



Expect Beyond



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.**

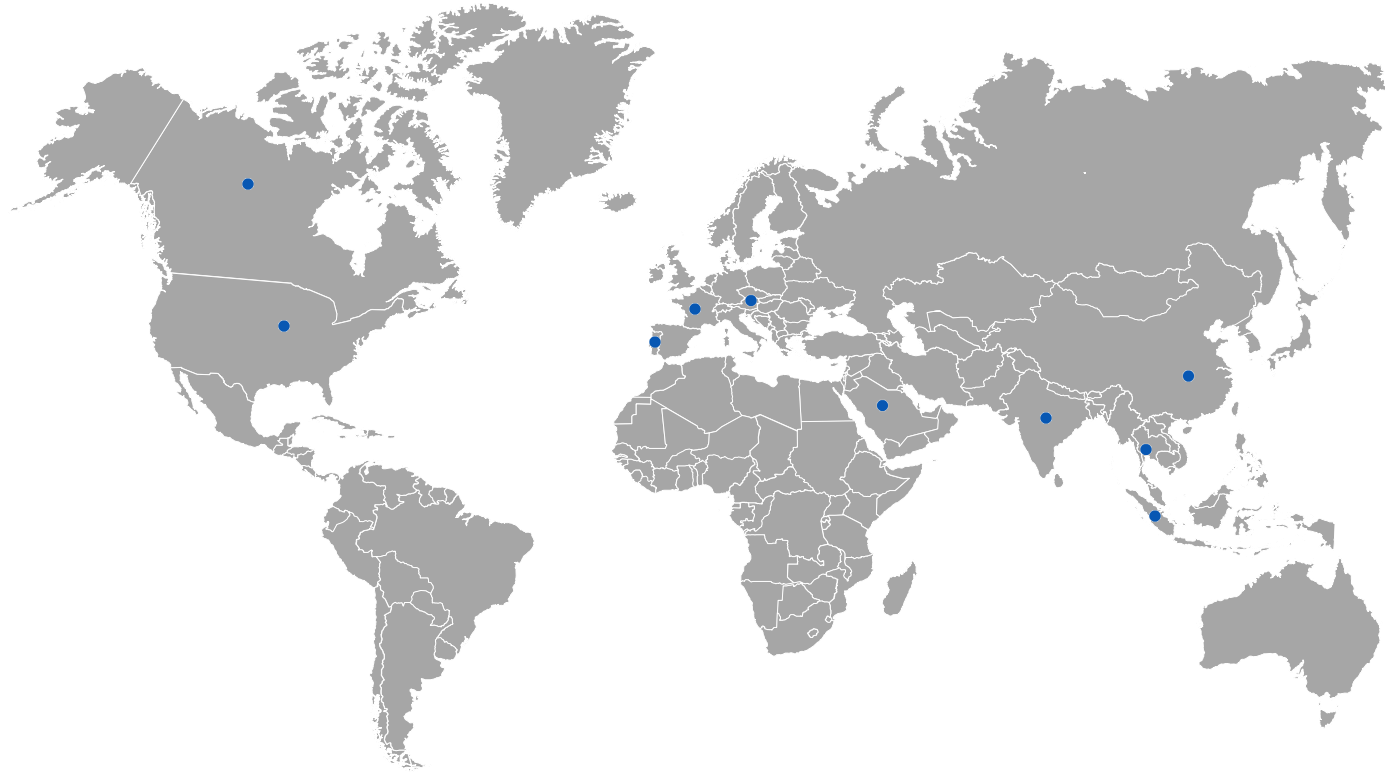
13+ years of experience backed by some of the extraordinary minds help us meet even the toughest of the challenges that businesses face today. We sit together with our clients, share a cup of coffee, and go on to scrutinizing the possibilities of making a difference in their businesses.



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

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



VERTICAL SYSTEM 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.

