

ramco

# REDEFINING ERP

EXTENSIBLE

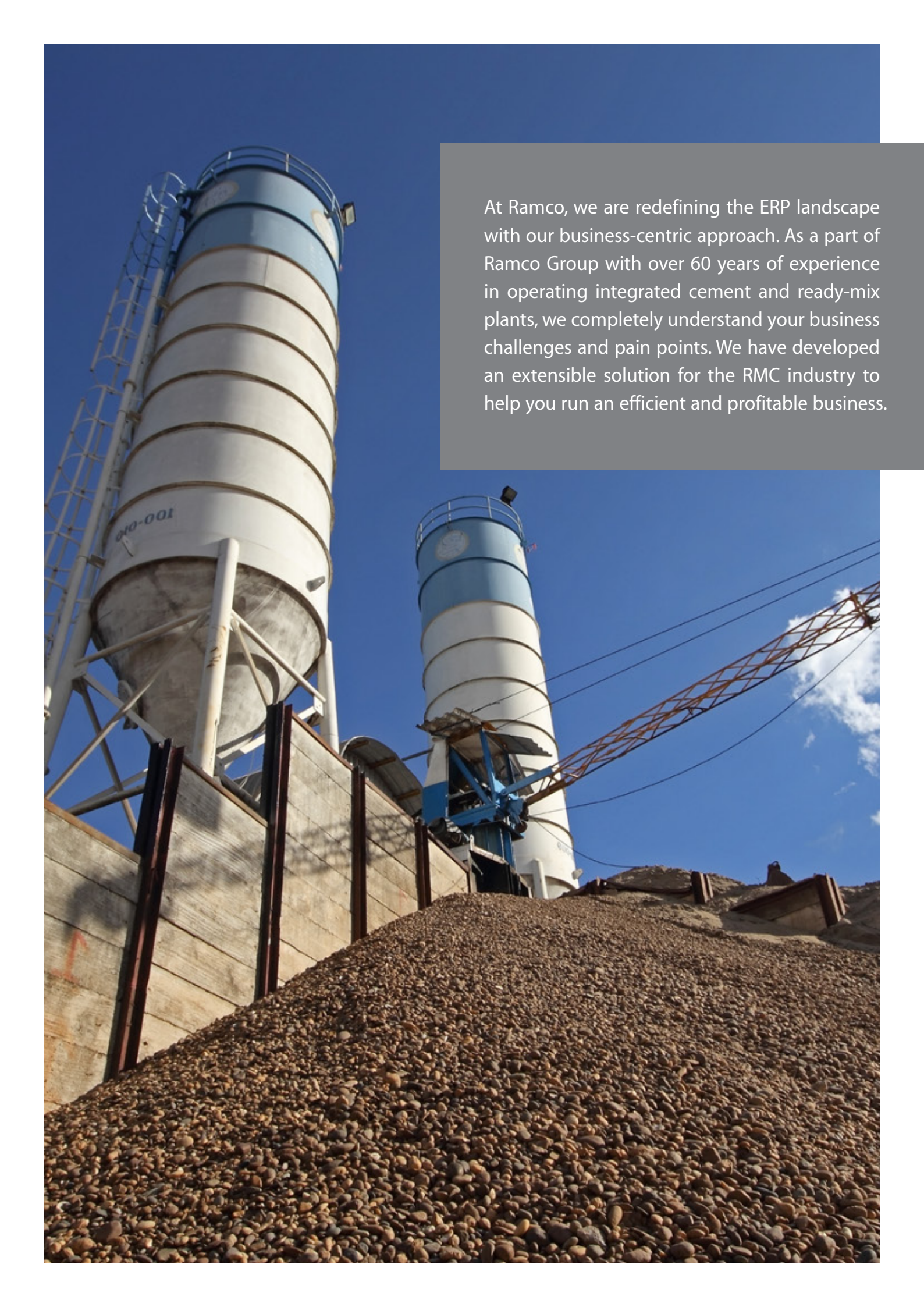
~~ENTERPRISE~~  
RESOURCE  
PLANNING

READY-MIX CONCRETE (RMC)  
INDUSTRY SOLUTIONS

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







At Ramco, we are redefining the ERP landscape with our business-centric approach. As a part of Ramco Group with over 60 years of experience in operating integrated cement and ready-mix plants, we completely understand your business challenges and pain points. We have developed an extensible solution for the RMC industry to help you run an efficient and profitable business.

