





ONE WINDOW. MANY CAPABILITIES

RAMA Group

(Ram Agarwal & Associates, CA Firm + RAMA Corporate & IT Solutions LLP)

A Trusted Partner in IT & ERP Solutions, a Microsoft Solution Partner for Business
Applications

History & Background

Founded in early 2015, the RAMA Group has established itself as a leader across various industries, including Food & Beverage, Restaurants, Entertainment, BFSI, Manufacturing, FMCG, Pharmaceuticals, Infrastructure, and Oil & Gas. Over the years, it has grown into a globally recognized consulting firm with a strong international presence.

A highly experienced IT consulting firm with strategic partnerships with leading technology providers like **Microsoft**, **Spine**, **Automation Edge**, and **Finalyzer**, delivering comprehensive implementation, support, upgrades, and migration services.

RAMA Group is comprised of a highly skilled team of over **200**+ **Experts**, including more than **50 ERP and IT specialists**.

Proudly served **200+ mid to large corporate clients** across various industries.

Our Expertise

ERP Implementations

Data Analytics (Power BI Implementations)

Indirect Tax (GST & VAT) Consulting

Process Reviews & Re-engineering

Upgrades, Migrations & Rollouts

Robotic Process Automation (RPA)

IT Network & Data Security Audit

SOP Design and Documentations

200+
Team Members
(50+ ERP & System
Experts)

15+
Cities Served
Worldwide
Asia, GCC, Africa, US,
Europe

15+

MNC Clients

Including ultra-large

groups

200+
Corporate
Clients Across
diverse industries

Headquarters: Mumbai, India



Offices: Dubai, UAE | Hyderabad, India





Ram Agarwal - FCA
Founder & Managing Partner
(IA, ERP & Business Advisory Services)

Ram, with nearly 25 years of comprehensive experience, leads the organization, spearheading business development, serving as the key figure in quality assurance, and possessing expertise in Risk Advisory & Management Assurance, Corporate Finance, Business Advisory, and ERP Implementation services.



Manish Patil- BE, MBA

VP - Strategy & Consulting (IT & ERP)

Manish is spearheading the ERP & consulting practice developing new strategies and incorporating industry best standards.



Samit Mallick- MCA
MCP Certified (Navision, Business Central, LSR)
GM — Microsoft Dynamics Practice

15+ years of experience Samit is the brain behind understanding and mapping critical & complex business processes into the ERP with industry best standards.



Mahesh Kavathekar- B.COM

Solution Architect— Microsoft Dynamics Practice

With 11+ years of experience as a Functional Consultant, Mahesh specializes in MS Dynamics Business Central, D365 F&O (Finance), and Navision, with expertise in ERP implementation, go-live support, and key user training.



Ashok Thakur- MBA IT Head & ERP Project Manager

With 12+ years of experience, Ashok excels in overseeing project execution, ensuring timely delivery, and maintaining quality standards. Experienced in leading cross-functional teams, ensuring IT compliance, and optimizing enterprise solutions across industries.







> Proficient Data Analytics team compromising of BI developer, UI/UX, ETL

> IT and Azure Cloud Architects

Qualification Index

- > Multi Field Qualified Senior Team CAs, MBAs, IT (B. Tech / M Tech) and PMP
- > Mid Level Team IT (B. Tech / M Tech), MCA, PMP, Prince 2 and ITIL

- > Microsoft Certified Professionals
- > Qualified DBA (Database Administration)
- CCNA (Cisco Certified Network Associates) & CCNP (Cisco Certified Network Professional)



Greenfield" ERP Implementation

- Business Case for ERP Implementation
- Evaluation and Selection of Suitable Products
- ERP Project Management (including project governance framework)
- Business Process Re-engineering & Requirement Study
- Identifying Gaps between Requirements and System Capabilities
- Providing Solutions through Configuration / Customisation
- Development as per Agreed Solutions
- Independent Verification and Validation (UAT)
- Defining cutover and data migration strategy
- Training and handholding of process owners

ERP Support & Migration Services

- Change Management
- Troubleshooting
- Migration/Upgrades
- Enhancements & Improvements



► ERP Product & Vendor Evaluations

- Business Requirement Study
- Identification of Suitable Products
- Drafting of RFPs
- Demo Scripts for Product
 Evaluation
- Software's functional strengths & weaknesses relative to business



