

ramco

Part of the \$1
Billion Ramco
Group

12 patents in
enterprise applications
space in last 2 decades

24 Offices
Worldwide,
1900+ Employees

One of the first IP
led companies in
APAC

Featured in four Gartner
Magic Quadrants – ERP,
EAM, HCM & Cloud
Financials



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Ramco Systems

Revolutionizing Enterprise Applications with AI/ML, Chatbot, Cloud, Mobile and Event-driven ERP



Empowering **1000+** Companies with over **150,000** users globally



Maintaining **2Mn+** employee records in **35 countries** globally



Powering **4000+ aircrafts** with over **22,000 users** globally. **7 of the Top 10 Helicopter** companies (by Fleet size) in U.S. run on Ramco



8000+ Road Transport Fleet managed in real time



10,000+ Heavy Equipment Fleet – including **world's top 2 Crane Rental Companies** use Ramco for Fleet Management

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Ramco ERP

With vertical flavors to address



Product - centric

Manufacturing



People - centric

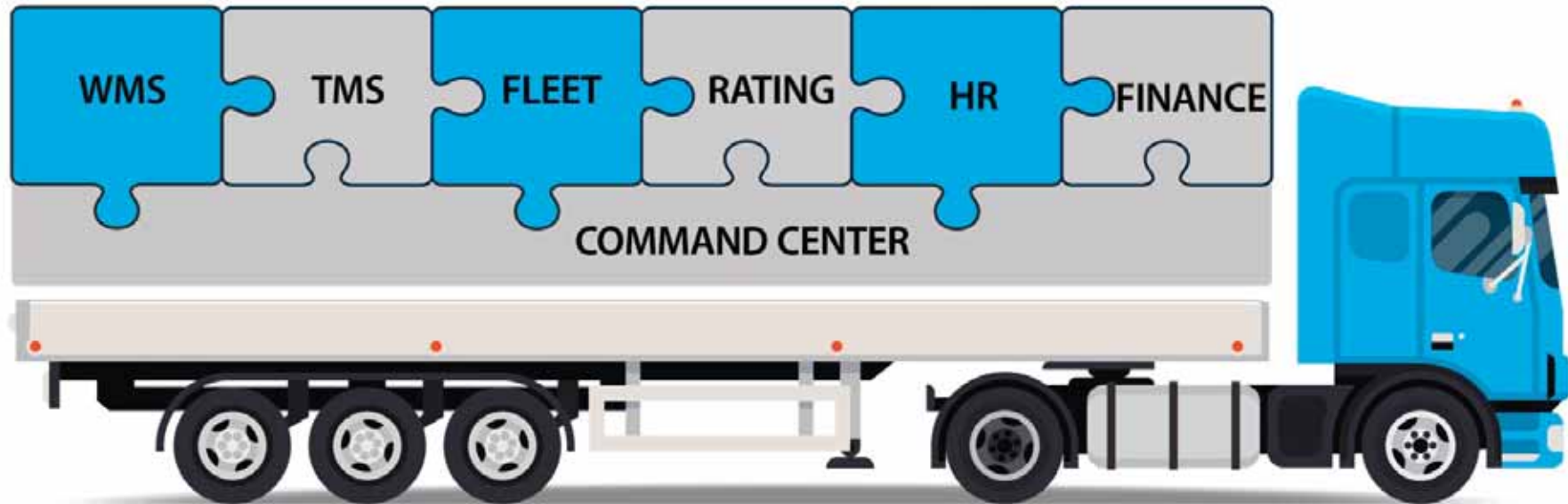
Staffing | Contingent Workforce | PSA & FMS



Asset - centric

Logistics + Aviation + Rental

Integrated **Logistics Software** Covering end to end needs



ramco

Single Platform Serving End to End Needs of a Logistics Service Provider



Land Transport

Courier

LTL

FTL

Temperature Controlled

Line Haul

Load Matching

Hub Management



Ocean Transport

- Door to Door
- Pier to Door
- Pier to Pier
- Door to Pier

NVOCC

LCL

FCL

Temperature Controlled

Ro-Ro / Rolling Cargo

Break Bulk / Liquid

Non Standard Cargo

Hauling

Container Management

Yard Management



Air Transport

Consolidation

Premium Services (FIRAV, Express, etc.)



Warehouse Management

Private Warehouses

Distribution Centers

Temperature Controlled

Specialized Warehouses

Bonded Warehouses

Container Freight Station

Cross Docking Centers

Awards & Recognitions



Gartner

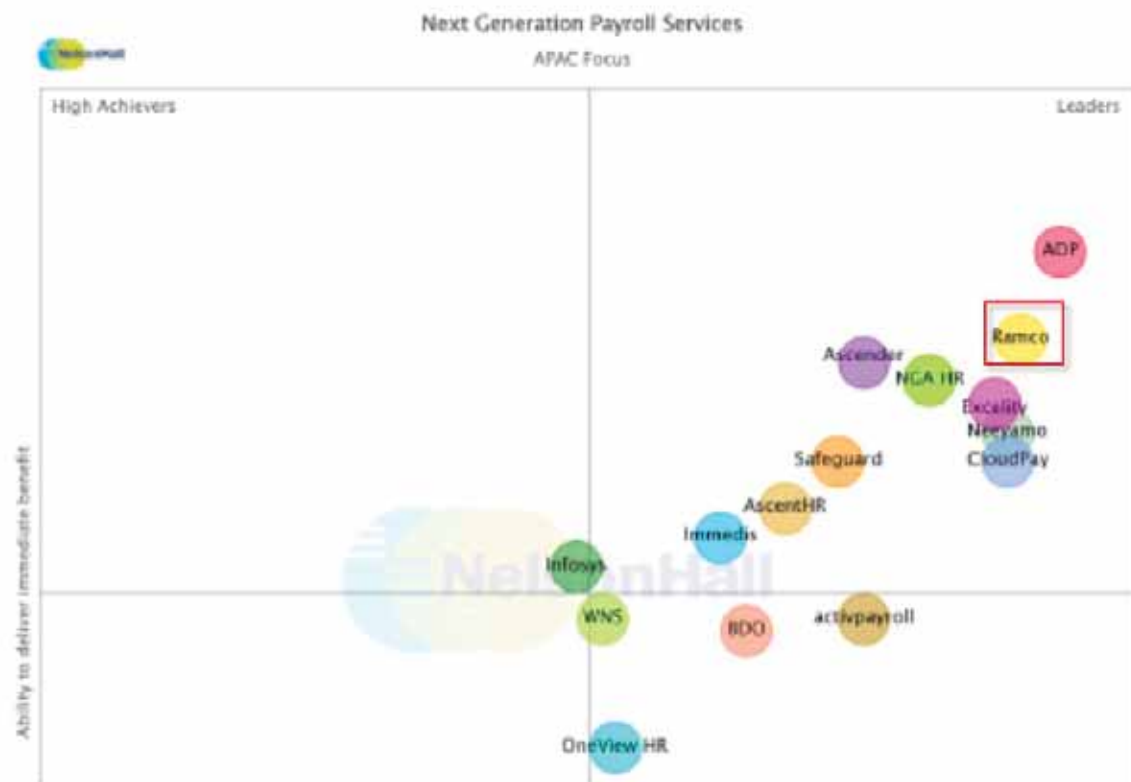
ONLY APAC vendor in
Gartner Magic Quadrant for
Cloud Financials, Cloud HCM,
ERP & EAM



GPA
global payroll association

Award for
Payroll Transformation
in 2019

Nelson Hall positions Ramco as LEADER in its NEAT Matrix for Next Generation Payroll Services



