



# Ramco OnDemand ERP

The planet's most powerful ERP on the cloud

# Challenges faced by growing companies

## Lack of a system that catapults growth

Growing organisations often find it difficult to retain business efficiency, employee productivity, and responsiveness to customer needs. Businesses are hindered by lack of technology or by systems that either cannot scale up to a growing customer base or lack the functionality to support daily business operations.

An ERP solution is the ideal fit for companies to overcome these challenges and move forward. However, a conventional On-Premise ERP model, adopted to provide business relief, has its own set of difficulties:

- Ballooning deployment costs, ranging from a staggering 40 lakh to 2 crore, depending on the degree of complexity and customization. Additional implementation, installation, and data migration costs work up to be 3-4 times more than the original cost of the ERP package
- Huge investments needed on infrastructure components such as servers, databases, networks, software patches and other IT resources
- Unreasonable implementation time, ranging between 8 and 18 months, with 60% of implementations overshooting project time by over 50%
- A rigid model that forces changes in business models as and when market conditions change
- Unwanted functionalities as additional baggage; research shows that 70% of companies use only 26% of their ERP functionalities
- No guaranteed ROI

# SaaS – the new-age solution

## No compromises. Best benefits

The limitations faced with conventional ERP packages are now being successfully allayed with an evolved technology – Software as a Service (SaaS).

The following table explains how a SaaS ERP scores over the conventional ERP.

Conventional ERP	SaaS Model
High capital expenditure	No capital expenditure
Direct & indirect investments	No investments
Ballooning costs	Low-cost subscription model
Long implementation time	Implementable in weeks
Rigid	Scalable
Limited access	Anytime, anywhere access
Upgrades at extra cost	Free upgrades
Limited licensing	Flexible licensing

Ramco Systems, with its early-mover advantage, has actively pursued this revolutionary concept and developed a SaaS model for their ERP. This means that the powerful enterprise-integrating technology, which was earlier available only on an On-Premise model, is now made accessible on a hosted model, by Ramco Systems, with no compromise on technological capabilities.

This is the genesis of Ramco OnDemand ERP (RODE) on the cloud.

# Ramco OnDemand ERP

The planet's most powerful ERP, now on the cloud

Ramco OnDemand ERP is the perfect solution for all your enterprise needs, because it takes the full power of ERP and places it on the cloud. This throws open a multitude of benefits for the customer. Ramco OnDemand ERP is a result of over 20 years of research in the ERP segment. It has been designed and developed to cater to growing ERP needs in a wide spectrum of verticals.

This solution can be run on the Internet. Also, you do not have to invest in new hardware, training, or additional IT staff. Despite its powerful functionalities, it is so simple to deploy and run, that you can go live in just 7 days. Ramco OnDemand ERP is completely modular; you can choose only those functions you need, to achieve the perfect fit for your business. Because you pay only for what you use, on a subscription basis, you can save money and conserve capital. And when your business changes, you can size up or size down as per your requirements. Also, upgrades and updates will no longer be difficult to obtain, for we will take care of all such needs, automatically. This is why it's no surprise we call it the planet's most powerful ERP on the cloud.

Ramco OnDemand ERP has the ability to generate increased revenues, streamline business processes, and deliver commendable ROI; it is all set to revolutionize the way business is being done across the world.

# Ramco VirtualWorks™

The cutting-edge technology that powers Ramco OnDemand ERP

Ramco OnDemand ERP is based on the Ramco VirtualWorks™ (RVW) platform. It is a collaborative solution-innovation platform, which enables Ramco Systems to build applications that carry business process flexibilities and focused analytics capabilities. The technology-independent approach of Ramco VirtualWorks™ ensures that your technology investments are evergreen.