Market to Order

Order to Cash

Record to Report

Procure to Pay

Operate to Maintain

Plan to Produce

Idea to Offering

Forecast to Plan

Design to Build

Assess to Acquire

Inspect to Quality

Acquire to Retire

HORIZONTAL BUSINESS PROCESS INTEGRATION

SERVICES



SERVICES OFFERINGS



Consulting Services



ERP Readiness and Health Check



ERP Implementation



Application Management Services



Manufacturing Excellence



Migration / Upgradation



Education & Training

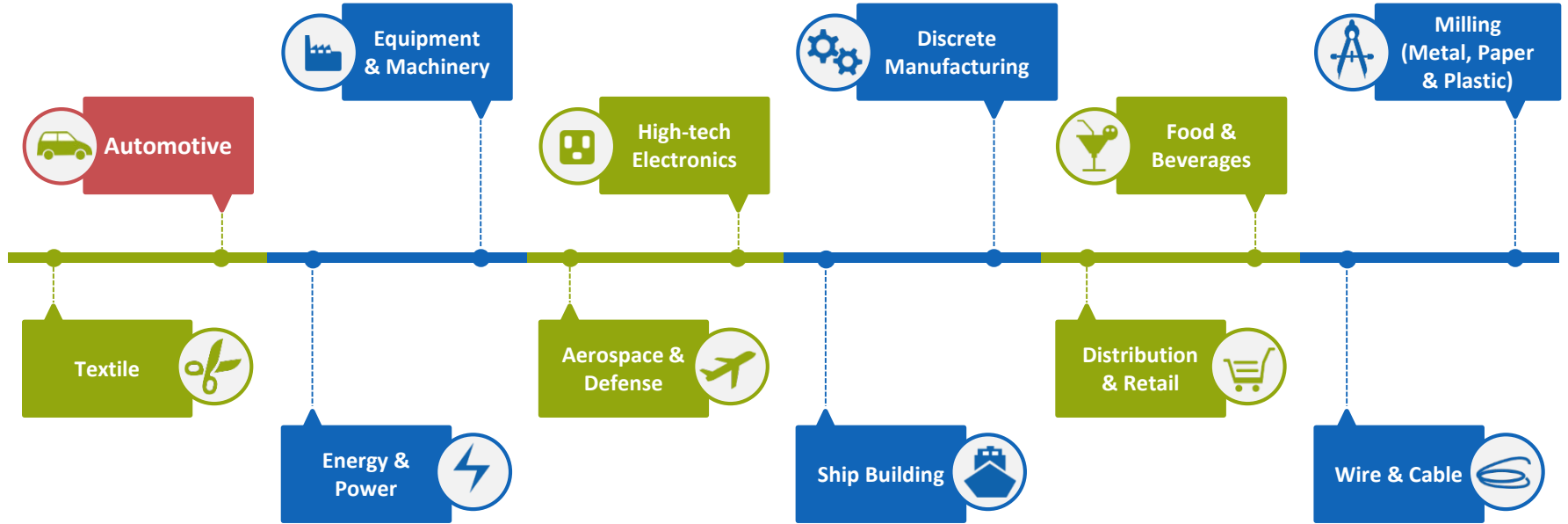


Staff Augmentation

A front view of an F-35 fighter jet on an aircraft carrier deck. The jet is centered in the frame, facing forward. Its canopy is prominent, and the cockpit is visible. The aircraft is parked on a dark grey deck with white and yellow markings. In the background, the blue ocean and a blue sky with light clouds are visible. A semi-transparent grey rectangular box is overlaid on the left side of the image, containing the text "INDUSTRIES FOCUS" in white, bold, sans-serif capital letters.

INDUSTRIES FOCUS

INDUSTRIES FOCUS



Did you know?