Listed among the **Top 2 Payroll vendors**

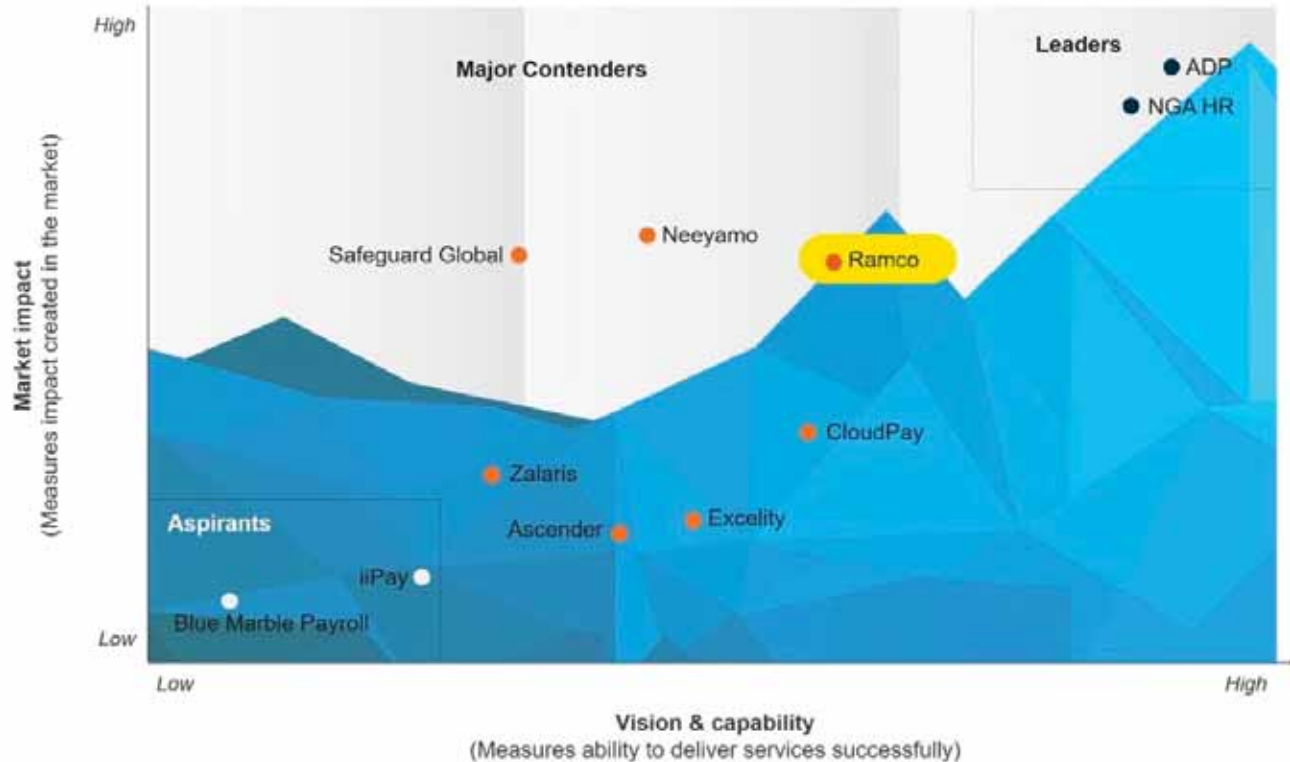
Having Largest payroll platform in APAC to cover 45 countries across APAC and EMEA on a single platform

AI /ML led Payroll

Prebuilt API's for connecting leading HR, time and attendance, and finance systems

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Everest Multi-Country Payroll Platform PEAK Matrix