## Ramco VirtualWorks™

- Model-driven Development Platform: Helps deliver applications that are composed, not coded, enabling you to change on-demand
- Enterprise Information Management Platform: Delivers business analytics in real time, so that you can gain critical insights across all your business processes
- Business Services Repository: 1,000+ ready-to-use business services covering a range of verticals and business processes, which enable you to accelerate your IT solution with faster time-to-benefit
- SOA-based Enterprise Solution Architecture: Provides a uniform, non-proprietary multilayer architecture, which works with all technologies and infrastructure platforms and helps protect your investment
- Implementation and Configuration Tools: Provides extensive flexibility and extendability during deployment, enabling a faster and high-quality implementation
- Enterprise Event Bus: Enables application events of business significance to get published, so that these can be reused in the compliance framework. Therefore, you can benefit from seamless information sharing



# Business benefits delivered by Ramco OnDemand ERP

Ramco OnDemand ERP is a full-fledged and proven ERP solution that offers assured benefits. To start with, you can benefit from Ramco OnDemand ERP in a very short period of time because of the assured lower investments and minimal deployment time. Ramco OnDemand ERP adapts to changes and also eliminates the complexities of managing an ERP solution. This way, we take care of your enterprise processing, so that you can focus on growing your business. Read on to discover in detail the various benefits offered by Ramco OnDemand ERP.

## **Simplicity**

### **No CAPEX**

Ramco OnDemand ERP is made available on the Internet, on a subscription model, and requires no additional licences. This ensures that there is no CAPEX required to purchase the solution outright.

### **No Additional Investments**

Because Ramco OnDemand ERP is hosted on the cloud, you need not invest in new IT infrastructure such as hardware, middleware, networks, and so on.

### **No Expenses on Extra IT Staffing**

Ramco OnDemand ERP is operated on the Internet and is wholly managed by Ramco Systems. This eliminates the need for exclusive IT staffing in your office to take care of the solution.

### **No Licensing Issues in the Subscription Model**

Ramco Systems' delivery model does not require you to buy any licences to use the product. Therefore, you pay only when you use the application and also only for the number of users.

### **No Maintenance Costs Involved**

Ramco OnDemand ERP's maintenance is entirely managed by Ramco Systems, free of cost. To enhance your operational performance, the solution will also be automatically updated from time to time with the latest technology versions.

## **Scalability**

### **Pay-per-use**

Most enterprises do not need 80% of the functionality offered by conventional ERPs. Ramco OnDemand ERP offers you just the "right" functionality for your business; therefore, you pay only for what you use depending on your current business requirements.

### **Scale as you Grow**

Ramco Systems' scale-up model ensures that you "subscribe" only to those functionalities that your business absolutely requires, at a specific point in time. This allows you to increase or decrease the number of users and quickly adapt to market dynamics.

### **Automatic Upgrades**

To keep pace with growing customer requirements, a dedicated team from Ramco Systems carries out research and development to understand industry requirements and upgrade the solution accordingly on a regular basis.

## **Speed**

### **No Waiting for Months to Go Live**

Ramco OnDemand ERP follows a milestone-based deployment, which mandatorily involves various stages such as registration, environment setup, role verification, user training, master data collection, opening balance upload, and go live. This methodical implementation reduces deployment time drastically.

### **No Additional On-Premise Infrastructure**

With Ramco OnDemand ERP, you do not have to burden yourself with the installation of underlining infrastructure nor about code modification and extensions to the core software. This guarantees that you can go live in a very less time.

## Ease of Use

### User-friendly Screens

Ramco OnDemand ERP comes with easy-to-understand user interfaces for ease of operation. Intuitive web-like features, online tutorials, and actionable alerts and prompts for transactions, help you at every stage of each transaction and accelerate ease of adoption.

### SMS and e-mail Alerts

The solution provides several options using which you can generate alerts on key transactions and thus make quick decisions on processes.

### Interface Key Features

Other features which popularize the solution are role-based navigation, screen personalization, quick links to key data, snapshots of recent records, key reminders, alerts, and advanced search options.