100

Countries



80%

Top Tier 1 Suppliers



25k

Suppliers use
Supplier Exchange



80%

School buses assembled



16m

Wheels a year



**Industry
Membership**

AIAG OESA MERA
AAIA AASA CLEPA

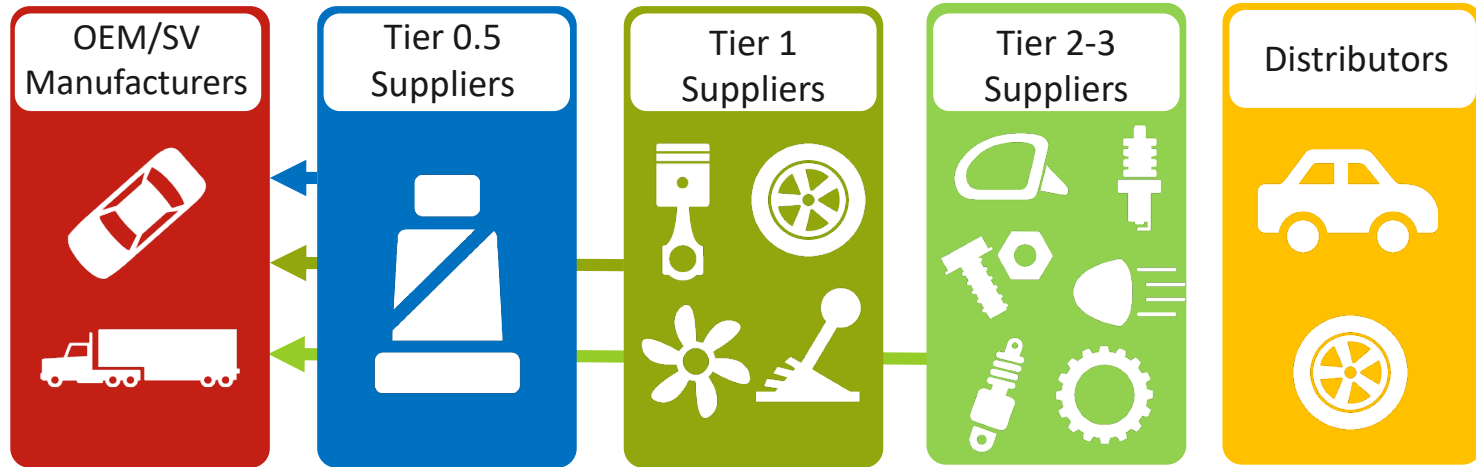
100,000+

Trucks, specialty
vehicles

3000+

Automotive
suppliers

Automotive Focus Industries



Infor Automotive customers span all tiers of the Auto eco-system
and are most concentrated in Tier 0.5/Tier1

Industry Trends

Globalization:

To support rapid growth in emerging markets, auto part suppliers are merging and forming partnerships and joint ventures with local suppliers.

More Older Vehicles on the Road:

Increased demand for aftermarket parts is driven by more people owning vehicles and keeping them longer.



Shifting role of the Supplier:

Consumers are demanding increased connectivity, convenience and safety features in their cars. This increases the need for R & D by suppliers.

Quality Control:

Many manufacturers require their suppliers to comply with QS9000 (quality control certification)

Business Challenges



- **Explicit Customer Requirements:** Increasing demand for larger and more complicated component assemblies have created larger, but fewer auto part suppliers. Many tier 2 and tier 3 suppliers depend financially on a few large contracts.
- **Increased Product Complexity:** Increasing sophistication of car components forces suppliers to upgrade product lines with more engineering and research and better coordination with customers.
- **Relentless Focus on Productivity:** Auto manufacturers have squeezed supplier margins to the extent that some critical part vendors have concerns about their continued viability as a supplier.
- **Influx of Regulatory Issues:** Stricter production standards require the auto suppliers to control hazardous and toxic pollutants. Some manufacturing plants struggle to meet OSHA and EPA standards.
- **Exodus of Expertise:** Growing concern on skill shortage or deficiencies. High skilled technicians required to work on cutting-edge, high-tech tools.