Listed among the **Top 3 Payroll vendors**, globally

Small yet Mighty – Leaders are in the Bn \$ club

Fastest growing Business Unit within 5 years of inception

Revenue **growing at ~45% CAGR***

Zero UI – Chatbots, Voice, Mail IT

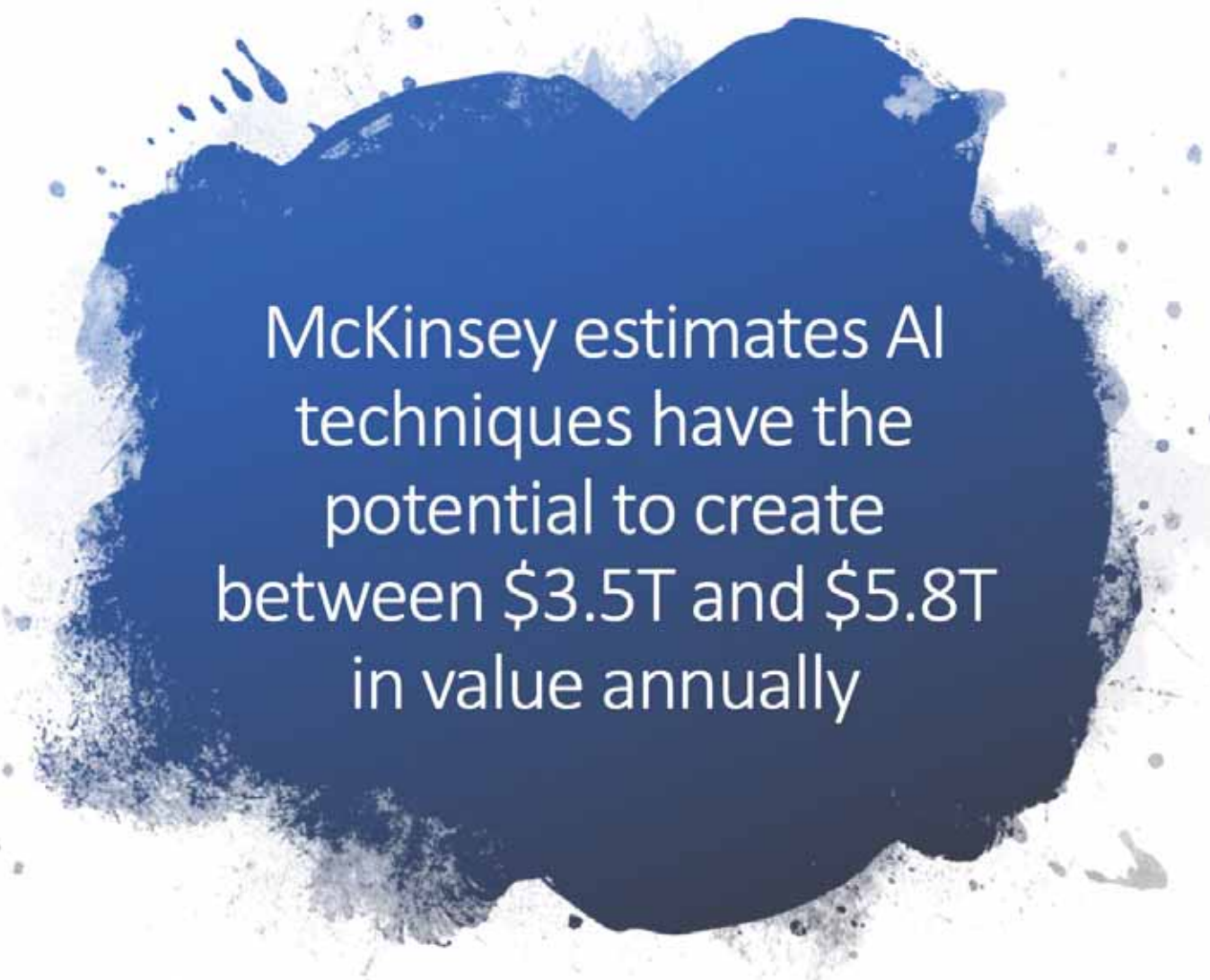
Software is Eating the world

ramco

But,

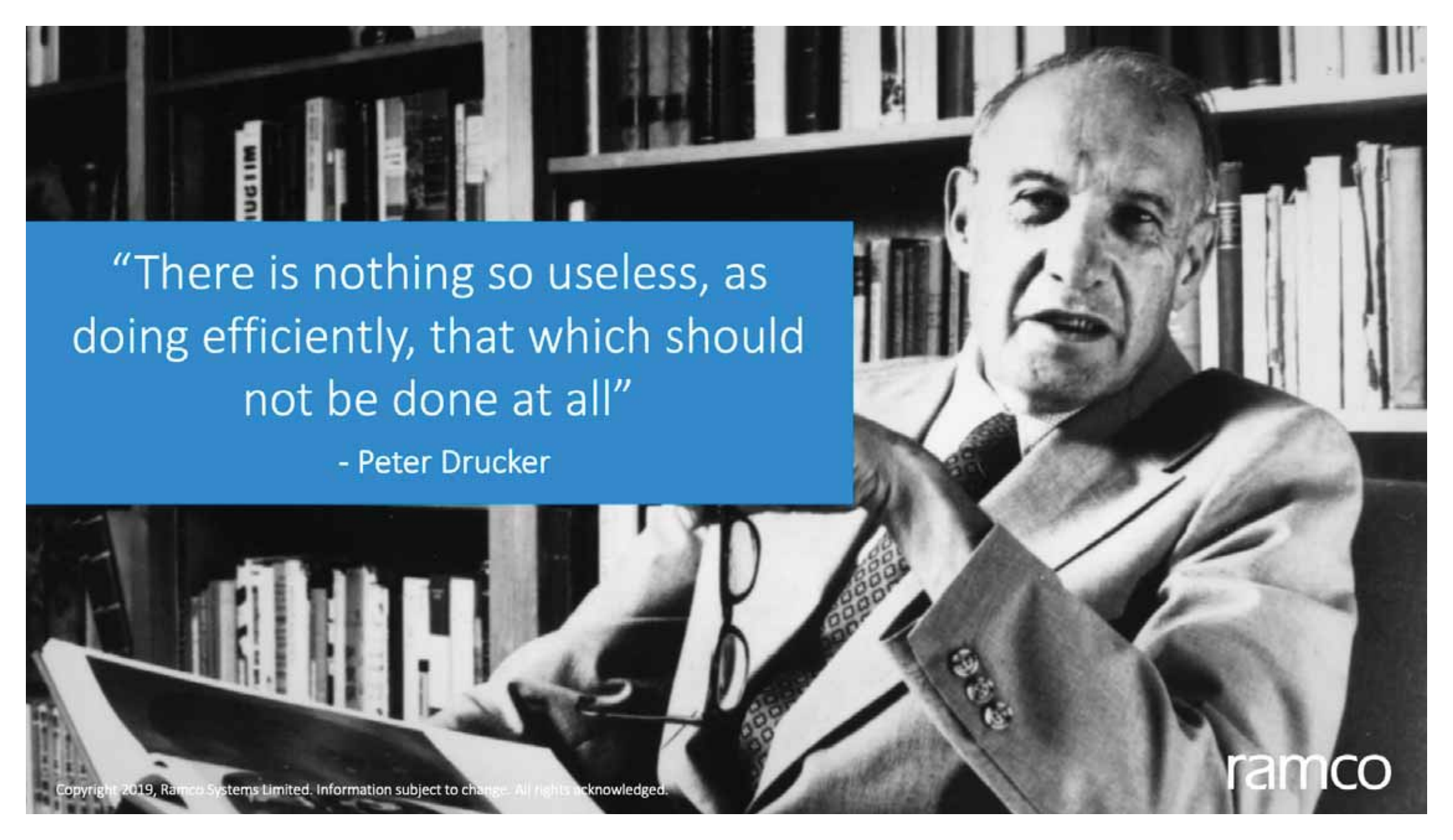
AI is Going to eat the
Software World

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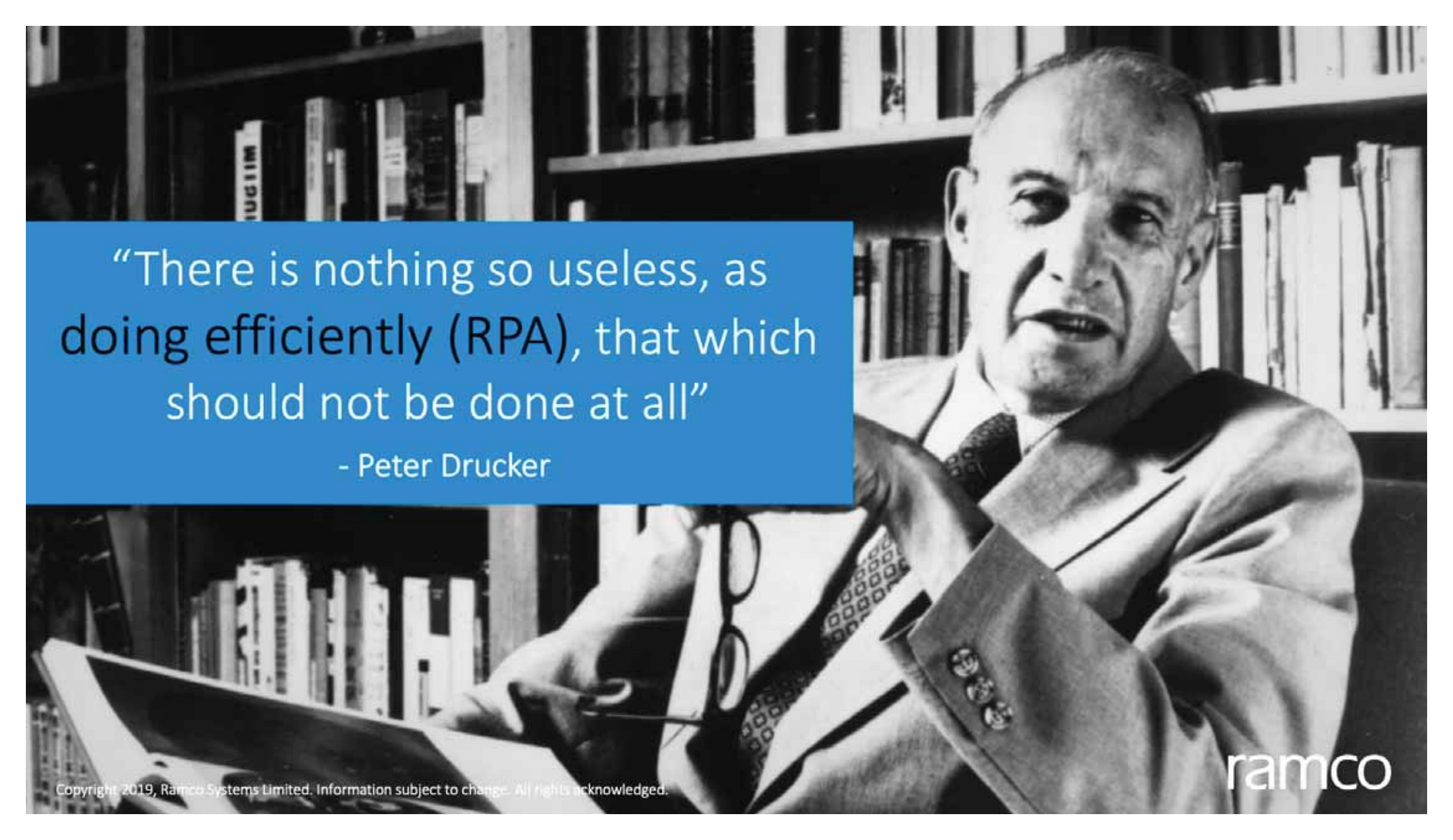
McKinsey estimates AI
techniques have the
potential to create
between \$3.5T and \$5.8T
in value annually

Let's see how Ramco is
getting ready for this future

A black and white photograph of Peter Drucker, an older man with a receding hairline, wearing a suit and tie. He is seated in a library, with bookshelves filled with books in the background. He is holding a pair of glasses in his right hand and some papers in his left. A blue rectangular box is overlaid on the left side of the image, containing a quote in white text.

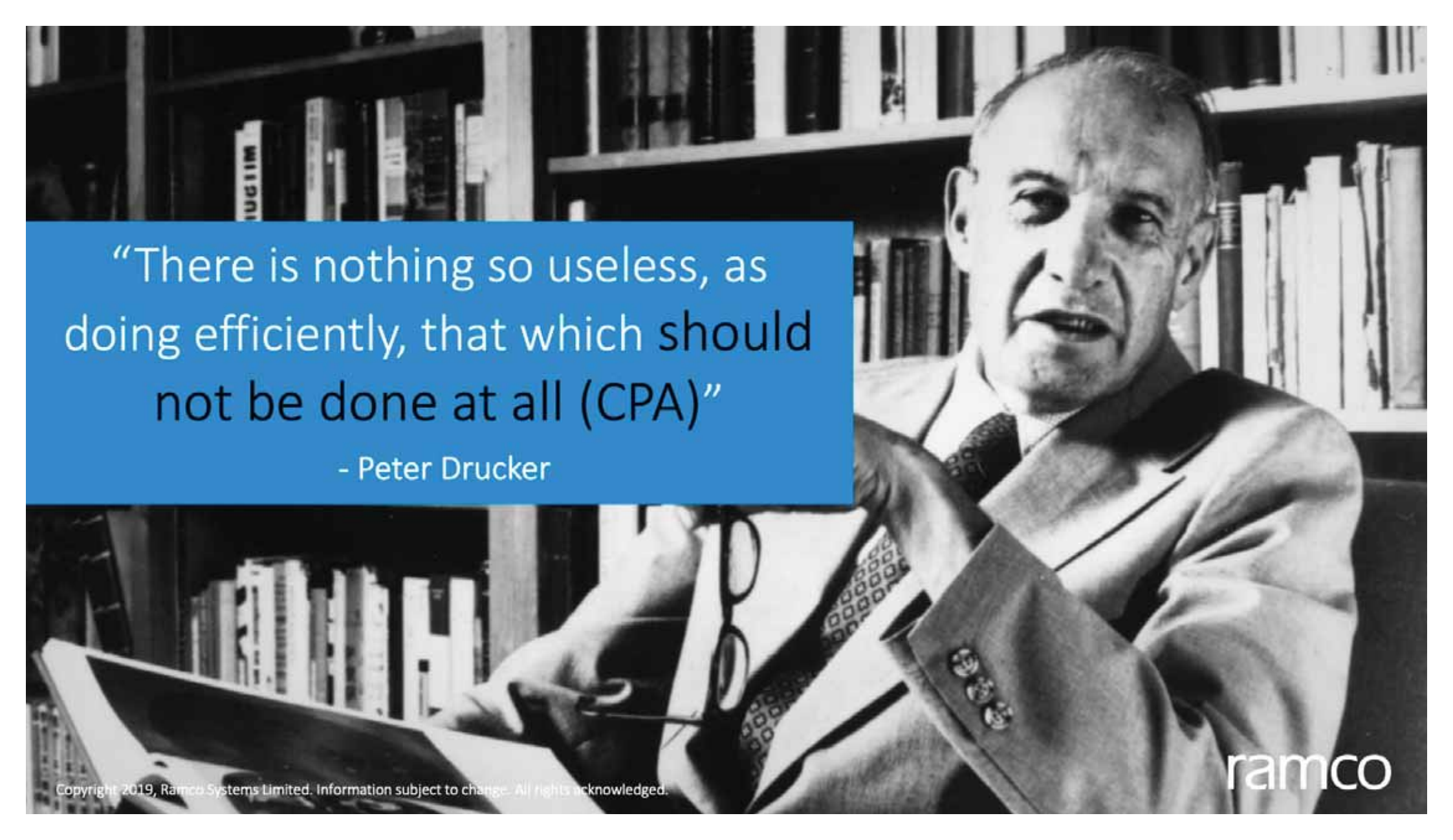
“There is nothing so useless, as
doing efficiently, that which should
not be done at all”

- Peter Drucker

A black and white photograph of Peter Drucker, an older man with a receding hairline, wearing a suit and tie. He is seated in a library, with bookshelves filled with books in the background. He is holding a pair of glasses in his right hand and some papers in his left. A blue rectangular box is overlaid on the left side of the image, containing a quote in white text.