# 1. ELITE SOLUTIONS FOR THE RMC INDUSTRY

The RMC industry stands out for its time-critical and precision-based operations. Our ERP solution for RMCs is tailored to empower you to deliver the precise mix at the designated time to the correct customer site.

## RAMCO'S ERP FOR RMC INDUSTRY CATERS TO:

- Mix Design
- Asset Leasing
- Dump and Divert Scenarios
- Batching Controller Integration

## RAMCO JUST F.I.T.S. RIGHT!

**F**

### FLEXIBLE

A configurable solution that caters to your business needs

**I**

### INSIGHTFUL

Enhanced decision-making driven by real-time data insights

**T**

### TRANSPARENT

360-degree visibility of your plant operations, assets, resources, workforce and distribution network

**S**

### SCALABLE

End-to-end architecture that addresses the needs of your growing enterprise



Topline improvement



OPEX savings



Reduction in logistics costs



Improvement in profitability

## 2. EVOLVING NEEDS AND PRIORITIES FOR DIGITAL SOLUTIONS

### CHALLENGES OF THE RMC INDUSTRY

Managing and tracking batches due to the uniqueness of each batch

Visibility into the end-to-end business process, from encompassing sales, procurement, mix design, and payments

Managing raw materials such as aggregates, cement, water and admixtures

Maintaining consistent quality across different batches

Delivering time-sensitive concrete mixes to construction sites

Adherence to environmental regulations, including emission standards

Managing field operations – operators, drivers, staff, etc.

Arriving at the NRV (Net Realization Value) for any order

### RAMCO RMC ERP SOLUTION

**Comprehensive Batch Categorization** capabilities to formulate mix designs

**Online interactive dashboards** across all stages and integration with plant systems to capture data for real-time decision-making

