



Digitize your business

# About Pioneers IT

- Pioneers Information Technology Co. Ltd. is a part of **Al-Nafie Holding Group** was founded in 2011 with its headquarter in Jeddah-KSA. We have three other branches in Riyadh-KSA, Cairo-Egypt, and Dubai-UAE.
- Pioneers IT started with a team of competent professionals who has over 18 years of experience in the technology field.
- We offer professional services in the development, implementation, training, and support of integrated business management systems. We are fully focused on Microsoft Dynamics ERP, CRM, DMS, BPM, ECM, Power BI and their specialized add-ons.
- In addition, we are Microsoft Gold partner and CSP (Cloud Service Provider) in the Middle East, We provide Cloud Services such as. Dynamics 365, Office 365, Microsoft Azure, . .etc



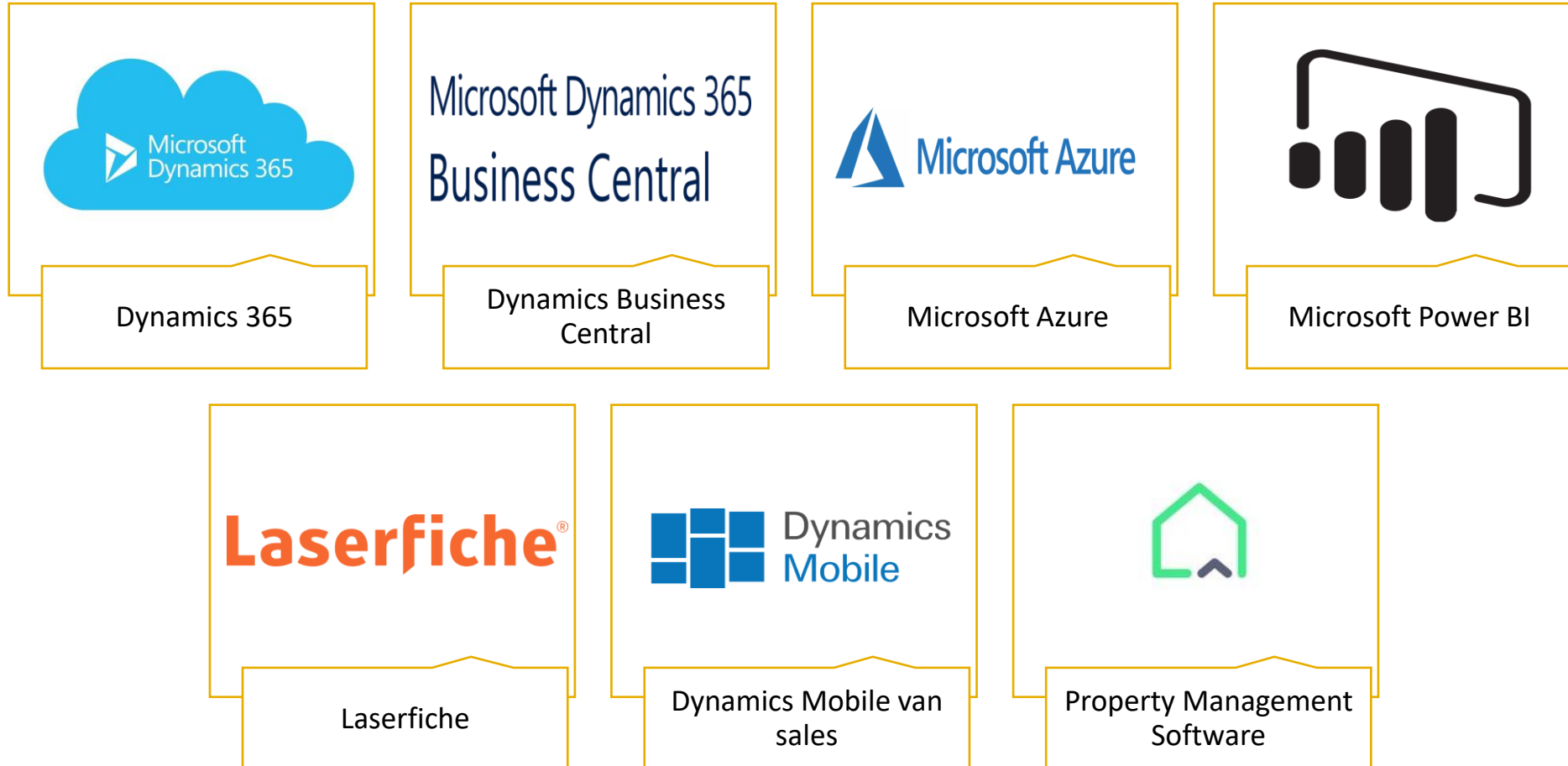
## Mission

Pioneers Information Technology provides a perfect mix of technology, experience and excellence to deliver Microsoft Dynamics Solutions to the way that customer business works, fully integrated to his systems and easily extended to meet the customer needs.

