

# From **Hurdles** To \_\_\_\_\_ \_\_\_\_ **High Growth**

How VRAMP Automation  
Leveraged TReDS for Success



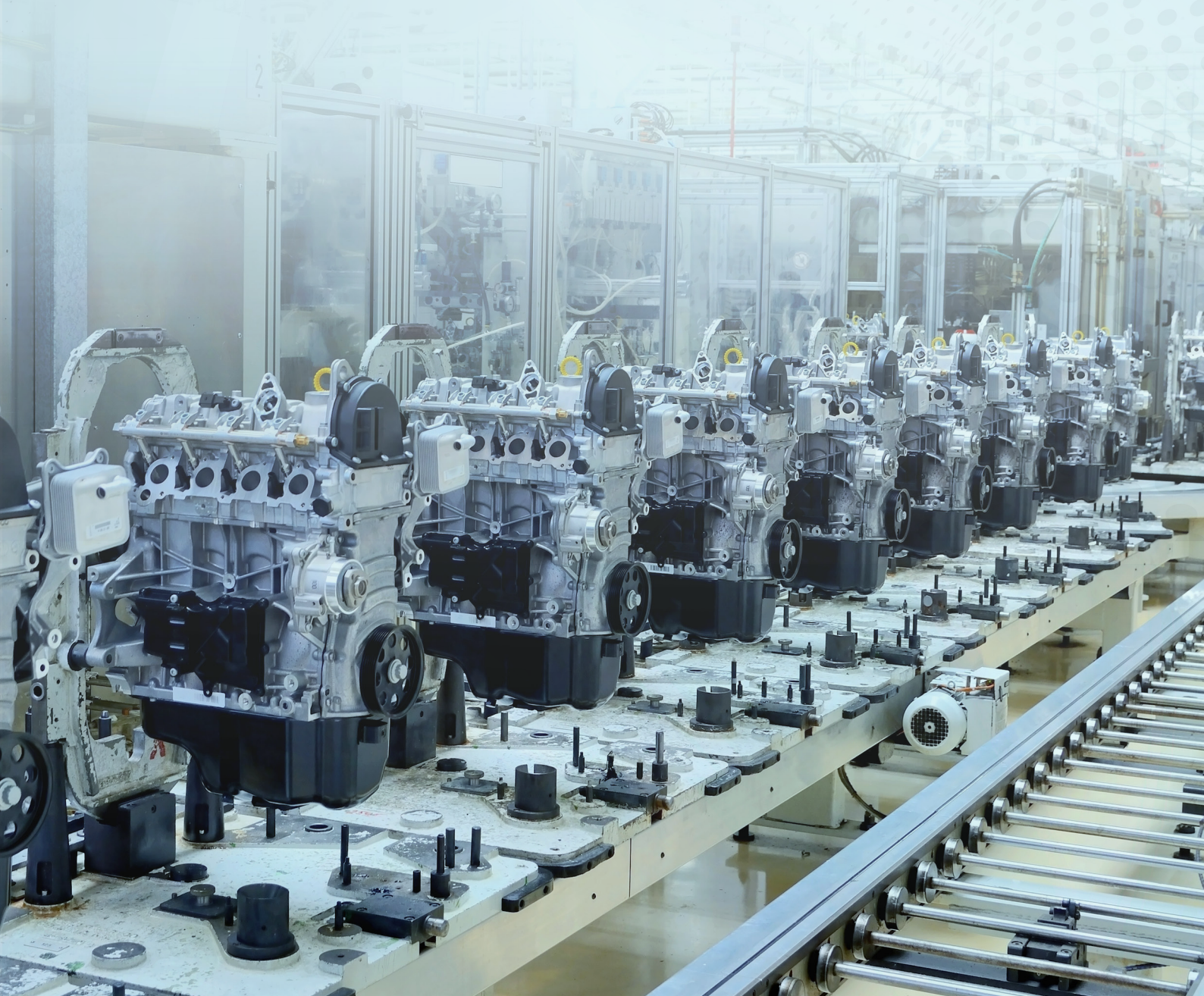


# OVERVIEW

---

The automation industry is a dynamic landscape characterized by innovation, efficiency, and relentless pursuit of optimization. Companies within this sphere strive to streamline processes, and enhance productivity through the integration of cutting-edge technologies such as robotics, artificial intelligence, and advanced control systems.

Within this thriving industry, VRAMP Automation has emerged as a key player since its establishment in 2009. With a diverse clientele that includes industry giants like Thermax Ltd., Wilo, and Mahindra Electricals, the organization has solidified its reputation as a provider of comprehensive automation solutions. Their partnerships with renowned brands such as Schneider, Wago, and Camozzi further underscore their commitment to excellence and innovation.





# CHALLENGES

Despite its success, VRAMP Automation, like many others in the industry, faced significant challenges, particularly in managing cash flow effectively. Traditional banking facilities fell short in addressing their needs, with slow bill discounting processes and extended receivables cycles ranging from 45 to 60 days. These hurdles threatened to impede the company's growth and limit its financial agility.

