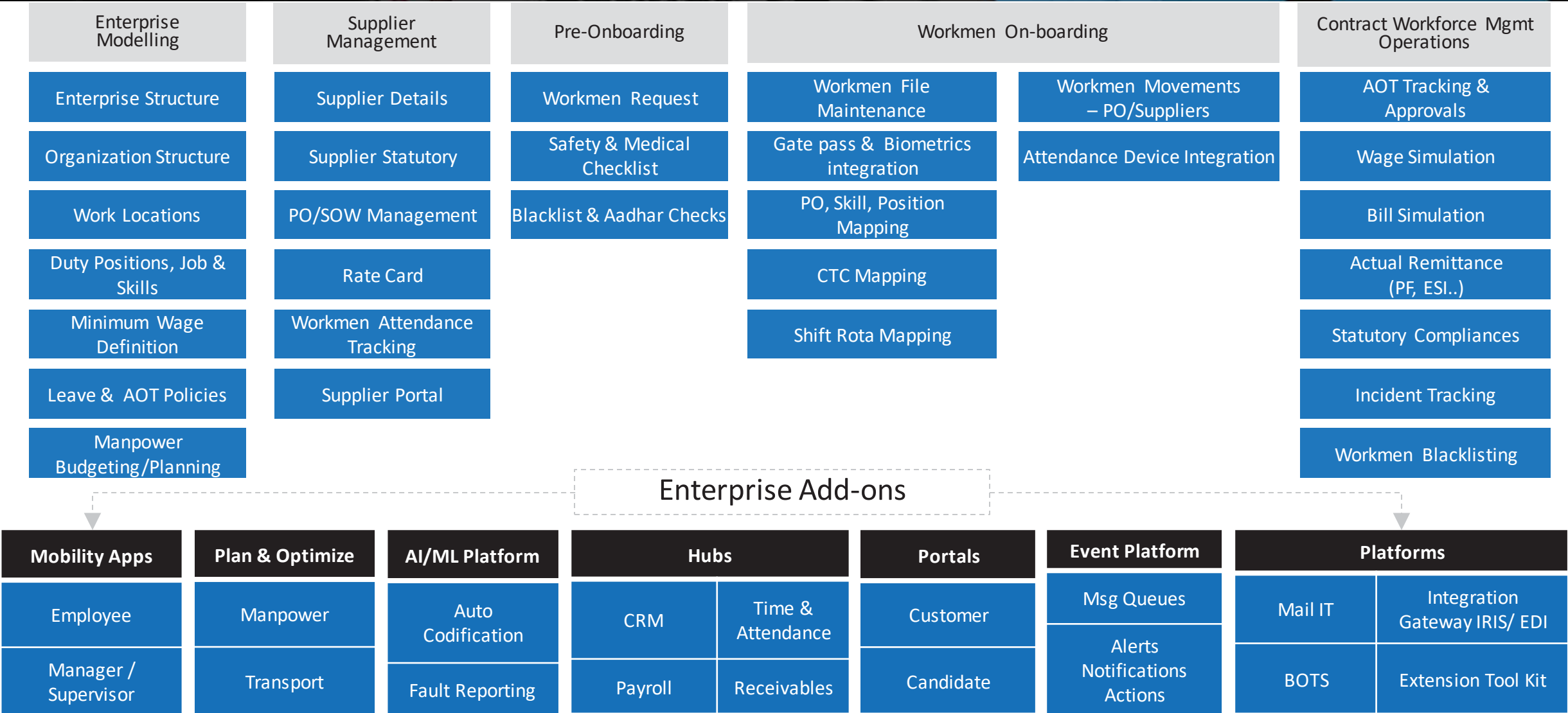
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Ramco SRP for Staffing – Solution Map

CRM / Contract Management	Sourcing & Recruiting	HR Operations	Client Operations	Finance	Procurement & Inventory
Lead Management	Sourcing Strategy	Organization Management	Customer Policies	General Accounting	Procurement Administration
Customer Management	Candidate Information	Core HR	Attendance & Timesheet	Receivables Management	Inventory Administration
Contract Management	Offer Management	Global Payroll	Billing Configurator	Payables Management	Sub-contracting
SOW/PO Management	Employee information	Employee Benefits	Customer Billing Setup	Fixed Assets Management	
	Employee contracting	Travel	Billing Consolidation	Management Accounting	
	Employee Movements	Expenses	Invoicing	Global Tax Solution	
	Onboarding Management	Attendance & Timesheet			

Enterprise Add-ons							
Mobility Apps	Plan & Optimize	AI/ML Platform	Hubs		Portals	Event Platform	Platforms
Employee	Manpower	Auto Codification	CRM	Time & Attendance	Customer	Msg Queues	Mail IT
Manager	Transport	Fault Reporting	Payroll	Receivables	Candidate	Alerts Notifications Actions	BOTS
							Integration Gateway IRIS/ EDI
							Extension Tool Kit

Ramco SRP for CWFMS – Solution Map



Ramco Services Resources Planning



CUSTOMER SATISFACTION

Secure execution and customer satisfaction in 4-5 key customers



New Customers



BUSINESS PROPOSITION

Focus



Staffing

Professional Services

CWMS

Growth & Investment

Confirm the business proposition, prospects and have a clear business plan to create conviction (or otherwise) to invest intensely behind this business



ORGANIZATION STRUCTURE



Targeted approach to manpower initially around current customers



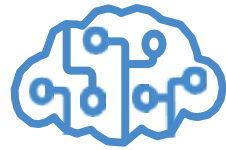
FOCUSING ON INNOVATION

Solving complex problems of our customers
through innovative solutions

Innovations driving our growth

Infusing Intelligence with

AI/ML



Event Driven

Notification



Anticipatory

Computing



No need to Login

JUST MAIL IT

**Personalization
Engine**



Voice is the New UI

JUST TALK



**Frictionless
Computing**



Conversations @work

JUST BOT IT

API Driven Architecture

**Connected
Ecosystem**



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Bypass all boundaries of APIs

Establish TRUST with your ecosystem right from your Mailbox



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Mail IT- for Smartly Interacting with the System on eMail

SUPPLIER BALANCE - BLUEDART - Message (Rich Text)

FILE MESSAGE INSERT OPTIONS FORMAT TEXT REVIEW

Clipboard: Paste, Cut, Copy, Format Painter

Basic Text: Calibri (Box) 11, Bold, Italic, Underline, Text Color, Background Color, Bulleted List, Numbered List, Decrease Indent, Increase Indent

Names: Address Book, Check Names

Include: Attach File, Attach Item, Signature

Tags: Assign Policy, Follow Up (High Importance, Low Importance)

Zoom: Zoom, Apps for Office, Apps

Send, To..., Cc..., Bcc..., Subject

Message Actions: Ignore, Delete, Reply, Reply All, Forward, More, To Manager, Done, Create New, Quick Steps, Move, Rules, Onenote, Assign Policy, Mark Unread, Categorize, Follow Up, Translate, Find, Related, Select, Zoom

You forwarded this message on 11/28/2023 4:14:41 AM

From: ERPUSER <coe-ramco@ramco.com>
To: Nitin
Cc:
Subject: RE: Supplier Balance - Bluedart

Sent: Mon 3/15/2016 8:06 PM

Supplier Balance Details for BLUEDART

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
SNOTE00082	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

Let the Supplier Do the Data entry for you

Get Supplier Expense Invoices through eMail

Creating gender-balanced workplaces: Exclusive Women's Day webcast - Message (HTML)

File Message Help Tell me what you want to do

Ignore Delete Archive Reply Reply Forward
Junk Delete Respond

Move to: ? To Manager
Team Email Done
Reply & Delete Create New

Move OneNote
Actions

Assign Mark Categorize Follow
Policy Unread Up

Translate Read Zoom Insights
Editing Speech Zoom

Work Schedule Appointment Request

Schedule Updates for WO100009/

Work Order No WO100009/ Work Order Desc Annual Maintenance for HVAC System

Equipment HVAC01 Description Air Conditioning Location Attadale Rehabilitation
Id Unit Hospital

Problem Compressor Problem

Supervisor Andrew Phone +61-438 535 813

Due Start 07 Jul 2020 Planned Duration(Hrs) 12

SNo.	Task Desc	Task Duration	Task Type	Priority
1	Check integrated HVAC and perform required maintenance	3.00	Work	Critical
2	Checking and repairing the chilled water pump	3.00	Work	Critical
3	Checking auxiliary equipment operation	2.00	Work	Critical
4	Checking refrigerant and oil levels	6.00	Work	Critical
5	Checking the chiller and calibrating controls	1.00	Work	Critical

Schedule Start Date/Time Wed Jul 08 2020 Assigned To

Schedule End Date/Time Tue Jul 07 2020 Contractor Phone

Submit

ramco

Conversation & Human Interactions – Ramco CHIA



Hi, how can I help you?

