MS POS

Knowledge is the Solution

About us

MS POS
Knowledge is the Solution

- **We implement ERP systems**

  for complex enterprise management

- We base them on **Microsoft Dynamics 365** & Power Platform

- **We integrate systems** (payment, location and legal, external solutions)

- We help – **Helpdesk & Service**
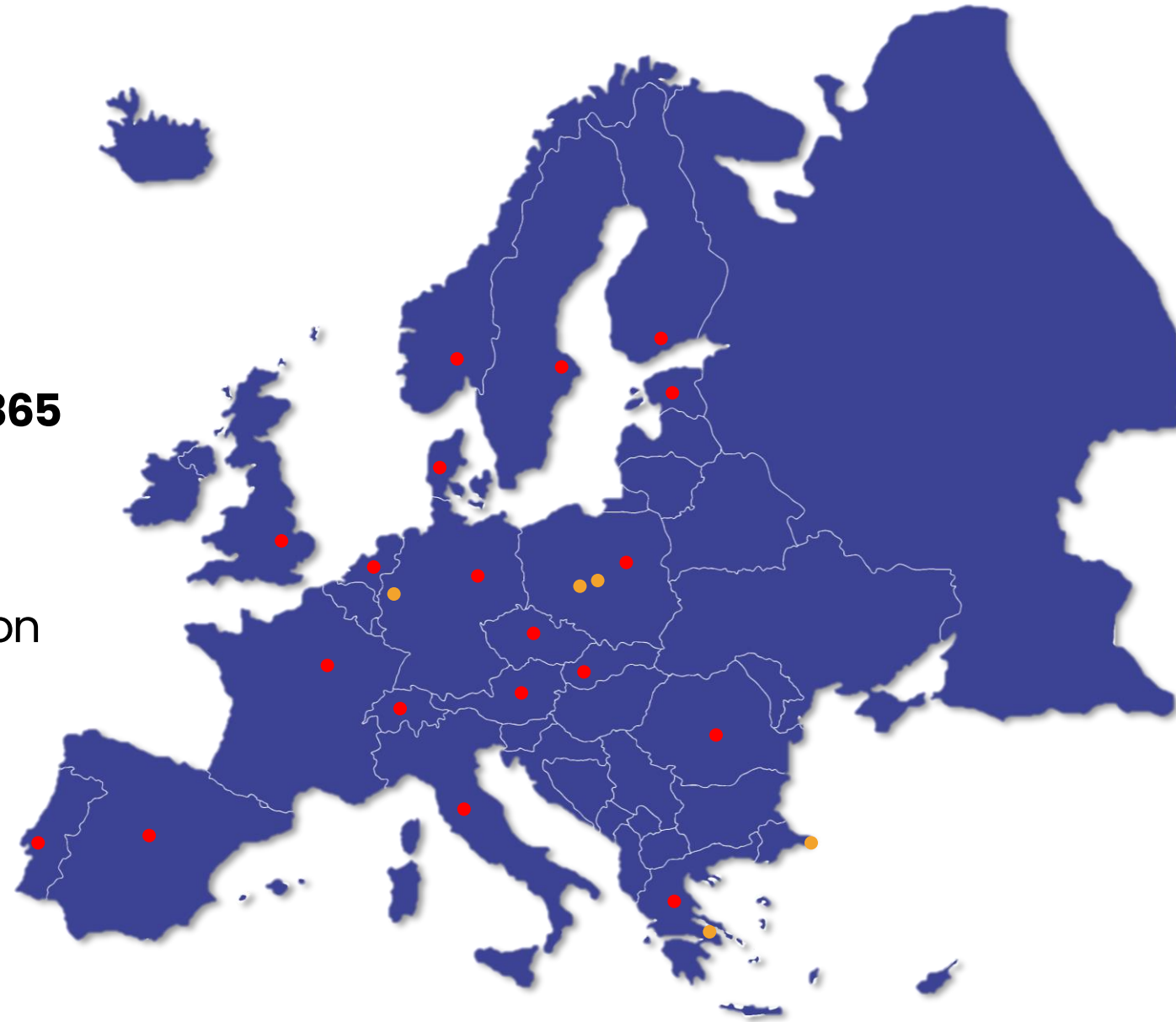
Products in Microsoft's structure