“There is nothing so useless, as
doing efficiently (RPA), that which
should not be done at all”

- Peter Drucker

A black and white photograph of Peter Drucker, an older man with a receding hairline, wearing a suit and tie. He is seated in a library, with bookshelves filled with books in the background. He is holding a pair of glasses in his right hand and some papers in his left. A blue rectangular box is overlaid on the left side of the image, containing a quote in white and black text.

“There is nothing so useless, as
doing efficiently, that which should
not be done at all (CPA)”

- Peter Drucker

The TENETS on which our Solutions are getting designed

Zero UI

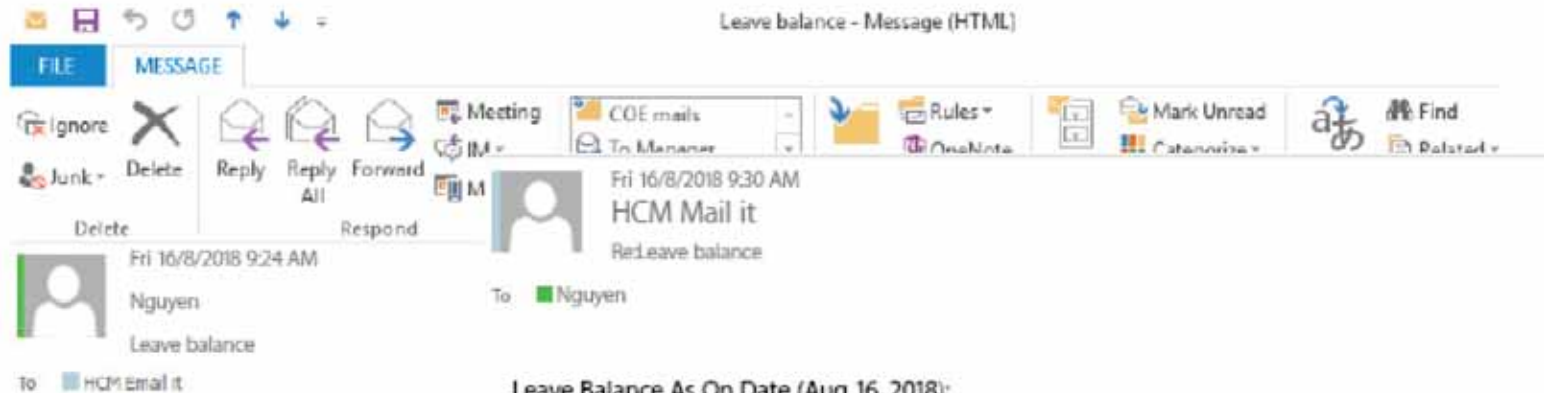
Artificial Intelligence & Machine Learning

Frictionless Computing

Anticipatory Computing

Event-driven Notification (ANA)

Mail IT – Transaction



Exploit tools and applications that users are bound to spend good time on. E.g. emails

--** This is an automated mailer, do not reply **--

Ramco BOT

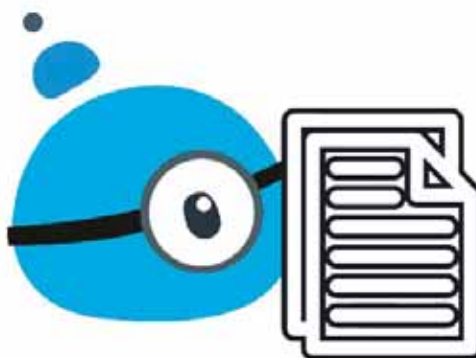


Hi, how can I help you?

Transaction Bot



Support Bot

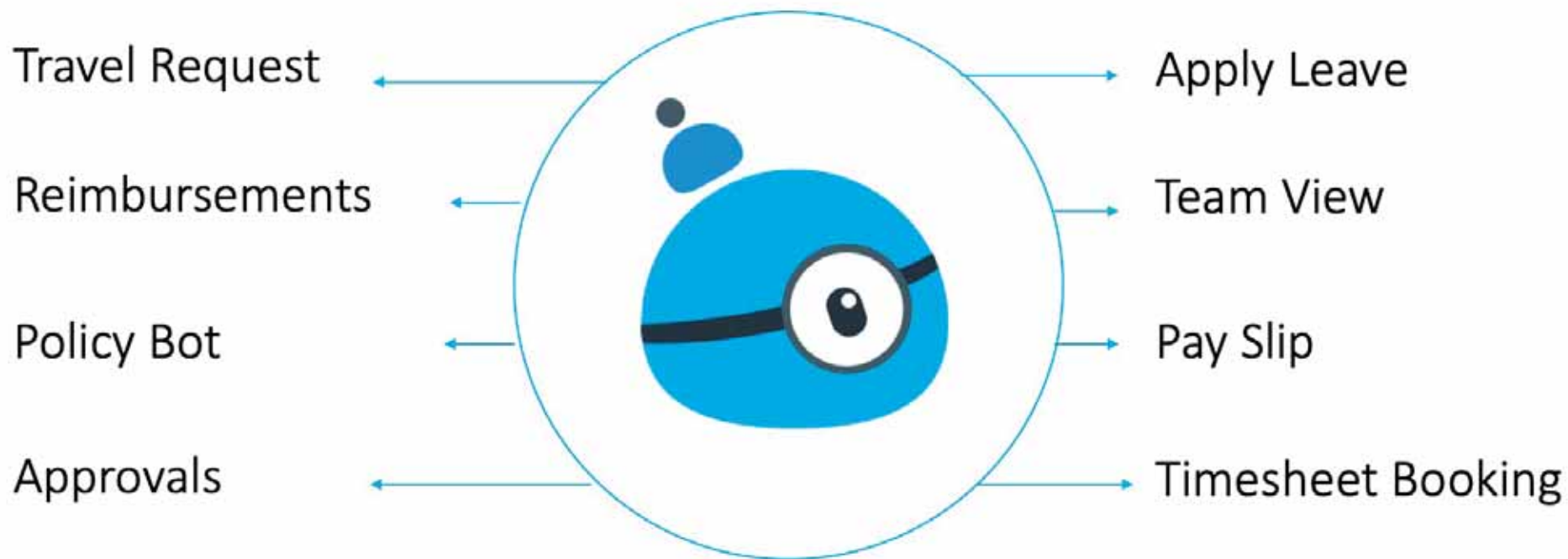


Policy Bot

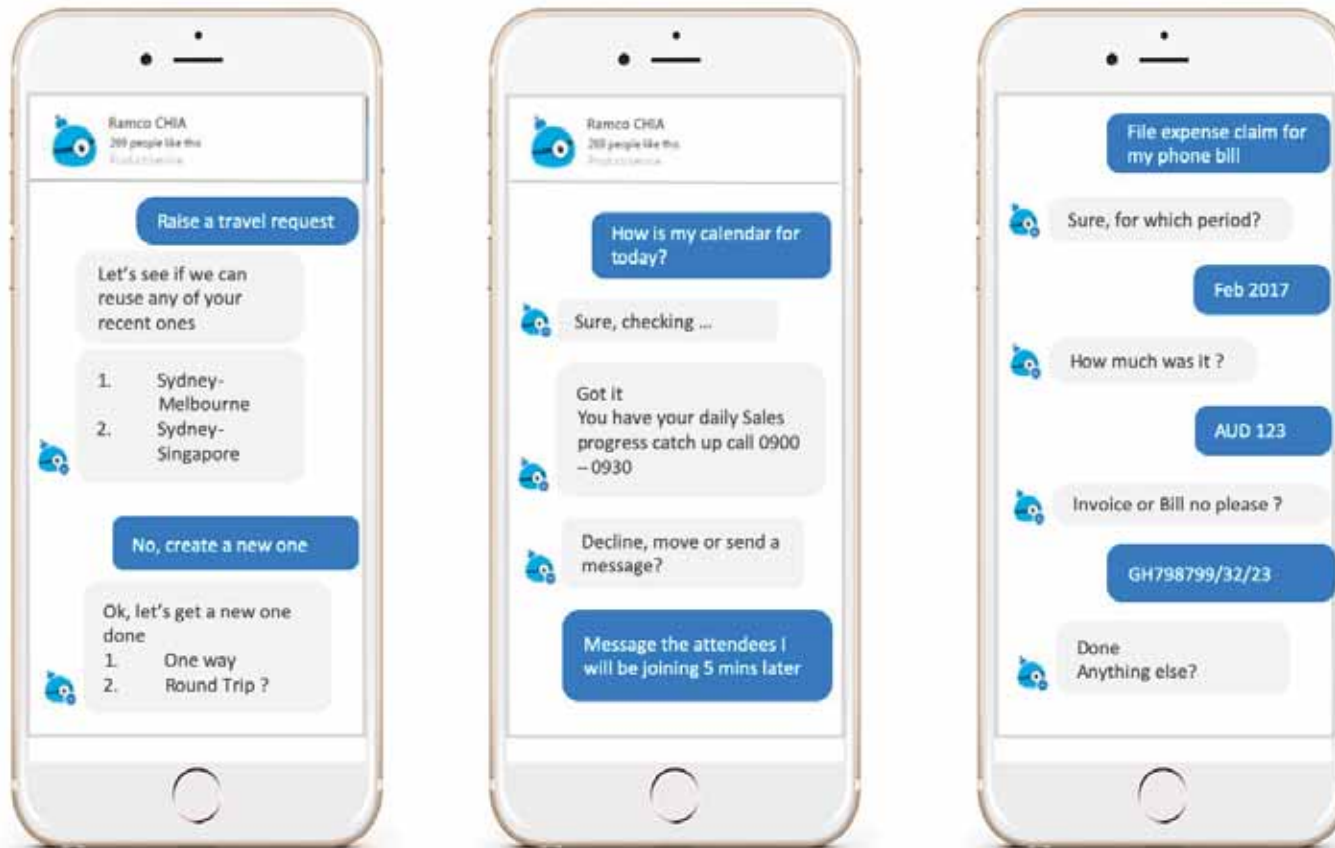
And Lot More...

