

One Window

M A N Y C A P A B I L I T I E S

FINANCE & OPERATIONS

The image features a central orange horizontal band with the text "RAMA Profile" in white. Above and below this band are dark blue horizontal lines, each with a small white circle. The background is white.

RAMA Profile

- RAMA Group (Ram Agarwal & Associates, CA Firm + RAMA Corporate & IT Solutions & LLP) is an enriched and highly experienced IT consulting firm with technology partnerships with Microsoft, Spine, Automation Edge, Finalyzer to provide implementation, support, upgrade, migration services for their products in its boutique.

- RAMA Group has a professional resource team of 175+ people, with 50+ resources dedicated in providing quality ERP & IT services to across industries such as Food and Beverage, Restaurants, Entertainment, BFSI, Manufacturing, FMCG, Pharmaceuticals, Textiles, Real Estate, Infrastructure, and Oil & Gas.

- Headquartered in **Mumbai** and another offices at **Dubai** in UAE and **Hyderabad** in India, RAMA Group has served about **200+ Mid to Large size corporate clients across industries**, under all its service verticals.

Focused Service Areas

- ✓ ERP Implementations
- ✓ Upgrades, Migrations & Rollouts
- ✓ Data Analytics (Power BI Implementations)
- ✓ Robotic Process Automation (RPA)
- ✓ Indirect Tax (GST & VAT) Consulting
- ✓ IT Network & Data Security Audit
- ✓ SOP Design and Documentations
- ✓ Process Reviews & Re-engineering

15+

Cities - Clients served in Asia, GCC, Africa, US & Europe

15+

Ultra large group and MNCs clients served

175+

Total Resource team

50+

team of techno-functional ERP / systems consultants

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

With over 15 years of experience in business development, sales, and consulting, Manish is a strategic leader and specializes in driving growth through innovative strategies, channel partnerships, and enterprise technology transformation. His expertise spans SAP, Oracle, and Microsoft Dynamics, and now extends to AI-powered solutions, including generative AI agents, predictive analytics, and cloud-native platforms. Passionate about solving complex business challenges, he focuses on delivering client value and sustainable growth by aligning emerging technologies with business strategy.

Samit Mallick- MCA
MCP Certified (Navision, Business Central, LSR)
Associate Director
(FnO | Business Central | Power BI)

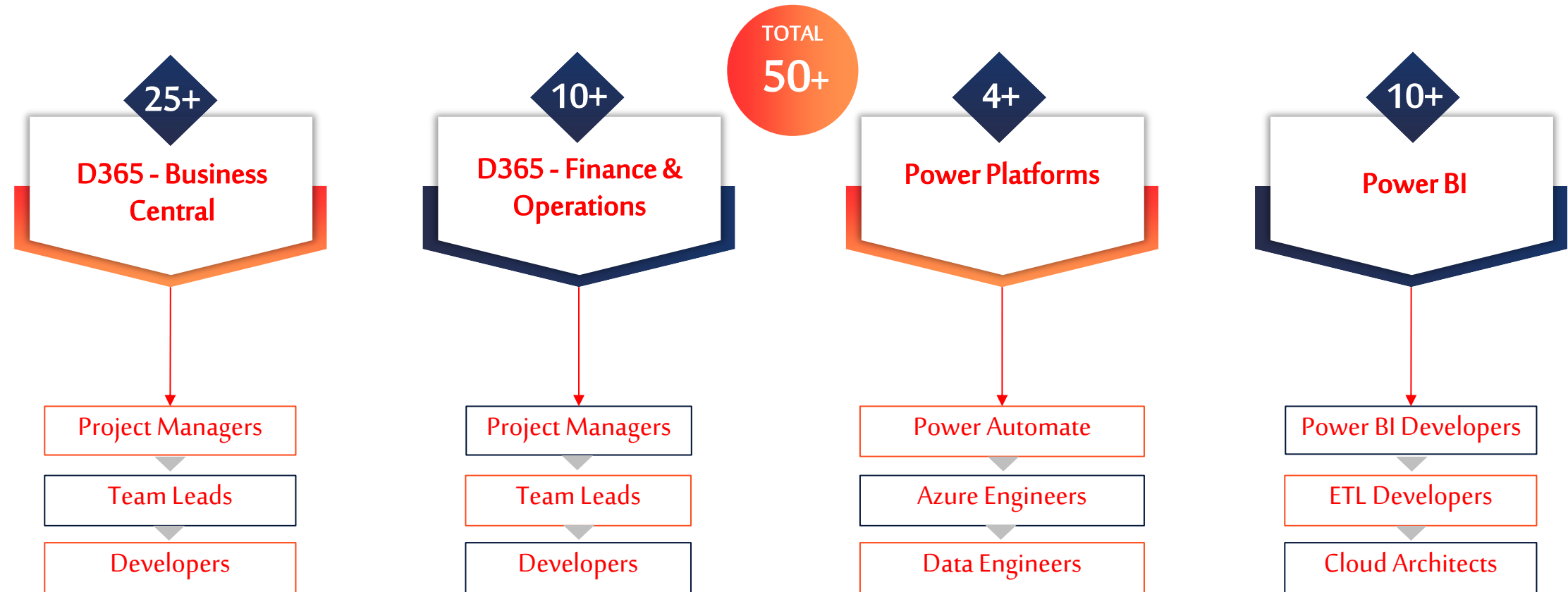
15+ years of experience Samit is the brain behind understanding and mapping critical & complex business processes into the ERP with industry best standards.

