

October 31, 2018

**National Stock Exchange of India Ltd**  
Exchange Plaza, 5th Floor  
Plot No:C/1, G Block  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051  
Scrip: RAMCOSYS

**BSE Ltd.,**  
Corporate Relationship Department  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400 001  
Scrip: 532370

Dear Sirs,

**Sub: Press Release**

Please find enclosed the press release, titled “Decade old Ramco customer, U.S. Heli-Operator PHI, Inc. reaffirms its TRUST in Ramco” which is being released to the press from our end.

We request you to kindly take the above on record.

Thanking you,

Yours faithfully  
For **RAMCO SYSTEMS LIMITED**

  
**P R KARTHIC**  
COMPANY SECRETARY



Encl: As above

**Ramco Systems Limited**

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## Decade old Ramco customer, U.S. Heli-Operator PHI, Inc. reaffirms its TRUST in Ramco

Louisiana, U.S. / Chennai, INDIA – November 01, 2018 – Enterprise cloud software specialist [Ramco Systems](#) today announced that it has extended its decade-long business relationship with U.S. heli-operator [PHI, Inc.](#) for a company-wide enterprise software upgrade.

PHI, Inc., a long-time commercial aviation customer of Ramco, will upgrade the company and its subsidiaries to the latest version of **Ramco Aviation M&E MRO Suite 5.8** to manage its multi-entity maintenance and flight operations of aircraft. Following a recent acquisition, PHI's fleet now numbers more than 250 aircraft in multiple models, and it plans to have around 3,000 users in the U.S., New Zealand and 12 other countries using Ramco Aviation software.

The latest version of Ramco's Aviation software is a time tested and comprehensive solution for Maintenance, Engineering, Supply Chain Management, Safety, Compliance, Flight Operations with complete Finance and EFB (Electronic Flight Bag). It is fully optimized for smartphones and tablets, and comes bundled with innovative features such as dashboards, chatbots, email-based transactions (Mail IT) and additional functions for sales, finance and flight charters.

PHI – which provides helicopters for the Oil & Gas, onshore mining and the air medical sectors, among others – had first partnered with Ramco, in 2003 in its search for a single solution to centralize its global operations and analyze data from across its entire organization. Over the years, the partnership ultimately led to better business decisions and faster aircraft turnaround.

**Lance Bospflug, President & COO, PHI, Inc.**, said, “As our organization grows, upgrading to the latest version of Ramco Aviation Suite was a natural next step in our business relationship. We have worked with Ramco for over a decade, during which time they have provided us with product support that has added value to our operations and business. Their ability to understand and address the complexity of our business has been outstanding. We are confident that our business partnership will continue to allow PHI to manage our business efficiently using best in class software, systems and technology delivered across a global platform.”

**Virender Aggarwal, Chief Executive Officer, Ramco Systems**, said, “We are pleased to reaffirm our longstanding ties with PHI, an established industry leader. We are confident that our innovative solution will address all their business needs, boost productivity and help them make better business decisions. We look forward to a closer association with PHI, in the years ahead.”

[Ramco Aviation Software](#) is trusted by 22,000+ users to manage 4,000+ aircraft globally. Accessible on cloud and mobile, Ramco Aviation Software continues to innovate with '[Anywhere Apps](#)', significantly reducing transaction time both during aircraft-on-ground (AOG) conditions and critical aircraft turnarounds. Ramco is changing the paradigm of enterprise software with ZERO UI, powered by cool new features such as voice-based transactions on Google Assistant or Alexa, chatbots, mail bots, HUBs and cognitive solutions. With 75+ Aviation leaders onboard, Ramco is the solution of choice for several large airlines and top heli-operators and multiple MROs around the world.

### **About PHI, Inc.:**

PHI, Inc. is one of the world's leading helicopter services companies. Known industry wide for the relentless pursuit of safe, reliable helicopter transportation, PHI offers services to the offshore Oil and Gas, onshore mining, International, Air Medical, and Technical Services industries.



The Company's core business consists of offshore operations in the energy basins around the world. The highly skilled staff of pilots and maintenance technicians gives the company great depth in all areas of operation. The PHI team is composed of highly skilled, dedicated, hardworking and loyal employees.

**About Ramco Systems:**

Ramco is a next-gen enterprise software player disrupting the market with its multi-tenant cloud and mobile-based enterprise software in HR and Global Payroll, ERP and M&E MRO for Aviation. Part of the USD 1 billion Ramco Group, Ramco Systems focuses on Innovation and Culture to differentiate itself in the marketplace. On Innovation front, Ramco has been focusing on moving towards Active ERP leveraging Artificial Intelligence and Machine Learning by building features such as **Talk It** - which allows transactions to be carried out by simple voice commands, **Bot it** – which allows users to complete transaction using natural conversations; **Mail It** – transact with the application by just sending an email; **HUB It** - a one screen does it all concept built to address all activities of a user; **Thumb It** – mobility where the system presents users with option to choose rather than type values and **Prompt It** – a cognitive ability which will let the system complete the transaction and prompts the user for approval.

With 1700+ employees spread across 24 offices, globally, Ramco follows a flat and open culture where employees are encouraged to share knowledge and grow. No Hierarchies, Cabin-less Offices, Respect work and not titles, among others are what makes the team say, Thank God it's Monday!

**Only APAC vendor to be positioned in Gartner Magic Quadrant for Cloud Financials, Cloud HCM and EAM;  
Enters as a Contender in The Forrester Wave(TM): SaaS Human Resource Management Systems, Q3 2017  
Winner 'Payroll Innovation Award' for 2018 by Global Payroll Association;  
Positioned as 'Achiever' in Everest Group's Multi-Country Payroll Platform Assessment**

For more information, please visit <http://www.ramco.com/aviation>

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