ROIMA

Roima Intelligence Inc.

Roima Internship in India

2024-2025

ROIMA

Fast-growing software company enabling customers to create sustainable results through leading edge supply chain software and services.

Roima's fit-for-purpose software and services are integrated to supply chains and manufacturing processes in discrete manufacturing, process industries and logistics. Our customers optimize order to delivery process more profitably and resiliently while opening new data-driven revenue streams with us.

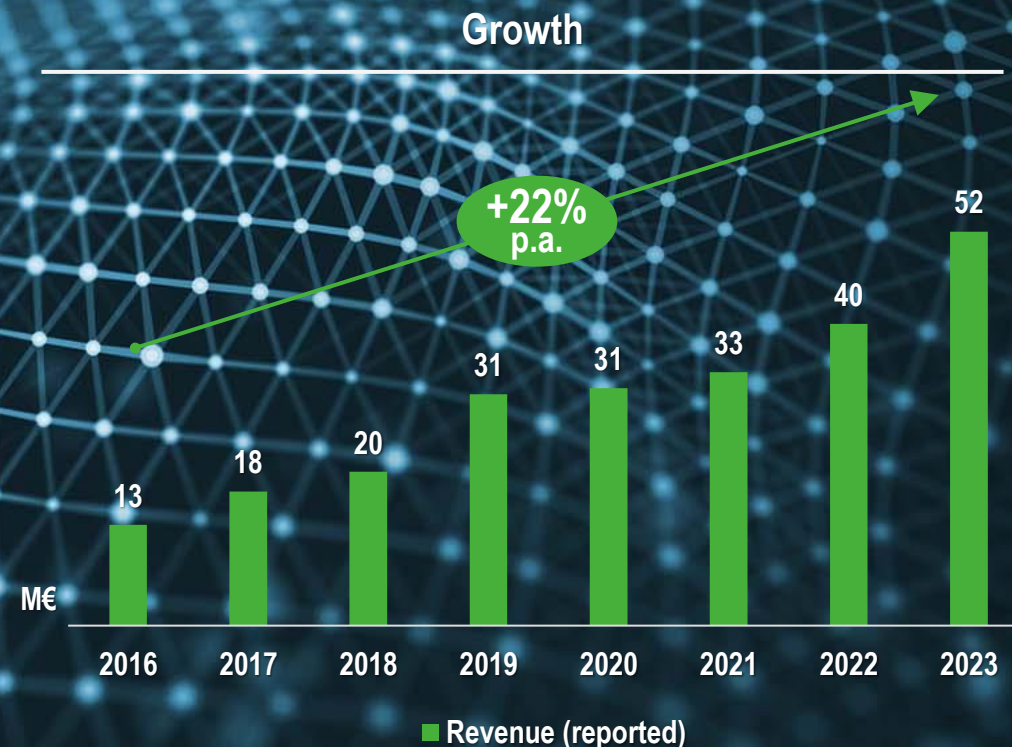**Product Lifecycle**

(PLM, CPQ, Digital Commerce)

Supply Chain

(WMS, IBP, S&OP)

Operations

(Factory ERP, MOM, MES, APS)

Est. 2014

400+ experts

500+ customers globally

Offices in 5 countries

Growth

+22% p.a.

M€

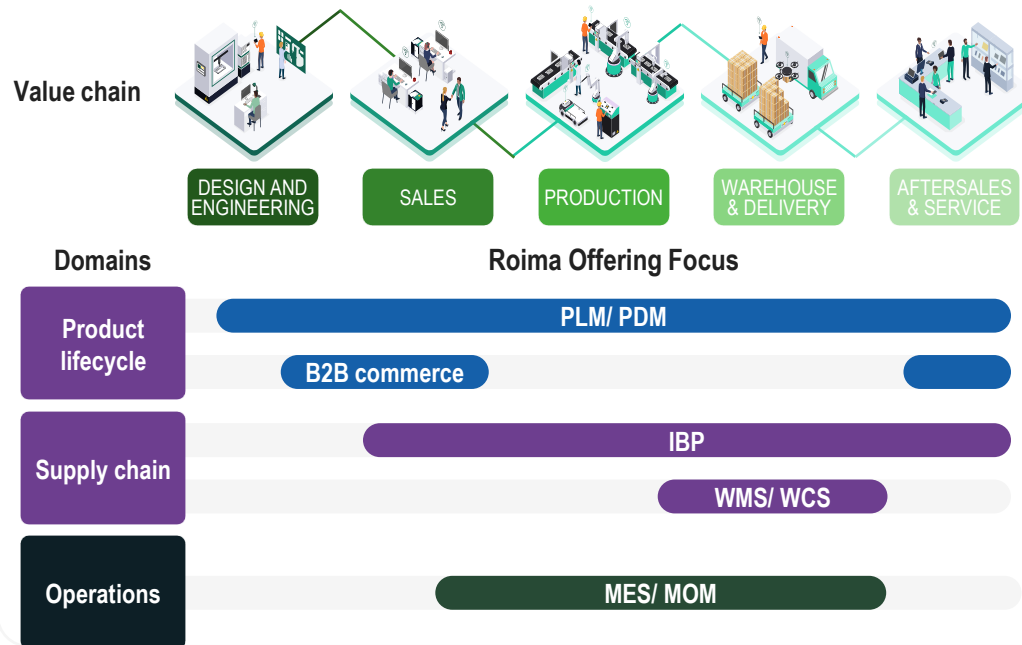| 2016	2017	2018	2019	2020	2021	2022	2023
13	18	20	31	31	33	40	52