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** comprising 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, Prince2 and ITIL
- > **Microsoft Certified Professionals**
- > **Qualified DBA** (Database Administration)
- > **CCNA** (Cisco Certified Network Associates) & **CCNP** (Cisco Certified Network Professional)

Business Process Management

- **Evaluate** (Critical Process Review, Risk Assessment / GAP Analysis, Management Audits)
- **Build** (SOPs, Risk & Controls Matrix, Internal Controls Framework, CCM, ERM etc.)
- **Strengthen** (Cost Optimization, Profit Improvement Studies, Increase Process Efficiencies - Time/Cost)
- **Automate** (Digital Transformation using ERP, BI, RPA, IoT, IIoT, Data Analytics etc.)
- **Improve** (Assist in Implementing Recommendations & Establishing Framework for Periodic Reviews)
- **Transfer** Business Process on models like Build Own Operate (BOO) and Build Own Transfer (BOT)

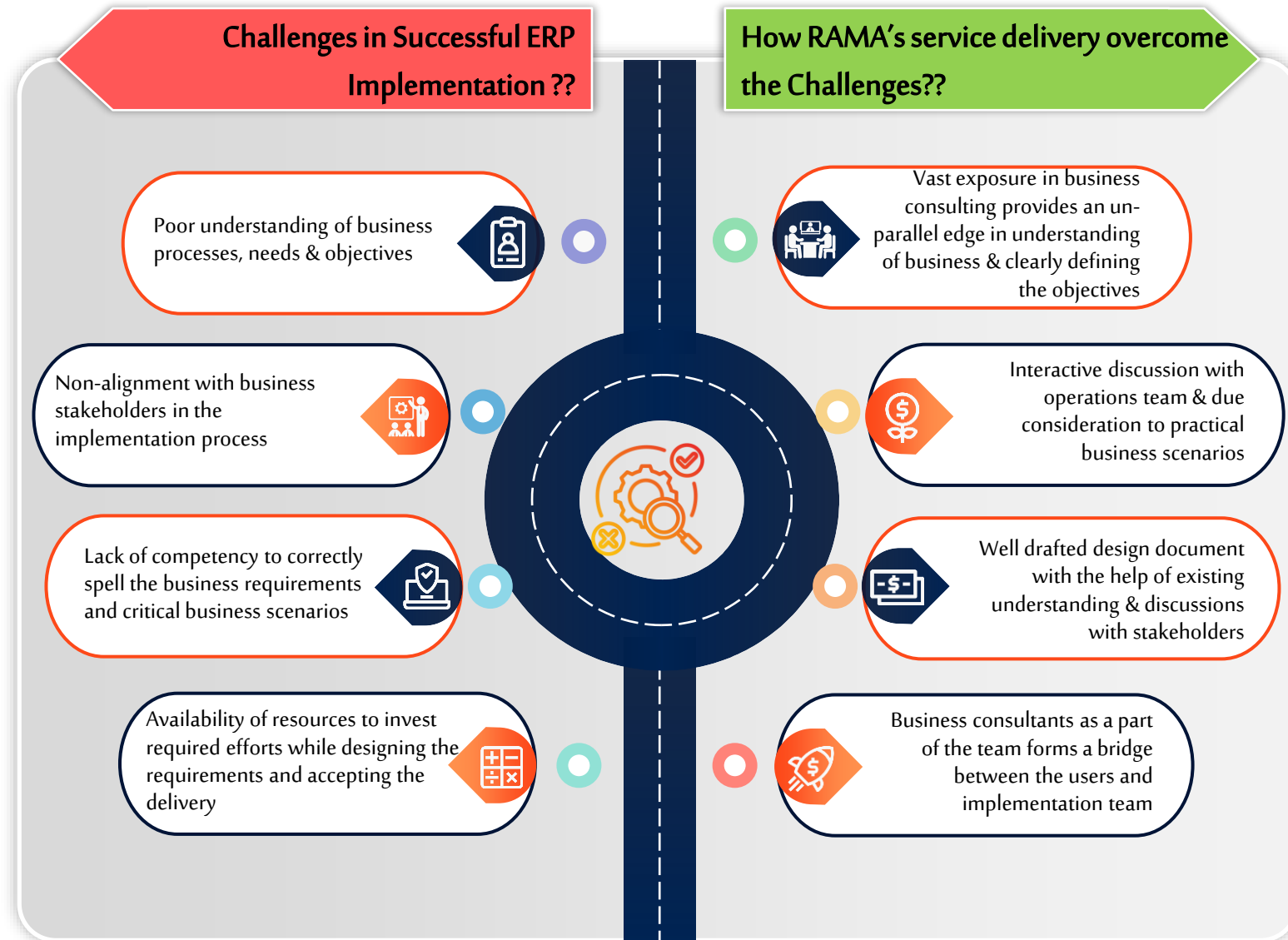
Technology

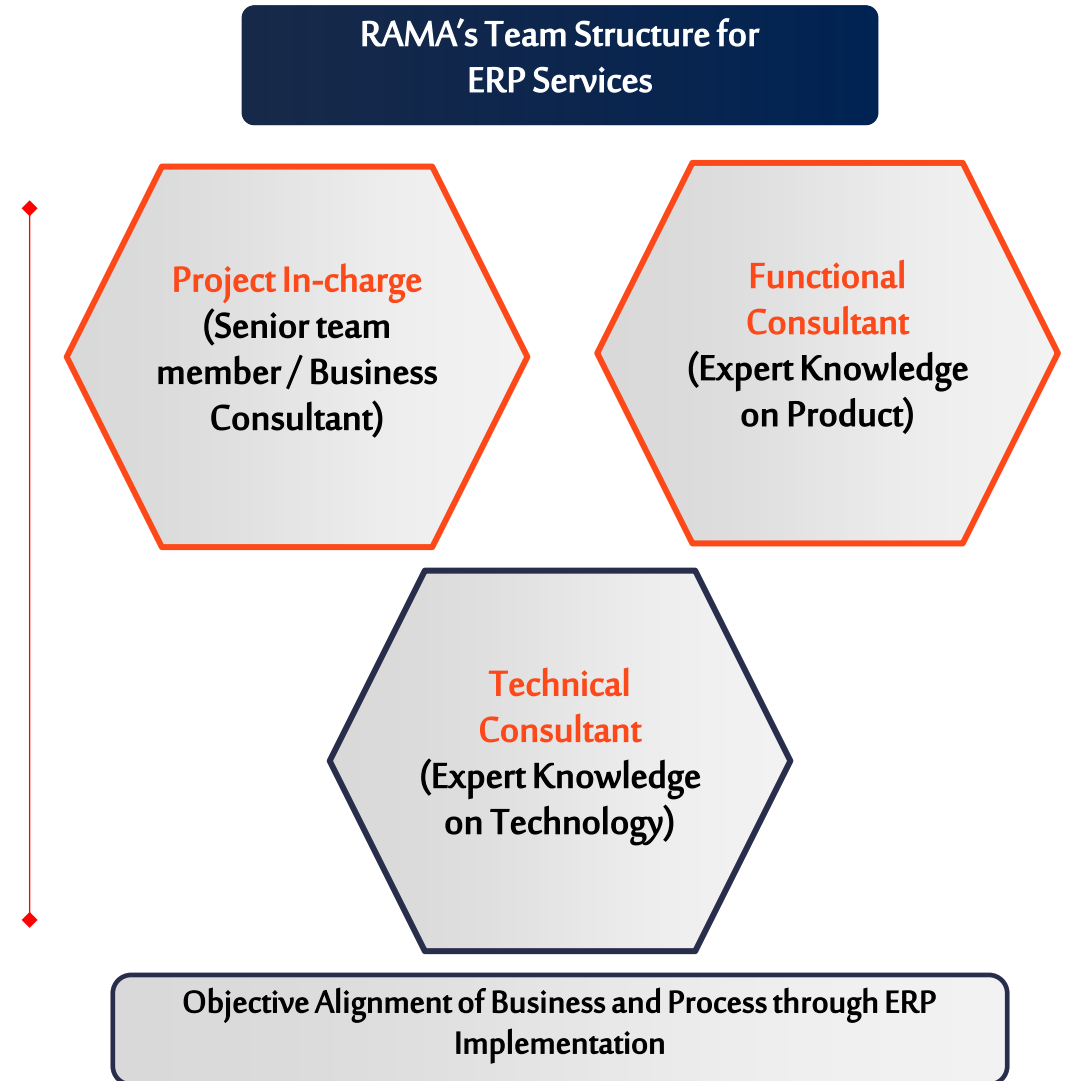
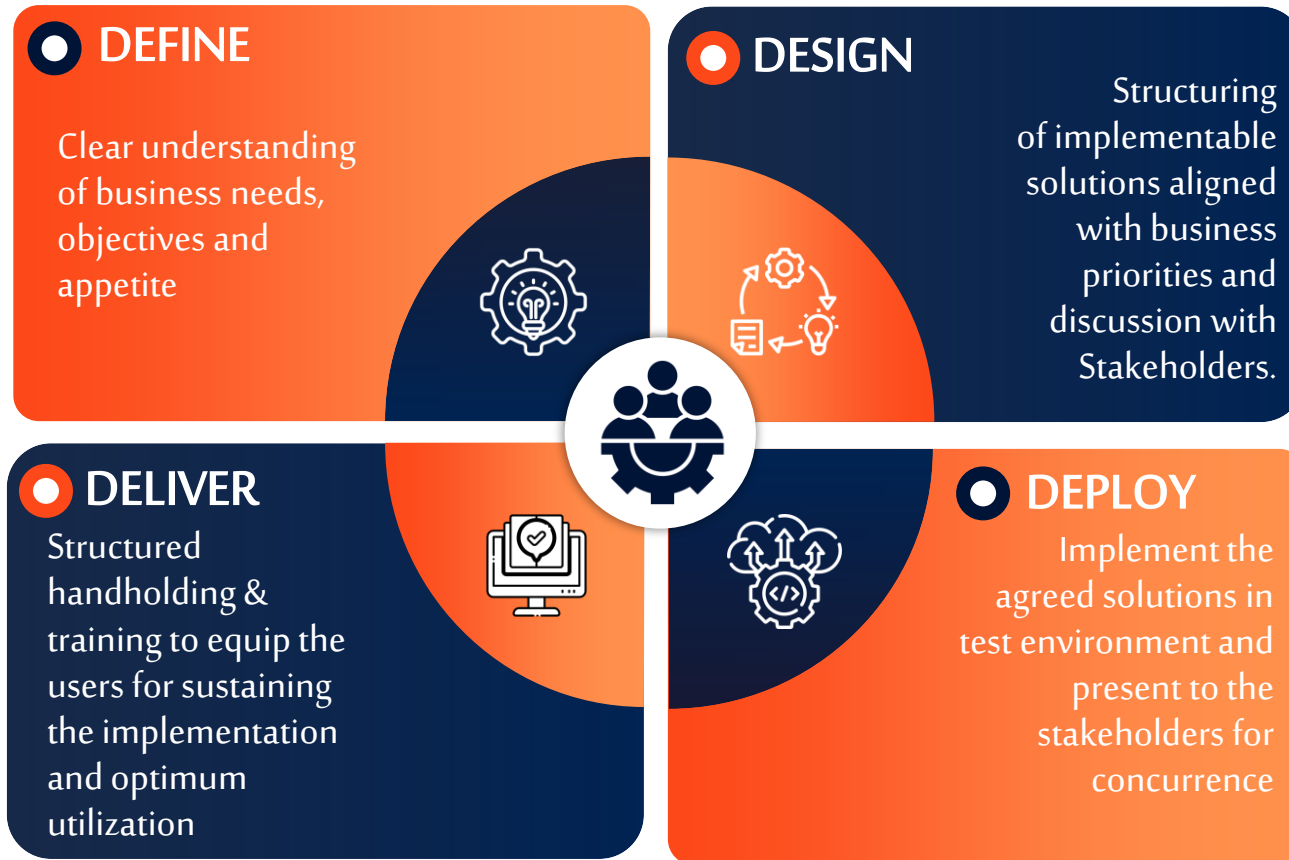
- **Microsoft Partner** to implement, upgrade, manage & support MS products like Dynamics 365 (Business Central, AX, Navision, CRM, Power BI etc.)
- **Partners** with product companies to manage functions like MIS Reporting, Mgt. Dashboards, HR, Automated AP, AR, Reconciliations etc.
- **ERP Consulting** to identify apt ERP Product & Implementation Partner, Review existing ERP to Enhance Utilization, Integrate with other software etc.
- **ERP Project Management** preparing Functional Requirement Documents (FRDs), Perform UAT, etc.
- **Process Automation Solutions** using **Emerging Technologies** like **Robotic Process Automation**, IoT, IIoT etc.