Zero UI

Conversations @ work



Moving towards Zero UI - Transactional CHATBOT

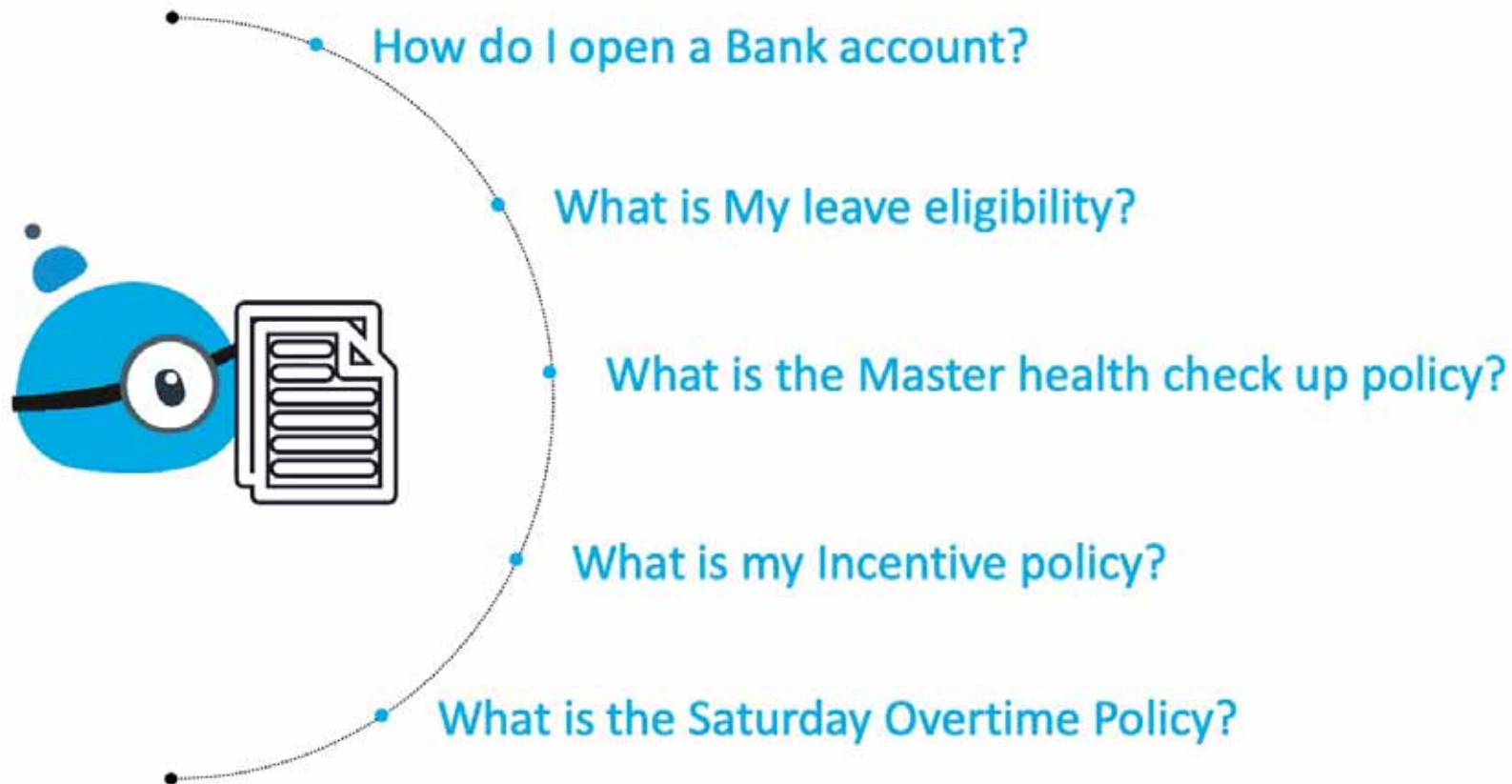


NO LOGINS NO SCREENS
JUST BOT IT

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

Transactional Bots | Time off, Leave, travel

Moving towards ZERO UI - Policy Bots



Policy Bots | Organization specific Policies

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

Did you know?



70% of all transaction in
2023 will be Voice

#VoiceIsTheNewUI

Siri/Alexa/Google Assistant at Home



Book my cab



Find an Italian
Restaurant near by



Remind me of
Sarah's Birthday

Voice is the New UI



Plan Schedule



Apply Leave



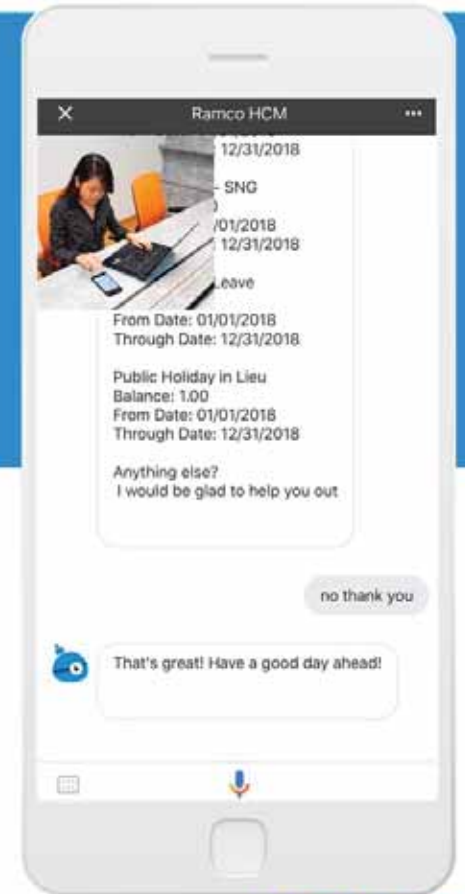
Instant Approvals



Check Payslip



Zero UI | Voice Assistants



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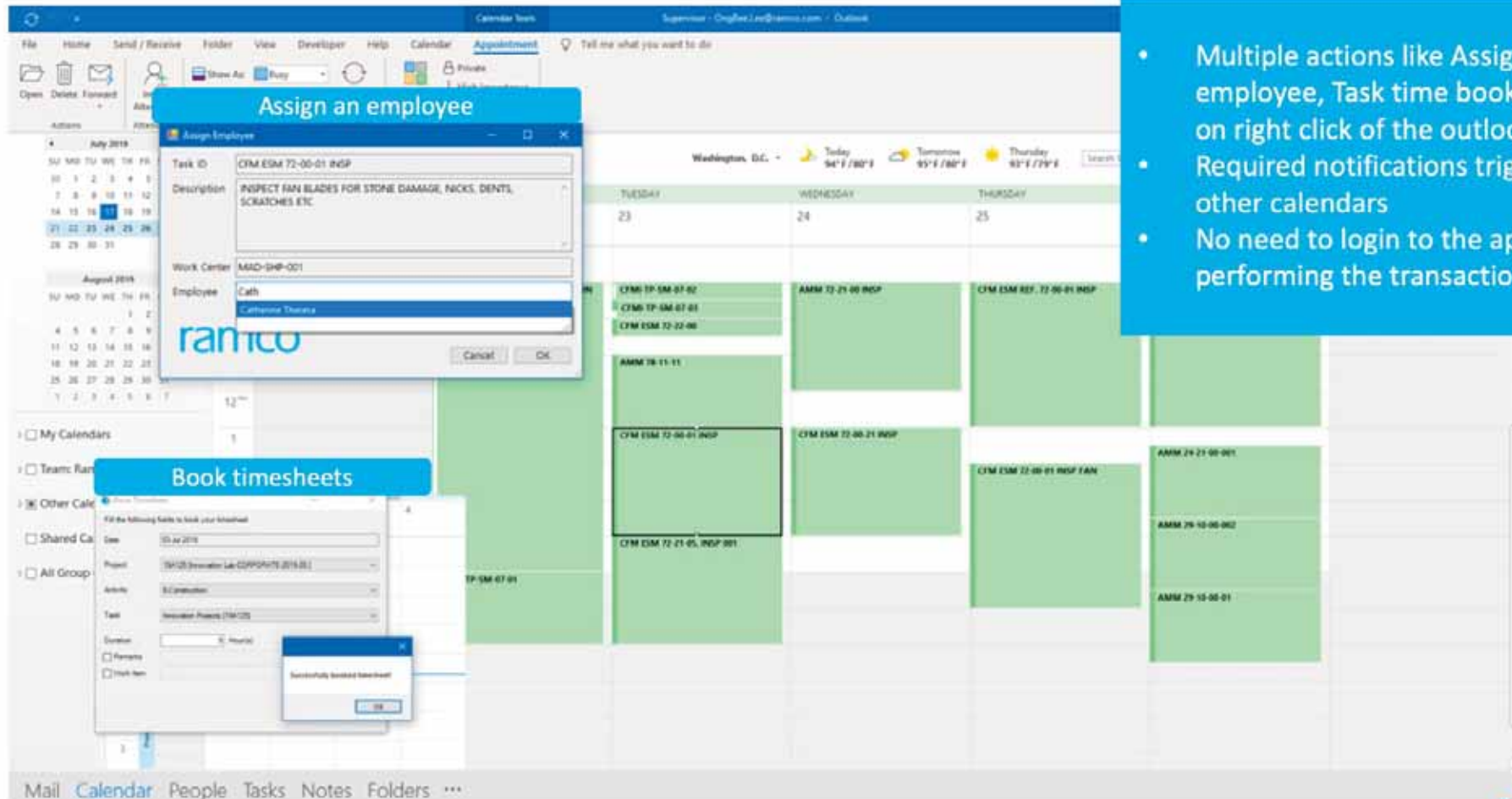




Move over Apps – Get an Outlook!

