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The Ramco Group



\$3B in MCap



\$1B in Revenues



14,000 Employees

Fifth largest Cement producer in India

First ERP Company in Asia

Most efficiently run spinning mill in India



Textile



Cement



**Building
Products**



Power



Logistics



**Educational
Institutions**



**Software
Products**

India

Americas

Europe

Middle East

Africa

Asia

ANZ

Chennai
Bengaluru
Mumbai
Gurgaon

USA
Canada

United Kingdom
Switzerland
Germany

UAE

South Africa

Singapore
Malaysia
Indonesia
Hongkong
China
Vietnam
Philippines
Japan

Sydney
Melbourne
Auckland

1800+ Employees | 16 Nationalities

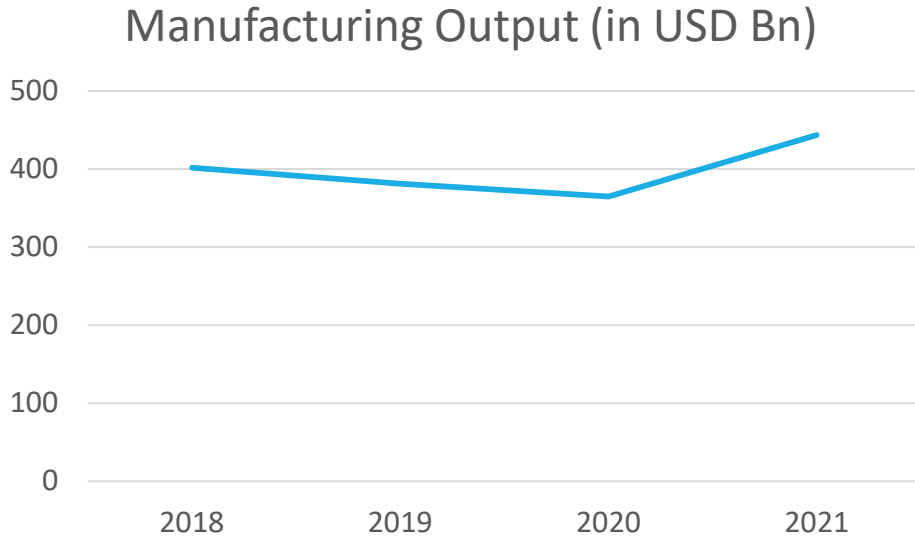
Customers in 50+ Countries

24 Global Offices

Our Global Presence



Increasing Adoption of Digital Technology in Indian Manufacturing Sector



- Indian Manufacturing industry is expected to hit **\$1.1Tn** i.e.25% of GDP by FY26
- Manufacturing sector has started leveraging Digitalization heavily with a spend of about **USD 6Bn** on Industry 4.0 technologies, which represents **50% of the overall technology spend**
- **57%** of Indian manufacturers believe **Digital Transformation** is very important for Indian Manufacturing Growth Story and **45%** have placed **long-term bets**
- **86%** of the manufacturers put moderate to high priority on integrating enterprise systems such as **ERP, MES and PLM systems**

Manufacturers hit Roadblocks in the Digital Transformation Journey

- **Inability to fulfil high demand** and product variations with no room for price increases due to restricted capacity
- **Higher OPEX and CAPEX** due to lack of a proper mechanism to track expenses
- Lack of visibility due to **siloed business functions and systems** used for business operations
- **Legacy systems** and lack of a digital backbone fundamental to business transformation
- Reduced profitability due to **process inefficiencies and cost leakages**
- **Lack of skilled and dedicated workforce** on shop-floor and the IT functions



Integrated ERP

Unified digital platform to manage your end-to-end needs

Addressing Asset Centric & People Centric Industries



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Ramco's Comprehensive ERP Platform

Finance & Accounting	Real Estate Management	Project Management	Inventory & Procurement	Enterprise Asset Management	Sales & Distribution	Manufacturing	Quality Management	Guard Management	Logistics Management	SRP	HCM
General Accounting	Land Bank Management	Planning & Budgeting	Inventory Analysis & Planning	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	Talent Management
Global Taxation Solution	Building Maintenance		Subcontracting	Reliability & Review	Service Management			Work Reporting	Fleet Management	Billing & Revenue Management	Recruitment
Consolidation	Customer Portal		Supplier Portal	Equipment Rental Mgmt.						Contract Workforce Management	