**Inventory management** to track demand, reduce stockouts and optimize inventory levels

**Implements quality control** measures through cube testing, resulting in comprehensive batch traceability

**Manages vehicle scheduling,** route optimization and maintenance of transit mixers

**Compliant with regulations** and track environmental impact

**Mobility access** for real-time updates and communication

**Online costing model –** Determines costs at the order level based on mix design and other factors



Batching



Real-time Operations  
Monitoring



ASPECTS WHERE RAMCO  
CAN MAKE A DIFFERENCE

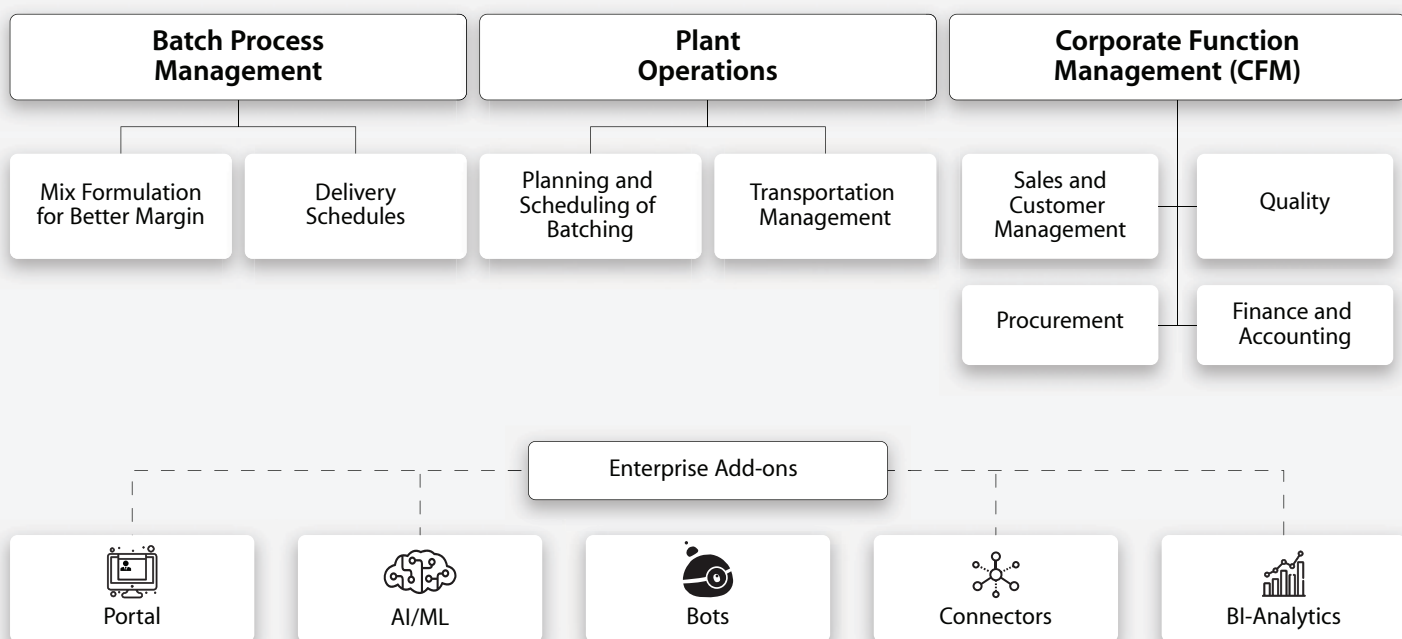


Demand Fulfillment



# 3. EXTENSIBLE SOLUTIONS

Our comprehensive RMC solutions empower you and your organization to gain relevant business insights, improve operations and implement best practices. A major priority for the industry is ensuring timely delivery with the desired quality levels while maintaining profitability. Ramco's solution enables us to smartly track and manage these factors, significantly impacting the bottom line.



## BATCH PROCESS MANAGEMENT

Configuring the right mix, considering combinations, pouring methods and delivery schedules, is a complex and crucial process in the ready-mix industry. Ramco's solution helps in planning and executing the entire process while maintaining margins.

## PLANT OPERATIONS MANAGEMENT

Systems in plants and corporations often lack cohesion. Ramco POM bridges the gap, ensuring efficient plant operational execution and decision-making at the corporate level.

## CORPORATE FUNCTION MANAGEMENT

Ready-mix concrete businesses rely on Ramco for a superior customer experience, improved business planning, execution, procurement and streamlined back-office processes. Ramco helps integrate all the above aspects into one unified application.





## 4. WHAT MAKES RAMCO UNIQUE?

Ramco doesn't just offer ERP software; we provide a tailored approach to address your business challenges, leveraging our expertise in the cement and allied industries. Below are some differentiating factors:

- a. Pre-configured mix design and production processes enable ease of use
- b. Specific sales order processing, from quotation to shipment, tailored to cater to the needs of RMC businesses
- c. Integration of RMC quality management with lab instruments
- d. Inbuilt health and safety compliance management
- e. Effective RMC KPI analytics on plant data management
- f. Easy-to-use maintenance application to ensure continuous production
- g. Production integrated procurement for raw materials and spares
- h. Integrated weighbridge management with inventory

Enhanced customer experience  
by staying ahead of the curve

### RAMCO'S INNOVATIVE TOOLS



Punch is Out, Face is In  
**JUST SMILE**



Event Driven  
**NOTIFICATION**



Conversation@Work  
**JUST BOT IT**



Infusing Intelligence with  
**AI/ML**



Voice is the New UI  
**JUST TALK**



Ease of access with  
**ZERO UI**



# 5. EFFICIENCY

## UNLOCKED

### YOUR DIGITAL TRANSFORMATION STARTS HERE!

Ramco's suite of RMC Digital Solutions is exclusive and an outcome of decades of industry experience. We leverage advanced digital technologies to deliver cost savings, efficiency improvements and enhanced sustainability metrics. It ensures a 360-degree view of business operations, enabling data-driven decision-making at all levels.

### APPLICATION ARCHITECTURE

#### Ramco's Comprehensive Solution for RMC

Finance & Accounting	Sales & Distribution	Procurement	Inventory	Production and Quality	Enterprise Asset Management
General Accounting	Customer Management	Supplier Management	Item Management	Recipe Management	Maintenance Administration
Payable Management	Pre Order Processing	Purchasing	Warehouse Management	Process Manufacturing Setup	Work Order Management
Receivable Management	Order Management	Subcontracting	Stock Maintenance	Process Industry Setup	Preventive Maintenance
Fixed Assets Management	Outbound Logistics	Inbound Logistics	Inventory Planning	Process Industry Reporting	Predictive Maintenance
Global Tax Solution	After Sales Management	Planning and Supplier Material Accounting	Physical Inventory and Cycle Count	Quality Management	Shut Down Management
Management Accounting	Customer Portal	Supplier Portal			