■ Revenue (reported)
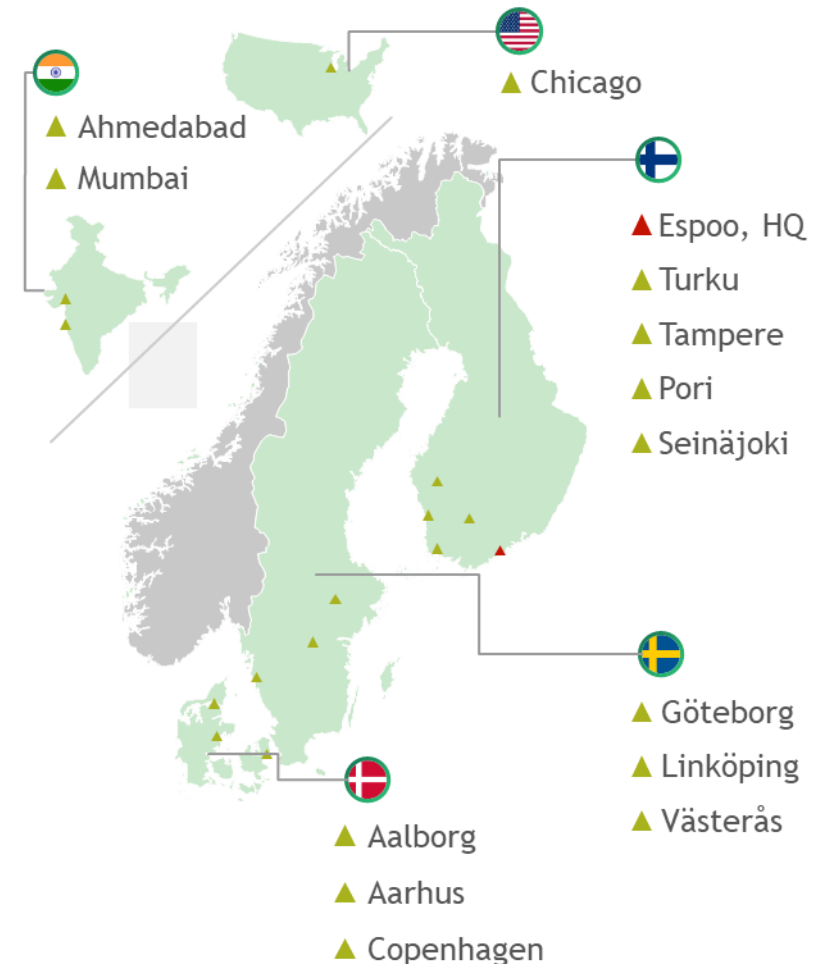
Roima Offering and Locations
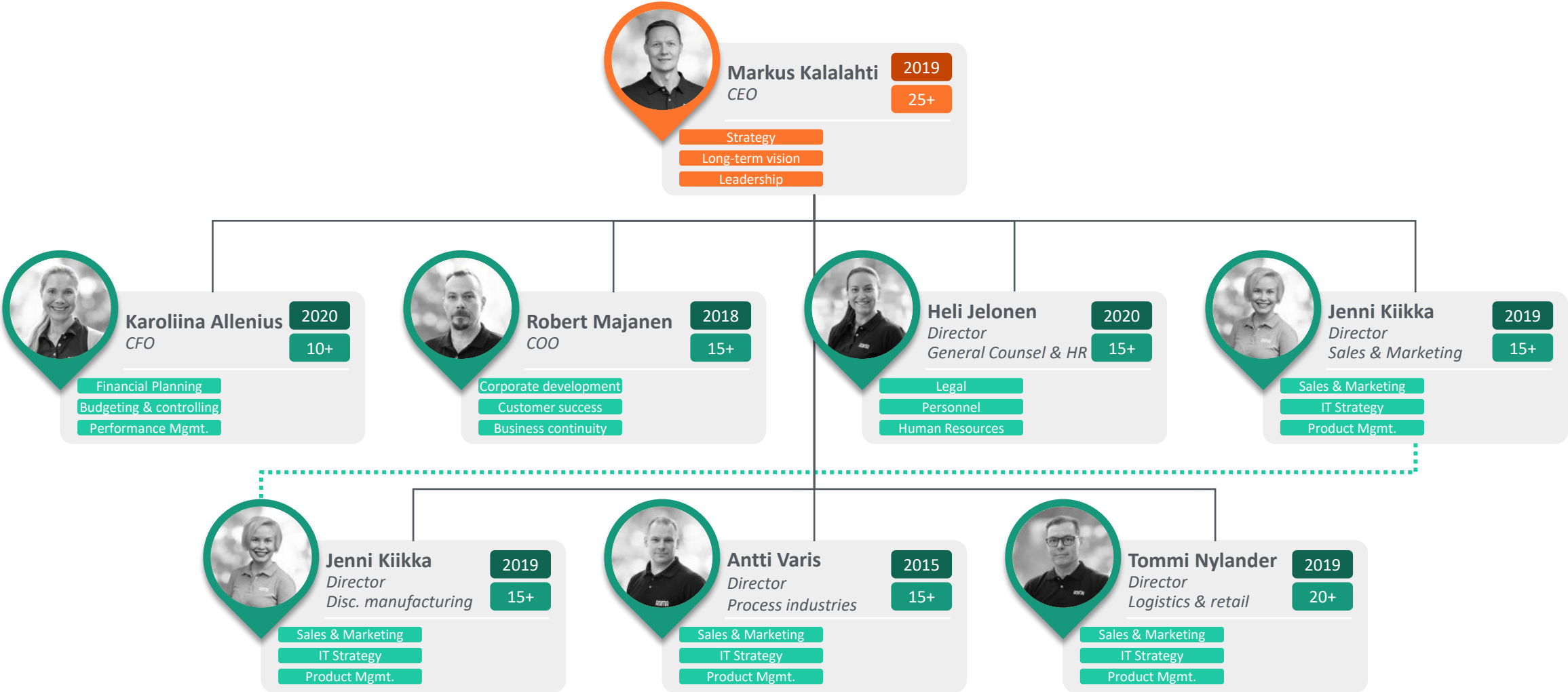
BEST-OF-BREED SAAS OFFERING