## Challenges At Glance



Slow bill discounting process



45-60 days receivables cycle



Limited access to working capital



# SOLUTION

In response to these challenges, VRAMP Automation embraced M1xchange, a Trade Receivables Electronic Discounting System (TReDS) platform, in 2023. This decision proved to be transformative, as it revolutionized the company's bill discounting process, offering faster access to funds within 2-3 days compared to the previous lengthy wait. Through M1xchange, VRAMP Automation simplified the discounting process, enabling seamless invoice uploading and quick buyer approvals via OTP verification.

## Solution At Glance



Faster and more efficient bill discounting through M1xchange TReDS



Improved access to working capital



Reduced receivables cycle





# IMPACT

The impact of this solution was profound. VRAMP Automation witnessed a threefold increase in turnover, empowered by improved cash flow management and enhanced operational efficiency. With faster access to funds, the organization capitalized on new opportunities, fueling its growth trajectory and solidifying its position as a leader in the automation industry. Moreover, the streamlined process facilitated remote execution, further enhancing operational flexibility and resilience.

## Impact At Glance



3x increase in turnover



Simplified and remote bill discounting process



Improved cash flow



Streamlined operations

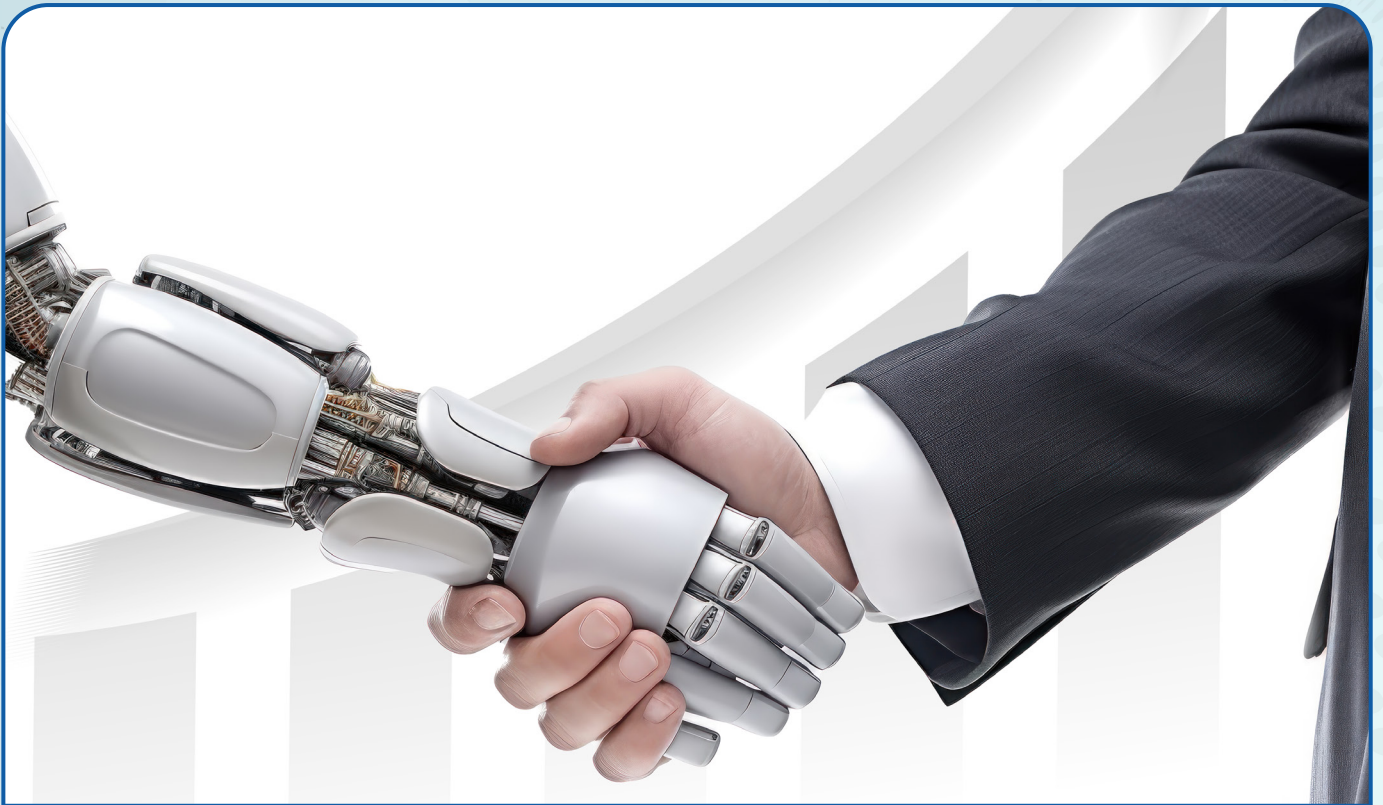




## CONCLUSION

---

VRAMP Automation's journey reflects the broader narrative of the automation industry—a story of innovation, adaptation, and transformation. As companies navigate challenges and embrace technological advancements, they pave the way for a future defined by efficiency, competitiveness, and sustainable growth. Through strategic partnerships and forward-thinking solutions, it continues to shape the landscape of automation, driving progress and innovation across industries.



**Don't wait, accelerate!**  
**Get faster payments and fuel**  
**your growth with M1xchange TReDS.**