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**We help companies outperform
using process improvement and digitalization**

Who we are / short introduction

Arggo is a business software development and consulting company aiming to inspire everyone to outperform using process improvement and digitalization.

In an age of constant change when adaptability is imperative, we provide companies with the necessary tools and knowledge to help them regain their lost time and invest it more wisely. Our long-term vision is to provide time-as-a-service through process digitalization for companies worldwide.

Using an end-to-end approach, we add value to every step, from Business Process Reengineering and system analysis to the final implementation and ongoing support. We provide tailor-made industry solutions by blending Dynamics 365, Timeqode, Microsoft 365, Azure and Business Intelligence with our forward-thinking business management and consulting experience.

We empower creativity and encourage teamwork so that our 100+ passionate colleagues can focus exclusively on building leading solutions and delivering high-quality, results-driven services.

Together, we are one!

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We provide / an array of digital solutions
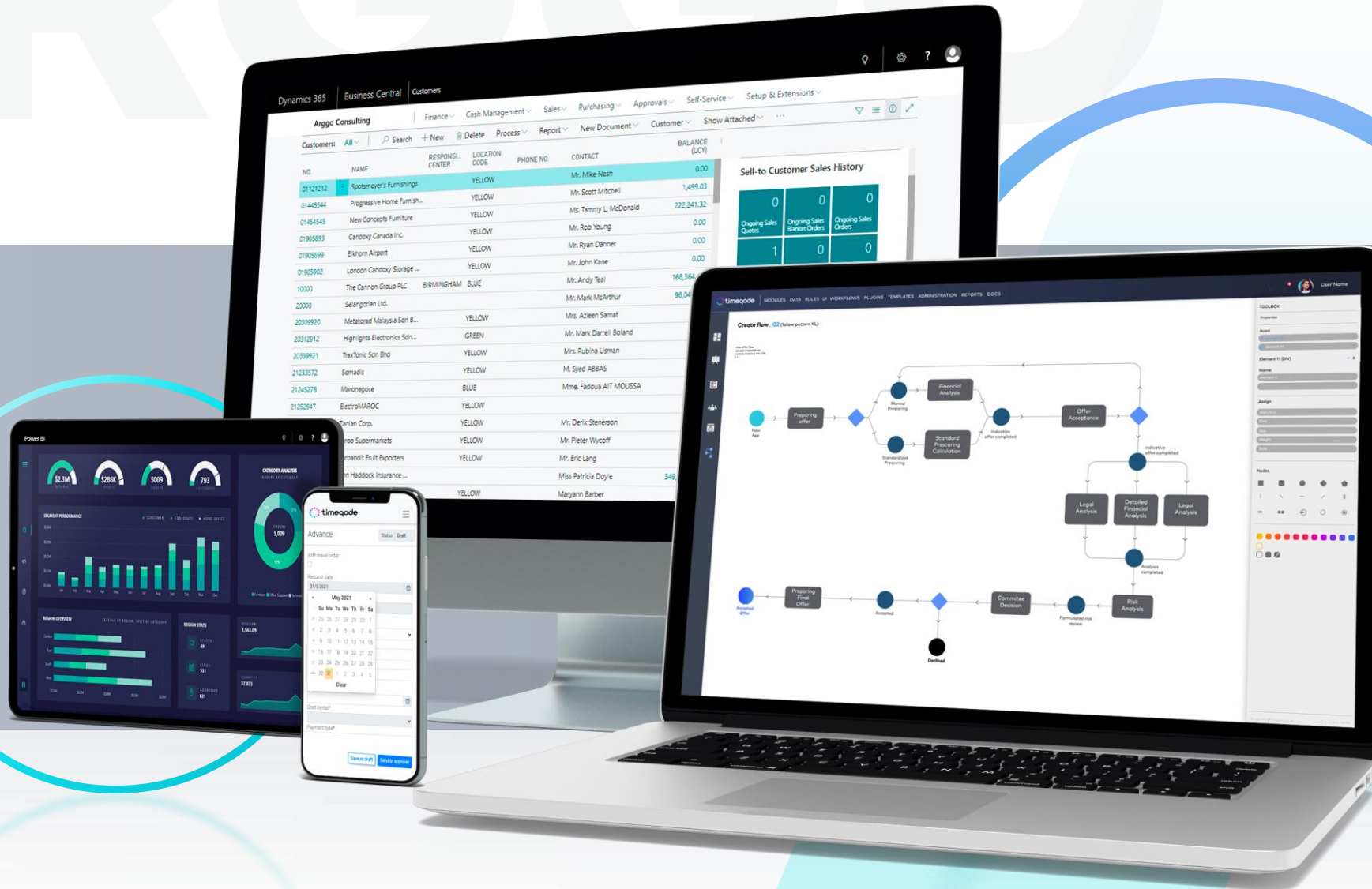
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We are **Arggo**