Best-of-breed offering integrating and expanding core ERP capabilities, covering various parts of the customer value chain across 3 domains – connecting the enterprise level to factory, process and machine layers
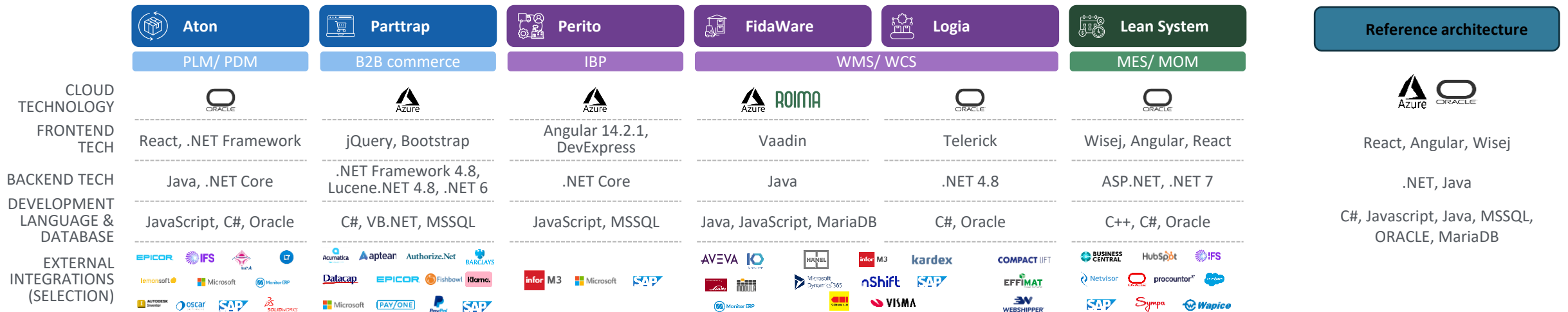
Value chain

| DESIGN AND ENGINEERING | SALES | PRODUCTION | WAREHOUSE & DELIVERY | AFTERSALES & SERVICE |

Domains

Roima Offering Focus

Product lifecycle	PLM/ PDM
	B2B commerce
Supply chain	IBP
	WMS/ WCS
Operations	MES/ MOM

Footprint in 5 countries

- Ahmedabad
- Mumbai
- Chicago
- Espoo, HQ
- Turku
- Tampere
- Pori
- Seinäjoki
- Göteborg
- Linköping
- Västerås
- Aalborg
- Aarhus
- Copenhagen

Roima Leadership Team

Markus Kalalahti
CEO
| 2019 |
| 25+ |

- Strategy
- Long-term vision
- Leadership

Karoliina Allenius
CFO
| 2020 |
| 10+ |

- Financial Planning
- Budgeting & controlling
- Performance Mgmt.

Robert Majanen
COO
| 2018 |
| 15+ |

- Corporate development
- Customer success
- Business continuity

Heli Jelonen
Director
General Counsel & HR
| 2020 |
| 15+ |

- Legal
- Personnel
- Human Resources

Jenni Kiikka
Director
Sales & Marketing
| 2019 |
| 15+ |

- Sales & Marketing
- IT Strategy
- Product Mgmt.

Jenni Kiikka
Director
Disc. manufacturing
| 2019 |
| 15+ |

- Sales & Marketing
- IT Strategy
- Product Mgmt.

Antti Varis
Director
Process industries
| 2015 |
| 15+ |

- Sales & Marketing
- IT Strategy
- Product Mgmt.