ERP modules in Microsoft's structure

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Finance

Supply Chain Management

Commerce

Power BI

Sales CRM

Marketing

Power Apps

Azure

MS POS Products

Project Operations

Field Service

Customer Service

ERP modules in Microsoft's structure

Finance

Functionalities
- Full accounting, handling of settlements and fixed assets, compliance with local laws
- Cost control and pricing of products and services
- Financial and management analysis and reporting
- Financial risk management, controlling
- Tax management and settlement
- Integrations with banks
- Budget and financial forecast management
- Multi-company / Intercompany
- In-system integration and automation of accounts receivables

Benefits
- Full ongoing control of the company's economic situation
- Consistency of data and processes across the company
- Financial and tax solutions that follow legislative changes
- Full link between logistic processes and their accounting records
- Automation of financial processes
- Improved control over costs and pricing of products/services
- Faster analysis and reporting of financial data

Supply Chain Management

Functionalities
- Production planning and scheduling
- Demand planning and sales forecasting
- Cost management and supply chain optimization
- Warehouse management
- Quality control
- Business process automation and cost reduction
- Real-time tracking of production execution
- Transportation and logistics management

Benefits
- Increased accuracy of demand and supply forecasting and planning
- Increased transparency in the supply chain
- Improved quality of customer service
- Reduction in production and delivery cycle times
- Increased efficiency in warehousing and inventory management

Commerce

Functionalities
- Retail point of sale management (stationary stores, call centers and online)
- Handling transactions in the omnichannel model
- Multi-level mechanism for handling promotions
- Integration with payment and fiscal systems
- Rich price management engine
- Fully customizable friendly interface

Benefits
- Faster response to changing customer and market needs
- Consistent management across all distribution channels
- Increased revenue through multidimensionality and precision in adjusting prices to the channel
- Improved customer service and increased customer loyalty through improved discount systems and promotional offers
- Ability to integrate with external systems

ERP modules in Microsoft's structure

Sales CRM

Functionalities
- Managing customer contact
- Managing the cooperation of sales teams
- Analytics and reporting
- Sales forecasting
- Call and service support
- Integration with Microsoft Office
- Personalization
- Mobility

Benefits
- Improved sales and marketing efficiency
- Improved cost control
- Improved quality of customer service
- More effective acquisition of customers and orders

Marketing

Functionalities
- Marketing campaign management
- Audience segmentation
- Personalization of communications
- Marketing process automation
- Lead management and scoring
- Email marketing
- Advertising campaigns

Benefits
- More effective planning and execution of marketing campaigns.
- Improved effectiveness and efficiency of marketing processes.
- Increasing the number of conversions and acquisition of new customers.
- Improving the quality of data on customers and potential customers.

Power Apps

Functionalities
- Low/No-Code application development
- Personalized forms and views
- Availability in the cloud
- Integration with other applications
- Easy integration with databases
- Compatibility with different operating systems
- Full responsiveness
- Integration with Power Automate and Power BI

Benefits
- Improved efficiency of business processes
- Opportunity to educate Citizen Developers
- Dynamic application development according to the needs of the organization
- Flexibility of solutions
- Low cost of implementation and application development

Project Operations

Functionalities
- Project planning
- Project budgeting
- Time tracking
- Profit and loss analysis
- Resource management
- Contract management
- Integration support
- Cost tracking
- Reporting

Benefits
- Improving project efficiency
- Optimization of costs
- Increased quality of services
- Improved collaboration with the project team
- Improved data analysis
- Improved resource management
- Support for business processes

ERP modules in Microsoft's structure

Power BI

Functionalities
- Aggregation of multiple data sources
- Reporting and data visualization
- ETL (Extract, Transform, Load)
- Ad hoc and dril-down analyses
- Pretrend analysis and forecasting
- Data warehouse and data warehouse

Benefits
- Ability to create dynamic and personalized
- Improved ability to make business decisions
- Increased business efficiency through increased process effectiveness and cost reduction
- Increased revenue through better market analysis and increased sales
- Faster response to changing market needs