DIGITALIZATION Partner

Consulting

Business Solutions

Digitalization with **TIMEQODE**

Cloud & Productivity

Implementation, Development and Support

MICROSOFT Partner

Enterprise Resource Planning

Cloud Platform

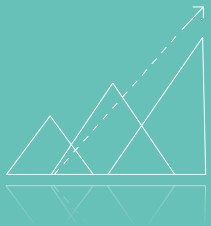Cloud Productivity

Data Analytics

LS RETAIL

100+	**300+**	**3**	**120+**
Employees	**Clients**	**Offices**	**Years of Experience**
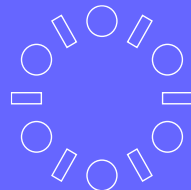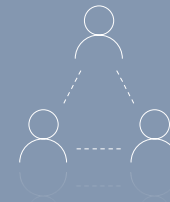
We provide / End-to-end Solutions

CONSULTING SERVICES	DYNAMICS SOLUTIONS	DIGITALIZATION SOLUTIONS	CLOUD AND PRODUCTIVITY
Discovery	Dynamics 365 Business Central	Timeqode	Main Productivity Applications
Customer Immersion	D365 Customer Engagement	Construction Sites	Cloud Hosting Services
Business Process Reengineering	Mobile WMS for Dynamics	Expense Management	Cloud Management Services
Business Analysis	Localization for Dynamics	Procurement	IT Management Services
Implementation Packages	Dynamics 365 for F&O	Invoice Recognition	IT Services
Support Packages	Jet Reports	B2B Platforms	IT Support
Outsourcing	Power BI	Timeqode SAFT	
	LS Retail		

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Our method /How we work

With a 20+ years of experience, our team is honed to deliver the highest quality solutions and services fit to the unique nature of each of our clients. We start by analyzing the specific requests our clients have, in order to conceive a proper response. Next, our implementation and deployment teams will deliver according to an agreed-upon plan and methodology. Finally, with the help of our support and consulting teams, we ensure the value of our solutions and the overall well-being of our clients.

1_Identify

Discovery, Analysis & Planning
Project management
Baseline requirements
Methodology and planning
Costs and timeframe
Risk assesment

2_Design

Implementation & Deployment
Functional & non-functional requirements
Architecture & Design
Infrastructure set-up
Development & Testing
Deployment & Key-user Training
Prepare go-live database
UAT database configuration and migration

3_Care

Support
Go-live Support
Post-live Support
Monitorization and Reports
Optimization

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Successful implementation for / **over 300 clients**

International Clients

TITAN MACHINERY

Titan Machinery is the largest distributor of agricultural and construction machinery in the U.S. and one of the largest importers and distributors of such equipment worldwide. Titan Machinery's main partner is CNH Industrial, the world's largest distributor of its products.

Description: Implementation of Microsoft Dynamics NAV that covers all major business process such as: full company financial accountancy, including budgeting, invoicing, vendors, electronic payments transfers, sales, purchases, inventory and service.

Other solutions implemented: JET Analytics, Azure infrastructure, Timeqode (custom developed web application for the management of Heavy machinery equipment appointments and the allocation of interventions for each mechanic).

Countries: Romania, Bulgaria, Austria

KFC sogood

KFC (Kentucky Fried Chicken) is an American fast food restaurant chain headquartered in Louisville, Kentucky, that specializes in fried chicken. It is the world's second-largest restaurant chain (as measured by sales) after McDonald's, with 22,621 locations globally in 150 countries.

Description: Implementation of Dynamics 365 Business Central that covers all major business process such as: full company financial accountancy, including budgeting, invoicing, vendors, electronic payments transfers.