Tommi Nylander
Director
Logistics & retail
| 2019 |
| 20+ |

- Sales & Marketing
- IT Strategy
- Product Mgmt.

Roima Own Products Technology Stack

	Aton	Parttrap	Perito	FidaWare	Logia	Lean System	Reference architecture
	PLM/ PDM	B2B commerce	IBP	WMS/ WCS		MES/ MOM	
CLOUD TECHNOLOGY	ORACLE	Azure	Azure	Azure ROIMA	ORACLE	ORACLE	Azure ORACLE
FRONTEND TECH	React, .NET Framework	jQuery, Bootstrap	Angular 14.2.1, DevExpress	Vaadin	Telerick	Wisej, Angular, React	React, Angular, Wisej
BACKEND TECH	Java, .NET Core	.NET Framework 4.8, Lucene.NET 4.8, .NET 6	.NET Core	Java	.NET 4.8	ASP.NET, .NET 7	.NET, Java
DEVELOPMENT LANGUAGE & DATABASE	JavaScript, C#, Oracle	C#, VB.NET, MSSQL	JavaScript, MSSQL	Java, JavaScript, MariaDB	C#, Oracle	C++, C#, Oracle	C#, Javascript, Java, MSSQL, ORACLE, MariaDB
EXTERNAL INTEGRATIONS (SELECTION)							

Complemented with Leading Partner Platforms

AVEVA   QUINTIQ

Roima Solutions

Ability to use solution independently after one training

Reduces working capital by 20-40%

40% more production capacity due to better production planning

15% increase in overall operational efficiency

Online offers instantly. Spare parts sales increased by 100%, and incorrect orders decreased to 0%.

10-20% increase in efficiency by optimizing resource utilization amid increasing volumes.

AVEVA

PERITO IBP

Aton PLM

Lean System

ROIMA

Parttrap ONE

FidaWare WMS
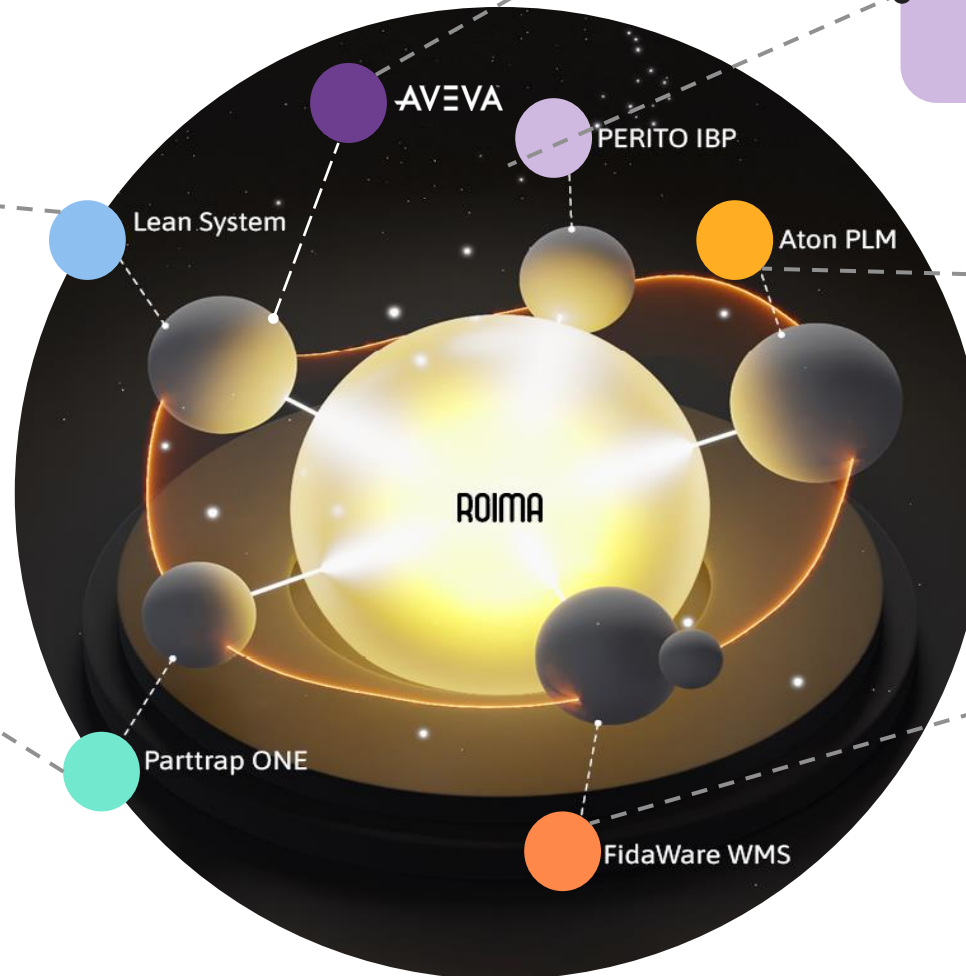
Sources: McKinsey, Maailman talousfoorumi, Roima.

Perito IBP

PERITO IBP consists of several vital modules that cover the entire S&OP/IBP process and allow you to create real concurrent planning in the supply chain.