Compliance

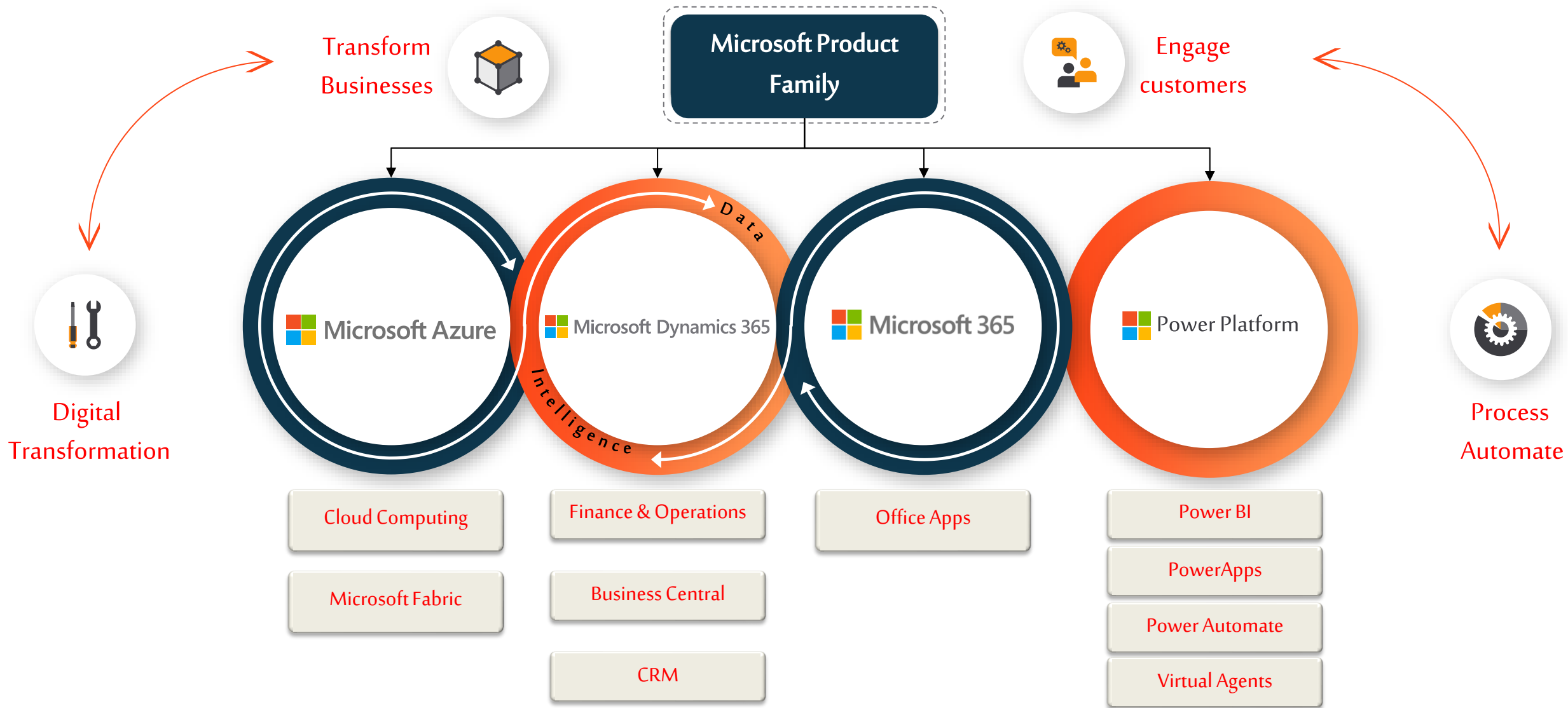
- **Indirect Tax Compliance** in UAE and India (GST and UAE VAT)
- **Direct Tax and Corporate compliance** in India (Income tax, ROC filing, returns & assessment)
- Structuring of **Business Transactions**
- **Assistance in Accounting and Audits**
- **Transaction advisory and due diligence**
- **Fraud Risk Management and investigation**

