MERINO

Expect Beyond

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Merino Rationale
Expect Beyond Dimensions

The Brand name, Merino (IT Services), is derived from the parent company, Merino Industries. The logo symbolizes growth propelled by three important aspects people, processes and services. While the three arcs represent people, process and services, the green arrow is a sign of prosperity and growth.

The positioning **'Expect Beyond'** came from the consumer's insight which assures a complete bond between Merino and its clients.

Consumer expectations drive us to do better.
When they want big, we create big enough.

More than a decade has passed since we stepped into the arena of Information Technology. And since then, we have been analysing consumers, understanding their problems and making them believe in the reality of deploying technology solutions. Perhaps, we may not sound as appealing to our customers as an FMCG retailer, we exactly know what it takes to deploy Enterprise solutions. Furthermore, we understand what problems our customers go through and what they expect from us in response.

We take pride in making things a little easier for businesses, walking on our old school principles of eradicating challenges through PEOPLE, PROCESSES and

SERVICES. We make our customers count on us and
work round-the-clock to turn their expectations into reality – yep, that's exactly what we are so good at!

Boundaries
cannot stop us.

Presence across multiple regions, 300+ clients - we have been helping global businesses for years whilst making a reputable place deep in their hearts. Having a keen eye for comprehending universal business problems, we think beyond the consumers' expectations and provide them the best-in-class technology solutions.

Every new opportunity
comes wrapped in a new challenge.

Challenges are an inseparable part of our lives. We take the challenges head on, learn from them, and uncover the hidden opportunities lying inside.

From health-check to deployment and then application management, a complete range of services help meet the varied needs of the businesses. Aside from that, we are creative enough to custom-design a solution depending on the need of the hour.

We are focused, with plenty
**of experience under the belt.**

13+ years of experience backed by some of the extraordinary minds help us meet even the toughest of the challenges that businesses face today. We sit together with our clients, share a cup of coffee, and go on to scrutinizing the possibilities of making a difference in their businesses.

About Merino Services

- Merino Services, a global enterprise is part of a $250 million Merino Group, headquartered in India and has a strong presence in the USA, Canada, Europe, Middle East, South East Asia & India Subcontinent

- The team consists of 200+ domain experts, serving 250+ clients across 41 countries

- End-to-End service, ranging from Feasibility Study to Implementation of standard application to post implementation support along with AMS. We also add value to overall solution by designing & developing Mobility solutions

- ISO 9001:2015 certified

- GDPR Compliant

GLOBAL PRESENCE
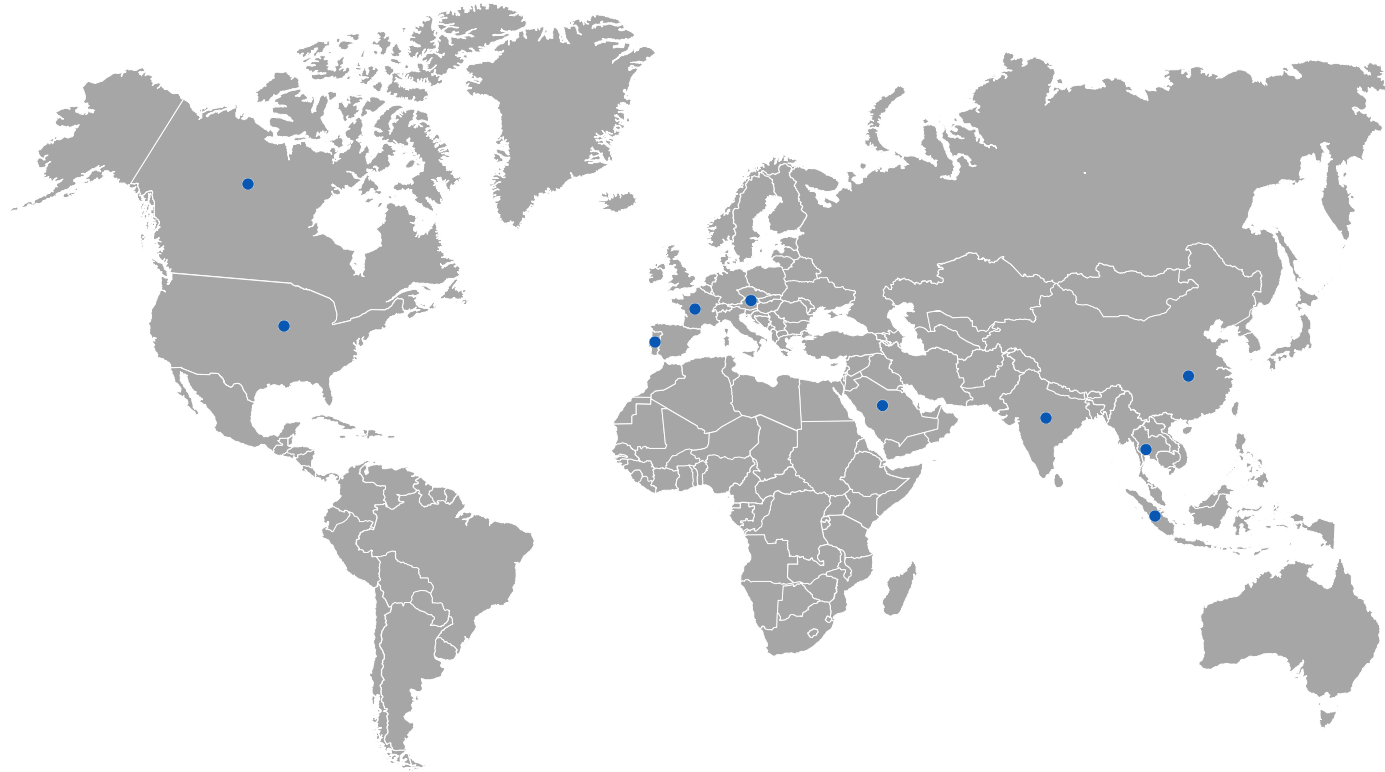
Austria | Canada | India | Indonesia | Middle East | Malaysia | Portugal | The Netherlands | USA