### Support for Data Export

Users can integrate crucial data and export them to spreadsheets for effective archival and analysis. You can also export the data in PDF and CSV file formats.

### Anytime, Anywhere Access

Ramco OnDemand ERP gives you the freedom to access information from any part of the globe at the click of a browser button. Geographically separated teams can therefore function better with improved information availability.

## Better Management

### Supports Regulatory Compliance

With Ramco OnDemand ERP, your business is empowered with accelerated financial closures, more accurate financial reporting, and superior cash management. The solution supports international and local accounting standards and also eliminates the risk of non-compliance.



### Enables Delegation and Improves Control

Different levels of user and action level controls will help you standardize processes among departments and bring in visibility across all functions.

### Improved Productivity and Efficiency

With Ramco OnDemand ERP, you can gain a deeper insight into organisational performance, by analysing revenue and cost information for customers, products, projects, and services. It gives you options to estimate material and process costs for any product, before quoting for the same. You can also work on multiple finance books using a single transaction login and screen, to enhance efficiency at work.

### Cost Optimization

You can centralize all processes and take greater control of cross-company payment processes. Centralization and decentralization can be handled with ease, without having to log on to different systems. These capabilities help reduce your banking fees and optimize working capital and liquidity, by accurately forecasting your cash flow and cash requirements.

### 24x7 Support

A highly efficient and effective help desk with call centre facility is in place to handle the support requirements of end-users 24x7.

## Robust Security

### Highly Secure Data Centers

Ramco OnDemand ERP's robust security measures outperform the security measures fused in with an On-Premise model. Ramco Systems' data center has more than 430 servers. These are securely interconnected to all the global offices of Ramco Systems and its customers, through high-speed networks and telecommunication systems.

### ISO 27001 Certification

To realise very high levels of information security, Ramco Systems has put in place a comprehensive Information Security Management System (ISMS). Mandated by ISO 27001 standards, this system is continually accessed for effectiveness. As a mark of this commitment to information security, BSI management Systems of the BSI Group, UK, recommended the ISO 27001 certificate to Ramco Systems.

# An end-to-end solution for your enterprise

## Position your growth with an integrated comprehensive solution

Unlike other solutions in the market, Ramco OnDemand ERP helps you manage all important processes using one integrated solution.

### Enterprise Resource Planning

The ERP functionality in Ramco OnDemand ERP is designed to meet the needs of growing companies, and is based on the traditional Ramco ERP application – an industry-leading product. This software includes comprehensive features to manage all facets of your business. It delivers role-based access to business application data and analytical tools. Your company can use it across the following areas:

- Human Capital Management
- Cost Planning and Control
- Supply Chain Management
- Discrete Production
- Process Production
- Tool Management
- Maintenance
- Customer Relationship Management
- Financial Management
- Service Management

### Business Analytics

Ramco Business Analytics solution empowers organisations to 'Measure, Monitor and Manage' their business goals and growth. This solution can be used to conduct a simple yet comprehensive analysis of data and processes on a real-time basis, and thereby ease decision-making.



With this solution, you can analyse, measure, and control organisational processes, which in turn provide a framework for planning ahead.

Ramco Business Analytics is powered by Ramco DecisionWorks. It is a comprehensive, smart, easy-to-use, and web-architected Business Intelligence (BI) solution for Enterprise Performance Management (covering Strategic, Tactical and Operational Business Intelligence), Enterprise Information Management, and Enterprise Data Management, and offers superior reporting, comprehensive querying, and analysis.