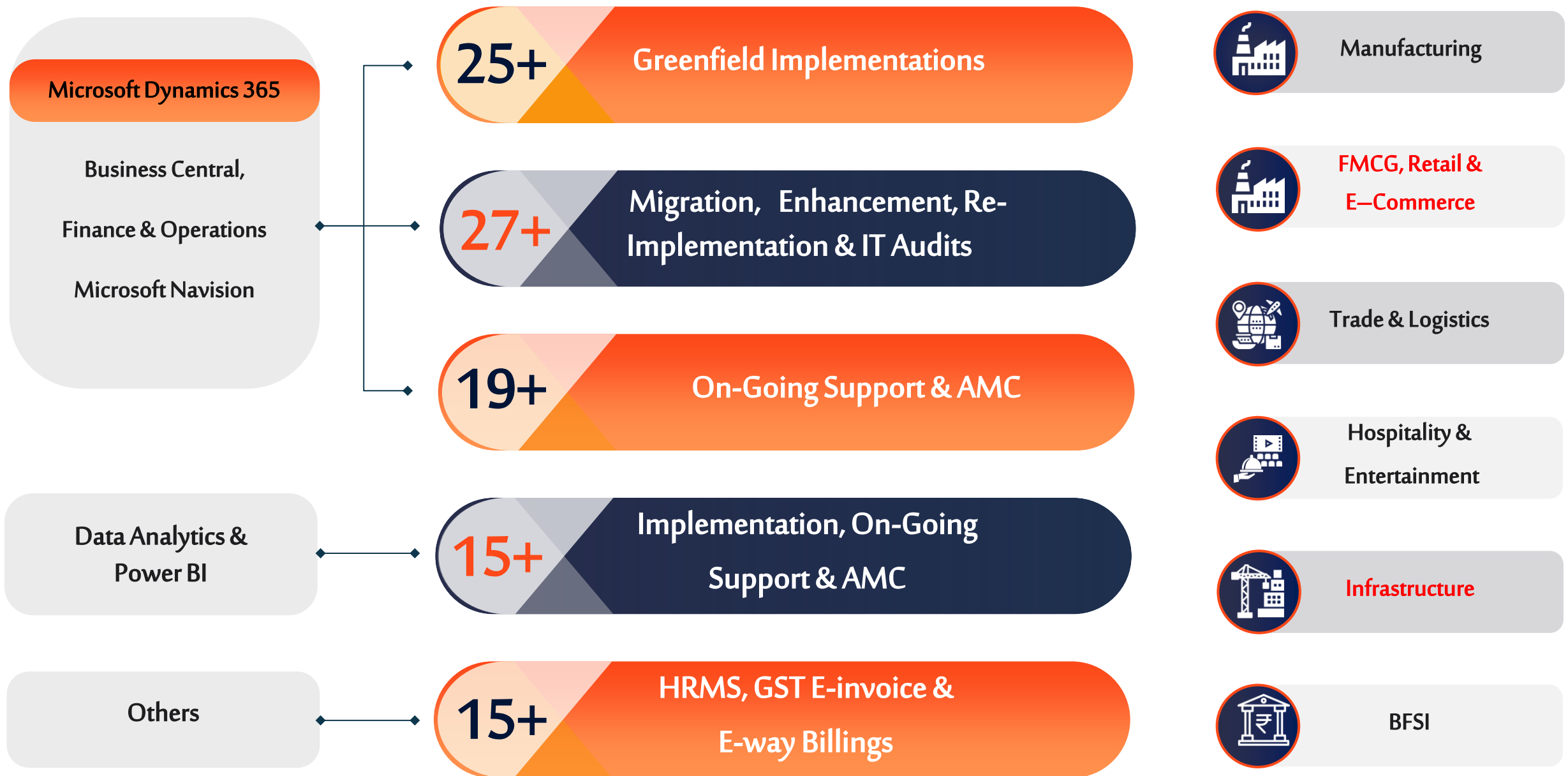










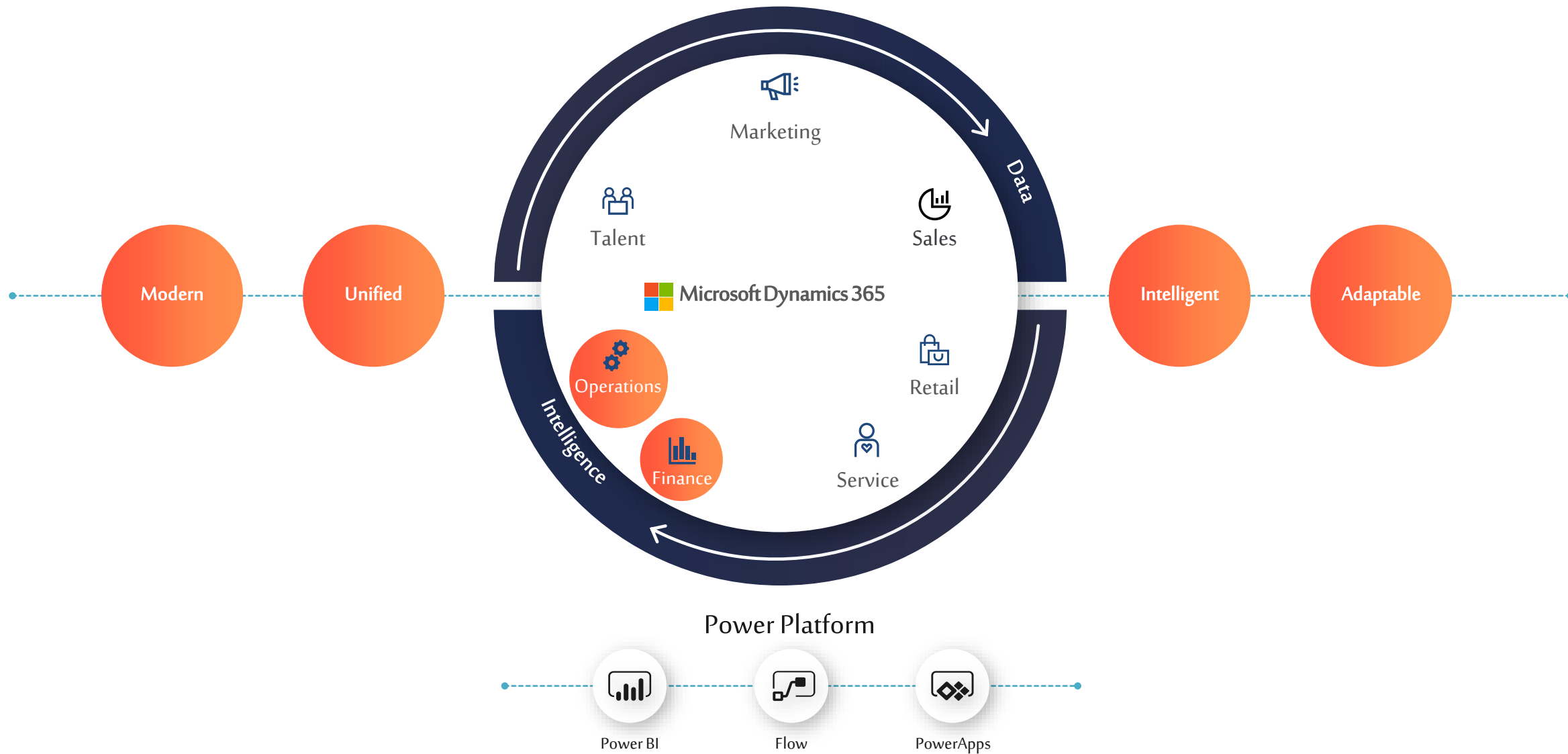




Microsoft Dynamics 365 Finance & Operations



WHAT IS MICROSOFT DYNAMICS 365



Core capabilities



Customer outcomes

-  Elevate financial performance
-  Run smarter with connected manufacturing operations
-  Automate and streamline supply chain
-  Engage and delight every shopper, everywhere
-  Drive HR operational excellence
-  Innovate with an adaptable and extensible platform



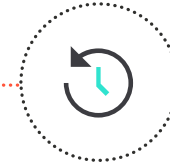
Increase profitability



Optimize workforce productivity



Reduce operational expense



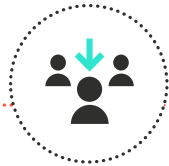
Adapt quickly to requirement changes



Run smarter with connected operations



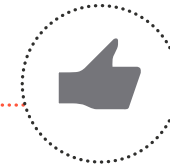
Optimize manufacturing processes



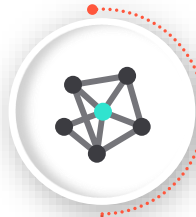
Simplify resource management



Accelerate product delivery



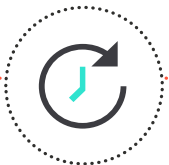
Increase quality and customer satisfaction



Automate and streamline supply chain



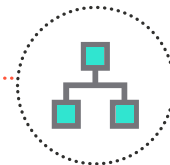
Streamline procurement



Deliver timely customer response