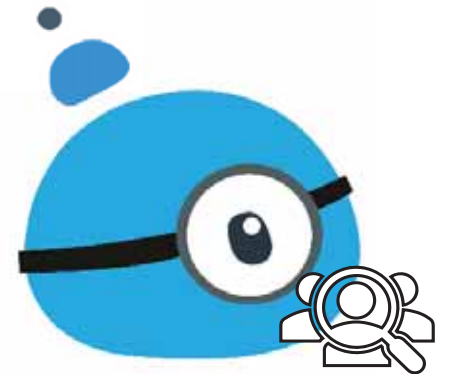
Transaction Bot



Support Bot



CRM Bot



HR Admin Bot

ramco

Did you know?



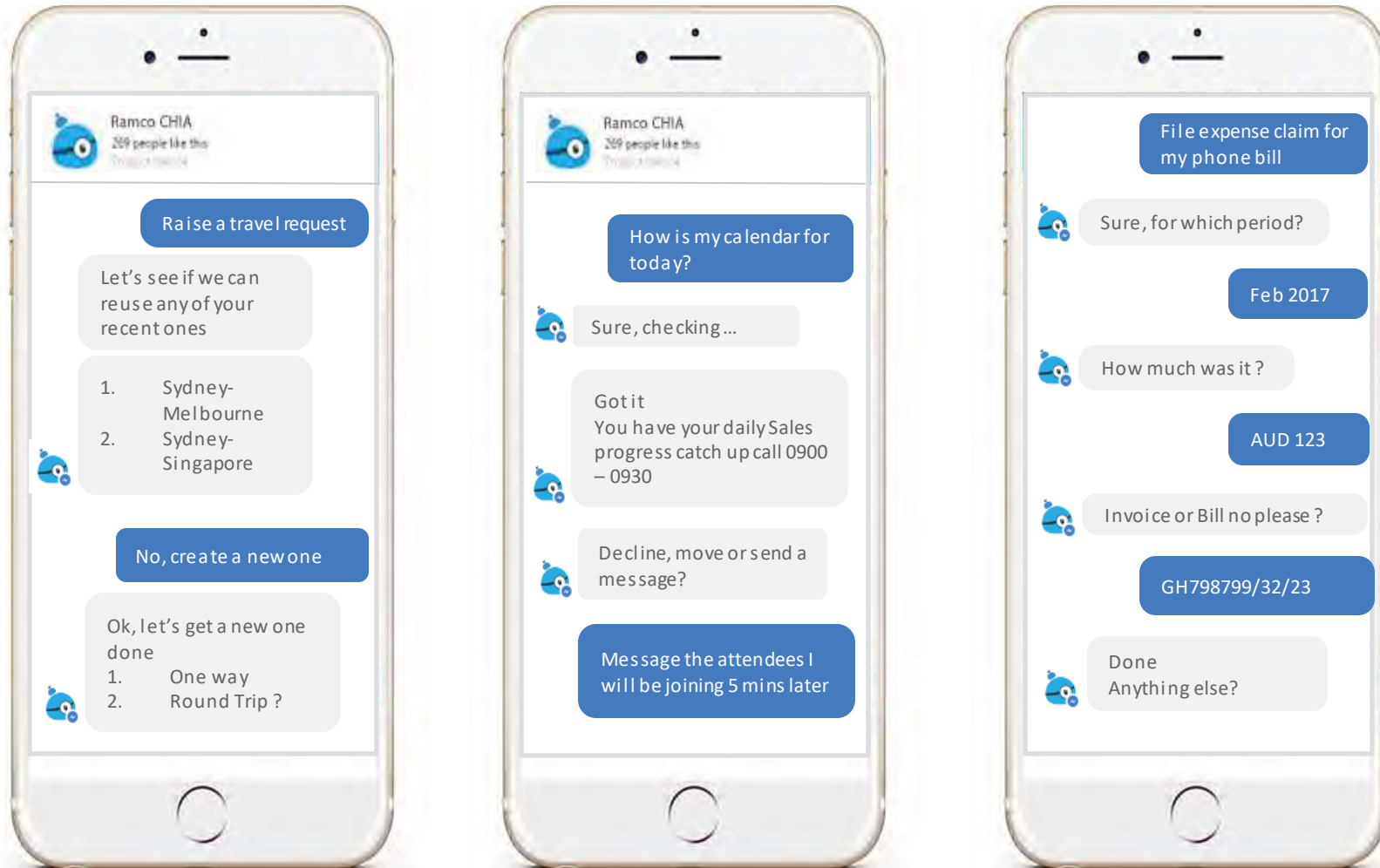
Ramco support bot can answer
70% of your employee queries

Cut your shared services cost by
half with ai & ml support bot



ramco

Moving towards Zero UI - Transactional CHATBOT



NO LOGINS NO SCREENS
JUST BOT IT

- Schedule your meetings
- Check your leave balance
- Know my Achievement
- Raise a travel request
- Claim your expenses

Transactional Bots | Time off, Leave, travel

ramco

Going beyond transactions - Support Bot



- How was my Tax calculated?
 - My arrears seem to be lesser than what I am supposed to get. Can you please clarify?
 - What would be my leave balance starting 12th Feb 2019?
 - Investment declarations –my tax declaration has not been considered in the tax calculation. Please clarify?
- Why is my Medical claim lesser than the Bill Amount?

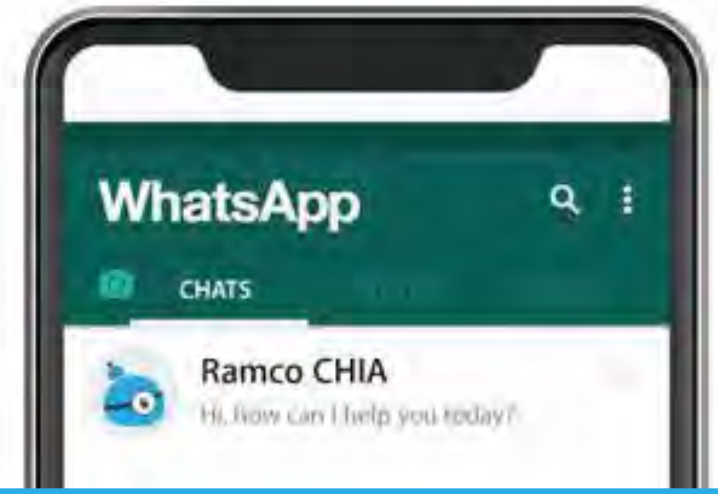
Support Bots | [Get your queries answered](#)

ramco

RAMCO CHIA NOW ON WHATSAPP

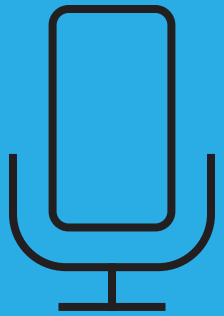
Let Ramco's Virtual Assistant proactively help you to simplify attendance, timesheet, expenses, onboarding, travel requests & more!

*Brought to you in partnership with Nexmo, The Vonage API Platform



ramco

Did you know?