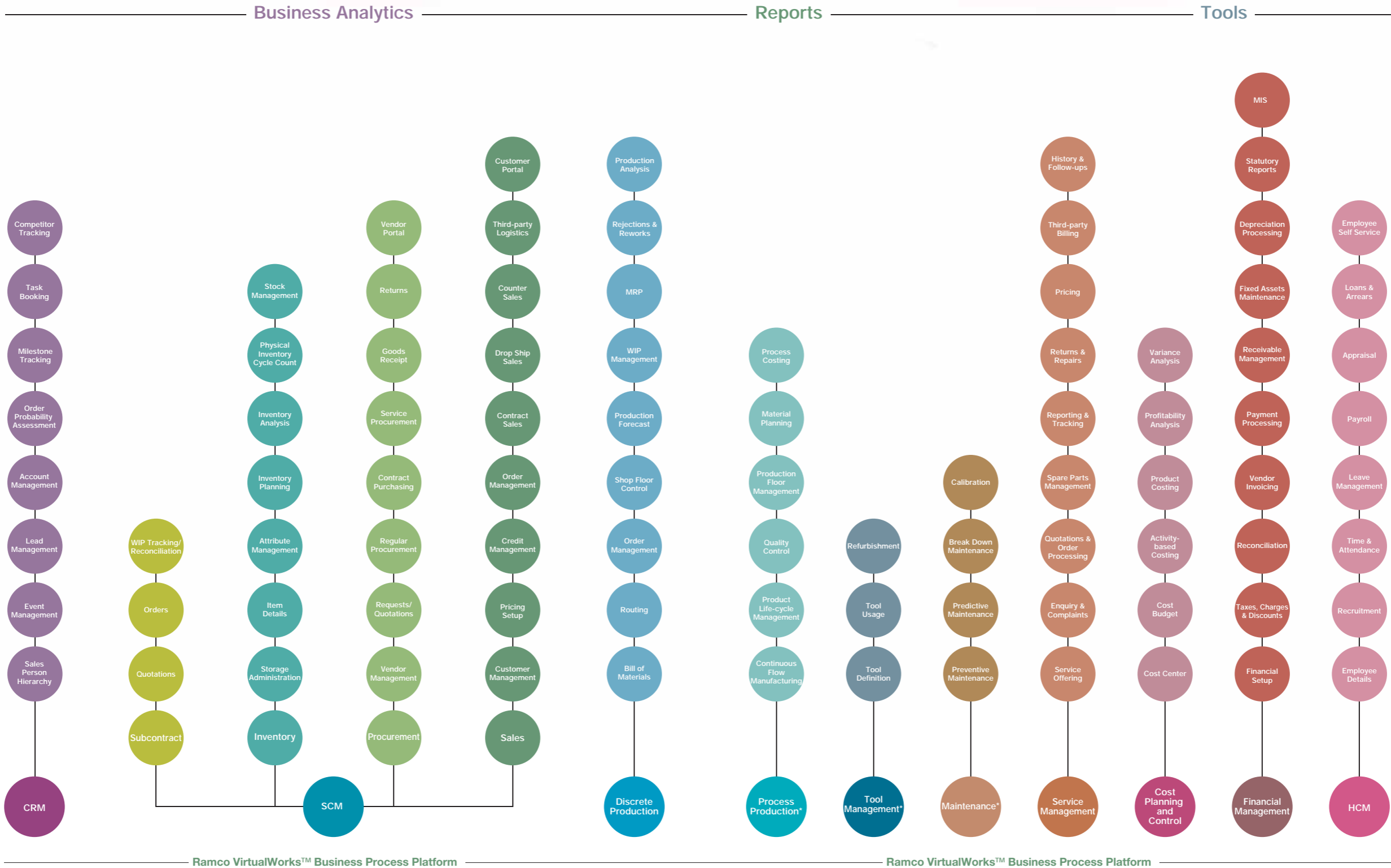
### Extension Tools

Ramco's Extension Tools are an integral part of Ramco OnDemand ERP. They encompass the methodology, configuration settings and documentation, which enable you to quickly evaluate, implement, and deploy best business practices for both industry-specific and general activities. These tools include the Extension Development Kit (EDK), which is pivotal in the effective functioning of a successful ERP application.