Merino Expertise

Services

- Implementation and Consulting
- Migration/Upgradation
- Service and Support
- Education and Training
- Application Management
- ERP Readiness and Health Checks

Solution

- Enterprise Resource Planning
- Customer Relationship Management
- Enterprise Asset Management
- Technology and Middleware
- Enterprise Performance Management

Tecnology Alliance

- Infor
- Microsoft
- IFS
- Oracle
- SAP

Merino's Dual Advantage

Market to Order	Order to Cash
Record to Report	Procure to Pay
Operate to Maintain	Plan to Produce

HORIZONTAL BUSINESS PROCESS INTEGRATION

Prediction, Simulation, CPS

Data Federation & Collaboration

Visualization, Monitoring, Analytics

CRM	SCM

ERP

PLM	EAM	HCM

MOM / LMS – APS – MES – MI

PLC, SCADA, I/O Controllers, IIoT

Sensors, Actuators, RFID etc.

Idea to Offering	Forecast to Plan
Design to Build	Assess to Acquire
Inspect to Quality	Acquire to Retire

SERVICES

SERVICES OFFERINGS
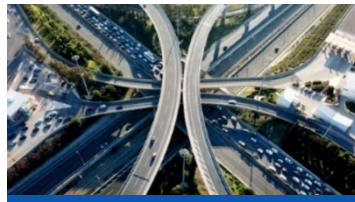

Consulting Services

ERP Readiness and Health Check

ERP Implementation
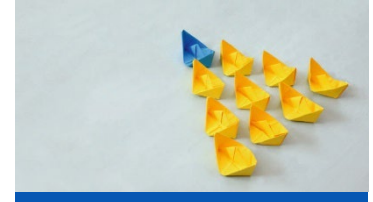
Application Management Services