70% of all transaction in
2023 will be Voice

Voice is the New UI



Plan Schedule



Instant Approvals



Apply Leave



Check Payslip



Work Request



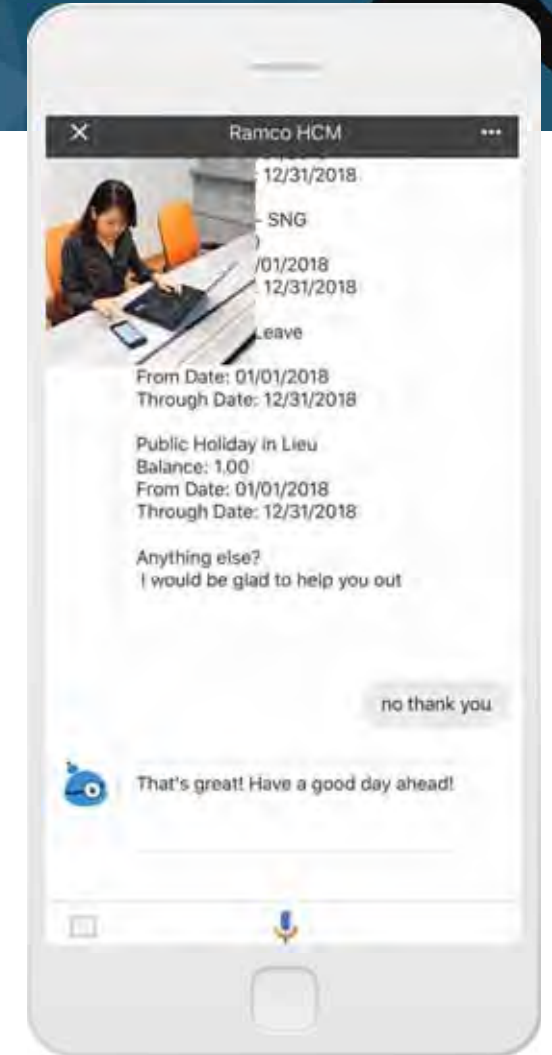
Asset Tracking



Asset Availability



Contract Details



Zero UI | Voice Assistants

ramco



WED, 5:32 PM

Hola

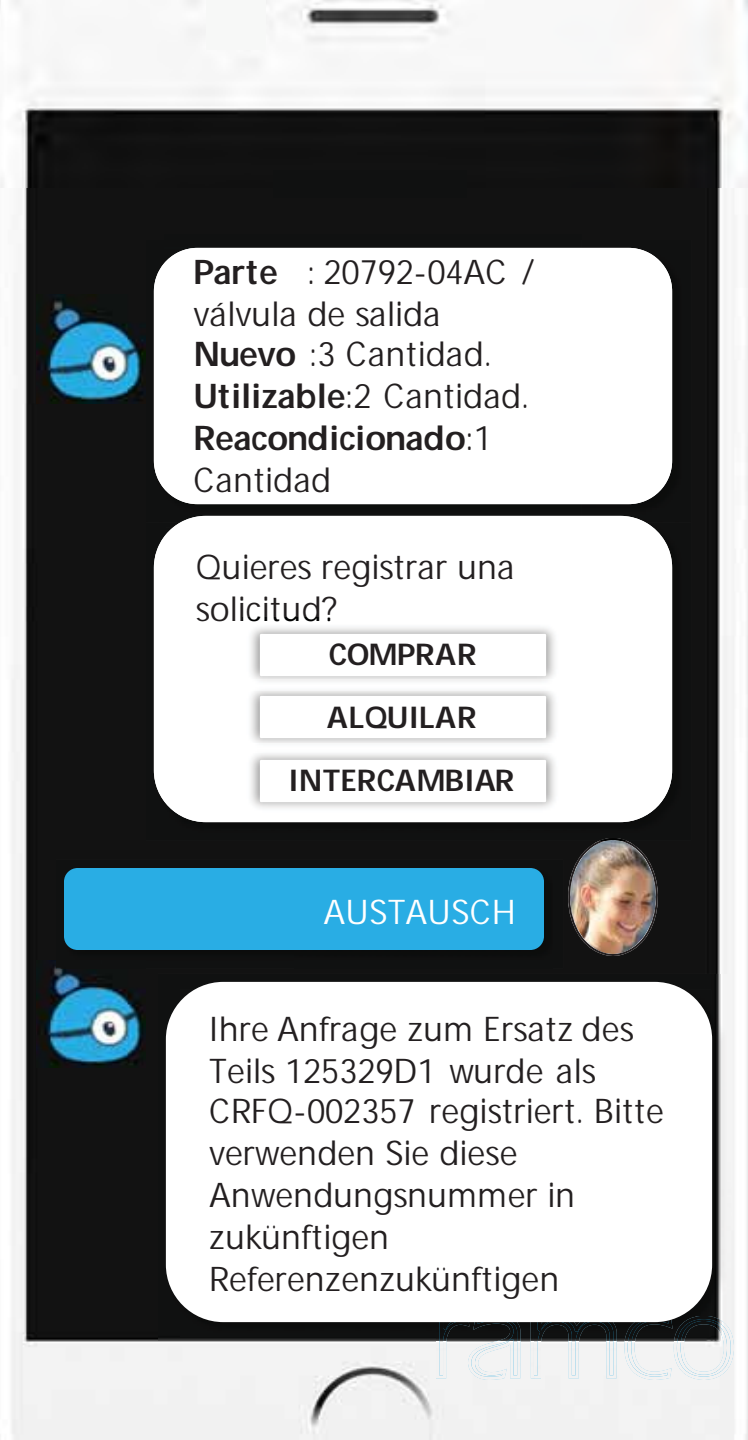
Hola Tina!

Compruebe la
disponibilidad de la parte
20792-04AC

Por favor indique la estación

ATL

Aquí está la disponibilidad
de la parte 20792-04AC /
válvula de flujo de salida en
la estación de Londres
Heathrow :



Parte : 20792-04AC /
válvula de salida
Nuevo : 3 Cantidad.
Utilizable: 2 Cantidad.
Reacondicionado: 1
Cantidad

Quieres registrar una
solicitud?

COMPRAR

ALQUILAR

INTERCAMBIAR

AUSTAUSCH

Ihre Anfrage zum Ersatz des
Teils 125329D1 wurde als
CRFQ-002357 registriert. Bitte
verwenden Sie diese
Anwendungsnummer in
zukünftigen
Referenzen zukünftigen

rainco



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

ramco

Outlook Actionable Messages



CHIARAMCO

Mon 13-01-2020 09:19

Vinitha Ramani ✉

Timesheet Entry Interface

Enter Timesheet for

Name of the Partner

Please choose Date

Mon Jan 13 2020

Project / Task /
Location

Project Code

Task Code

Location Code

Hours

D...

Project / Task /
Location

Project Code

Task Code

Location Code

Hours

D...

Project / Task /
Location

Project Code

Task Code

Location Code

Hours

D...

Submit

ramco

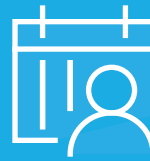
What if the Bot could read your Outlook Calendar and...



Fill your
Timesheets



Raise Travel
requests



Alert on your
next Assignment



Raise Expense
claims

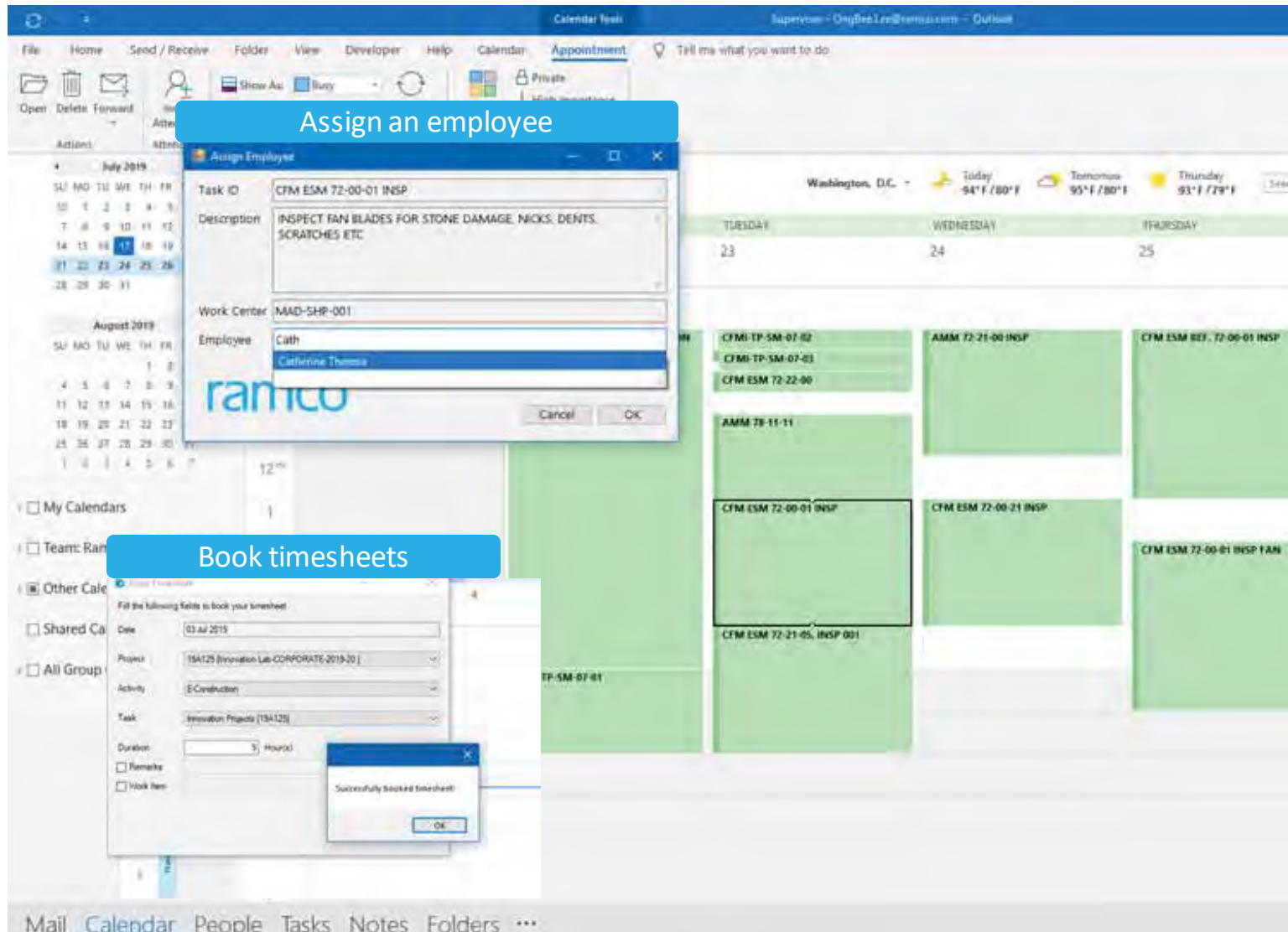
Move over Apps

– Get an Outlook!