Ramco's EDK allows organisations to build their own unique set of extended features, to their existing functionalities. EDK does this without modifying the base product source code. As a result, migration to the next version is not compromised. Ramco's EDK is also useful for making in-house changes after the solution goes live.

Ramco's Enterprise Reporting, a tool for report layout designing, facilitates customization of reports. This tool is integrated with EDK to generate designed reports from the EDK screen, specifically termed as UDRs (User Definable Reports). The solution also helps you design customer-specific portlets.

# Ramco OnDemand ERP Solution Map



# Business Process Coverage

## Streamline your business processes from start to finish

Successful businesses are quick in building and executing processes. Business processes are all about the business practices and methodology that organisations deploy, to hasten operations, enhance market response, trigger partnering, and increase value chain. Ramco OnDemand ERP helps you streamline your processes from start to finish and enables you to execute your processes with increased efficiency. Because the solution integrates various processes, you can gain critical information across each section and make smart decisions. Ramco OnDemand ERP covers the following processes and much more:

**Procure to Pay:** Purchase, Payables Management and Bookkeeping

**Order to Cash:** Sales and Shipping, Receivable Management and Bookkeeping

**Made to Order/Stock:** Discrete Production and Inventory

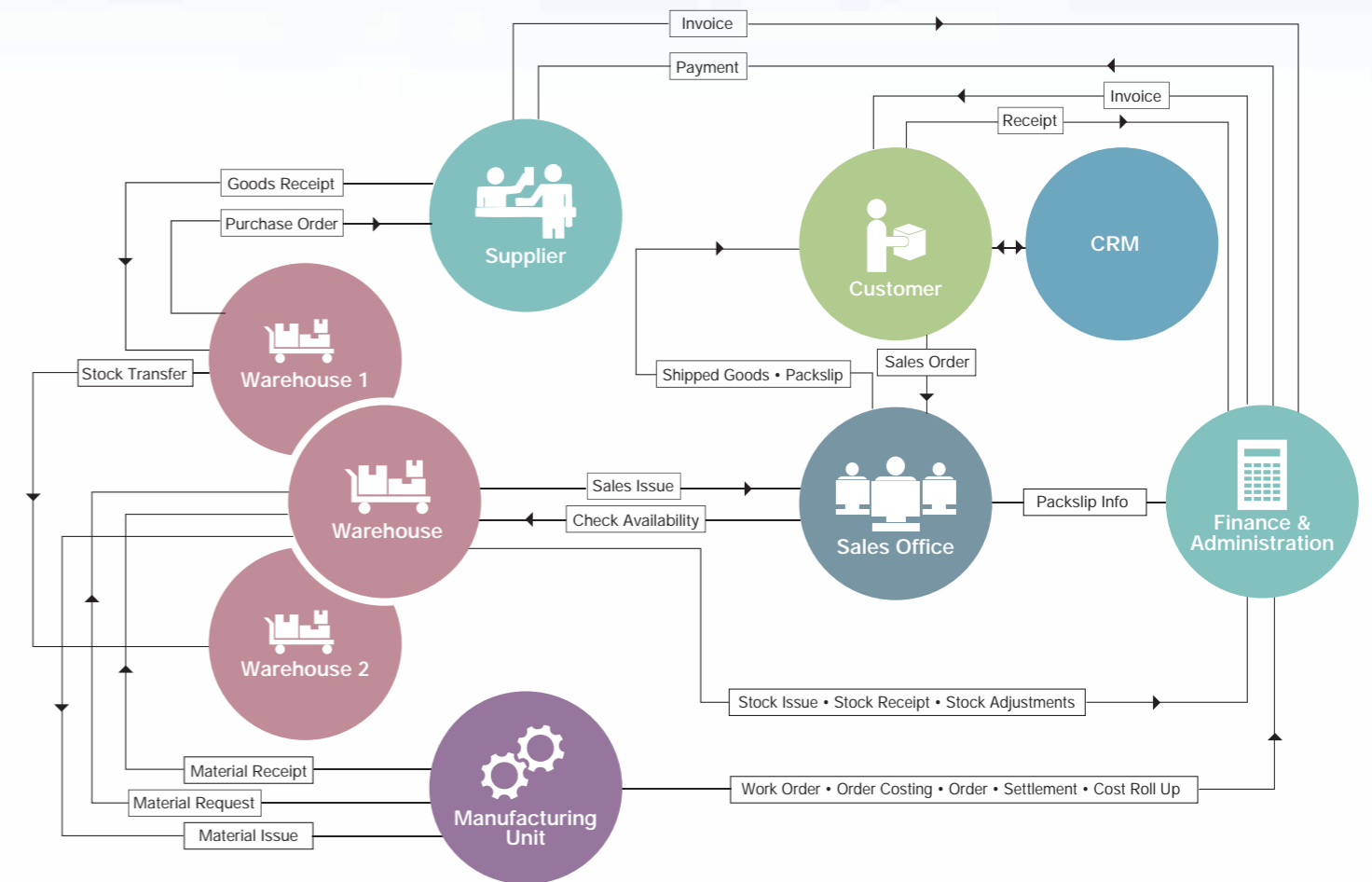
**Cost Control and Planning:** Management Accounting