Key Industry Metrics



Manufacturing Cycle Time



Days in Inventory



Average Supplier Lead Time



Overall Equipment Efficiency

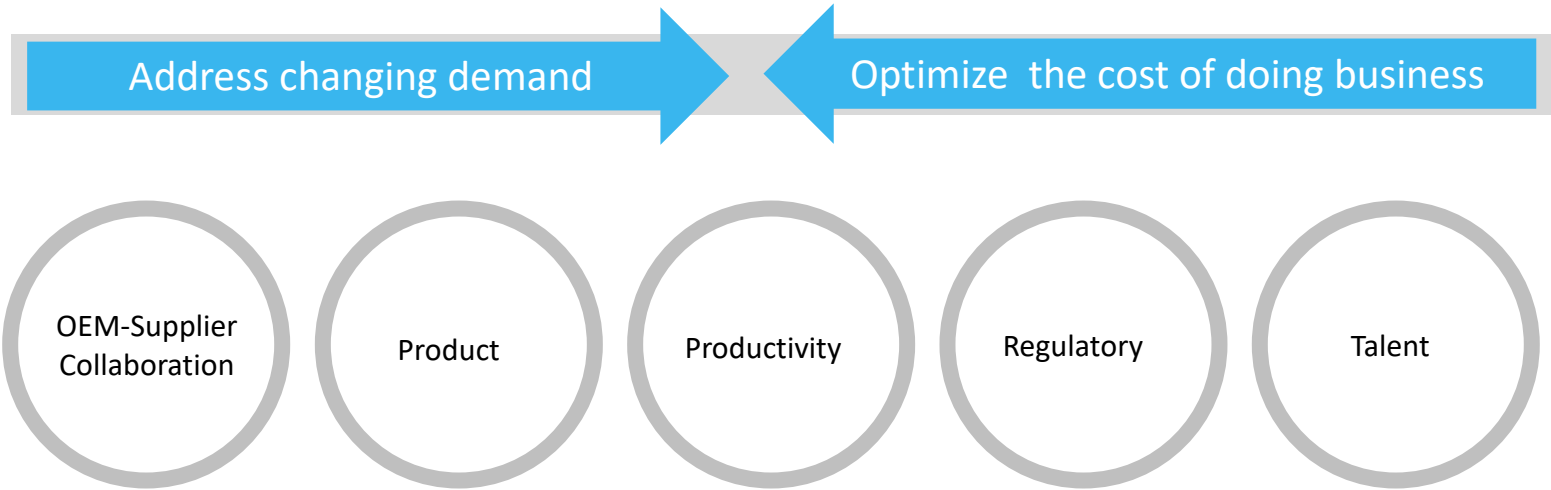


YoY Cost Savings



Asset Utilization

Business Challenges



A photograph of a business meeting in a modern office. In the foreground, a conference table is visible with several documents, a pair of glasses, and a pen. In the background, a group of business professionals are standing and talking near a large window. The window looks out onto a city skyline with several skyscrapers. The sun is low in the sky, creating a warm, golden glow and silhouettes of the people and buildings. A semi-transparent grey box is overlaid on the left side of the image, containing the text.

Meeting your business challenges

With micro-vertical specific functionality built-in, not bolted on

Work Efficiently



Excite and entice the best

Infor Difference

- Desktop, Mobile
- Context based presentation
- Collaboration based communications

Infor's easy to use and understand interface ensures competency without complex processes and training

Complete automotive suite



Micro-vertical Analytics



Deep core ERP
Functionality plus ION
integrations to:

Automotive Exchange

Supplier Exchange

Asset Management

Budgeting & Planning

Warehouse Management

Supply Chain Planning

Product Lifecycle Management



Implementation
Accelerator

Industry business processes
pre-configured database & solution

Automotive Business Processes

Strategy and vision



Enterprise strategy



Organization management

Core functions



Customer relationship management



Automotive order management



Product development



Sourcing & procurement



Planning and scheduling



Materials management



Production management



Quality management

Support functions



Financial management



Human capital management

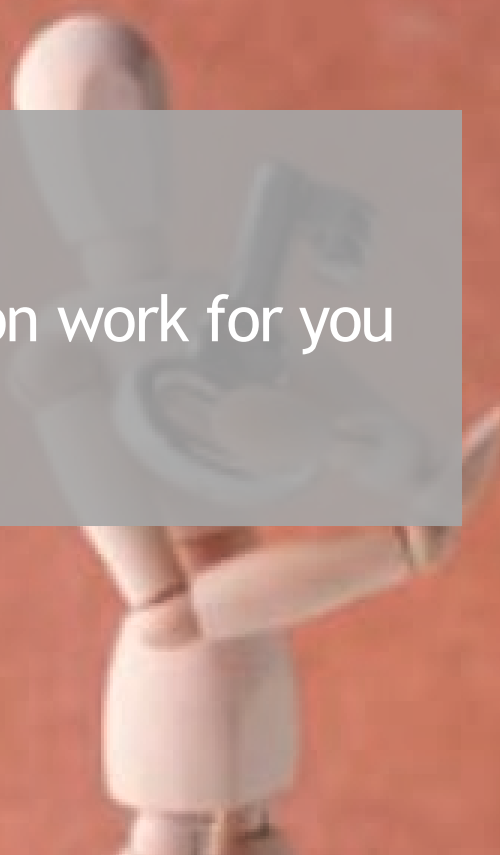


Enterprise asset management



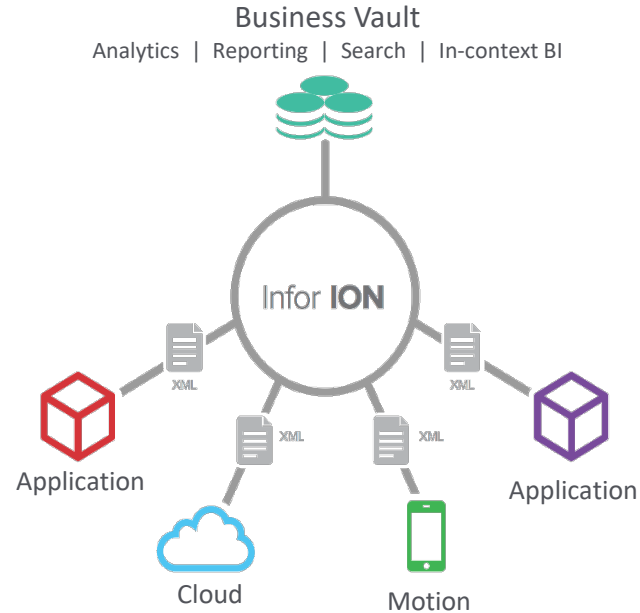
Technology

Making innovation work for you



Integrate disparate systems simply with greater business process flexibility.