Enterprise Add-ons

Mobility Apps		Plan & Optimize	Smart Reporting		Event Platform	Hubs		Platforms	
Warehouse	Customer	Inventory	Discrepancy Reporting	Price Anomaly	Msg Queues	Master	Finance	Mail IT	Integration Gateway IRIS/ EDI
Route	Approve	Capacity	Parts Suggestion	Fault Reporting	Alerts	Procurement	Inventory	BOTS	Enterprise Cardiogram (ECG)
Mechanic	Employee / Manager	Transport	Auto Codification	Defaulting	Notification Actions	Production	Sales/ CRM	Workflow	Extension Tool Kit



Why Ramco?

Ramco's Unique Proposition

A Solution meant and **built** for, Manufacturing , Maintenance, **Logistics**, Staffing & Professional Services Providers



Flexibility to manage **different types** of customers and industries



Complete visibility of operations through intelligent **Hubs, portals**– Integrate pod and real-time integration [across Lines of Business](#) (LOBs)



Power of One

To run the complete business solution



Zero touch billing and **Revenue leakages** the industry grapples with



Sustained **Innovation** – Chatbots, Blockchain, Voice and Visuals, etc.



The Industry Challenge We address



An industry largely deprived of its ingenious solution



Disconnected functions – Ubiquitous Source of inefficiencies and leakages



Oxymoronic coexistence of Unfulfilled Demand & Low Resource Utilization



Lack of Cohesion / Unpredictability



Operational and Financial Blind spots

Improving the way our Customers run their Business

Significant operational and financial gains by Ramco customers*

RELIABILITY MANAGEMENT

100%

Rogue parts identification

WARRANTY MANAGEMENT

\$6M

Annual Savings
on warranty

ENGINEERING MANAGEMENT

80%

Automation of
Non-critical activity

INVENTORY ACCURACY

99.99%

High rate of
inventory accuracy

RESOURCE MANAGEMENT

15%

Productivity
improvement

INVENTORY MANAGEMENT

6%

Reduction on
Carrying cost

CONTRACT MANAGEMENT

10%

Reduction in revenue
leakages

TAT

30%

Reduction

ORDER PROCESSING

12%

Reduction
in Time

REPAIR

20%

Recovered

CUSTOMER SERVICE LEVEL

30%

Improvement

AOG PURCHASES

50%

Reduction

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*Based on RAMCO customer testimonials

Brands that Trust Us

 Jamna Auto Industries Ltd.	 POWERTRON				 Flow Metallic		
					 WATER NETWORK SOLUTIONS		
					 	 CLOSURES PVT. LTD.	
					 Mangal Precision		
					 Amipharma		

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Brands that Trust Us



Business transformation at Bharat Gears



About Bharat Gears Limited

Leading Gear Manufacturer with turnover of USD 90 MN | Capacity of greater than 53 MN Gears spread across three plants at Mumbra, Satara and Faridabad | Manufactures a wide range of Ring Gears and Pinions, Transmission Gears and Shafts, Differential Gears, Gear Boxes

Key Business Needs

- To streamline key processes and create transparency across functions and operation levels
- Requirement for Information availability to all stake holders which was not available earlier
- Dashboards to enable decision making on product mix, capacity and utilization
- Need for effective and streamlined Production system to manufacture Gears
- Deeper customer engagement and customer service by proactive replenishment of stock
- Effective Planning of material and equipment to save costs and avoid delays
- Collaboration with business partners
- Effective Processing Lead Time management



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Business Transformation at Bharat Gears

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Solution Offered

Ramco ERP system covering the modules of

- Discrete Production
- Finance
 - General Ledger
 - Accounts Payable
 - Accounts Receivable
 - Fixed Assets Management
 - Taxation
- Procurement and Inventory
- Subcontracting
- Sales and Shipping



Business Transformation at Bharat Gears

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Key Business Benefits

- Integrated IT Enabled organization with access to real time information throughout
- Efficient Production system leading to streamlined Operations and visibility
- Shop Floor well integrated with the Inventory and Procurement departments of the Organization
- End to end material planning and scheduling of operations
- Information availability '**Anyplace, Anywhere, anytime**'
- Effective tracking of cost estimate, planned costs and actual costs at Work order levels leading to efficient Variance Analysis
- Improved collaboration with suppliers and partners



Thank you!