**Jobwork to Pay:** Purchase and Subcontracting, Payables Management, and Bookkeeping

**Accounting to Profit:** Bookkeeping

**Works to Pay:** Human Resources Management and Bookkeeping

**Service to Execution:** Service Management



# The perfect solution for every industry

## Benefit from industry-specific solutions that address your unique requirements

Ramco Systems has accrued extensive domain knowledge across a wide variety of industries, for more than a decade. This has enabled Ramco Systems to understand and imbibe prevailing industry best practices and develop a deep functional expertise. All this rich knowledge has been incorporated into Ramco OnDemand ERP to give your company production-grade applications with rapid, flexible deployments.

### Trading

Trading companies are unique because they follow the “stock and sell” concept. They require robust planning and optimum stock levels, because this directly impacts profit margins and customer service levels. Also, multilocation billing makes real-time data updation a prerequisite.

Ramco OnDemand ERP helps efficiently handle:

- Multilocation Setup Management
- Franchisee Management
- Dealer Management System
- Stock Replenishment Management
- Sales Agent Management
- Integrated Warehouse Management

### Auto & Auto Component Manufacturers

Auto component manufacturers face immense pressure to meet delivery schedules. They require a schedule that can integrate the firm’s production facilities with other constituents of the supply chain and provide real-time accurate information on inventory, production schedule and materials availability, to meet delivery schedules.

Ramco OnDemand ERP provides solutions for the following:

- Inventory Tracking
- Order Management
- Work-in-progress Tracking
- Tracking Pending Shipments
- Schedule-based Dispatches
- Customer and Supplier Portal
- Material Requirement Planning
- Capacity Planning
- Inventory Analysis
- Inward Subcontracting

### Electronics & Engineering

Every electronics and engineering company wants to stay competitive in the market. That is why planning plays a critical role here. Centralized/decentralized material and process planning are also very important.

Ramco OnDemand ERP supports the following:

- Detailed Production Costing
- Multiple Bill of Material
- Material Requirement Planning
- Capacity Planning
- Customer and Supplier Portals
- WIP Tracking across Locations
- Inventory Planning
- Resource Planning
- Tracking Pending Shipments
- Procurement Planning

## Other Manufacturing Industries

Manufacturing industries today operate in a very competitive environment. They need to produce qualitatively and quantitatively, reduce costs, manage assets/manpower, and increase profitability.