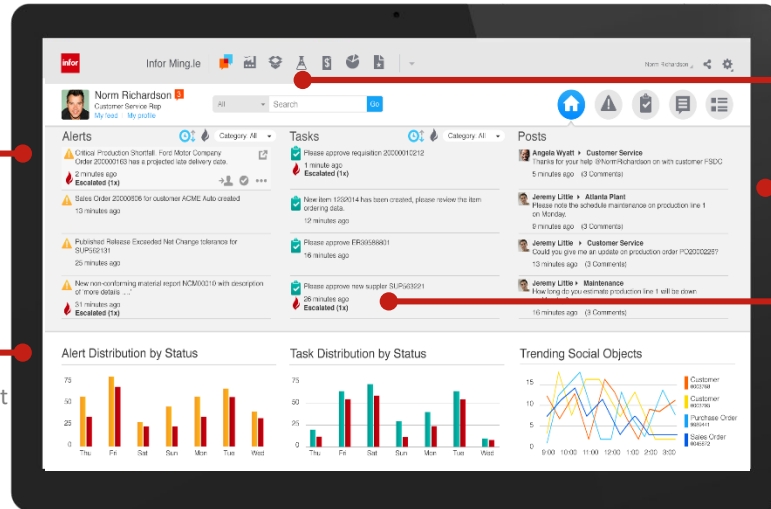
- Upgrade independence
- Workflow and alerts across systems
- Change business processes as needed
- Create real time data repository
- Built to OAGIS and internet standards



Social business?

Infor Ming.le makes collaboration natural and efficient.

Essential business.



Stay connected with real-time alerts

In-context analytics deliver key indicators at a glance

Easy access to all systems

Communicate, collaborate and share information with colleagues

Automated tasks let you respond faster

Micro-verticals

Built to meet the unique business process requirements of:



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

shipment
dispatch
moving
fragile
warehouse
shipment
carton
truck
logistics
logistics
airplane
DELIVERY
storage
courier
van

van
service

delivering

transportation

package

freight
box

mail

storage
postal
container
freight
storage

DELIVERY

cargo

parcel

order

moving

pack

express

warehouse

transportation

vehicle

express

logistics

truck

carton

post

fragile

lorry

van

service

order

postal

express

parcel

transportation

fast

lorry

fast

mail

cargo

fast

parcel

box

fragile

service

industry

cooler

warehouse

transportation

vehicle

express

moving

pack

express

business

cargo

post

fast

logistics

transportation

business

industry

business

industry

postman

freight

shipment

shipping

airplane

lorry

van

service

order

postal

express

parcel

transportation

fast

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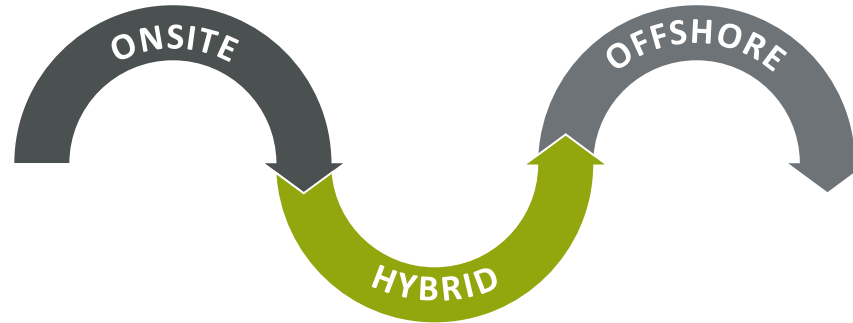
freight

freight

freight

freight

DELIVERY MODEL



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

Contact us:

Merino Services Limited



Corporate Office

70, KLJ Complex, Moti Nagar, New Delhi - 110015, India



+91 11 45068300



contact@merinoservices.com

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