## Vision

- To be a long-term trusted partner and solution provider of choice for the best-in-class business management solutions in the global market. Our overall offering is strengthened as a result of our close strategic partnerships with industry giants such as Microsoft, EME, and other leading technology companies.

# Our Product





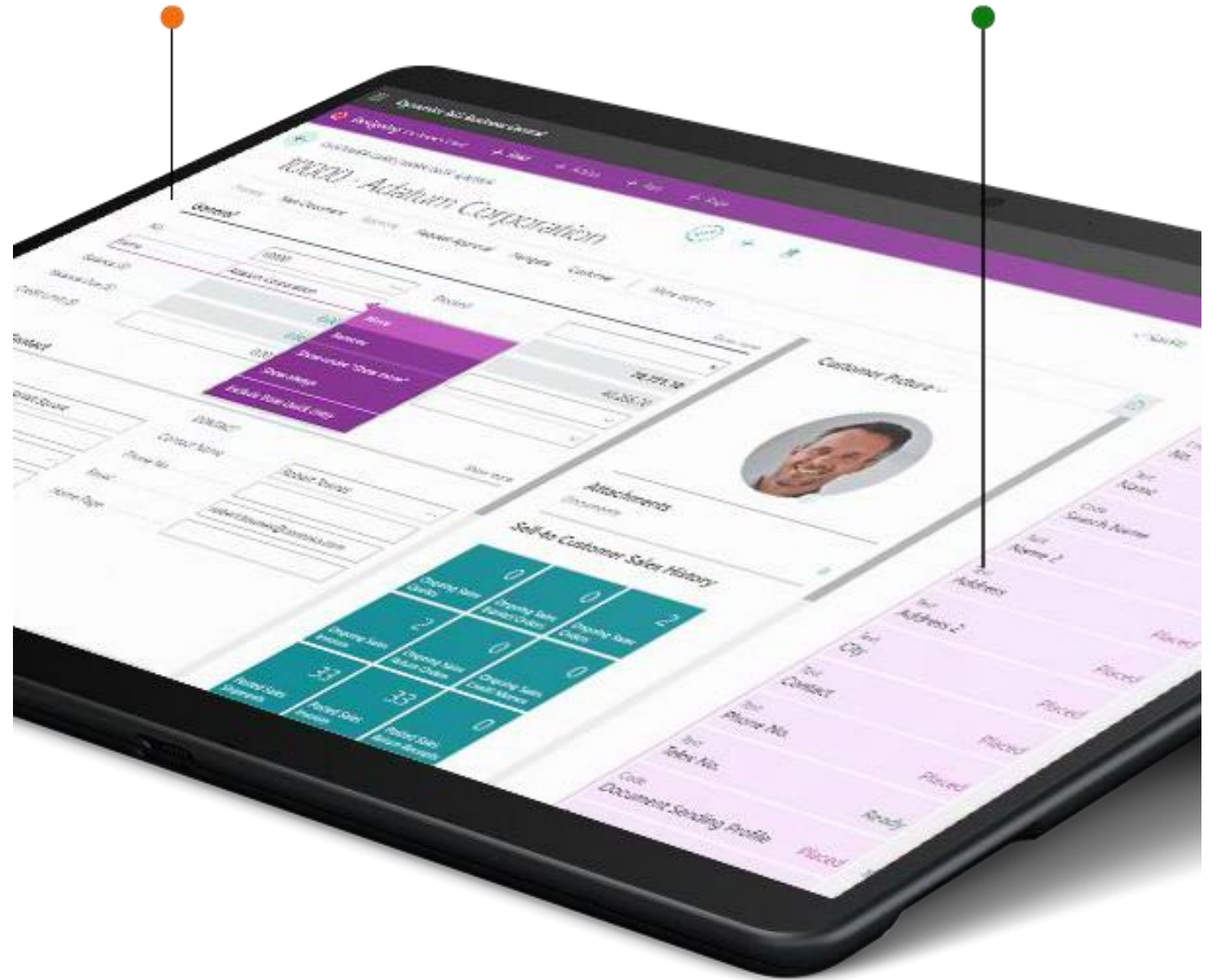


# Microsoft Dynamics 365 Finance and Operations

- Accelerate the speed and accuracy of doing business and enable digital transformation with Microsoft's next-generation ERP solution – Microsoft Dynamics 365 for Finance and Operations.
- Dynamics 365 for Finance & Operations connects all of your processes and departments including procurement, sales, logistics, productions, projects, financial, service and business administration in the cloud to enable you to make better decisions quickly.
- Previously known as Microsoft Dynamics AX, this powerful cloud-based ERP solution offers a complete set of adaptable manufacturing, supply chain, retail and finance capabilities with built-in predictive analytics and intelligence for real-time actionable insights into business performance. Dynamics 365 for Finance and Operations empowers you to run your business more efficiently, stimulate growth and achieve organizational agility.

# Microsoft Dynamics 365 Business Central

- Helps small and mid-sized enterprises to get a better visibility into their overall business, eliminate departmental silos and grow with a solution that is scalable and extendable by automating and optimizing business processes.