Ramco OnDemand ERP helps efficiently handle:

- Made to Order Manufacturing
- Made to Stock Manufacturing
- Engineer to Order Manufacturing
- Assemble to Order Manufacturing
- Jobwork Process
- Rework Management
- Materials Management
- WIP Management

## Services

Ramco OnDemand ERP helps users effectively manage service operations, thereby causing increased productivity. The solution provides service organisations the facility to record, access and analyse information, and also revert to service requests.

The solution caters to customer-based services and customer-owned equipments. It can also be used for services offering definition and positioning, spare parts and service item management, technician enablement, order management and tracking, customer management, complaint registration, service billing, third-party billing, and service billing with insurance claims.

Ramco OnDemand ERP is tightly integrated with financials and inventory management, and can also be used for project tracking.

## Leather

The leather industry has unique business processes. Raw material procurement constitutes a major role, and focus is required on multiple attributes to deliver the required product. Also, because of the chemicals involved in the process, conforming to environmental norms and, government rules and regulations, are imperative.

Ramco OnDemand ERP provides specific solutions, which help automate processes such as:

- Size Matrix Management
- Attribute-based Planning
- Shoe Fitting Management
- Tannery Management

## Power Generation

Ramco OnDemand ERP helps monitor various real-time plant parameters from different generating stations, and thereby improve operational performance. It helps control cost overruns of projects by providing visibility over budgeted and actuals.

Ramco OnDemand ERP helps automate processes such as:

- Raw Material Consumption Tracking
- Operational Efficiency Tracking
- Recording Meter Reading for Electricity Consumption
- Control Systems Management

## Food Processing and Dairy

Food processing and dairy companies experience tremendous change as a result of global competition, evolving consumer preferences, ever-stringent government regulations, and many other factors. Food manufacturers must consistently deliver high-quality products and maintain superior standards, while keeping an eye on cost, to remain profitable and competitive.

Ramco OnDemand ERP helps cover:

- Procurement Management
- Bulk Dispatch of Products
- By-product Management
- Combining and Splitting of Attributes

# What makes Ramco OnDemand ERP the right solution for you?

## The solution's features in a flash

- Strong focus on providing ERP on a SaaS (Software as a Service) model
- Dedicated efforts directed towards individual industry segments
- Portal facility to help customers and suppliers access information online
- PDA assistance to transact when on the move
- Multicomponent interaction enabled to facilitate configuration of multiple companies and intercompany transactions, while avoiding redundancy issues in data entry
- Centralization and decentralization enabled without multiple logins
- Built-in discrete production module, with state-of-the-art MRP II features, to address manufacturing, planning and control needs
- Bulk authorisation of documents enabled
- 305+ reports across all modules made available
- Heightened product support and training
- Enhanced security features: Firewall and other security mechanisms like SSL certificates enabled in RODE's multilayer architecture
- Templatised implementation with a reduced time frame
- Free product upgrades and heightened support provided by dedicated teams of software and hardware professionals; this in turn reduces the TCO

# Ramco OnDemand ERP: In a nutshell

Ramco OnDemand ERP takes the full power of ERP and places it on the cloud. This enables you to run the required solution on the Internet. This way, you do not have to invest in new hardware, training or additional IT staff. Despite its powerful functionalities, it is very simple to deploy and run, and can go live in just 7 days. Ramco OnDemand ERP is completely modular; you can choose the functions you need to achieve the perfect fit for your business. Because you pay only for what you use, on a subscription basis, you can save money and conserve capital. And when your business changes, you can size up or size down, just as fast, as per your requirements. Also, upgrades and updates will no longer be difficult to obtain as we will manage everything, automatically. That's why it's no surprise we call it the planet's most powerful ERP on the cloud.