The simulation-based planning (Digital twin) results in world-class S&OP operation reducing working capital, high ROI and low total cost of ownership.

Key Features

- ✓ **World-class S&OP operation**
- ✓ **Advanced IBP capabilities**
- ✓ **Digital Twin simulation**
- ✓ **Integration to ERP**
- ✓ **High ROI**

Key Benefits

- ✓ **Data-driven proof of value**
- ✓ **Concurrent planning**
- ✓ **Optimization**
- ✓ **Reduce working capital**
- ✓ **Keep customer promise**

Sample customers

Platform Components & Highlights

- Demand Planning
- Supply Planning
- Inventory Planning
- Scenario Planning
- Control Tower
- Financial forecasting
- Sustainability Planning
- Master data management
- ERP integration
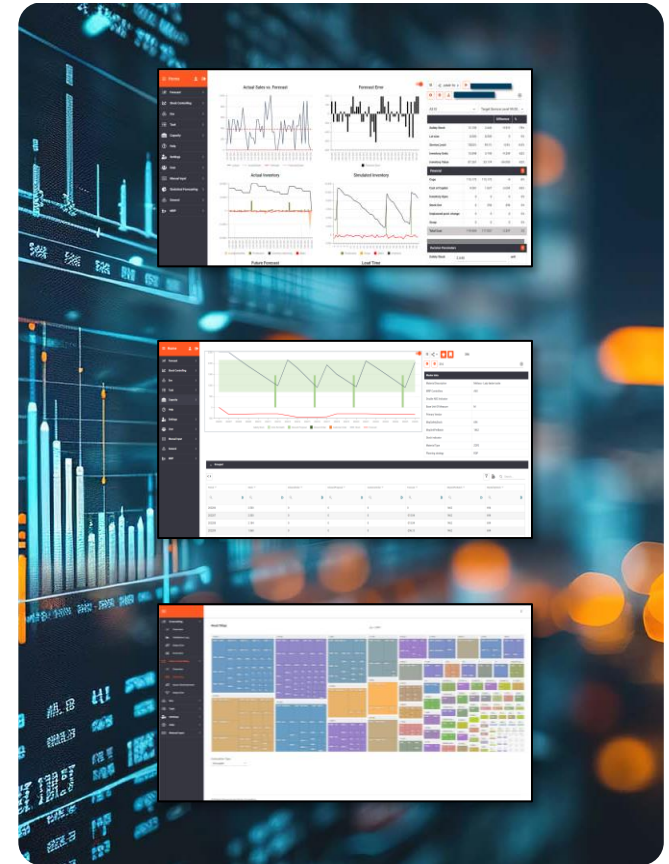
"With such significant results in our supply and demand planning, finding the money has not been a problem"
– Nick Nørreby, Head of Logistics, Supply, and Planning at Thise Dairy

Reduce working capital by 20-40%

Roima & AVEVA

Roima is a globally endorsed partner for AVEVA, which is a British multinational information technology consulting company.

Roima has worked several years with AVEVA's operational software, including SCADA, MES and PI System.

Key Features	Key Benefits
✓ **AVEVA SCADA for monitoring and Control** ✓ **AVEVA MES for manufacturing execution** ✓ **AVEVA PI System for data collection and utilization**	✓ Enterprise software available with intimacy from competent integrator ✓ Business-oriented & ISA-95-based approach ✓ Partner in digital transformation

Sample Customers

Highlights of the Roima Partnership with AVEVA

- Roima is Premier and Endorsed AVEVA Integrator
- Roima is a founding member of the MDM MES concept
- Roima has direct contact to AVEVA key stakeholders
- Experience of the entire PI System & AVEVA MES + SCADA Stack
- Complementary Roima product offering, including WMS
- Roima can provide the whole package, including the licenses, based on customer wishes
- Roima has experienced AVEVA professionals and best practice project and service delivery models ready
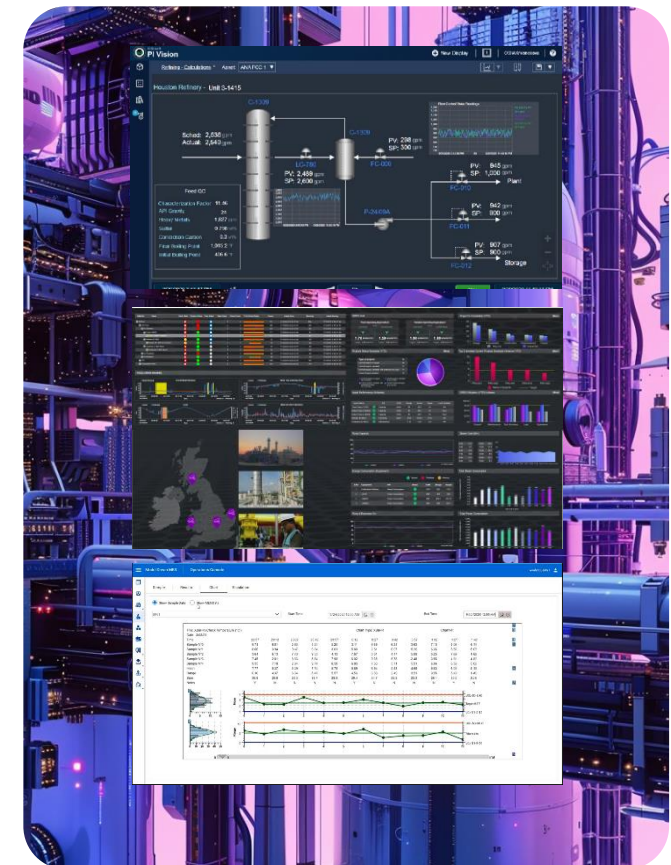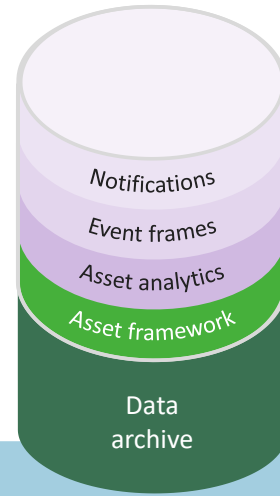