Other solutions implemented: Jet Analytics, Microsoft 365, Azure infrastructure; Timeqode (Contract management, automatic recognition of invoice data OCR; expense management, procurement).

Countries: Romania, Italy

elacin{ hearing protection

Elacin is the number one manufacturer of customized hearing protection that allow communication in any noise environment. Elacin has customers in different industries. You might come across their products in the automotive industry, the food industry, heavy industry, emergency services, defence and aviation.

Description: Implementing of Microsoft 365 Business Central with Premium users that covers all major business processes such as: full company financial accountancy, including budgeting, invoicing, vendors, electronic payments, sales, inventory, service and production.

Other solutions implemented: JET Analytics, Timeqode (custom developed web application for customer portal)

Countries: Romania, Netherlands, France, Switzerland, Germany

MagnaPharm
One Team. One Solution.

Pharmaceutical company providing a full range of services and going an extra mile to fulfill the demands of our reputable partners. Multinational pharmaceutical companies that have decided not to operate directly with their own affiliate in the CEE Region or already operating in our territories with mature brands outsourced to us have chosen **MagnaPharm** as their local service provider and became our trustworthy partners.

Description: Implementation of Dynamics 365 Business Central that covers all major business process such as: full company financial accountancy, including budgeting, invoicing, vendors, electronic payments transfers, sales, purchases, inventory.

Countries: Romania, Hungary - ongoing for Bulgaria, Serbia, Czechia, Slovakia and Poland

DEKOMTE

Following the family tradition of engineering entrepreneurship Günther de Temple founded **Dekomte** in 1978, 90 years after the de Temple family started a company making regulators for steam engines.

Despite starting in difficult economic conditions in 1978 Dekomte has grown into a global business employing 300 people in 13 countries.

Description: Implementation of Dynamics 365 Finance and Operations that covers all major business process such as: full company financial accountancy, including budgeting, invoicing, vendors, electronic payments transfers.
Other solutions implemented: Dynamics 365 Customer Engagement.

Countries: Romania, Germany, ongoing implementation for Belgium, Spain, UK, US

1/ **Consulting Services**

1_discovery

2_customer immersion

3_business process reengineering

4_business analysis

5_implementation packages

6_support packages

7_outsourcing

1.1 / Discovery

The ERP discovery phase is essential and should be one of the first activities to assess what every business needs and the key motivations to start such a strategically important project.
Before implementing a software system topics are essential to assess in the discovery phase, before implementing a software system:

We focus on 2 key areas:

1_Functional Requirements

These include everything from which modules and functionality you require configuration for, to the reports you want to run and whether your system will be integrated with other applications.

2_Business Challenges and Opportunities

We'll uncover the key problems you're facing in your business and discover opportunities for efficiency and improvements. This essentially becomes the roadmap for your software solution – if some or all of these key challenges are solved and improvements unlocked after implementation, the project is a success.

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1.2 / Customer Immersion

A Customer Immersion Experience is a chance for a team to experience new Microsoft technology and understand how it can better serve their business and enable productivity.

It is a facilitated, hands-on session to test-driving Microsoft devices and solutions through simulated, everyday business scenarios. During a CIE session, you and a handful of colleagues will experience the true impact of being a Microsoft-powered business.

Why a Customer Immersion experience?

1_Better Understanding

The customer immersion experience can help you **better understand** the platforms and products and how they are to be used by your organization.

2_Risk Free

A customer immersion experience can allow you to **explore** the different technologies and deployment options **before you actually make an investment.**

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1.3 / Business Process Reengineering

Before starting to technologically revolutionize your company you must make sure that your workflows can support your activity and your plans for expansion. Sometimes, especially when a company had an accelerated growth, we tend to focus on meeting new challanges and forget that the company's business workflows are live organisms that constantly need scaling, analyzing, adaptation and improving in order to sustain the daily activity.

BPR's main goal is to help companies fundamentally, if needed, rethink how they do their work in order to drastically improve customer service, cut operational costs and better meet business objectives.

What are the 5 steps of BPR?

1_Map the existing workflows.

2_Analyze existing workflows and **identify** gaps and/or overlapping tasks.