Negotiation & Finalization of Contract with Vendor

n Vendor

ERP Post Implementation Reviews

- Cost Vs. Returns
- System Vs. Business Processes
- Scope Completion Evaluation
- Implementation and Data Migration
- Effective control framework-built processes
- Integration of ERP with other systems / BI Tools
- Efficient maintenance of accounting records
- Requirements related to financial statements

ERP Implementation Assistance

- Project Governance Framework
- Business Process Re-engineering and Requirement Study
- Identifying Gaps between Requirements and System Capabilities
- Providing Solutions through Configuration / Customisation
- Development as per Agreed Solutions
- Independent Verification and Validation (UAT)

► IT Network & Data Security Audit

- Review of the security mechanisms configured
- Evaluation of possible exposures to unauthorized network connections
- Review of router configuration and logging procedures
- Disaster recovery procedures for the firewall and OS



Penetration test

Microsoft Dynamics 365 **Business Central**











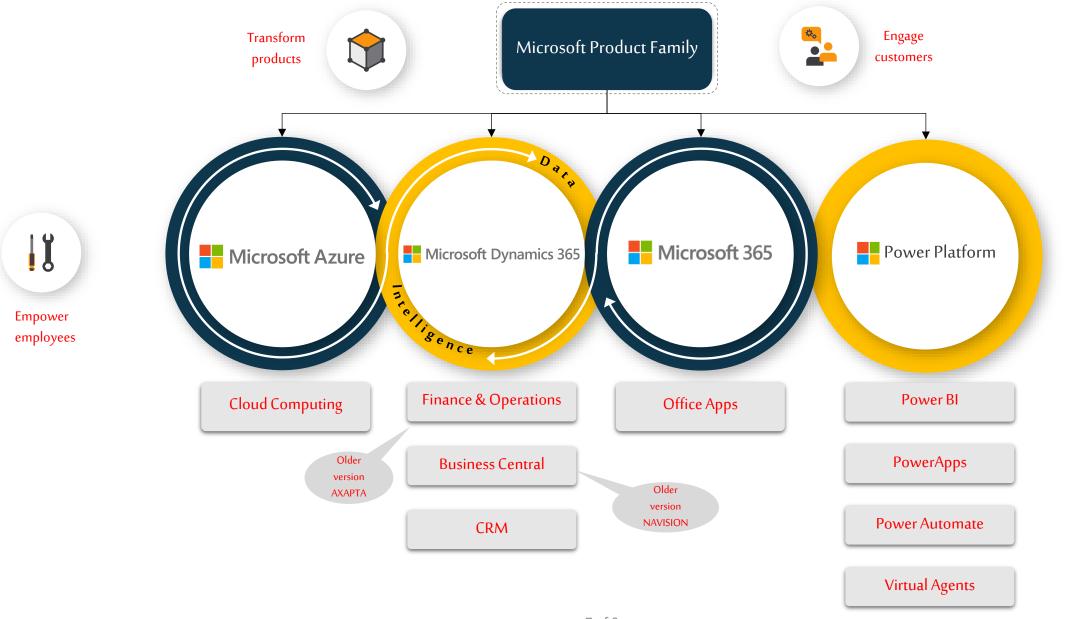














Optimize operations



| | Industries | BC / NAV | Power BI / Power Apps | Others (AX/FnO/HRMS/IT Audit/GST/VAT) | Total (No. of Projects & Clients) |
|--|-----------------------------|----------|-----------------------|--|--------------------------------------|
| | Manufacturing | 16 | 2 | 7 | 25 |
| | Chemicals & Pharmaceuticals | 5 | 0 | 3 | 8 |
| | Trade & Logistics | 5 | 1 | 2 | 8 |
| | Hospitality & Entertainment | 10 | 4 | 7 | 21 |
| | FMCG, Retail & E-Commerce | 16 | 2 | 6 | 24 |
| | BFSI | 3 | 1 | 1 | 5 |
| B | Others | 5 | 1 | 4 | 10 |
| | Total | 60 | 11 | 30 | 101 |
| BC / NAV 43 Power Bl 7 Others 16 BC / NAV 17 Power Bl 4 Others 14 | | | | | 4 |



Ram Agarwal

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OUR PRESENCE: KSA-BAHRAIN

Strategic Alliances















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