Azure

Functionalities
- Fully and easily scalable data storage in the cloud
- Data security
- Intelligent data analysis
- Automation of business processes
- Internet of things
- Real-time monitoring
- Ease of integration

Benefits
- Quick implementation
- Cost savings
- Scalability
- Innovation
- Ease
- Security
- Flexibility
- Security
- Cost savings
- High performance
- Availability

Our products

Applications
- **HRAPP** –a "paperless office" application for HR department management
- **OBTAINMENT LIST** - an automated multi-channel application for employees Dynamics 365

Dynamics 365
- **KSeF** - package adjusting to the legal requirements for electronic invoices
- **Polish localization Package** - financial and legal package for foreign companies operating in Poland
- **MS POS GDPR** - package adapting to the requirements of the European Directive on personal data

POS Systems
- **CEGID** – international POS Platform
- **unTill** – POS solutions for the hospitality industry
- **POSsible** – POS system application for the retail industry

But ... why all this ERP ?

1
Order & Control

2
Security
Time
Quality
Innovation

3
Profit & Growth

Reliable data ➡ Good decisions ➡ Effective resources management

Maintenance and services

HelpDesk and Development Services

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HelpDesk

- Ensuring continuity of system operation
- Troubleshooting and streamlining work
- Remote consultations with users

- Availability of a skilled team of consultants, developers and IT professionals
- Management of requests through Jira Service Platform

Development Services

- Increasing the functionality of the system - custom approach
- System reviews and optimizations

- System administration services
- User training

Additional Services

- Implementation of new functionalities and modules
- Implementation of new legal regulations

- Extensions and modifications to existing functions
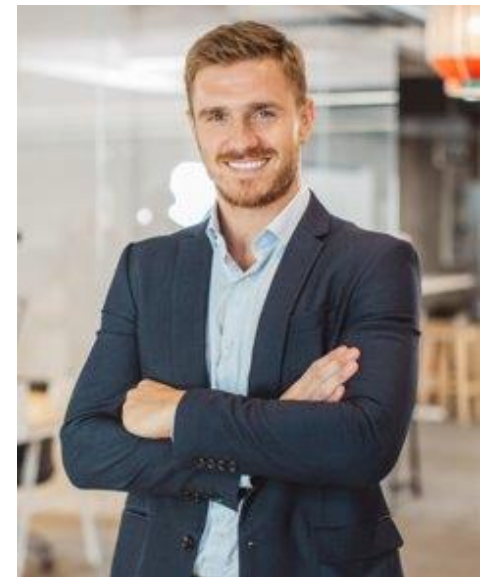
Project Management – Scrum / Agile

Flexibility

Teams working according to the **Agile** method focus on the rapid delivery of the system parameterization, which in subsequent iterations (sprints) is improved or changed according to the current requirements of the Client.

Update

Weekly Scrum team meetings, close cooperation between the business and development team, continues delivery, allow to understand the client's requirements, consult the results of the work and upload changes to the UAT environment, according to the prioritization of tasks using the **MoSCoW** method.

Sprints

We work in **monthly** Sprints. The result of this approach is early familiarization of key users with the system. This allows us to quickly verify the system settings against the Client's expectations.

R&D MS POS

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HR App

- Supervision of remote and hybrid work
- Delegations
- Onbording
- Workflow management
- Acceptance of holidays and overtimes
- Control of status of requests
- Vacation report of teams
- View of available and remaining vacation days
- Email notifications

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GDPR

Data Anonymization Function

- Securing information systems
- Ensuring permanent data security
- Removal of identification data of individuals involved
- A flexible solution, tailored to each country
- Data protection at design stage

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KSeF

- National polish e-Invoicing System
- User authorization in KSeF using :
  - Trusted Profile
  - Qualified profile
  - Qualified seal
  - Authorization token
- Sending invoices to KSeF
- Invoice validation and its acceptance (or not) in KSeF
- Downloading cost invoices from KSeF system
- Substantive control of cost invoices
- Preview of invoice data

Values

Contact

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