- Get your ecosystem of suppliers / customers and partners to connect to ERP without downloading an app
- Make Outlook Calendar the default UI to transact with Internal & External audience



Enabling key tasks on the calendar for a supervisor



- Multiple actions like Assignment of employee, Task time booking etc. available on right click of the outlook calendar
- Required notifications triggered to update other calendars
- No need to login to the application for performing the transactions

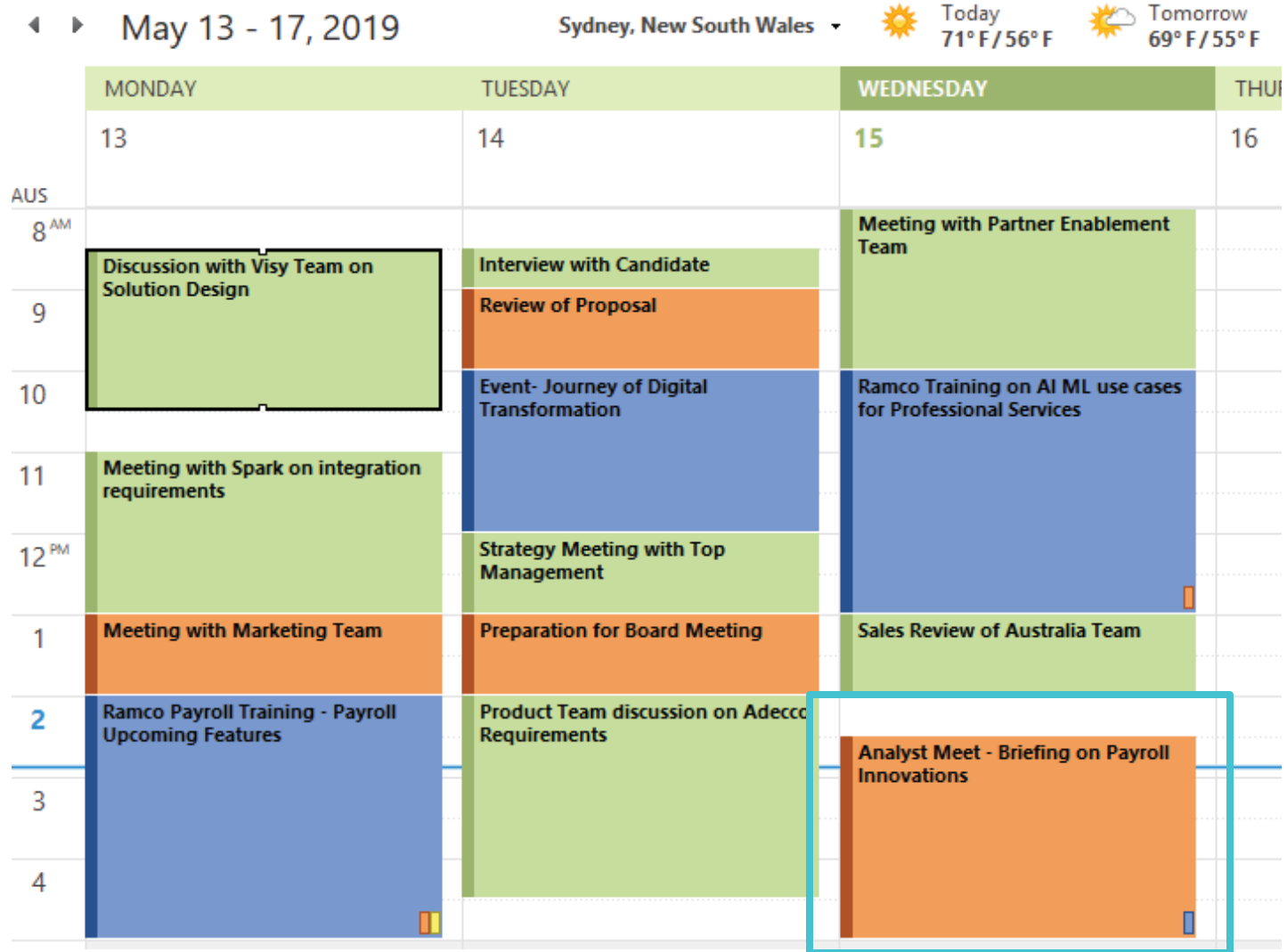


You have completed a meeting with
your client and you need to book your
timesheet

Based on your outlook calendar
invite, we can automatically pick up
relevant details and help you book
your timesheet

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Smart Integration with Outlook Calendar for Timesheet



As soon as a meeting is over, Chia checks if timesheet can be booked.

