

#### ERP FOR STARTUP

# **ERP on MS D365 for Fast, Transparent** and Scalable Startup Operations

At Awara IT, our ERP for Startup unifies operations, ensures complete data transparency, and empowers fast decision-making. Built on Dynamics 365 and integrated with Office 365, this solution offers multicurrency, multi-language support, advanced AI, and robust security—all with predictable licensing costs.

#### WE OFFER



Global capabilities including multi-currency, language, and tax compliance.



Real-time access to comprehensive historical data for rapid, informed decisions.



Investor-ready transparency through complete audit trails and reporting.



Advanced AI and high-level security to enhance operational efficiency and protect your data.

#### **BEST FOR**

- Startups already using Microsoft products, especially those looking to consolidate operations and attract investors.
- Founders, CFOs, CIOs, and operations managers aiming for transparency, speed, and scalability.





172%

ROI with MS D365 **Business Central** 

50%

reduction in manual processes



price variation maximum

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## **KEY BUSINESS OUTCOMES & BENEFITS**



**Unified Operations:** Eliminate data silos and streamline processes across all regions.



**Investor Confidence:** Transparent, audit-ready reporting to build trust and secure investment.



Rapid Decision-Making: Instant, reliable data supporting fast and effective business decisions.

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	Gross Margin & Operating Margin % Change by Date	Net Change by Date & KPI Name	Days of Sales Outstandi     Days Sales of Inve	
Actual Nat Change by I	Gross Margin %      Operating Margin %     100	<ul> <li>Cash Cycle (Days)</li> <li>Days of Payment Outstanding</li> </ul>	Days of Sales Outstandi     Days Sales of Inve	
Actual Net Change by I PRODUCTION   CRONUS USA, Inc.	100	100	σ	
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60				
	Net Change in EBI, Expenditures and Revenue by Date	Mini Trial Balance		
40	Earnings Before Interest Total Expenditure Total Revenue	KPI_Code KPI_Name 30 Gross Margin	Net, Change, Actual	
20	50 мың	40 Gross Margin %	417,94	
		90 Income before Interest and Tax	133 362,32	
0	омың ининининининининининининининининининин	50 Operating Expenses 60 Operating Margin	0,00 133 485,32	
		70 Operating Margin %	417,94	
Қаң 2020 Шіл 2020		80 Other Expenses 20 Total Cost	123,00 493 630,38	
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қ <sub>ан</sub> 2020 Шін 2020	-50 мың Қаң 2020 Шіл 2020 Қаң 2021 Шіл 2021 Қаң 2022 Шіл 2022	10 Total Revenue	627 115,70	

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CONSOLIDATION Finance Cash Management Sales Purchasing	Shopify All Reports	=	
Company Information General Ledger Entries Bank Export/Import Setup		BigQuery Setup Integration	t Categories External Mapping )
Insights			
Business Performance ~	Trial Balance $\smallsetminus$		
Cash Cycle   View by Month — Days of Sales Outstanding — Days of Payment Outstanding — Days Sales of Inventory	Description	CURRENT PERIOD - 1: 01	CURRENT PERIOD: 01.12.2
— Cash Cycle (Days)	Total Revenue	8 115 038,69	10 957 230,61
300	Total Cost	10 619 408,16	25 540 221,78
200	Gross Margin	-2 504 369,47	-14 582 991,17
100	Gross Margin %	-30,86	-133,09
	Operating Expenses	417 178,48	410 518,82
0	Operating Margin	-2 921 547,95	-14 993 509,99
-100	Operating Margin %	-36,00	-136,84
-200	Other Expenses	2 025,69	-2 659,65
por 2014 was 2014 w 2014 w 2014 was 2014 sop 2014 oct 2014 por 2014 por 2014 por 2015 por 2015 por 2015	Income before Interest an	-2 923 573,64	-14 990 850,34