3_Redraw the workflows

4_Guide the client through the transformation.

5_Propose technological implementations based on the new workflows.

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1.4 / Business Analysis

Business Analysis is the set of tasks, knowledge, and techniques required to identify business needs and determine solutions to enterprise business problems.

To maximize the business value of your software implementation it is critical to have both business analysts and solution architects working together to ensure all stakeholder needs are accurately defined and delivered. During a software implementation, the business analyst works directly with the project stakeholders to define business requirements needed to maximize the business value of the solution. This may include many people within your organization, from the IT manager to the CEO.

Business Analysis process framework

1_Align primary
business objectives

2_Define
Scope

3_Conceive
BA Plan

4_Systemize
requirements list

5_Support
Implementation

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1.5 / Implementation Packages

We are simplifying the classic process of implementation for Dynamics 365 Business Central into specific areas of functionalities based on standard modules of the solution. We have created different and scalable setup packages & prices with concrete deliverables to make implementation easy for you and your business.

Package types:

1_Starter

Financial standard functionalities

2_Starter Plus

Starter + operational standard functionalities

3_Premium

Starter plus + Custom developments: functional requirements list based on Discovery phase activities

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1.6 / Support Packages

Experience maximum value from your investment with support packages crafted for your needs.
We have created a dedicated support team to assist our clients post implementation, creating long-term relationships based on efficiency and trust.

Benefits

1_The possibility to buy the **desired support hours**

2_The possibility **to choose** a **prefered consultant** or a **dedicated Project Manager**

3_A **guaranteed reaction time**

4_**Database backup** hosting

5_Monthly usage **report**

6_Possibility to require **on-site support**

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1.7 / Outsourcing

Our outsourcing services are structured into three classes: **technical, development and consulting.** We approach each client by visualizing the entire process. This way we are able to have an accurate overview of all business processes, offer valuable insights, suggestions and solutions, building a strong relationship with our clients and ensuring the highest level of service quality.

Our Portfolio

1_Development Services

_ Design workshops and documents
_ Development according to received specifications
_ Technical testing according to specific scenarios
_ Online interaction and problem solving, taking over support incidents for existing solutions
_ Integrations with different systems
_ Database performance analysis, optimization and maintenance
_ App and data upgrades and redesign for old version developments of NAV and AX
_ Building core developments and rollout services so that they are installed on multiple databases.
_ Development trainings for classic versions of NAV, AX

2_Technical Services

_ Installation of different versions of AX, NAV, CRM,
_ Dynamics 365 Finance and Operations, Dynamics 365 Business Central, Dynamics 365 for Customer Engagement, SQL Server, Office 365
_ Build development environments in Azure or on customer's infrastructure if needed
_ Lift and shift NAV/AX from on-premise to Azure Technical consulting for security and cost matters
_ Migrations of servers / databases/ environments
_ Azure subscriptions management

3_Consulting Services

_ Analysis and documentation
_ Workshops and user training for different versions of Ax, Dynamics 365 for Finance and Operations, Dynamics Nav, Dynamics 365 Business Central
_ Testing and quality assurance
_ Jet Reports and Power BI
_ **Operations:**
_ a) **Assessment** – identifying processes and goals of the company, developing and implementation plan.
_ b) **Workshops** – Configuring Dynamics 365 Business Central – different modules, training of participants, GAP/FIT list, estimating for any third-party solutions and/or custom modifications.
_ c) **Support Services** and **Bug Fixing**
_ d) **Implementation Services**
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2 / Dynamics Solutions