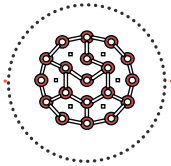


Modernize business logistics



Unify processes from sales to fulfillment

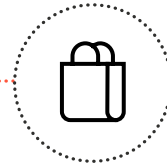




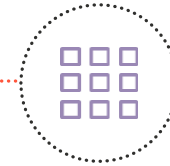
Integrate end-to-end retail operations



Centralize management & visibility



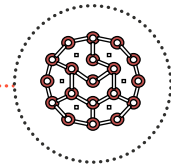
Modern store, omni-channel enabled



Flexible – cloud, hybrid & on-Prem*



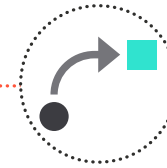
Drive HR operational excellence



Enable organizational agility



Centralize workforce data



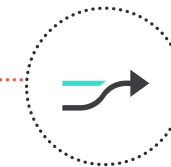
Transform employee experiences



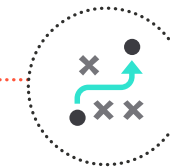
Automate and optimize HR programs



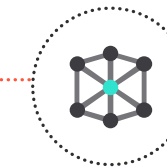
Innovate with an adaptable and extensible platform



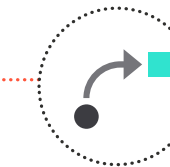
Enable flexible deployment



Adapt quickly



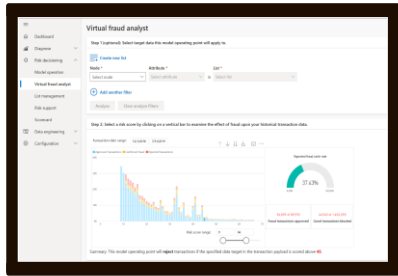
Extend and connect



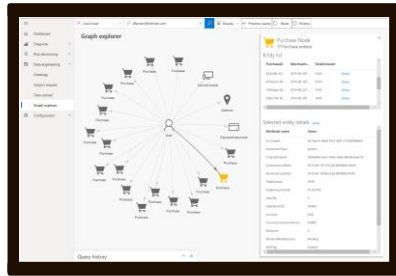
Drive innovation



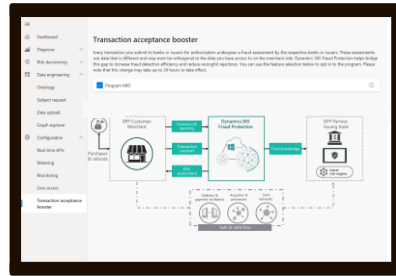
Take an innovative approach to fighting fraud with Microsoft Dynamics 365 Fraud Protection.