- It is a comprehensive business management solution designed for small to medium-sized businesses that automates and streamlines business processes and helps you manage your business. If you are looking for a comprehensive business management solution, you need to consider Dynamics 365 Business Central. It is simple to adapt and use, assist you in business collaborations and lets you make smart decisions.





# CUSTOMER RELATIONSHIP MANAGEMENT



## Microsoft Dynamics 365 CRM

- CRM stands for customer relationship management. It's a set of integrated, data-driven software solutions that improve how you interact and do business with your customers.
- CRM systems help you manage and maintain customer relationships, track sales leads, marketing, and pipeline, and deliver actionable data. CRM solutions increase your profitability by streamlining administrative processes in your sales, marketing, and service divisions, and by letting you focus on building and maintaining the customer relationships that matter.
- A strong CRM solution is a multifaceted platform where everything crucial to developing, improving, and retaining your customer relationships is stored. Without the support of an integrated CRM solution, you may miss growth opportunities and lose revenue because you're not optimizing your operating processes or making the most of your customer relationships or sales leads.
- Imagine misplacing customer contact information, only to learn that your delay resulted in losing your client to a competitor. Or picture your top two salespeople pursuing the same prospect, resulting in an annoyed potential customer and some unfriendly, in-house competition. Without a centralized and automated CRM system, your team can lose track of customer interactions and miss business opportunities.