## Business challenges faced by growing companies

- Ballooning deployment costs
- Huge investments needed on infrastructure components such as servers, databases, networks, software patches, and other IT resources
- Unreasonably long implementation time
- Unwanted functionalities imposed as additional baggage
- No guaranteed ROI



## Customer Speak

"Ramco OnDemand ERP has helped us strengthen our visibility and control across locations. The application integrates all business processes and provides reports on key operational parameters, which help us take well-informed business decisions. We find Ramco OnDemand ERP very user-friendly and our users were able to adapt to the application in a short period of time. I would like to mention that the support shown by the Ramco Systems' team is really commendable."

**Dr. A.S. Trivedi, Managing Director,  
Roop Telsonic Ultrasonix Limited**

"Ramco OnDemand ERP has helped us strengthen visibility between the franchisees and parent company. We are on the same application, resulting in better understanding and improved overall efficiency. We find Ramco OnDemand ERP very user-friendly and the users were able to adapt to the application very easily. Support provided by Ramco Systems has been timely and quick; this has helped us enormously in implementing the solution. We are very satisfied."

**Mr. Dinesh Victor, Director,  
SIP Academy India Private Limited**

"As a customer of Ramco OnDemand ERP solution, we are really satisfied with the service and support extended by the Ramco OnDemand personnel. Implementing Ramco OnDemand ERP has given us an opportunity to deploy a robust information system without investing in additional resources or capital. This model is cost-effective and enables us to focus on our core business competency. Ramco's speedy deployment and excellent post-implementation support have been very impressive."

**Mr. S. Badrinarayanan, Vice President,  
RTE - Brakes India**

"Ramco OnDemand ERP has proved to be very beneficial to our business, because the automation of key departments has increased our overall effectiveness. RODE now enables us to make better and faster decisions. The overall transparency provided by the heightened visibility of operations across all departments enables us to function more efficiently."

**Mr. Vijay Thakur, Head - IT,  
GFB Great Foods Private Limited**

# What Ramco OnDemand ERP Offers

**Enterprise Resource Planning (ERP):** Streamline and efficiently manage end-to-end functionalities covering Human Capital Management, Cost Planning and Control, Supply Chain Management, Discrete Production, Process Production, Tool Management, Maintenance, Customer Relationship Management, Financial Management and Service Management.

**Extension Tools:** Build your own unique set of extended features to existing functionalities, using Ramco's Extension Development Kit, without modifying the base product source code.

**Business Analytics:** Gain valuable insights for decision-making; 'Measure, Monitor, and Manage' your business goals and growth.

**Ramco VirtualWorks™:** Benefit from the powerful enterprise-integrating technology, which was earlier available only on an On-Premise model.

**Industry Solutions:** Meet your unique industry-specific requirements with Ramco OnDemand ERP, by choosing from an array of business processes for your industry.

## Business Benefits

- Better Management
- Cost Savings
- Increased Productivity
- Robust Growth

# About Ramco Systems

Ramco Systems, part of the USD 875 million Ramco Group, is a leading software company focused on consulting, product and managed services business. Headquartered in Chennai, Ramco Systems started as an R&D division of Ramco Industries Limited in 1992, and later established as an independent company in 1999. The company focuses on providing innovative business solutions that can be delivered quickly and cost-effectively in complex environments. Since its inception, Ramco has amassed over 100,000 users from 800+ customer organisations globally. The company currently has 14 offices spread across India, U.S., Europe, Middle East and APAC and employs over 1,400 personnel. Ramco Systems 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's key differentiator is its innovative approach to develop products through its revolutionary enterprise application assembly and delivery platform - Ramco VirtualWorks™. Ramco Systems has seven major product suites – Ramco Enterprise Suite, Ramco Enterprise Asset Management Suite, Ramco Aviation, Ramco OnDemand ERP (ERP on SaaS), Ramco Business Information Management Suite, Ramco Enterprise Process Suite, and Ramco Mining. Strong domain knowledge coupled with proven implementation expertise enables Ramco to provide specialised solutions in verticals such as Manufacturing, Real Estate & Construction, Energy & Utilities, Logistics, Service, BFSI, Aviation, Government and Defence.

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