ramco

Welcome to the Frictionless world of Time Management



Hassle free



Intelligent



Fool Proof

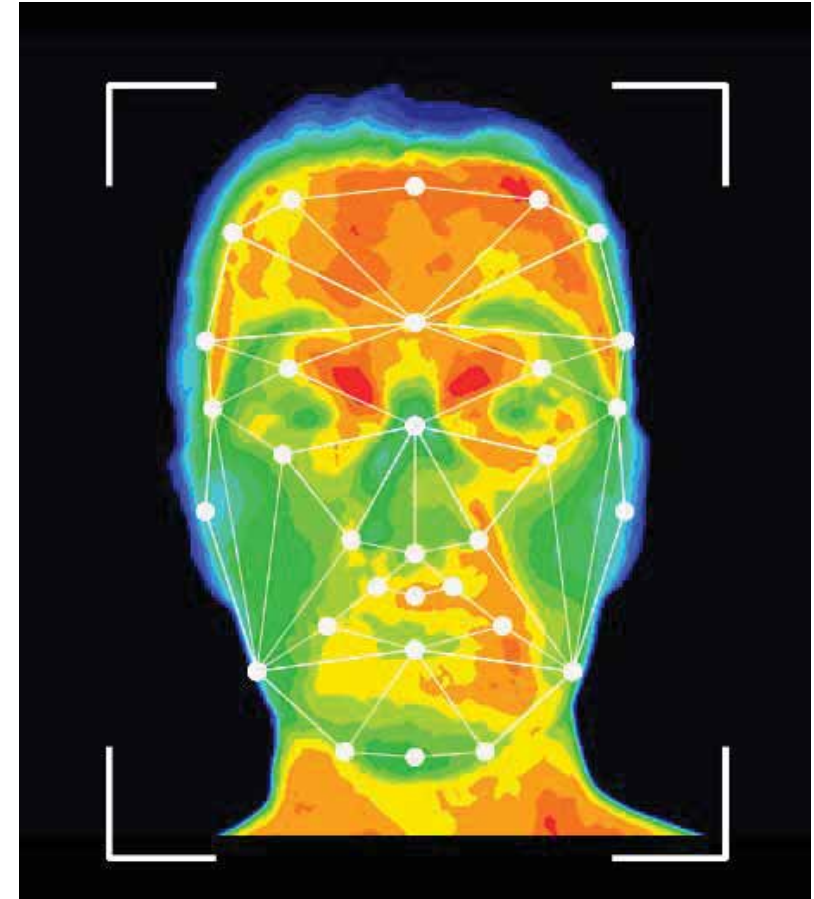
Frictionless

ramco

NOW GETS EMBEDDED WITH THERMAL SCREENING



Thermal Screening - Allow

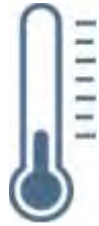


Comprehensive **Pandemic Control System** for Workplace Safety & Health

Safe Entry & Pre-Screening



Facial Recognition

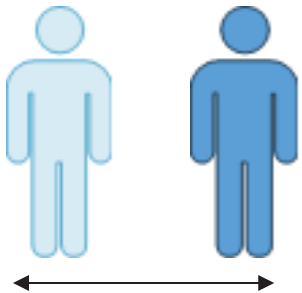


Thermal Screening

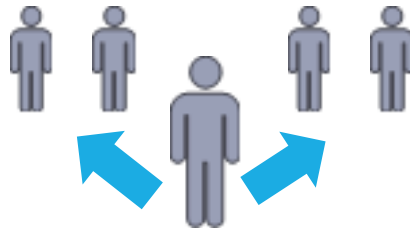


Mask Enforcement

Social Distancing & Contact Tracing



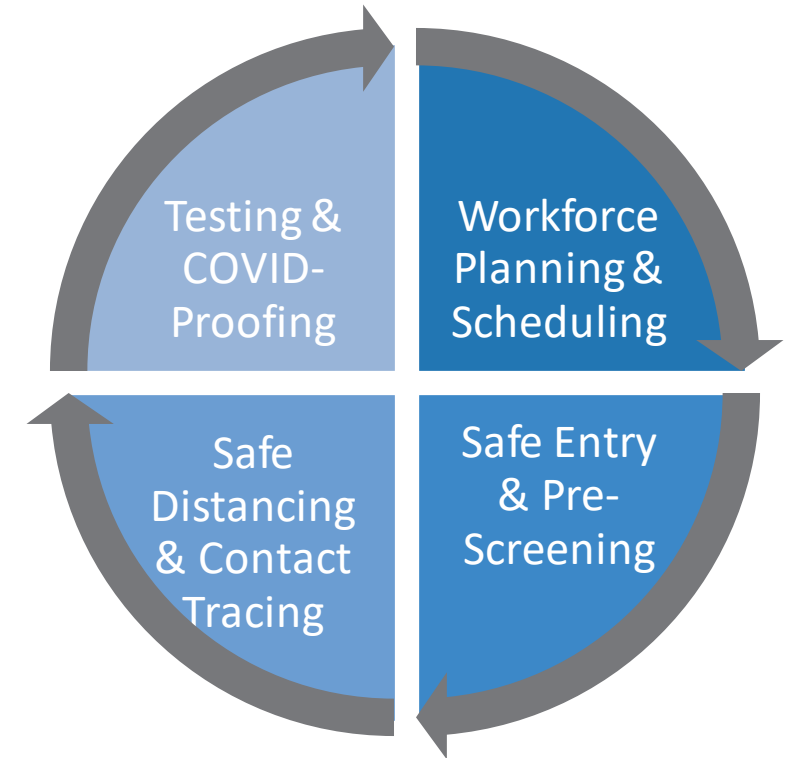
Mobile Alerts to Ensure
Safe Distancing



Bot based
Contact Tracing



Smell Test
(WIP)



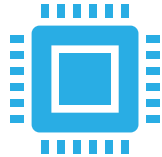
ramco

AI / ML based applications help in



BRINGING UP THE RIGHT CHOICES AND SELECTIONS:

Universal validation & Defaulting



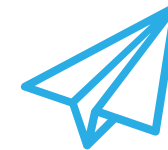
COST & RESOURCE SAVING:

Recommending the best & most optimal options given the circumstances



PREVENTING DAMAGE:

Catching mistakes, errors & even fraud



ORGANIZING & PREPARING FOR THE FUTURE:

Being able to Predict events such as faults & failures



Activity Search



2058



Default



Themes

Ashish Upreti
Super Role - Power[Home](#) > [Recent Activities](#) > [Purchase Request](#) > [Create Purchase Request](#)

★ Create Purchase Request

Super Role - Power

Status

AUTHORIZED

PR Details

PR Number	MLS/15/02421	PR Date	12/02/2018	Numbering Series	MLS-15
Type	GENERAL	Mode	NORMAL	Folder	
Requester ID	A004	Requester Name	Lewis Goldberg	Hold	<input type="checkbox"/>
PR Origin	MANUAL	Order At	Chicago	Receipt At	Chicago
Requested For		Name			
Currency	USD	PR Value (Transaction Currency)	331.71	PR Value (Base Currency)	331.71 USD
Approval Date	12/06/2018	Remarks			

Item Details

#	Desc.	Cost	UOM	Per	Required Qty.	Need Date	Warehouse Code	Supplier Code	Name	Ref. Doc. Type
1	Semi Conductor	175.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
2	Break Shaft	325.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
3	Industrial Breakers	225.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
4										NONE

Lewis enters cost as 225.00

Get Item Details



Activity Search



2058



Default

Themes

Ashish Upreti
Super Role - Power[Home](#) > [Recent Activities](#) > [Purchase Request](#) > [Create Purchase Request](#)

★ Create Purchase Request

Super Role - Power

Status

AUTHORIZED

PR Details

PR Number	MLS/15/02493	PR Date	12/06/2018	Numbering Series	MLS-15
Type	GENERAL	Mode	NORMAL	Folder	
Requester ID	A103	Requester Name	Tim Burr	Hold	<input type="checkbox"/>
PR Origin	MANUAL	Order At	Chicago	Receipt At	Chicago
Requested For		Name			
Currency	USD	PR Value (Transaction Currency)	331.71	PR Value (Base Currency)	331.71 USD
Approval Date	12/06/2018	Remarks			

Item Details

#	Desc.	Cost	UOM	Per	Required Qty.	Need Date	Warehouse Code	Supplier Code	Name	Ref. Doc. Type
1	Semi Conductor	175.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
2	Break Shaft	325.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
3	Industrial Breakers	215.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
4										NONE

Tim enters cost as 215.00

Get Item Details



Activity Search



2058



Default

Themes

Ashish Upreti
Super Role - Power

Home > Recent Activities > Purchase Request > Create Purchase Request

★ Create Purchase Request

Super Role - Power

Status

AUTHORIZED

PR Details

PR Number	MLS/15/02692	PR Date	12/12/2018	Numbering Series	MLS-15
Type	GENERAL	Mode	NORMAL	Folder	
Requester ID	A010	Requester Name	Alex Smart	Hold	<input type="checkbox"/>
PR Origin	MANUAL	Order At	Chicago	Receipt At	Chicago
Requested For		Name			
Currency	USD	PR Value (Transaction Currency)	331.71	PR Value (Base Currency)	331.71 USD
Approval Date	12/06/2018	Remarks			

Item Details

#	Desc.	Cost	UOM	Per	Required Qty.	Need Date	Warehouse Code	Supplier Code	Name	Ref. Doc. Type
1	Industrial Breakers	2,500.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
2	Break Shaft	196.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
3	Ball Bearings 25'X25' cm	225.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
4										NONE

Alex enters cost as 2500.00

Get Item Details

The System will allow all users to carry out transactions without a question

An AI/ML Embedded Application
instead, would



Activity Search

2058



Default

Themes

Ashish Upreti
Super Role - Power

Recent Activities > Purchase Request > Create Purchase Request

★ Create Purchase Request

Super Role - Power

Status

AUTHORIZED

PR Details


PR Number	MLS/15/02692	PR Date	12/12/2018	Numbering Series	MLS-15
Type	GENERAL	Mode	NORMAL	Folder	
Requester ID	A010	Requester Name	Alex Smart	Hold	<input type="checkbox"/>
PR Origin	MANUAL	Order At	Chicago	Receipt At	Chicago
Requested For		Name			
Currency	USD	PR Value (Transaction Currency)	331.71	PR Value (Base Currency)	331.71 USD
Approval Date	12/06/2018	Remarks			

Item Details

#	Desc.	Cost	UOM	Per	Required Qty.	Need Date	Warehouse Code	Supplier Code	Name	Ref. Doc. Type
1	Industrial Breakers	2,500.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
2	Break Shaft	196.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
3	Ball Bearings 25'X25' cm	225.00	EA	1.000	1.000	12/13/2018	FG-WH-CH	100014	Alwin International	NONE
4										NONE

Alex, the cost of the item entered seems to be 10X higher than what we normally pay for the same part

Get Item Details



WITH AI/ ML
AUDITS WILL NEVER BE
THE SAME!



Financial audit



Purchase audit



Internal audit

Home > Default > Finance Book Processing > Review Financial Statements

Review Financial Statements

Trial Balance | Balance Sheet | Income Statement | Income Statement (MAC) | Adhoc

Company: CBA | Finance Book: CBAFB | Period Horizon: 01Jan18-31Dec18 | As on: 11/22/2018

+ Additional Display Option

Show Details

EJS TreeGrid 11.0

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	0.00	0.00	●	1785798.00	0.00	1785798.00	0.00
510210	Administration Fee	EXPENSES	0.00	0.00	●	2206023.00	0.00	2206023.00	0.00
510220	Crew Hotel Charges	EXPENSES	1055842.00	0.00	●	1055842.00	0.00	1055842.00	0.00
510230	Crew Meals	EXPENSES	0.00	0.00	●	646092.00	0.00	646092.00	0.00
510240	Crew FAA Medical Exam	EXPENSES	0.00	0.00	●	924362.20	0.00	924362.20	0.00
510250	Crew 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 Crew Hotel Account