1_ dynamics 365 Business Central

2_ dynamics 365 for Finance and Operations

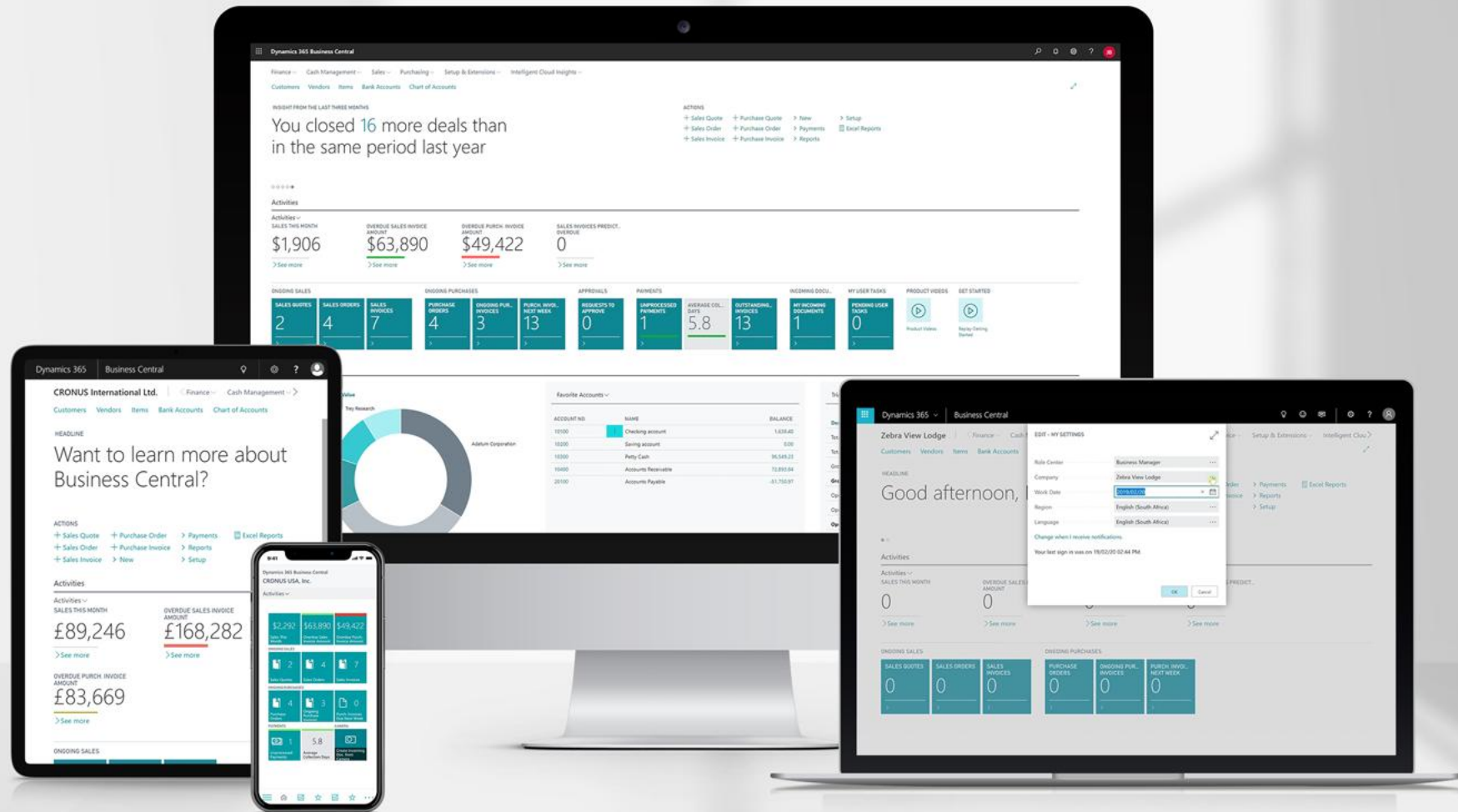3_ dynamics 365 Customer Engagement

4_ SAF-T for Dynamics

5_ LS Retail

6_ power BI

7_ jet reports

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2.1 / **Dynamics** 365 Business Central

Connect operations across your small or medium-sized business

General Description

Microsoft Dynamics 365 Business Central is **one of the most popular ERP Solutions** in the world, previously known as **Microsoft Dynamics NAV** (or **Navision**).

Microsoft Dynamics 365 Business Central is **an IT system that integrates and connects every business part of an organization** (people, processes, and technologies) with a single database to which all the actors involved report.

Microsoft Dynamics 365 Business Central is **a complete solution for business management**, being designed for large companies, now available in Romania as Software as a Service (SaaS) in the Cloud, which means that even small and medium companies can benefit from it.

Microsoft Dynamics 365 Business Central **combines Dynamics NAV features with Cloud flexibility**, including a full set of functionalities for accounting, financial and management capabilities, project management, supply chain, resource management, warehousing and logistics, service and production.