- 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

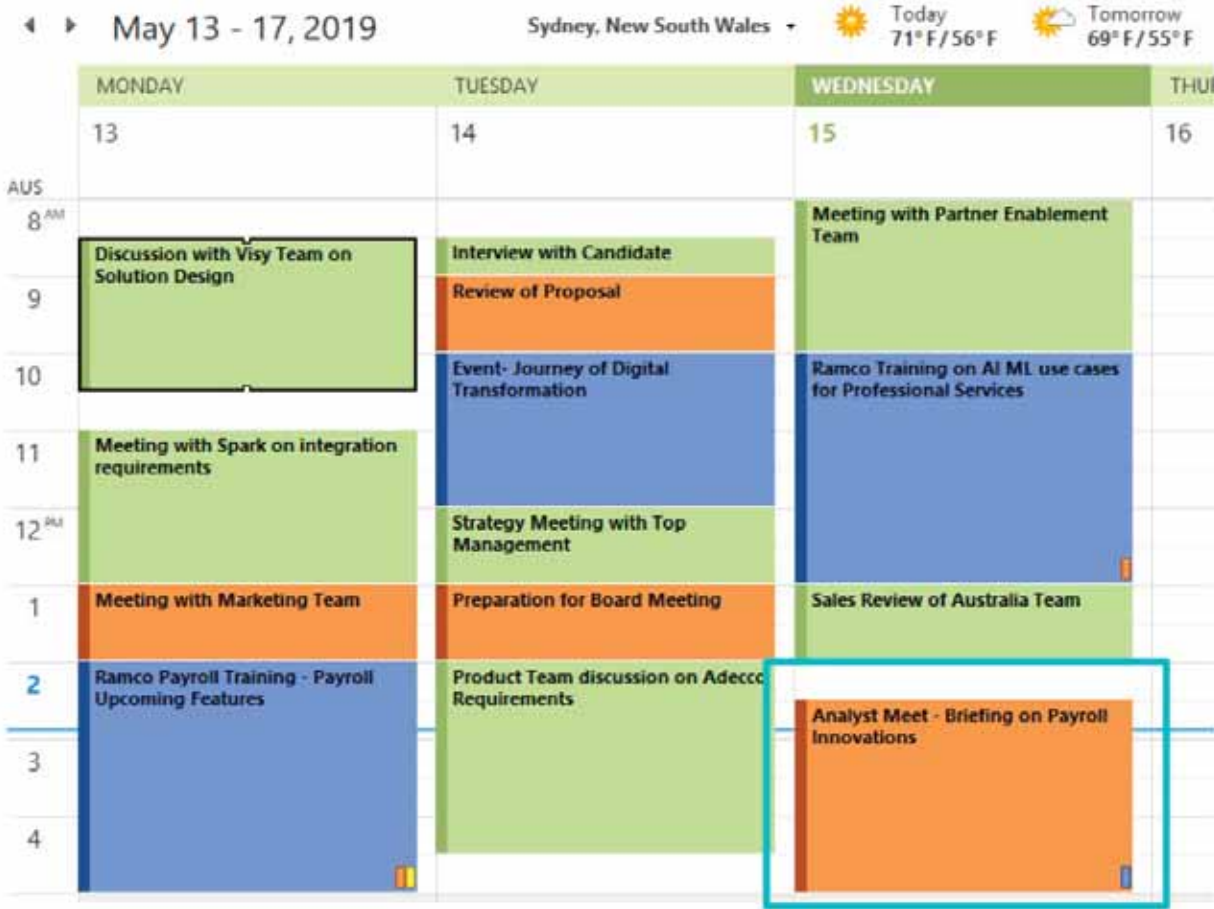


You have completed a meeting with
your client and you need to book your
timesheet

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

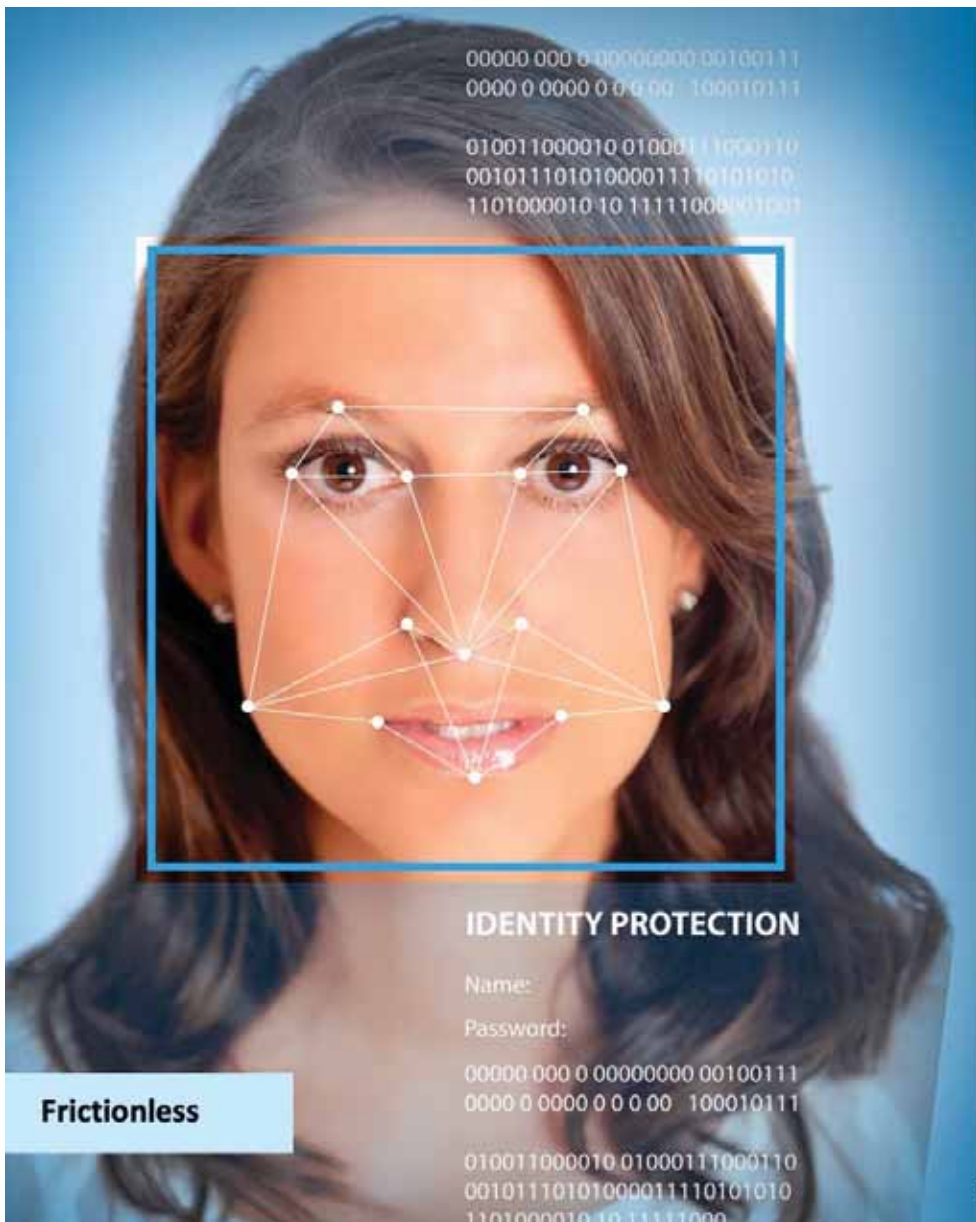


As soon as a meeting is over, Chia checks if timesheet can be booked.