Account Inquiry

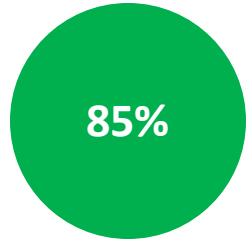
Transaction Level Search

Normal Exception

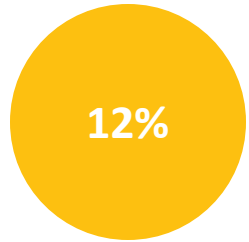
1 - 14 / 14

#	Finance Book	Account#	Cost Centre	Transaction Date	Transaction No	Transaction Type	Balance (In Base Curr.)	
1	CBAFB	510220	838	08/31/2018	JV-000042-2018	Journal Voucher - Regular	94,088.00	
2	CBAFB	510220	848	08/31/2018	JV-000042-2018	Journal Voucher - Regular	59,475.00	
3	CBAFB	510220	838	07/31/2018	JV-000043-2018	Journal Voucher - Regular	84,760.00	
4	CBAFB	510220	848	07/31/2018	JV-000043-2018	Journal Voucher - Regular	84,176.00	
5	CBAFB	510220	838	08/03/2018	JV-000044-2018	Journal Voucher - Regular	80,765.00	
6	CBAFB	510220	848	08/03/2018	JV-000044-2018	Journal Voucher - Regular	1,81,234.00	
7	CBAFB	510220	838	08/10/2018	JV-000045-2018	Journal Voucher - Regular	78,564.00	
8	CBAFB	510220	848	08/10/2018	JV-000045-2018	Journal Voucher - Regular	56,478.00	
9	CBAFB	510220	838	08/17/2018	JV-000046-2018	Journal Voucher - Regular	78,564.00	
10	CBAFB	510220	848	08/17/2018	JV-000046-2018	Journal Voucher - Regular	78,654.00	
11	CBAFB	510220	838	09/07/2018				
12	CBAFB	510220	848	09/07/2018				
13	CBAFB	510220	838	09/14/2018				
14	CBAFB	510220	848	09/14/2018				

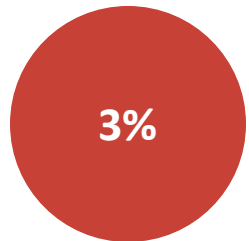
Exception Info at Transaction Level



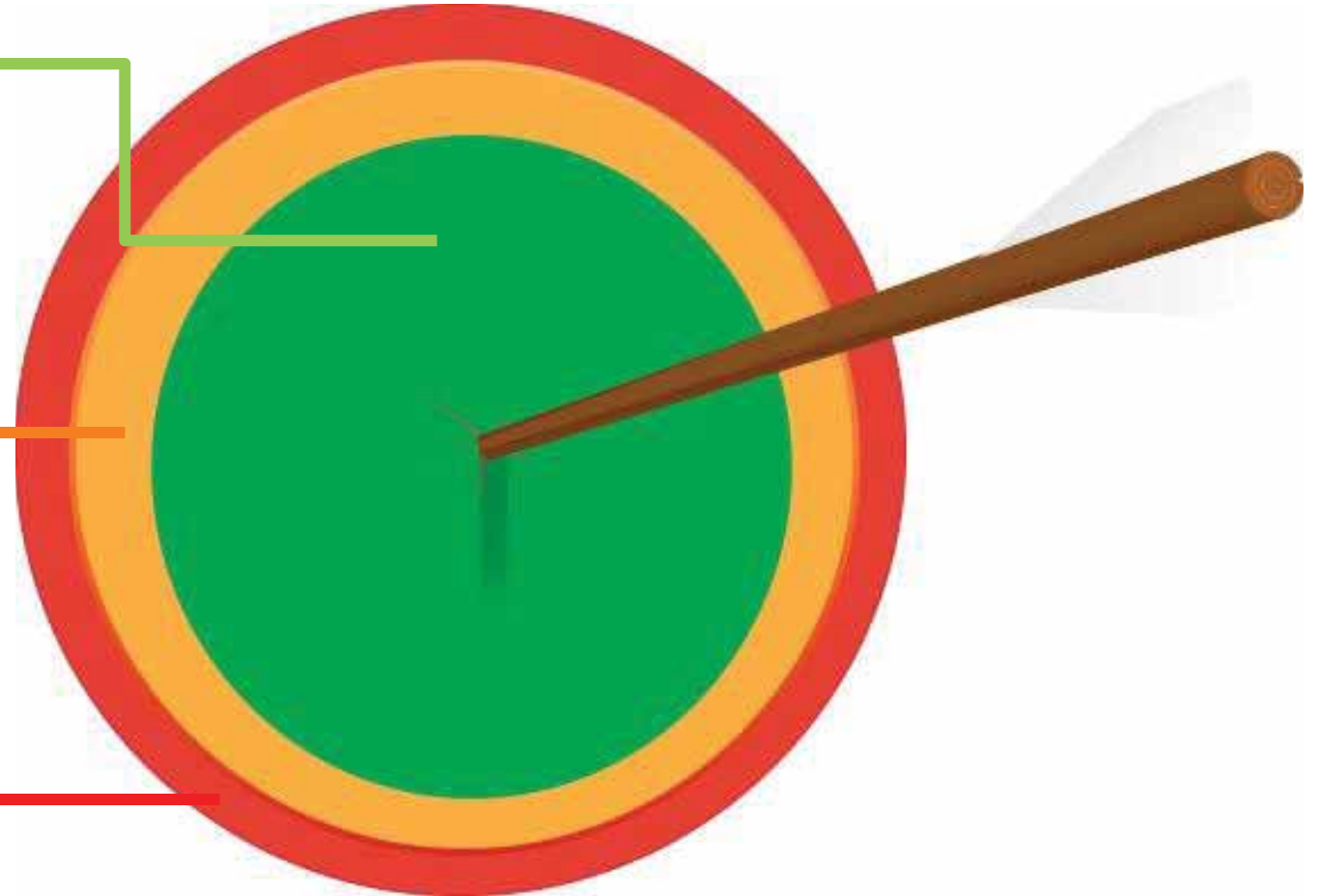
Usual and within
Acceptable limit



Mild Variance
detected



Unusual –
Needs attention



Personalization Engine



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

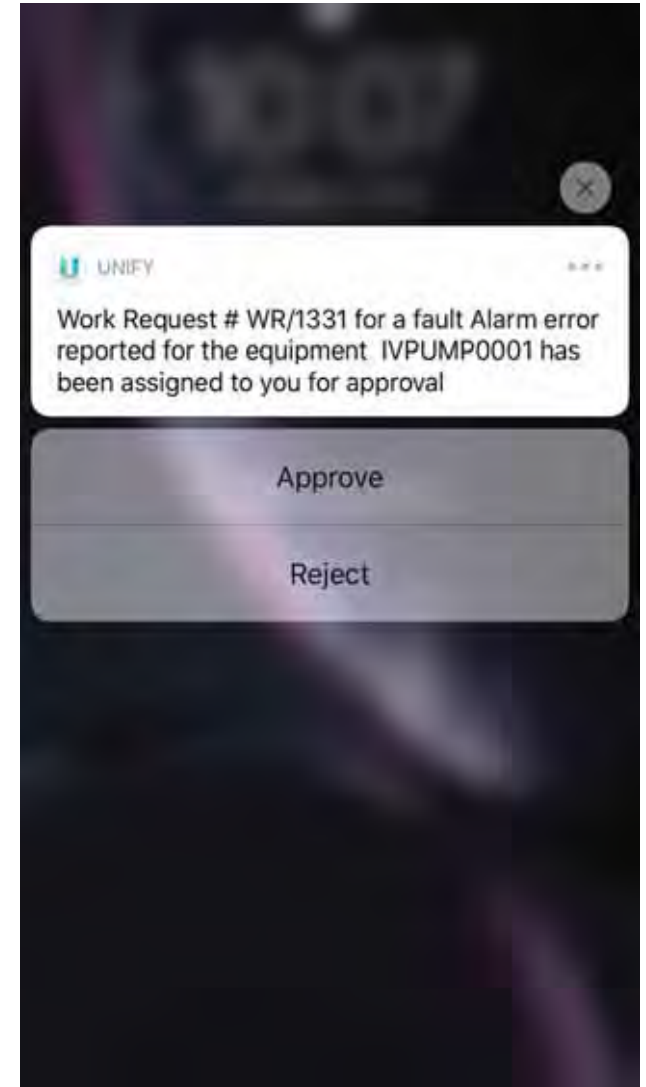
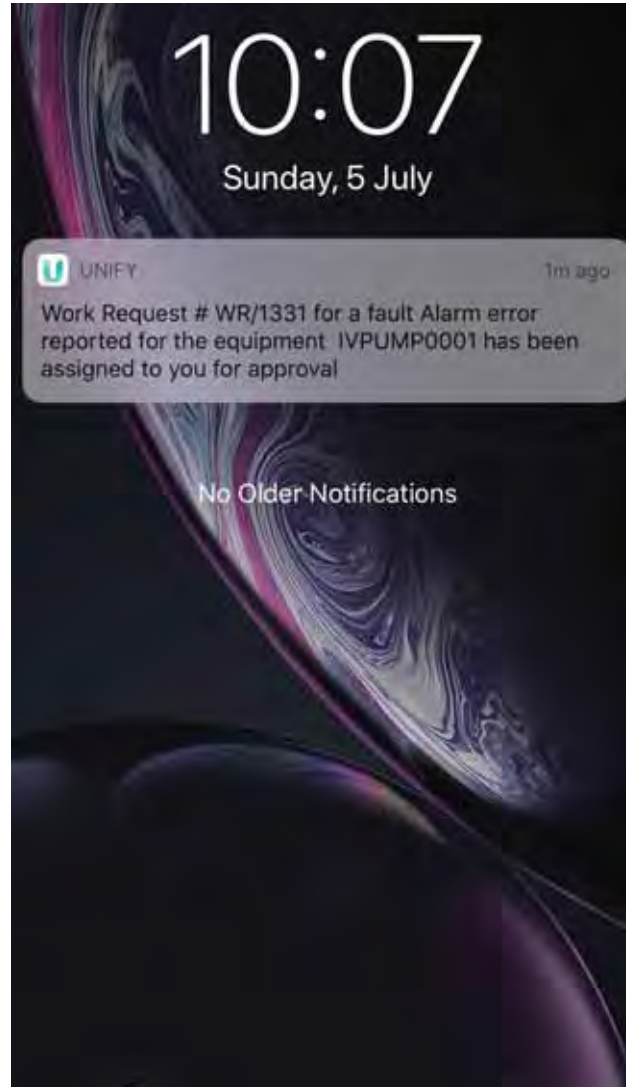
Jane Foster
Triple, Venti, Half Sweet, Non-Fat, Caramel Macchiato