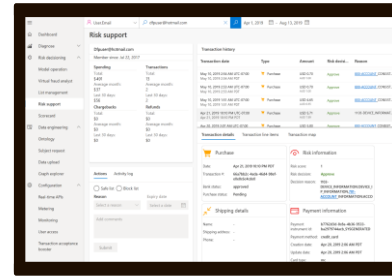
Adaptive AI technology



Fraud protection network



Transaction acceptance booster



Customer escalation support tool

- Monitor account creations
- Minimize attacks on customer accounts
- Reduce fraud losses

Account creation protection

Help increase your revenue

Decrease your wrongful rejects and increase bank acceptance rate

Help reduce operational expenses

Reduce fraud losses and manual review expenses

Seamless shopping experiences

Help reduce frequency of challenges and friction in the shopping experience

FINANCE



General
Ledger



Accounts
Receivable



Accounts
Payable



Budgeting &
Forecast



Time & Expense Management



Financial Reporting &
Analytics



Credit and
Collections



Cash & Bank
Management



Fixed Assets



Public Sector Financials



Revenue
Recognition



Project Accounting



Cost Accounting



Consolidations



Regulatory
Compliance



Configurable E-
invoicing & Payments



Configurable Tax &
Regulatory Reporting



Regulatory Discovery &
Alerting Service

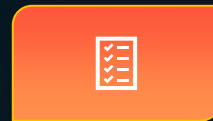
SUPPLY CHAIN MANAGEMENT



Lean, Process &
Discrete Manufacturing



Production Control



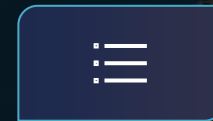
Production
Reporting



Shop Floor
Management



Capability & Resource
Scheduling



Kanban Management



Time &
Attendance



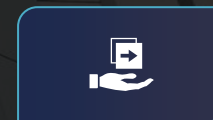
Product Information
Management



Catalog Management



BOM Management



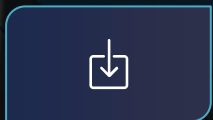
Route Management



Product
Configuration



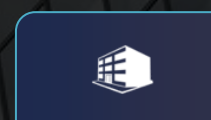
Master Planning



Inbound Consignment



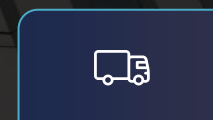
Demand
Forecasting



Inventory
Management



Warehouse
Management



Transportation
Management



Vendor Collaboration



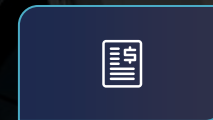
Mobile
Warehouse Management



Supplier Relationship
Management



Procurement & Sourcing



Sales Order
Management



Trade Promotion
Management



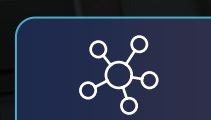
Service Management



Quality Management



Asset Management



IoT Intelligence



Planning Optimization

RETAIL



Retail Store Channel
Management



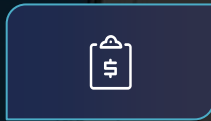
Cross-channel
Order Processing/
Fulfillment



Rules-based Distributed
Order Management



Product Category, Catalog &
Assortment Management



Product Price &
Promotions Management



Offline Capabilities



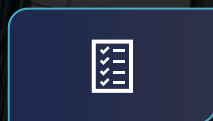
Call Center Channel
Management



Point-of-Sale



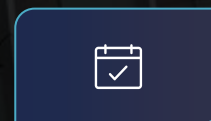
Assisted Selling with Intelligent
Recommendations