Elevate your capital strategy with facilities built for the future

AVEVA PI System

AVEVA PI System is the World-Leading Industrial Data Platfrom which provides real-time visibility to your assets and production processes. The solution includes enrichment features to turn data into decision-ready information.
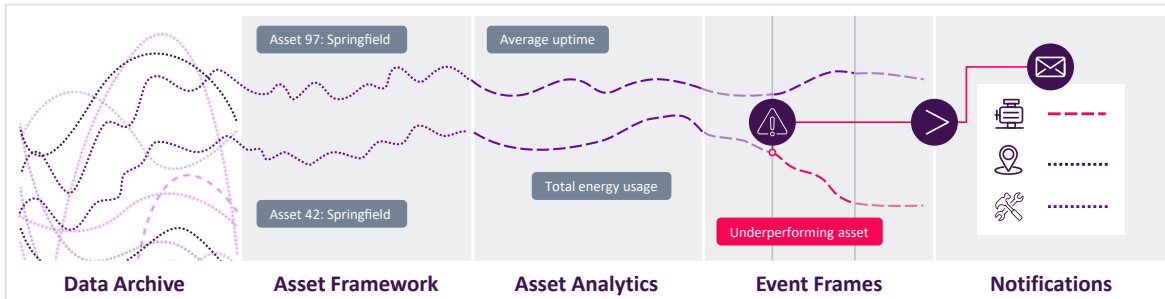
NEW BOLIDEN · **SANDVIK Coromant** · **Metso** · **HELEN**

Notifications
Event frames
Asset analytics
Asset framework
Data archive

Platform Components & Highlights

- Leading Historian Platform
- Data Contextualization
- Connectivity & Visibility
- Data Platform for Operations
- Asset Health
- Process Efficiency
- Safety & Security
- Regulatory Performance

Key Features

- ✓ **Connectivity**
- ✓ **Data Infrastructure**
- ✓ **Asset framework**
- ✓ **Contextualization of data**
- ✓ **Enterprise historian**

Key Benefits

- ✓ Real-time visibility
- ✓ Self-service use after one training session
- ✓ Collaborate & share displays with other users
- ✓ Rapid rollouts

Asset 97: Springfield
Average uptime
Asset 42: Springfield
Total energy usage
Underperforming asset

Data Archive · **Asset Framework** · **Asset Analytics** · **Event Frames** · **Notifications**

Roima, Boliden and AVEVA PI:
https://www.roimaint.com/en/product/roima-expert-services/customer-case--boliden-sustainable-mining-future

https://www.aveva.com/en/products/aveva-pi-system/

Parttrap® ONE overview

A digital platform with everything you need for B2B ecommerce and Customer self-service in ONE solution. Parttrap® ONE seamlessly unifies development, implementation, support, and training under one roof. This approach saves time, speeds up implementation, and guarantees impressive ROI. Experience the convenience of a comprehensive solution that brings everything together.

Platform components & Highlights:

- Advanced PIM
- CMS + Headless
- ERP-integration
- B2B ecommerce
- Spare Parts Management
- CPQ-O (Configure Price Quote + Order)
- Full 3D Experience
- Self-service 24/7

Key features

- ✓ Unified Platform
- ✓ Customization Capabilities
- ✓ Multi-channel Integration
- ✓ Advanced PIM
- ✓ Scalability and Flexibility

Key benefits

- ✓ Enhanced Efficiency
- ✓ Improved Customer Experience
- ✓ Increased Sales and Revenue
- ✓ Data Accuracy and Consistency
- ✓ Adaptability and Future-Proof

Sample customers

McDonald EST. 1856

STELLAR TRUCK & TRAILER

MAXON®

permobil

"Our 15-year partnership is driving the best Spare Parts Webshop for our growing customer base."
– Eric Stroot, Logisnext Europe

Online quotes instantly. In year one, spare parts sales doubled & incorrect orders were eliminated

Aton PLM Overview

Aton is the foundation for efficient Product Life Cycle Management (PLM). Designed to streamline your business operations, Aton offers comprehensive management of all your product information, including documents, items, item structures (Bill of Materials), components, changes, and more. With Aton's advanced data management and security features, you can rest assured that your team will always have access to the most up-to-date information, regardless of their location.