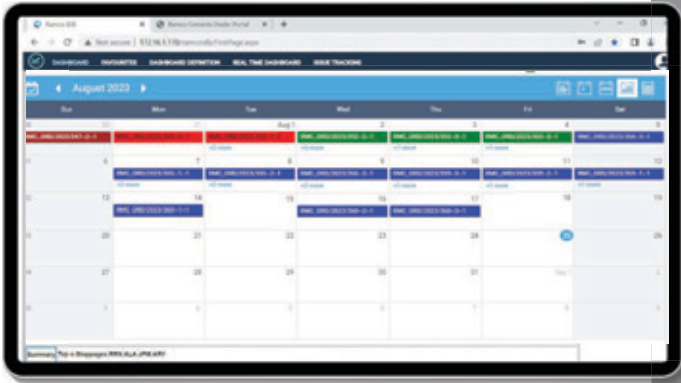
#### Additional RMC Specific Applications

MIS reports & Report tool	Analytical Interactive Dashboard (Ramco AIDB)	Geo Maps (GIS)	Mobility Application	WhatsApp for Business
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**MOBILITY TO MAKE DECISIONS ON THE GO**  
 Mobile support to monitor site logistics such as transit mixer schedule management, site quality control and coordination with batch production to ensure seamless connectivity between site and batching plant and facilitating on-the-go decisions





## REAL-TIME VISIBILITY INTO RMC BUSINESS PROCESSES

Real-time view of customer orders versus the various stage of order processing such as batching, in-transit or pouring



## LOGISTICS EXECUTION AND MONITORING

Comprehensive visibility into trucks and inventory in real-time to make quick and data-driven decisions



## RMC SALES INSIGHTS

Reports and dashboards for RMC sales and Raw Material Consumption across the dimensions of product, area, time-periods



## REPORTING AND VISUALIZATION

Reports and dashboards built specifically for cement industry with predefined KPIs for easy consumption at the leadership level for making strategic decisions

## TRUSTED BY WORLDWIDE INDUSTRY LEADERS



### **Riddhi Siddhi – Cement** **(Ramco ERP Implemented)**

- a. Limestone Quarrying and Transport Activities in Dubai / UAE
- b. Ready Mix Plant
- c. Clinker Production  
(Scope for Future)



### **Prism RMC** **(ERP Implemented)**

- a. Operates 97 ready-mixed concrete plants in 44 Indian cities
- b. Mines 5 Quarries and operates crushers for aggregate business



### **Gulf Precast** **Concrete Company L.L.C**



### **The Ramco Cements** **Limited**



# ABOUT RAMCO SYSTEMS LTD.

Ramco Systems is the first ERP solution company in Asia, providing end-to-end enterprise solutions that empower and transform organizations. Headquartered in Chennai and established in 1997, Ramco has offices across India, the USA, Canada, Europe, the Middle East, South Africa, Japan, and APAC. Our business-centric approach and focus on innovation makes us a disruptor in the marketplace. Ramco Virtual Works, our revolutionary enterprise application assembly and delivery platform, is a key differentiator.

GLOBAL  
PAYROLL

AVIATION,  
AEROSPACE & DEFENSE

ENTERPRISE  
RESOURCE PLANNING

LOGISTICS  
SOFTWARE

29

GLOBAL  
OFFICES

150,000+ SATISFIED  
USERS

\$ 1 BN PART OF  
CONGLOMERATE

2000+

DEDICATED  
PERSONNEL

1000+

LOYAL  
CLIENTS

40+

DIVERSE  
VERTICALS

## VALIDATIONS FROM INDUSTRY EXPERTS



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



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



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



Cited as a Notable Vendor in Gartner's Asia/Pacific Context: 'Magic Quadrant for Transportation Management Systems'



Everest Group positions Ramco as a 'LEADER' in Everest Group Multi-country Payroll (MCP) Solutions PEAK Matrix® Assessment 2022 – APAC



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



Quadrant Knowledge Solutions positions Ramco as a 'Technology Leader' in the 2021 SPARK Matrix for multi-country payroll solutions



**DIGITALLY TRANSFORM YOUR RMC OPERATIONS IN 4-6 MONTHS**

**ramco**

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**GET IN TOUCH**