Benefits

Cloud
Available in **Saas (Software as a Service) model** with a fully managed infrastructure by Microsoft, with continuous operation at maximum performance and availability parameters.

Global
Developed based on experience and expertise gained over time by Microsoft, with deployments to over 500,000 customers

Local
Arggo localized Dynamics 365 Business Central for Romania, having a portfolio of clients who already use it and who have tested and confirmed the financial-accounting functionalities.

Simple
For small and medium-sized companies, the implementation time is very short and the solution can be implemented in just a few weeks.

Complete
Dynamics 365 Business Central covers both the operational management modules and the financial-accounting ares. Thus, the solution provides an overview of the entire operating system of a company.

Flexible
It can be **customized** to a company's needs and accessed from any type of device, allowing users to use the solution from anywhere.

Integrated
Dynamics 365 Business Central is integrated with everything in Microsoft's work environment, such as Office 365, Power BI, or artificial intelligence.

Extensible
It can be integrated with other business solutions, thus expanding its capabilities both internally and externally.

Accesible
With the SaaS model, the solution is convenient for small and medium-sized companies that can use all its functionalities to which only large and very large companies had access.

Reliable
Arggo, as a Microsoft partner with over 200 projects and a team of over 50 consultants and developers, gives you the confidence to implement business solutions.

2.2 / **Dynamics** 365 for Finance and Operations

Microsoft Dynamics 365 for Finance and Operations is the latest version of Dynamics AX.

In the era of highly informed customers and everchanging economic environment the key to profitability is to **deliver amazing customer experiences**. An ERP business solution like Dynamics 365 for Finance and Operations is highly configurable, user friendly and gives your company the required flexibility to take advantage of new business opportunities, to reduce risks and to differentiate your business while meeting new requirements.

End-to-end **process**

1_Design

Taking detailed business and end user requirements and translating them into functional and technical design document, the blueprints to build the system.

2_Development

System functionalities will be built and tested as approved in the design specifications, including developing customizations, integrations and interfaces.

3_Deployment

Comprehensive testing services, end user training, user acceptance testing, final data migration and transition to live environment.

4_Documentation

Documentation support on end user processes and system administration. User assistance and training manuals tailored to customer requirements.

5_Support

Experience maximum value from your investment with dedicated and personalized support from our experts

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A centralized database with tools for sales, marketing and customer service

The way customers interact with a brand and purchasing behaviour has evolved in the new digital world. Today, anyone can find online all the information they need about your company, products and services. Sales, Marketing and Customer Service teams must adapt to this new reality so they can build customer trust and loyalty by personalizing each customer journey. **The CRM solution grants your company the necessary tools to engage each customer and to deliver tailored experiences while increasing your team's productivity.**

Benefits

1_Centralized customer infrastructure

2_Automated marketing interactions.

3_Measurable marketing ROI

4_Enabled responsive customer service

5_Enhaced marketing activities through accurate, real-time insights.

6_Tracking of opportunities and transforming them into actual sales.

7_Loyalize customers with predictable interactions.

8_Personalized customer engagement across channels

9_Shorter sales cycles with reduced costs with sales force automation capabilities.

The SAF-T reporting solution that helps companies meet the requirements of the Romanian tax authorities.

The Standard Tax Audit File (SAF-T) is an international standard for the electronic exchange of accounting data between taxpayers and tax authorities. Arggo has in its portfolio both the **Arggo SAF-T for Dynamics** solution and a stand-alone solution for customers who have not implemented an ERP system from the Microsoft suite - **Timeqode SAF-T by Arggo** .

Complete SAF-T Solutions through the Informative Declaration 406

1_Data mapping - with information available in ERP

2_Export to single or multiple XML files

3_Integrated nomenclature update

4_Support in file validation with DUKIntegrator

All proposed ERP solutions have enabled Romanian localization, created by Arggo.

The Arggo Localization add-on represents a bundle of software enhancements developed according to a country's specific legislation for accounting software. Arggo has developed localization for Microsoft Dynamics NAV, Microsoft Dynamics 365 and Dynamics 365 Business Central.

Benefits

1_Basic legal and tax requirements: settings, reports and some of the legal statements.

2_Local language.

3_Improvements of the standard validations and additional user checkouts.