Key Features

- ✓ **Product data management (PDM)**
- ✓ **Documentation management**
- ✓ **ERP & CAD integrations**
- ✓ **Change management**
- ✓ **Modular solution**

Key Benefits

- ✓ **Maximize your productivity**
- ✓ **Manage your product portfolio**
- ✓ **Collaboration tool**
- ✓ **Digitalize your business processes**
- ✓ **Centralized data management**

Sample customers

TOSHIBA   **Valmet**   **Logisnext** MITSUBISHI LOGISNEXT EUROPE   **STERIS**
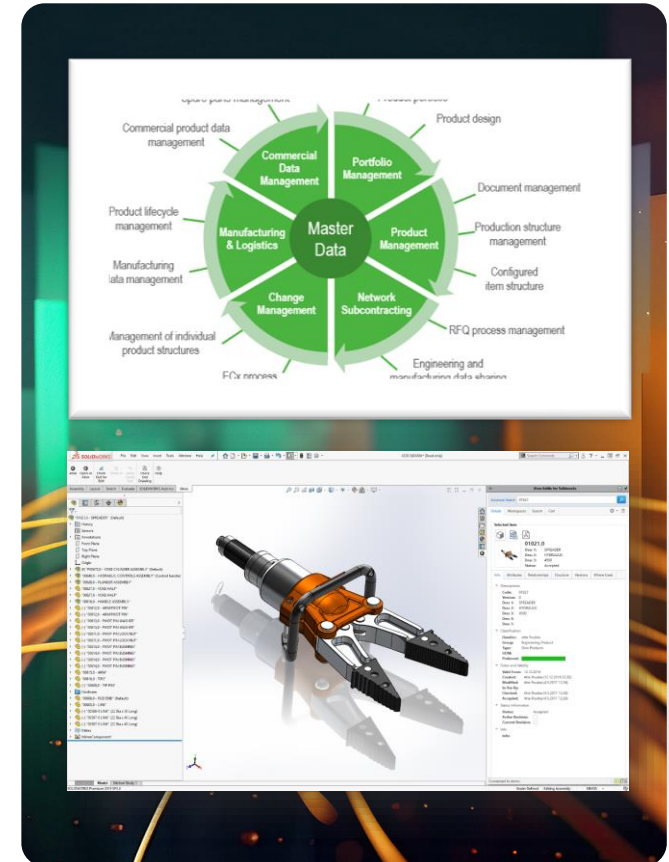
nedap   **marel MEAT**   **AXOPAR**   **VAISALA**

Platform Components & Highlights:

- Item & Structure management
- Document management
- Change process management
- Digital twin
- Workflow
- Multi-Software approach
- Recipe management (F&B)
- Business data modeling
- Project module

"Thanks to a functional product data management system, we always know exactly what has been delivered to each customer"

15% increase in overall operational efficiency

Lean System MOM Platform

Lean System is a modular ERP system that offers real-time data for inventory tracking, recognizing sales opportunities, and improving customer satisfaction.

Optimize productivity by integrating machines, data, and employees with Lean System.

Key Features

✓ **All-purpose Factory ERP**

✓ **End-to-end digital process**

✓ **Visual operations planning**

✓ **Real-time production control**

✓ **Delivered as SaaS**

Key Benefits

✓ Gain control and visibility to all operations

✓ Capitalize product lifecycle revenue

✓ Modularity provides opportunities to implement only parts of the system to gain the advantages

Sample customers

Platform Components & Highlights

- Situational awareness Factory Digital Twin
- Connect engineering with manufacturing
- B2B eCommerce platform
- Seamless supply chain management
- Visual resource & production planning
- Seamlessly integrated subcontractor network
- Real-time visibility to all operations
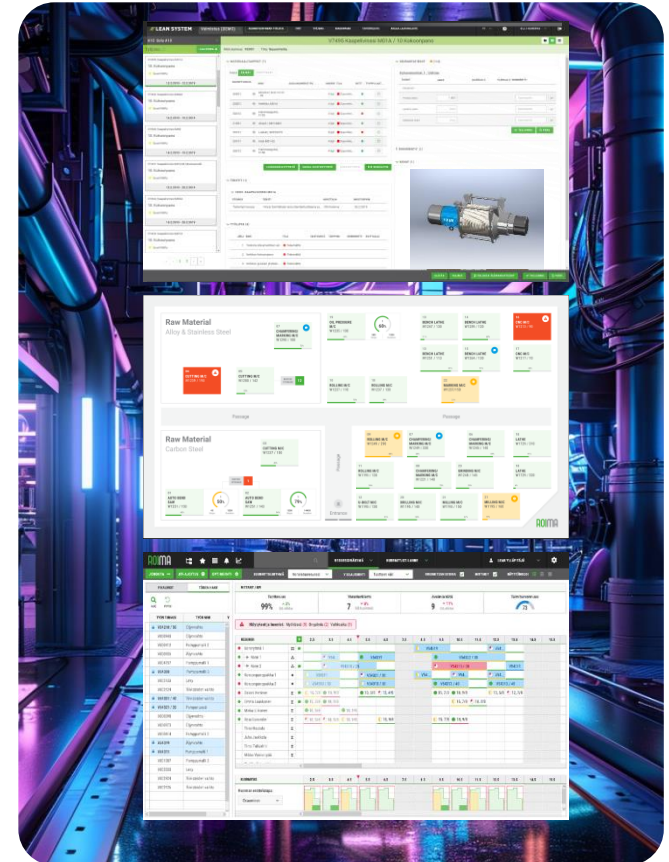
Over 100 companies from small to large are relying on the capabilities of Lean System on day-to-day operations