Manufacturing Excellence

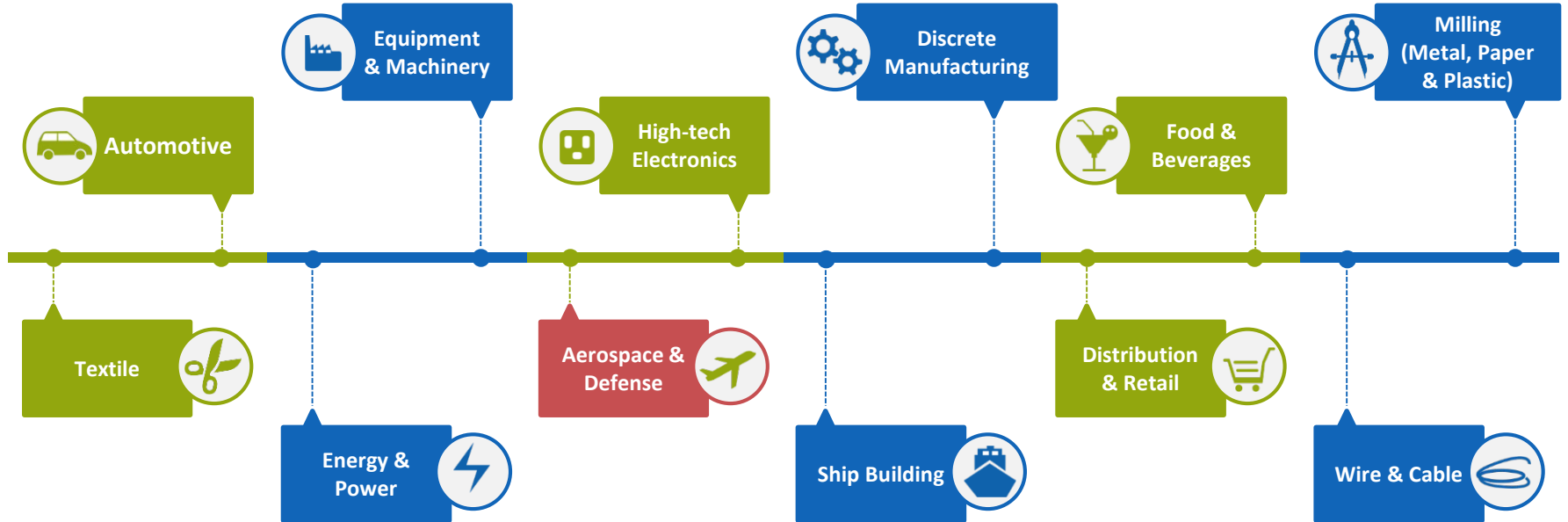Migration / Upgradation

Education & Training

Staff Augmentation

INDUSTRIES FOCUS

INDUSTRIES FOCUS

- Automotive
- Equipment & Machinery
- Textile
- Energy & Power
- High-tech Electronics
- Aerospace & Defense
- Discrete Manufacturing
- Ship Building
- Food & Beverages
- Distribution & Retail
- Milling (Metal, Paper & Plastic)
- Wire & Cable
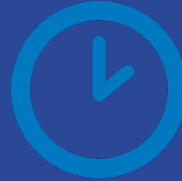
MERINO

Did you know?

800
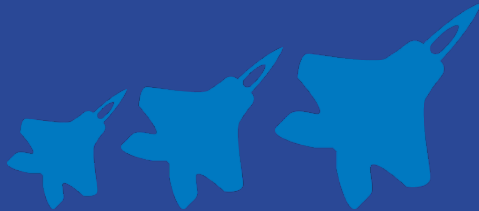Aerospace & defense customers

100
Countries

25
Years of experience in A&D

19 of top 20
A&D companies use Infor

15,000
Users at Boeing since 1995. Largest ERP implementation in the world.

4B
Passengers moved each year on planes built using Infor

Business challenges we see

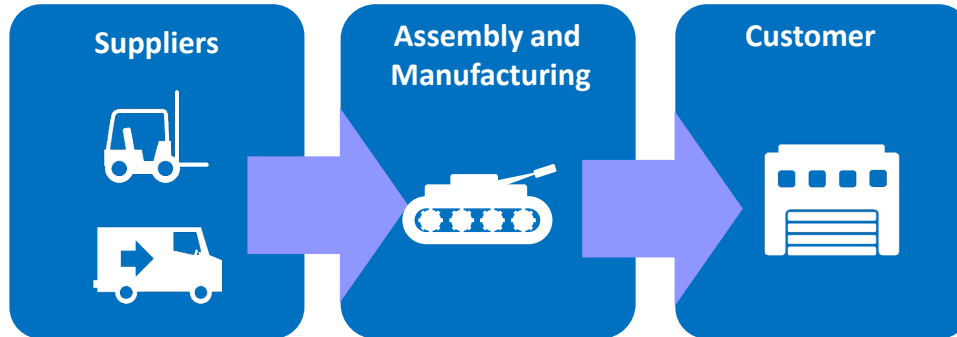| Complex Supply Chains	Configuration Management	Industry Compliance	Cost of IT
Comprise majority of product cost	**Many unique, non-interchangeable items**	**Extensive oversight (FAA, DCAA, DoD/MoD)**	**Disparate systems, laborious processes**

Improve on-time delivery

Complex
Supply
Chains

| Suppliers | Assembly and Manufacturing | Customer |

Differentiator

- Co-mingled Project / Cost Pegging
- Amalgamation of demand
- Contract Flowdown
- Planning Simulation

"We have improved on-time delivery to 94 percent—with that number still rising—and our return rate has declined by over 85 percent."