4_Mandatory conditions for periodical auditing process of the software which includes: Checkout reports.

5_Additional standardized restrictions in order to minimize user errors in accordance with the Romanian legislation.

6_Specific features related to tax and legal mandatory statements such as VAT, VIES, Intrastat.

Ls Retail with Romanian Fiscalization powered by Arggo is an all-in-one business management software solution.

High-quality, cost-effective and highly configurable software solution which helps retailers, hospitality and forecast businesses to optimize their business practices, increase revenue and satisfy old and new customers easier, simpler and faster.

Benefits

1_Complete end-to-end retail solution
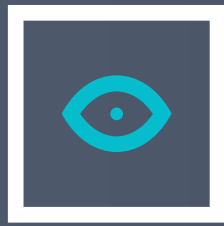
2_Centralized management and visibility

3_Unified commerce

4_Flexible on-premises, cloud and hybrid

5_Low cost of ownership

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Smart business intelligence strategy is all about making better decisions.

Power BI is a technology-driven process for **analyzing data and presenting actionable information** to help corporate executives, business managers and other end users make more informed business decisions. Power BI enables companies to collect data from internal systems and external sources, prepare it for analytics, develop and run queries against the data, and create personalized reports, dashboards and data visualizations. Power BI also provides historical, current and predictive views of business operations.

Key Features

1_Integration Capabilities
Power Bi can **connect** to nearly any legacy or modern enterprise app or data source in cloud or on premises. Users also have vocal access results with intengration with Cortana, Microsoft's digital assistant.

2_Instant Insights
Empowers users to create subgroups of data and **automatically apply analysis** to that information.

3_Artificial Intelligence
Power BI **provides access** to **image recognition** and **text analysis**, and **creates machine learning models**.

4_Customization
Users can **create their own reports** and visuals as well as import new reporting tools into the platform.

Fast and Flexible analytics and reporting into Excel with Jet Reports

Jet Reports has introduced advanced features for creating, scheduling and automatically distributing reports directly from Microsoft Dynamics NAV or Microsoft Dynamics 365 Business Central. Users can access and consolidate the needed data to create meaningful reports in Excel.

Benefits

1_Specially created for business users

2_Eliminate errors

3_Decrease reporting time and costs

4_Boost time-to-value

Users can view data directly in Excel or Microsoft Power BI and access dashboards and reports any time, anywhere, from a mobile device.

Users can view data directly in Excel or Microsoft Power BI and access dashboards and reports any time, anywhere, from a mobile device.

By eliminating the requirement of hard coding or programming skills, Jet Reports gives users the liberty to explore data and create or modify reports on their own.

Jet Reports provides it's users with pre-built cubes and data warehouse dashboards with extensive report and dasboard template library that allows them to gain valuable business insights from day one.

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What our **clients say about us**

"One of our major goals was to **digitalize and automate our business processes**. With the help of the Timeqode platform we designed a custom solution that fits our needs perfectly, thus achieving our efficiency goals. Now the order processing time is **reduced by 70%**, and orders are processed in **maximum 1 day**."

Monalisa Ungureanu, CEO - Agrii

"The Projects Database App created on Timeqode is a truly powerful instrument, available to the entire sales field team, which showed immediate benefits in time management, potential customer optimisation, route improvement, in monitoring results and maximizing the chances of converting prospects into turnover."

Tiberiu Pop, Sales Director - Baumit

"The collaboration with Arggo started a few years ago with the implementation of the Dynamics 365 Business Central solution and continues today with other solutions / applications for our internal process automation. **Professionalism**, particular recommendations for our business and the support they provide **us whenever necessary**, make the Arggo team a **reliable partner** for our company."

Anca Sava, Financial Manager - Klass Wagen

"We thank Arggo for the **professionalism and involvement** of its entire team in developing the Expense Management application for our company on the Timeqode Platform. We appreciated the interest shown by Arggo's team in **understanding our business** and the **ability to adapt** the software solution to the specific requirements and the needs of SECOM."

Adina Constantinescu, CFO - Secom

T o g e t h e r ,   w e   a r e   o n e !

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Contact

Schedule a meeting, start a project, gain insight or just say hello, we're happy to hear from you!

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Thank you

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