Expandable SaaS solution

FidaWare Overview

FidaWare is a leading modern system for efficient materials management for different industries and different size companies.

With FidaWare you can reduce manual errors and automate most tasks. FidaWare has standard functionalities that ensure quick implementation projects and high returns on investment (ROI).

Key Features

- ✓ Standard WMS feature package
- ✓ Software as a Service
- ✓ Visual warehouse layouting
- ✓ Built-in optimization
- ✓ Automation control

Key Benefits

- ✓ **Fast implementation with SaaS**
- ✓ **Visibility and control to the warehouse**
- ✓ **Easy to use tools help you to manage your warehouses efficiently**

Sample customers

ANORA

ANDRITZ

Metsä

Atria
PERHETILOILTA VUODESTA 1903

ECKES granini
the best of fruit

OSTP

TRANSVAL

Valio

Platform Components & Highlights

- Native Multi-Company Process Support
- Enables Various Picking Technologies
- Built-in Control Automation (Miniload, AGV and More)
- Efficient Shop Floor Operations
- Online Balance and Stocktaking
- Extensive Optimization Capabilities
- 3D Warehouse Layout Tool
- Multitenant SaaS Based Solution
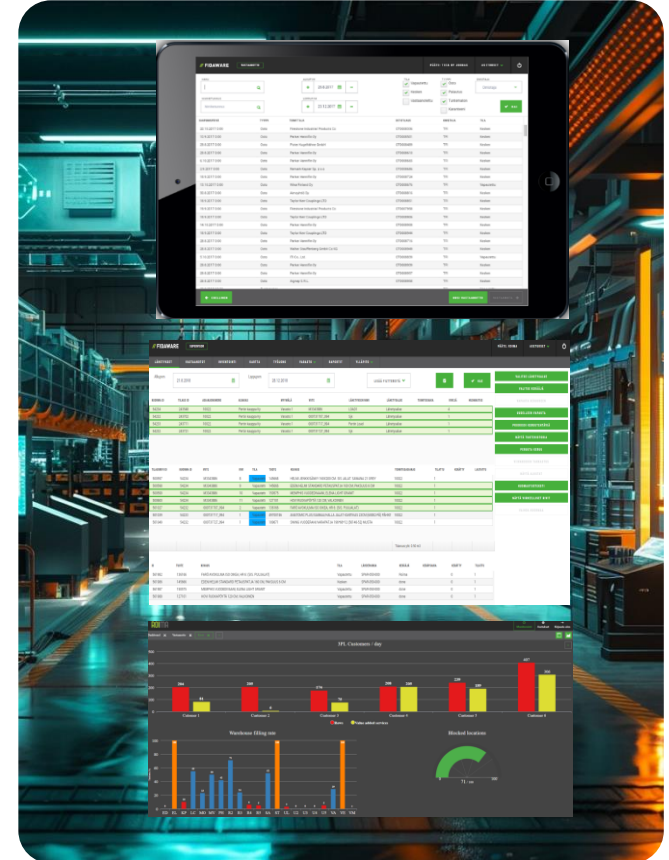
Manage all warehouses and material flows with the same solution across all sites

Gain significant improvements in your warehouse operations!

Internship Offering

Internship Duration
➢ 6 Months

Stipend
➢ 15,000/- INR per month

Contract
➢ We expect 2 years of commitment after completion of successful internship

➢ **30** Interns to be taken for FY 2024-25

➢ **Salary** Range between **5-7LPA**

➢ **Every final semester student can apply (without any cost) for the internship**

Internship Selection Process

01 – On/Off Campus Drive

02 – Written Test

03 – HR Round

04 – Face to face Interview

Why should you join us?

Training from Experienced Mentors for each Technology

→

Opportunity to work on live Customer Projects globally

→

Learn Industry Best-Practices

→

Opportunity to work and interreact with customers directly

→

Transparency throughout whole organization

→

Possibilities to visit onsite locations (Finland, Sweden, Denmark, USA) according to work assignments

→

Expectations for our interns?

Expectations

- Willingness to learn and adapt things faster

- Excellent Soft skills

- Positive attitude and energy

- Critical Thinking and Problem Solving

- Sincere and Hardworking

- Flexible to work in any given tech stack

- Excellent Oral and Written Communication Skills

ROIMA

Thank You

Roima Intelligence Inc.

https://www.roimaint.com/en