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

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Event based Notifications

- 📁 Immediate Actioning
- 📁 Zero paperwork
- 👁 Better Visibility
- 🕒 Avoid Revenue Leakage



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WHAT IF...

You Act by only Exceptions...

Anticipatory Computing makes you
Alive and Active

ramco

Anticipatory computing:



Moving Towards Smart Prediction of Events based on advanced algorithms

- An ordered part is due for arrival today ... Should I create the receipt?
- You attend a safety meeting every Thursday this time, shall I clock your time?
- You are due to receive \$22500 from customer GFT Inc, which has never been delayed. Can I record the same for you?
- Based on past history, customer DPT is likely to require a follow up, can I send him a dunning letter?
- Can I raise a Travel request based on Meeting acceptance in Calendar?

API Driven Architecture – API Management

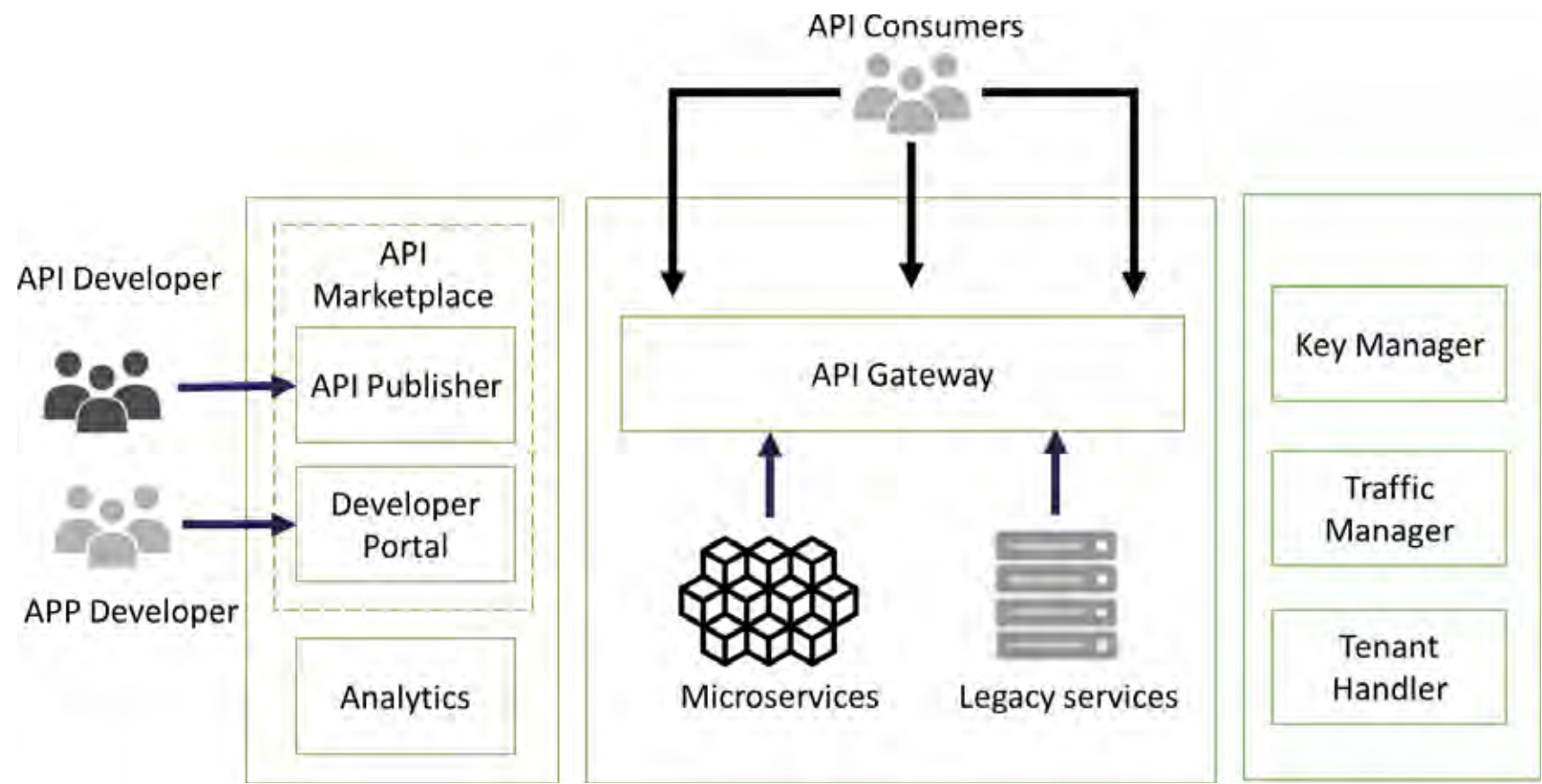
Key Features

API Store

API life cycle
Scalable/Multi tenant
Throttling Analytics

Secure, Credentials
Management OAUTH2
Online Documentation
OAS 3.0

Support for System to
System Mobile Apps





ramco

Thank you

contact@ramco.com

www.ramco.com

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HRP Case Studies

To Stay Ahead of Competition

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oOh!media Limited is an Australian outdoor advertising and media company based in Sydney, Australia. The company was founded by Brendon Cook as Outdoor Network Australia in 1989 and is one of Australia's largest operators of out of home advertising products

Key Business Challenges



- Multiple legacy and outsourced HR and Payroll systems leading to too much of operational efforts
- Limited access of payroll operations made them completely dependent on the managed services vendor.
- Inaccuracies in the HR data and lack of maintenance.
- Absence of system-to-system integration with HR/Payroll and other downstream systems involved manual interventions.
- Absence of HR/Payroll system which is tightly integrated with Workforce system.
- Dependency on managed services vendor for statutory filings including employee super contributions through more than one clearing house

Solution Offered



- Core HR
- Multi-country payroll platform
- AI & ML based chatbots
- ESS & MSS
- Compensation & Leave management
- Integration with financial tools



Countries Covered: Australia and New Zealand

Client Testimonial

“At oOh!, we feel passionately about the power of technology to optimise our processes and enhance our employee experience. We originally selected Ramco’s Global Payroll and HRIS solution to replace, consolidate and transform multiple legacy solutions borne out of prior business acquisitions. Following a recent successful go-live, Ramco has helped us realise the vision of a single standardised view of payroll across our business as well as a single source of truth for employee information. We look forward to continuing to realise further benefits in ongoing process improvement and utilisation of better employee insights with Ramco.”

David Leahy, Group Director Corporate Services at oOh!