Proactive Timesheet booking through chatbot





Welcome to the **Frictionless** world of **Time Management**



Hassle free



Intelligent



Fool Proof

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Now adding Breath Analyser

Estimate Blood Alcohol Content (BAC)
before entry into office premises

Frictionless

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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



★ 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

[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	
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
Approval Date	12/06/2018	Remarks			USD



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





★ 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	
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	Va
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



★ 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	
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

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

6.25 Trivial 11.3

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	0.00	0.00	0.00	0.00
511100	Material Cost - PBH	EXPENSES	0.00	0.00	0.00	0.00	0.00	0.00
511200	Service Sale Income	EXPENSES	0.00	0.00	0.00	0.00	0.00	0.00
512100	Labour Cost - PBH	EXPENSES	0.00	0.00	0.00	0.00	0.00	0.00

Exceptionally high value in Crew Hotel Account

Default > Finance Book Processing > Review Financial Statements

Account Inquiry

Transaction Level Search

Transaction Level Details

☐ 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	84,175.00	●
5	CBAFB	510220	838	08/03/2018	JV-000044-2018	Journal Voucher - Regular	80,755.00	●
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				

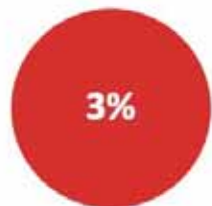
Exception Info at Transaction Level



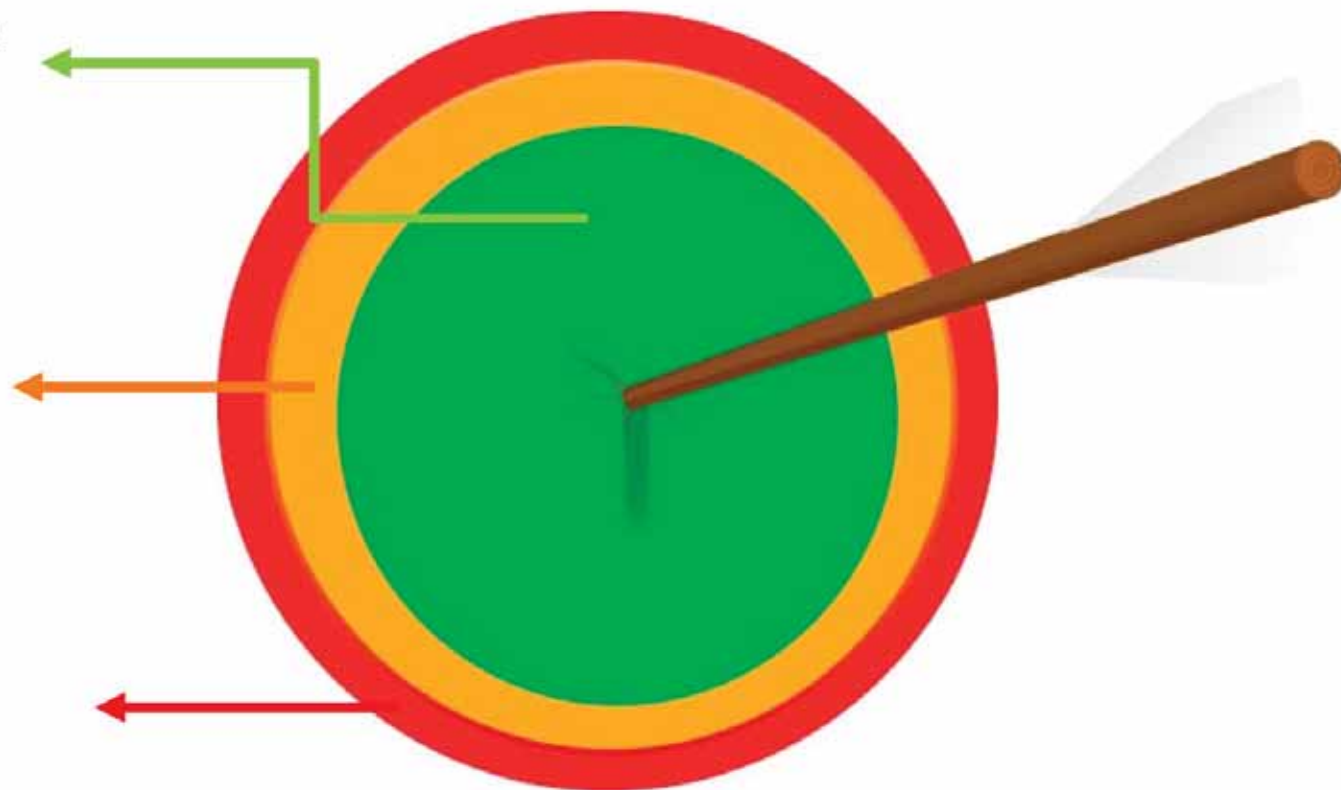
Usual and within
Acceptable limit



Mild Variance
detected



Unusual –
Needs attention



Event based Notifications..

12:47

September 06, Thursday



Client Anywhere

now

John Oberas will report to Microsoft Makati office
on 6th December 2018



Client Anywhere

now

Johandy Tantra will be going on leave between 24th
December 2018 and 2nd January 2019



Client Anywhere

now

Timesheet approval for 25 Associates is awaiting your
approval



Client Anywhere

now

50 associate's timesheet awaiting your Billing
Confirmation

WHAT IF...

You Act by only Exceptions...

Anticipatory Computing makes you
Alive and Active

Anticipatory computing :

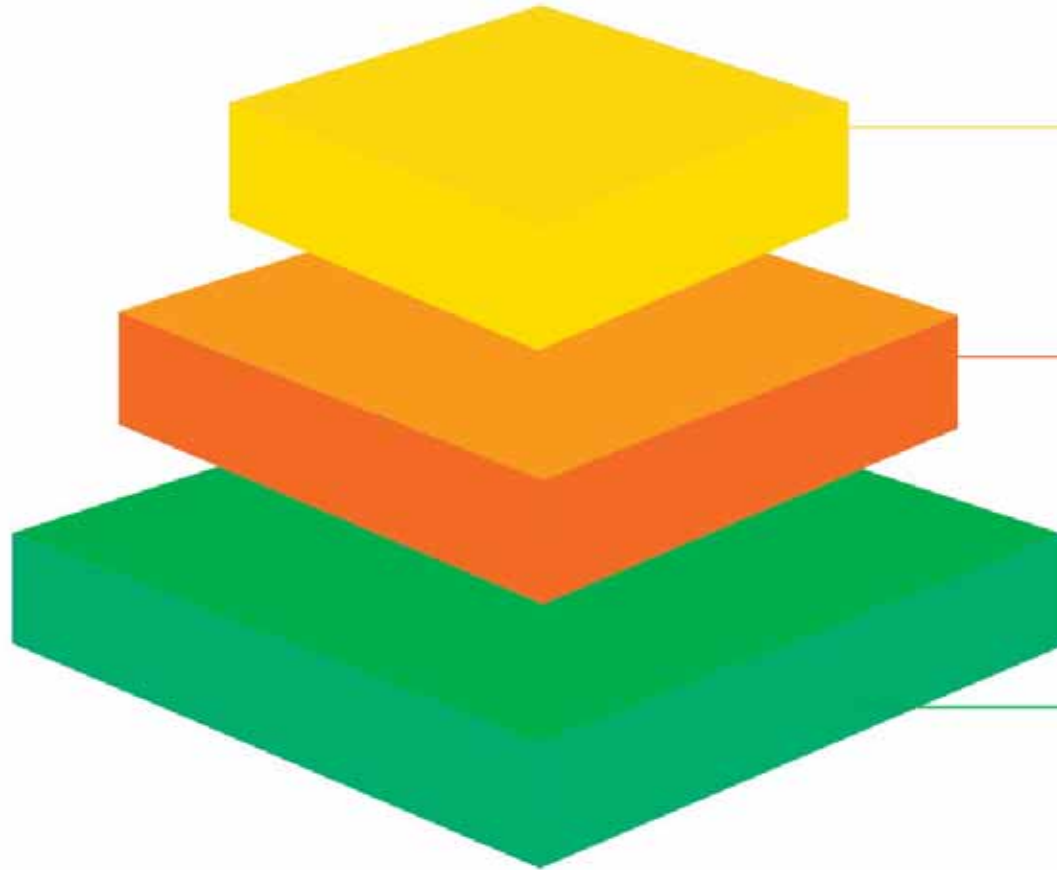


Moving Towards Smart Prediction of Events based on advanced algorithms

- 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?

So, What does Digital Transformation result in?