In-store Inventory
Management



In-store Cash
Management



Workforce
Managements
Scheduling



Ecommerce Channel
Management

HUMAN RESOURCES



Organizational
Hierarchy



Jobs and Positions



Employee Profile



Personnel
Management



HR Task
Management



Compensation Plans



Time and Attendance



Leave and Absence



Benefits
Management



Benefits Open
Enrollment



FMLA Case
Management



HR Incident
Management



Goals & Skills
Management



Training &
Certification



Performance &
Feedback



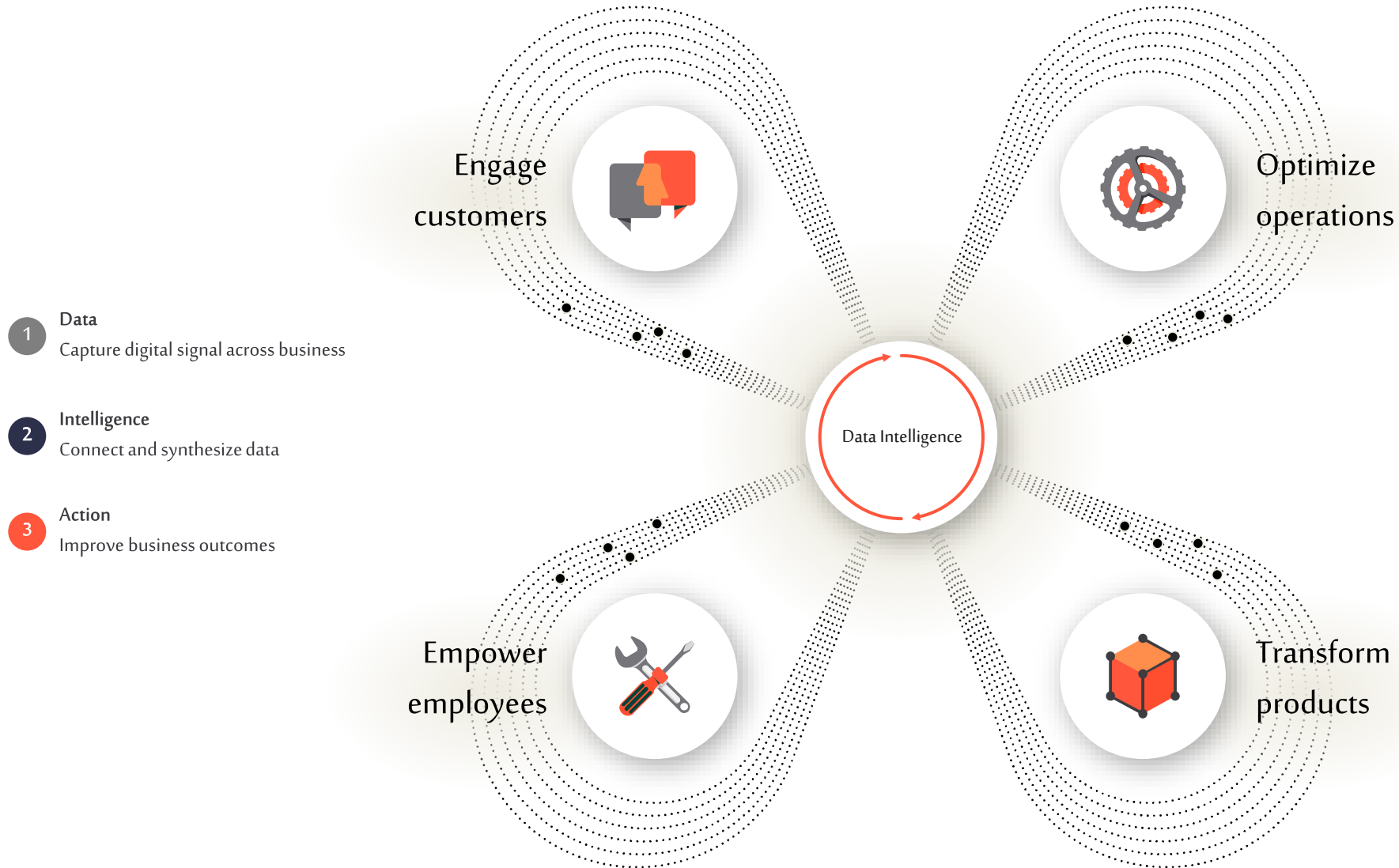
Manager Self- Serve



Employee Self- Serve

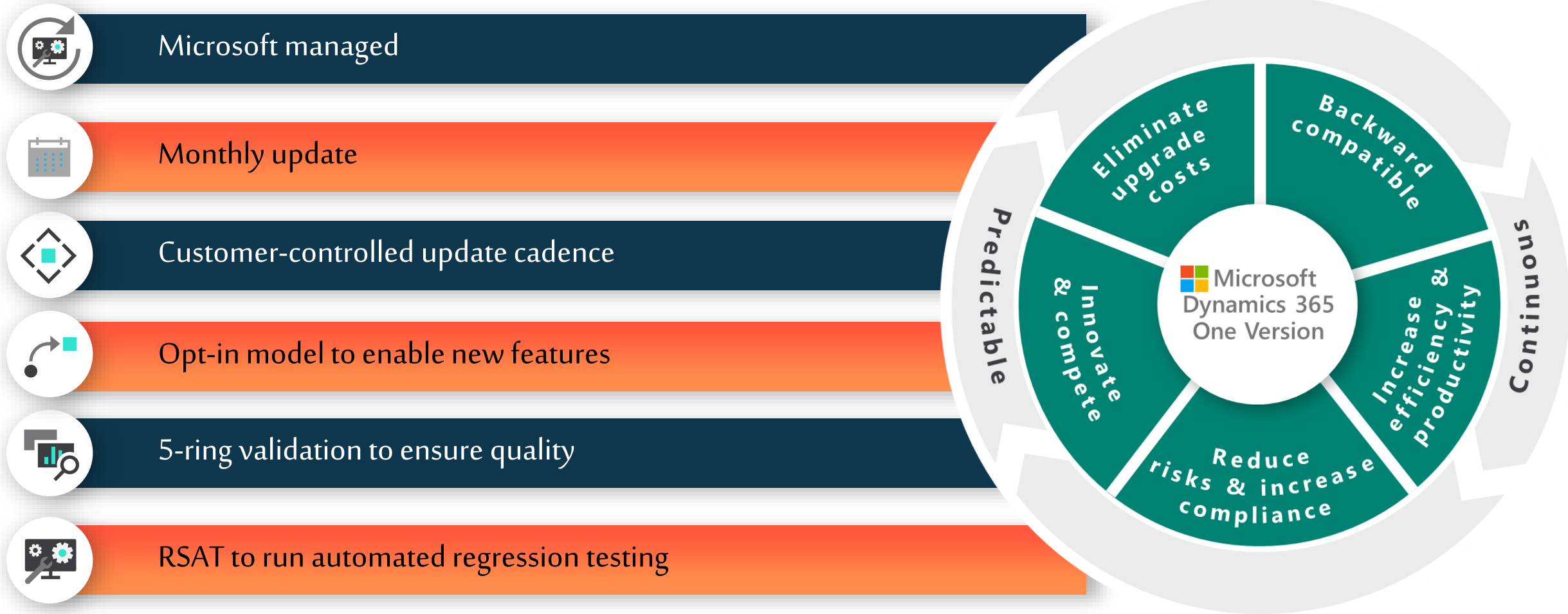


Compliance, Health &
Safety



Dynamics 365 + Office 365 + LinkedIn + Partner Solutions





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