Key Business Benefits

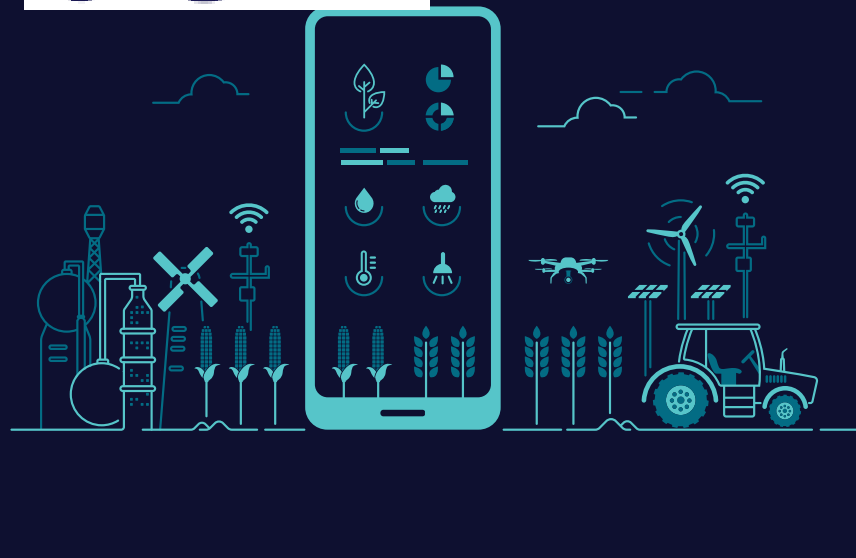


- Single Application platform for Core HR and Payroll. Earlier multiple legacy HR and Payroll systems.
- Transition from Outsourced Payroll to In-house Payroll.
- Statutory Compliant with STP2 at Go-Live.
- Native integration with TANDA (workforce management system).
- Mobile App and ChatBots for Employees.
- HR Business Processes streamlined with Approval Workflows & Notifications.
- Accurate Finance Reporting across 3 entities.
- Control and Visibility of Year End Reporting from HR and Payroll perspective.
- End User Training conducted using customised Training content for each Role.
- oOh! branded Payslips as per oOh! and statutory requirements.
- Single Clearing House for Employee Super Contributions processing

Key Features



- Core HR, Leave & Payroll Implementation with ESS, MSS.
- Mobile App, ChatBot for 800+ employees.
- STP2 integration with ATO.
- API based integration with the workforce management system.
- LiveHire and VSURE Integrations with On-boarding systems.
- GL Integration with their Finance System – Dynamics AX.
- Integration with bank application for employee salary & 3rd party payments.
- REPDB Export solution to meet Data Warehouse/Reporting requirements.
- Single sign-On integration with oOh! Active Directory



Syngenta Group is a leading sustainable agricultural, innovation, and technology company. It has operations in more than 100 countries, and its annual sales are USD 23 billion. The company's objective is to address global food security challenges through its dedicated world-class science and innovative crop solutions.

Key Business Challenges



- Inefficient payroll processes with high processing time ranging between 8 to 10 hours
- Insufficient integrations lead to manual inputs and high errors
- Physical payslips dependency increases the processing time and cost
- Non-availability of tax computation sheets and mobile applications leads to poor employee experience
- Complex payroll processes with multiple payroll systems for different countries
- Manual Joint Venture report preparation

Solution Offered



- Cloud-hosted ONE Unified Payroll Platform
- Integration with their existing Workday System
- Unify Mobile Application
- ESS



Countries Covered: Australia, Thailand, Bangladesh, Indonesia, Singapore, Vietnam, Philippines, South Korea, Taiwan, India, and New Zealand

Client Testimonial



"It has been more than a year since we have been associated with Ramco. We have decided to move payroll from our existing partner to Ramco. I appreciate Ramco Systems for its professionalism, flexibility, and technology-driven culture. They offer quick resolutions and are affordable.

Syngenta believes in automation and technology. We have fulfilled our expectations by selecting the Ramco Payroll platform, enabling seamless integration with Workday. Ramco has helped us elevate employee satisfaction and improve the efficiency of our HR Payroll Teams in countries where they never worked in such an environment before.

We appreciate their ability to maintain their efficiency and timeliness while always being committed to personal and friendly service. Ramco has helped us save time, money, and precious commodities in this fast-paced world"

Abhinav Paralikar, Service Delivery Lead – Payroll, HR Operations APAC, Syngenta

Key Business Benefits



- Web-based employee self-service portal that offers employees centralized access to all their payroll information.
- Mobile app to facilitate anytime-anywhere access to Ramco payroll software for both HR and employees.
- Seamless integration with core HR (Workday)
- Reduction of payroll processing time by 50% from 8 hours to 4 hours and improved accuracy
- Cloud solution includes inbuilt country-specific compliance features that enable Syngenta to eliminate manual compliance management for each country
- Successful shift to paperless payroll processing by making E-payslips available to all employees and replacing physical payslips



Spark New Zealand Limited is a New Zealand telecommunications company providing fixed-line telephone services, a mobile phone network, internet access services, and (through its Spark Digital division) ICT services to businesses.

Key Business Challenges



- Replace a 15-year-old legacy payroll application with a modern, comprehensive, compliant cloud payroll platform with intuitive mobile apps
- Eliminate manual efforts that use up the employees' time and skills
- Resolve data issues that were caused by the legacy systems which provided inaccurate data at times
- Provide superior employee experience and empower them through automated payroll application

Solution Offered



- Payroll Management (New Zealand Payment Statutory)
- IRD Payday Compliance
- Time Management
- Leave Management
- Employee Information
- Self Service Option including Mobility (T&A, Leave and Payroll)
- HR Setup (integrated with Spark's HRIS)



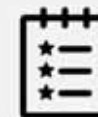
Countries Covered: Australia and New Zealand

Key Business Benefits



- The actual time to produce pay was slashed from 3 to less than 2 days
- One stop solution for Time & Attendance and Payroll, significantly decreasing the time to do each transaction by over 50%.
- Provided a real time fully synchronised data flow from SAP HR to Ramco. Each new hire or update would take only seconds to be updated in Ramco.
- Increased employee efficiency through ESS - by having an intuitive easy to use ESS and MSS, the user experience and quality of data improved.
- Overall automation of transactions such as Purchase Leave and Leave Encashment (and many others), significantly reduced the manual efforts by the payroll staff and decreased payroll preparation time by 30%.
- The solution available on desktop systems as well as mobile devices offers access to functions like overtime booking, payslip information, etc. among employees anywhere, anytime.
- Ramco HR & Payroll helped upgrade the in-house legacy systems to a modern, automated and innovative Payroll technology

Client Testimonial



“Ramco has provided an outstanding user experience for the employees – be it with the desktop applications or the mobile apps. Employees now can access information like payslip details or book overtime anytime, and anywhere. We are also glad that we have a payroll product that is moving with the times, innovative, and making changes based on customer needs.”

Payroll Technology Lead at Spark New Zealand Limited



CSL Limited is an Australian multinational specialty biotechnology company that researches, develops, manufactures, and markets products to treat and prevent serious human medical conditions. CSL's product areas include blood plasma derivatives, vaccines, antivenom, and cell culture reagents used in various medical and genetic research and manufacturing applications.

Key Business Challenges



- 6 different payroll systems for 5 countries.
- Not all systems were integrated with Workday which was source of truth
- Dependency 3rd party payroll system and vendor for statutory/legislation compliance
- Manual intervention by Payroll Team
- Not a streamlined Payroll Operations as some of it was in-house and some was external vendors.

Solution Offered



- Multi Country Payroll Implementation in single platform.
- Integration with their existing Workday and Kronos system.
- Managed Services operation to outsource their payroll processing for all 5 countries with last mile services for Asian countries in scope.
- Integrations with SAP for Finance Files.



Countries Covered: Australia, New Zealand, Singapore, South Korea and Taiwan



Key Business Benefits

- Single Platform for all 5 countries.
- Managed Service Model reducing burden on CSL Payroll Team reducing manual interventions.
- Integration with Workday ensured the adoption of Workday as Payslips are loaded there.
- Kronos integration allowed more process-oriented approach to do payroll processing for timesheet-based employees.
- Manual Journal creation from Reports sent by Payroll Team replaced with SAP ready GL Files.

Key Features



- One unified payroll platform
- Standard Workday PEGI Connector for Australia
- Integration with Kronos
- GL Files integration for SAP S4 HANA and ECC



ramco

ERP Case Studies

To Stay Ahead of Competition

ramco

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

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

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

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 photograph of terraced rice fields in a mountainous region. The terraces are filled with green rice plants, and the water in the lower terraces reflects the sky. A farmer is visible in the lower left, working in the fields. The word "Tilda" is written in a large, white, cursive font across the top left of the image.

Tilda

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.



- 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

Key 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 offered

- 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

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



- 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



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

Business Needs

- Support rapid business growth
- Flexibility to adapt to each client's unique business practices
- Eliminate multiple disparate applications
- Be secure, reliable and scalable
- Eliminate redundancy in data entry
- Be a user friendly, web based application

Solution

- Systems for
 - 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

- Speed of Business Flexibility, Improved Inventory Planning and Management
- Greater accuracy in planning customer menu with tightly integrated Material Planning and Supply Chain
- 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 KPI for Forecast Accuracy, Order Fill Rate and Inventory Accuracy
- One click profitability – by Group company, individual company, region, customer...

ramco



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



2015 ISG Paragon Award winning
Implementation



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

- Ramco ERP with 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

ramco

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Solution Offered

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- Integration with existing Billing System and Fuel Management System

ramco



SRP Case Studies

To Stay Ahead of Competition

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

Trusts Ramco

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

ALLEGIS
GROUP

ramco



- Adecco India with 60 branches 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



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

- 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