Digital Transformation



INNOVATION

Digital Transformation Of Core Business

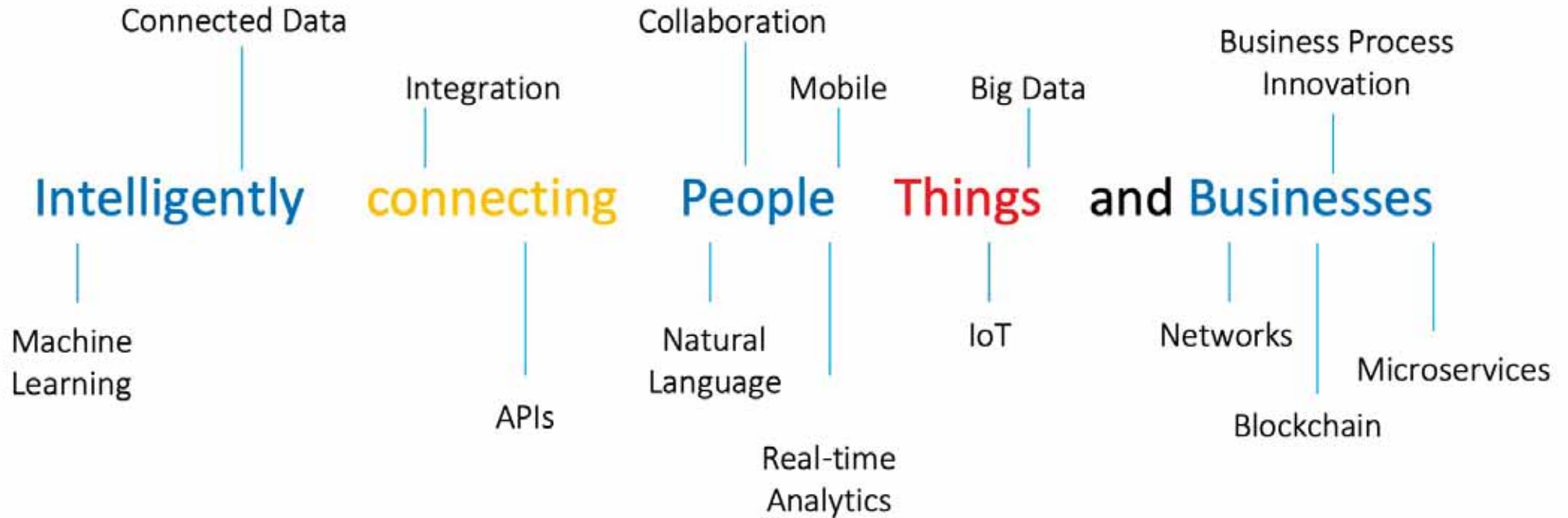
OPTIMIZATION

Machine Assisted Decision Making by
Predictions and scenario evaluation

STANDARDIZATION

Bedrock of any digital transformation is
high integrity transaction data
Achieved through common integrate
application across Business functions

What does being Digital mean in today's context?



What does being Digital mean in today's context?

Intelligently

Predictive D/E
Machine Learning
Voice UI
Pattern
recognition
Deep Learning
Fraud detection
Predictive
maintenance

Connecting

Protocols
Machine to Machine
Machine to BOTS
IOT to Machine
Man to Machine
Machine to Man

People

Virtual Reality
Augmented reality
Voice assist
Text to voice and
voice to text

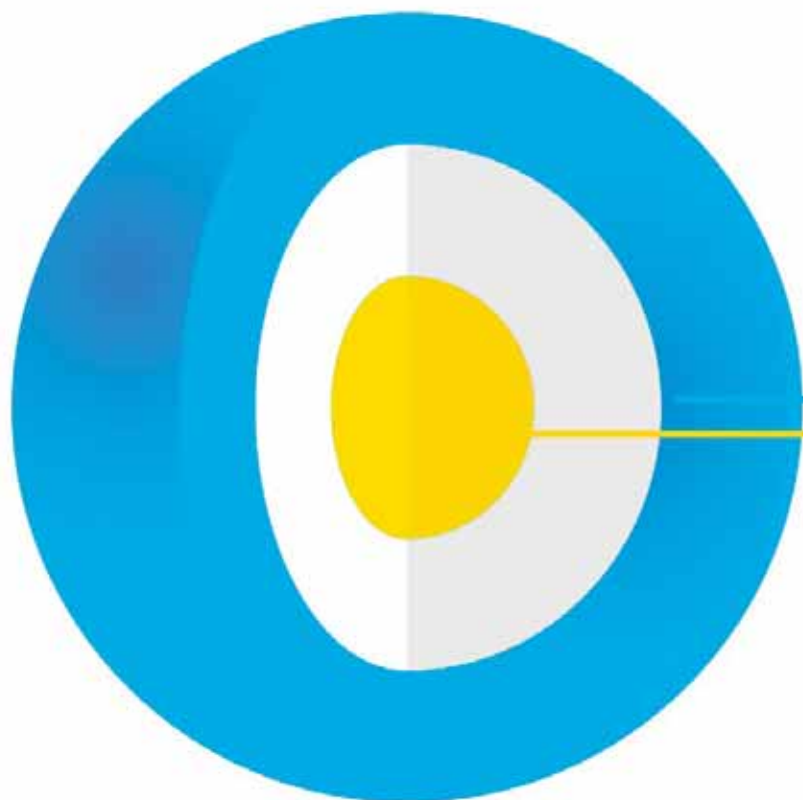
Things

Block chain
IOT
Mobiles
3D Printing
Hand helds
Wearables
Video monitors
Lighting
Robots
Drones

Businesses

ERP
System of records
Policy Check
Payment gateways
Legal records
Transaction alerts
Statutory reporting

Core and Context



CONTEXT

- All others are support functions Like Finance, Marketing Sales, HR, Support
- Strive to outsource this - Usually the first function to be Digitized. This results in DIGITALIZATION and automation

CORE

- Any function which creates your differentiation in the market. Your customer can get this only from you
- Strive to make this your IP - Transforming this is DIGITAL TRANSFORMATION

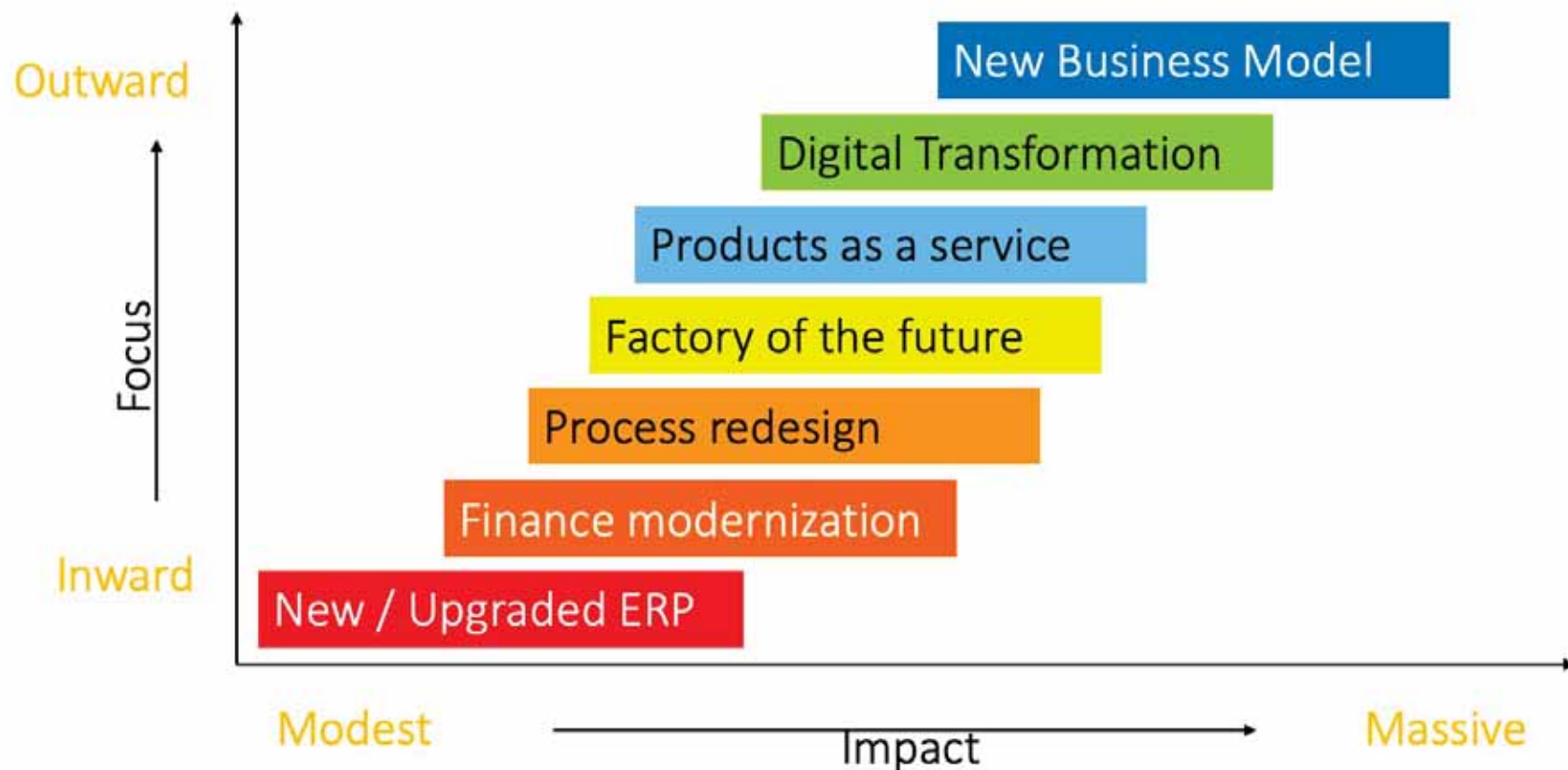
Concept by Geoffrey Moore

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How Transformational is your Digital effort?

Know where you are before you plan where to go



Source: Digital with Impact by Brian Sommers

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Walk the Talk –
Digital transformation
a reality at Ramco!

Frictionless Computing –
BOTS, VOICE, Facial Recognition

Calendar Based CRM

Auto Timesheet Booking

NextGen Travel & Exp. Booking

Infusing Intelligence into ERP –
with AI & ML

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Ramco
So complete, yet
refreshingly simple



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