



COMPANY BACKGROUNDER – RAMCO SYSTEMS

Ramco Systems, a part of the USD 952 Million Ramco Group, is a leading software company focused on consulting, product and managed services business. Started as an R&D division of Ramco Industries Limited in 1992, Ramco Systems was later established as an independent company in 1999. Headquartered in Chennai, the company has 15 offices spread across India, APAC, US, Canada, Europe, Middle East and Africa. The company focuses on providing innovative business solutions that can be delivered quickly and cost-effectively in complex environments. Ramco has over 140,000 users from 950+ customer organizations globally, since its inception.

Founded by **Mr. P.R. Venketrama Raja**, the company's mission is to create a world-class information technology company focused on enterprise management applications and emerging technologies.

Ramco products are developed on two technology platforms – **Ramco VirtualWorks™** and **Ramco DecisionWorks**.

Ramco VirtualWorks™ is a tested, proven development platform that allows organizations to simply compose rather than laboriously code solutions. Based on SOA, Ramco VirtualWorks™ delivers model-based applications, which are composed, not coded, using existing or newly created business assets that adapt and scale with IT infrastructure.

Ramco DecisionWorks is a comprehensive, smart, easy-to-use and web architected Business Intelligence Solution for Enterprise Performance Management (Covering Strategic, Tactical and Operational Business Intelligence), Enterprise Information Management and Enterprise Data Management, offering superior reporting, comprehensive querying, and analysis.

Ramco Consulting: Highly experienced consultants work with our customers to identify opportunities to create business value and make them real.

Ramco Products: The Company has seven major product suites – Ramco Enterprise Suite, Ramco Enterprise Asset Management Suite, Ramco Aviation, Ramco OnDemand ERP (RODE), Ramco Enterprise Information Management Suite, Ramco Advanced Process Control, and Ramco Mine Management Suite.

Product lines:

- **Ramco Enterprise Suite (RES)** of ERP solutions have been delivered to customers around the world for over a decade. Built on Ramco VirtualWorks™, RES has specialized solutions for major verticals such as Manufacturing, Logistics, Services, HCM, EAM, Aviation, BFSI, Healthcare & Governance.
- **Ramco Enterprise Asset Management** is designed and developed to address the needs of mid to large-sized asset-intensive organizations such as Utilities and Process Plants and Rail / Road / Air Fleet Operators. Ramco EAM enables enterprises to effectively manage the complete asset life-cycle encompassing Asset Planning, Acquisition, Installation, Operation, Maintenance, and Disposal.
- **Ramco Aviation Solutions** is an end-to-end Aviation Maintenance & Engineering (M&E) / Maintenance Repair & Overhaul (MRO) software that is all-encompassing, and yet easy to use. The software is web-centric and has been designed and developed ground-up for the Aviation industry.
- **Ramco OnDemand ERP (RODE)** is the first full-fledged ERP delivered on the cloud. Designed and developed to suit a wide spectrum of growing ERP needs, RODE offers multiple benefits such as flexibility, scalability, simplicity & speed.
- **Ramco Enterprise Information Management Suite**



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- **Ramco Business Analytics** is built and delivered on our model-driven platform, Ramco DecisionWorks. Ramco Business Analytics provides business intelligence through the use of dashboards, key performance indicators, and a balanced scorecard framework.
- **Ramco Master Data Management** can identify challenges in data adequacy, data accuracy, and data availability across the organization, and provide ways to overcome these challenges.
- **Ramco Governance, Risk & Compliance** offers a comprehensive framework that enables organizations to not only define corporate governance initiatives, but also monitor and control the actions performed across the organization to achieve these initiatives.
- **Ramco Advanced Process Control**
 - **Ramco OPTIMA** is a world-class process optimization solution that improves plant productivity and efficiency in manufacturing/utilities industries such as cement, power, chemical and fertilizers. Ramco Optima also has two sub-product lines specially designed for the cement industry - **Ramco Optima Kiln Information System** and **Ramco Optima Blending Control System**
 - **Ramco Real Time Integrator** is a middleware for process and discrete industries, providing the link between business applications and real time automation systems.
- **Ramco Mine Management Suite** is a cost effective, flexible, and innovative enterprise application for mining or mineral industries.

Ramco also has specialized solutions for key verticals such as Manufacturing, Real Estate & Construction, Energy & Utilities, Logistics, Mining & Cement, Facilities Management, Banking & Financial Services, Aviation, Government, Defense and Sugar.

Ramco Managed Services is a proven end-to-end solution for efficient and effective payroll processing. This combines the power of Business Analytics and Workflow with the user-friendliness of the browser, to deliver a world-class solution. The end-to-end solution addresses all payroll needs, from strategic to operational, and helps improve information management and decision-making.

The company has been assessed for ISO 9001:2008 and ISO 27001:2005 information security standards. Ramco's BPO unit is SAS 70 Type II certified.

Ramco Systems is a public listed company and traded in BSE, NSE and MSE. The company currently employs over 1,800 employees. The global income for FY 2010-11 stood at US \$ 47.41m.

For further details, please visit www.ramco.com

Follow Ramco on Twitter at [@ramcosystems](https://twitter.com/ramcosystems) / read latest news & updates on <http://www.ramcoblog.com/>



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QUICK FACTS

- Year of establishment – 1999
- Headquarters – Chennai, India
- Total offices – 15 spread across India, APAC, US, Canada, Europe, Middle East and Africa
- Customers – More than 140,000 users, 950+ customers since inception
- No. of employees – 1800+ (As of Oct 30, 2011)
- Business focus – Consulting, Products & Managed Services
- Vertical focus – Manufacturing, Real Estate & Construction, Energy & Utilities, Logistics, Mining & Cement, Facilities Management, Banking & Financial Services, Aviation, Government, Defense and Sugar.
- Financials - FY 2010-11
 - Total Income – USD 47.41 m
 - Total Revenue – USD 45.16 m
- Revenue Mix – India – 36%, US – 23%, MENA – 18%, Europe – 3%, APAC - 6%, South Africa – 14%
- Stock exchanges where Ramco shares are traded: BSE, NSE, MSE
- Share Holding (As on Mar 31, 2011)
 - Promoter & Promoter Group - 61.02%
 - Public & Others - 38.98%
- Executive members:
 - P.R. Venketrama Raja, Vice Chairman, Managing Director & CEO
 - Kamesh Ramamoorthy, Chief Operating Officer
 - Jim Fitzgerald, Global President - Aviation Solutions