Supply chain planning

Complex Supply Chains

Issue: Identification of contractual requirements to suppliers

**Plane(s)**   **Engine(s)**   **Sub-Assembly(s)**   **Part(s)**
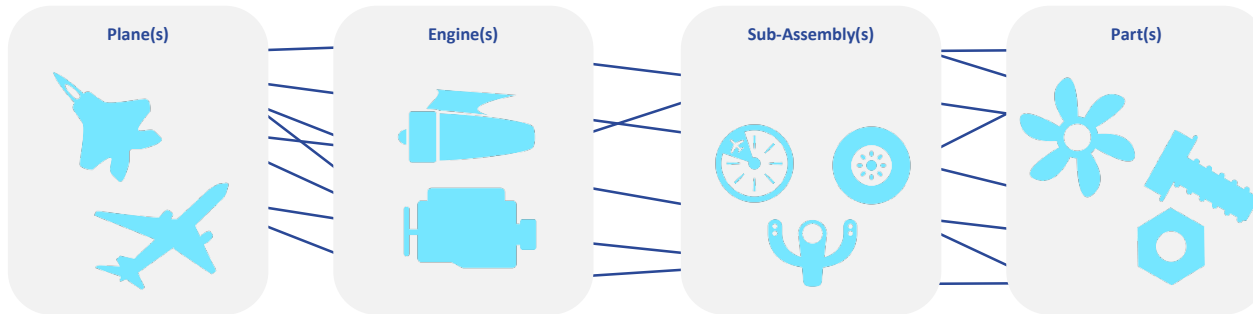
Differentiator: Co-mingling with Contract / Project planning and pegging

Chose Infor to manage their complex supply chain because
"a good IT solution is fundamental to good logistics."

After-Market Services

Complex Supply Chains

Increase revenue from after-market services

- Suppliers
- Manufacturing

- Spare Parts
- Depot Repair
- MRO

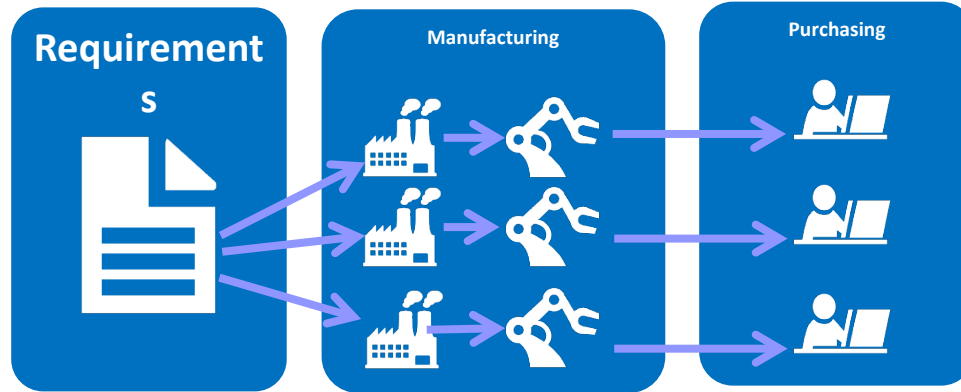- After-market Services
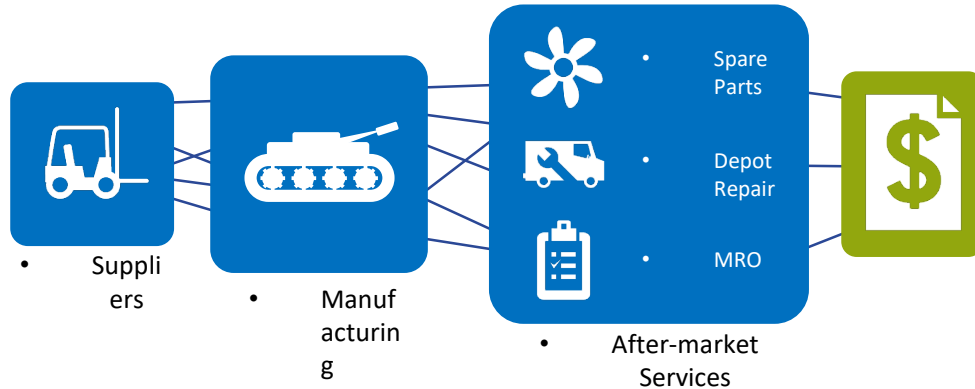
Differentiator:

One integrated solution for all after-market services with OEM capabilities

Organization wanted an ERP that went beyond the confines of airline or MRO competence.
"We liked the technology. We knew it would stay current."

Contract Management

Complex Supply Chains

Requirements

Manufacturing

Purchasing

Differentiator:

- Contract flowdown
- Co-mingling
- Project cost pegging
- Terms & Conditions
- DPAS
- Costing breaks
- Borrow/Loan Payback

"This transformation program will drive our competitiveness ,more efficient and responsive to market conditions."

Micro-vertical specialization

Commercial Contractors

Unit-Effectivity

Line Assembly Control

Sales Schedules

Purchase Schedules

Supplier Staged Payments

Use-Up Effectivity

Non-Conforming Material Management

As-Built BoM

Serial Number Control

RFID

Defense Contractors

Contract/CLIN Management

Progress Invoicing

Retro-Active Rate Adjustments

Costing Breaks

Contract Flowdown

Project Co-Mingled Cost Pegging

DPAS

Overhead Rate Calculations

DD250

Borrow/Payback

MRO & Service Providers

Service Work Order Management

As-Maintained BoM

Spare Parts and Logistics

Depot Repair

Serial Number Traceability

Remote Field Service

Maintenance, Repair and Overhaul

Rotable Management

Call Management

Metal Fabrication (Aerospace & Defense

Lot/heat tracking

Cut list management & optimization

Dimensional inventory

Metal content traceability

Track metal market for pricing

Customer Managed Inventory

Tool Requirement Planning

Defense Electronics

Consigned Inventory Management

Shop Floor Order Splits

Alternate part / BOM / Routing

Use-up Inventory

Collaborative Design & Engineering

Outside Operations Management
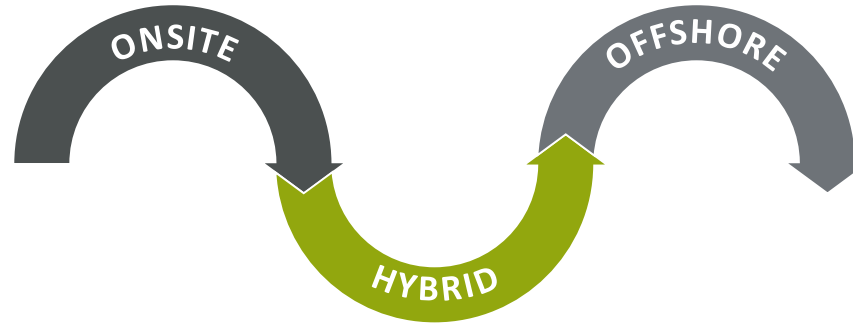
Reference Designators

Synopsis

- We have precise solutions for your respective industry.

- We figure out the strains in your industry.

- Our innovative technology will accelerate your productivity and service.

DELIVERY MODEL

DELIVERY MODEL

ONSITE

OFFSHORE

HYBRID

GLOBAL ENGAGEMENT MODEL

- Proven Engagement Model for Delivering Reliable Solutions & Services across the globe
- Local resources across the globe
- On-demand Service & Support

- ISO in various countries Certified, Tested and Delivered
- On-site, Off-site, Off-shore and Near Shore delivery models

- 250+ skilled professionals serving customers
- Application Managed Services

WHY MERINO

An Unbiased & Customer centric company

WHY MERINO

- **12+ years** of rich experience handling vivid industries, distinguish complexities .
- A **complete technology solutions** partner covering a comprehensive range of enterprise and IT solutions.
- Having a manufacturing unit of our own, provides us with the essential **know-how** to guide businesses better.

COMMITTED

COLLABORATION

SPEED

COST EFFICIENT

EXPERIENCE

FLEXIBILITY

INNOVATION

GLOBAL OFFICES

THANK YOU

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