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Dynamics 365	Business Central											<b>D</b>	۵ م م
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Dimensi	ions>												
Ro	ow No. I	Description	SWQ	LMN	ZCP	CRV	ZKZ	EMD	SCR	ARN	EDU	HBT	TOTAL
$\rightarrow$ <u>10</u>	000 :	Operating Activities	40 697,23	-	349 913,43	864 231,41	241 118,62	-	-138 806,09	62 745,85	536 163,13	45 971,02	2 002 034,60
10	010	Cash receipts from MIDs	-	-	42 216 627,59	5 246 273,82	-	-	12 587 804,78	15 673 686,09	5 146 325,19	7 011,65	80 877 729,12
10	015	Cash receipts from stores	-	-	94 645,54	196 660,07	-	-	-	-	-	-	291 305,61
10	020	Cash receipts from intercompany partners	-	-	-	-	-	-	-	-	-	-	_
10	030	Cash outflow within reseller agreement	-	-	-	-42 994,58	-	-	-	-	-	-	-42 994,58
10	050	Marketing expenses	-	-	-66 515 285,05	-449 328,96	-177,65	-	-15 836,79	-	-	-	-66 980 628,45
10	060	General & administrative expenses	-46 476,74	-	-3 015 983,99	-36 425,42	-2 847 582,09	-	-75 737,01	-15 296,59	-10 695,77	-7 388,87	-6 055 586,48
10	070	Taxes paid	-	-	-2 202 951,90	-	-452 724,94	-	-91 190,63	-62 210,73	-	-	-2 809 078,20
10	080	Other operating cash flows	-1 005 331,66	-	-101 789,71	-3 323,28	-1 253,11	-	507 808,07	-505,86	-466,29	-91,76	-604 953,60
10	090	Intercompany transfers	1 092 505,63	-	29 874 650,95	-4 046 630,24	3 542 856,41	-	-13 051 654,51	-15 532 927,06	-4 599 000,00	46 440,00	-2 673 758,82
20	000	Investing Activities	972 975,16	_	_	-73 293,23	_	_	-233 619,27	_	_	_	666 062,66
20		Investments in Subsidiaries	-27 024,84		_	_	_		_		_	_	-27 024,84
20	020	Development of Intangible Assets	_		_	-73 293,23	_		-1 741,36		_		-75 034,59
		Loans provided to employees or others	_	_	_	_	_	_	-231 877,91		_	_	-231 877,91
20		Other investing cash flows	1 000 000,00				_	_		_	_	_	1 000 000,00
		Financing Activities			1 869 794,39			_	-	_	_		1 869 794,39
30		Proceeds from issuance of equity	-	-	_	-		_	_	_	_	_	_
		Proceeds from issuance of debt	-	-	_	_	_	_	_	_	-	_	_
		Repayment of loans	-	-	1 869 794,39	-	_	-	_	-	-	-	1 869 794,39
		Other financing cash flows	-	-		-	-	-	-	-	-	-	
		TOTAL	1 013 672,39	-	2 219 707,82	790 938,18	241 118,62	-	-372 425,36	62 745,85	536 163,13	45 971,02	4 537 891,65
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## **ABOUT AWARA IT**

We automate key business processes and implement the most innovative solutions, use world-class technologies, manage IT assets, help companies switch to cloud technologies and work in a secure information environment. We work with a wide range of software, from classic office products to large-scale international solutions. We have in-depth knowledge of local implementation specifics, helping clients to optimize their global business.

**Microsoft Awards** 

Microsoft Solutions partner

Member of Microsoft Inner Circle

Microsoft Partner Awards Winner

Custom Solutions for Microsoft

Microsoft Managed Partner

17+	
years on the IT	
consulting market	

#### Our Team

- Certified consultants, developers, architects, trainers and technical specialists
- Microsoft Most Valued
   Professionals (MVP)
- Microsoft Certified Trainers

200+ certified experts on our team

•

Teams

#### 250+ support and Implementation projects

ementation projects

proficiency

industries

PROJECTS

Geography

- Europe
- North & South
   America
- CIS countries
- Australia
- Asia

- OFFICES
- Spain
- USA
- Bulgaria
- Finland
- Italy
- Qazaqstan
- Cyprus