# Microsoft Power BI

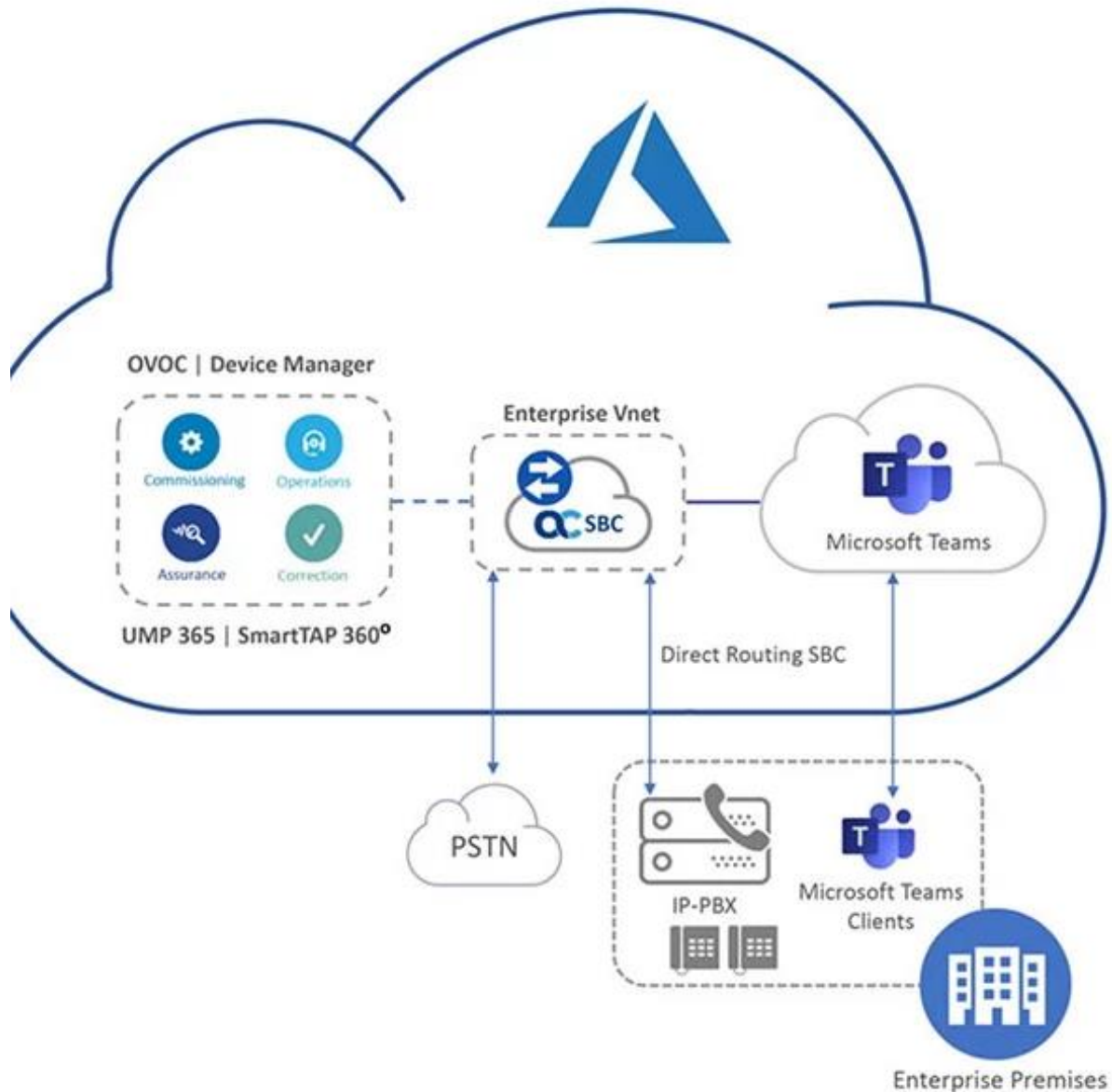
- Get self-service analytics at enterprise scale

Reduce the added cost, complexity, and security risks of multiple solutions with an analytics platform that scales from individuals to the organization as a whole.

- Use smart tools for strong results  
Find and share meaningful insights with hundreds of data visualizations, built-in AI capabilities, tight Excel integration and pre-built and custom data connectors.
- Help protect your analytics data  
Keep your data secure with industry-leading data security capabilities including sensitivity labeling, end-to-end encryption, and real-time access monitoring.







# Microsoft Azure

- Microsoft Azure, formerly known as Windows Azure, is Microsoft's public cloud computing platform. It provides a range of cloud services, including compute, analytics, storage and networking. Users can pick and choose from these services to develop and scale new applications or run existing applications in the public cloud.
- The Azure platform aims to help businesses manage challenges and meet their organizational goals. It offers tools that support all industries -- including e-commerce, finance and a variety of Fortune 500 companies -- and is compatible with open-source technologies. This provides users with the flexibility to use their preferred tools and technologies. In addition, Azure offers 4 different forms of cloud computing: infrastructure as a service (IaaS), platform as a service (PaaS), software as a service (SaaS) and serverless.
- Microsoft charges for Azure on a pay-as-you-go basis, meaning subscribers receive a bill each month that only charges them for the specific resources they have used.

# Laserfiche

- Laserfiche is a world-leading enterprise content management (ECM) solution that enables companies to manage document management (DMS) as well as document cycle automation (BPM).
- Laserfiche's integrated solutions allow for faster and more streamlined business within any organization and reduce operating costs on four levels:
  - Time: by accelerating the work cycle and eliminating paper
  - Money: by reducing the cost of scanning, printing papers and inks, and maintaining printers
  - Location: By canceling the spaces designated for keeping documents
  - Security: By electronically keeping all the company's papers and data in a safe place that allows confidentiality of information and is far from dangers and accidents.
- Start your digital transformation now with Laserfiche's global business process automation, document management and archiving solutions.







# Van Sales Solutions

- Ready solutions for Sales, Distribution, Delivery, Warehouse Management and more
- Dynamics Mobile provides ready solutions allowing organizations to transform their daily field operations to fully automated, connected and well-defined state-of-art business processes. The apps cause significant cost optimization by extending the reach of control and visibility out to the field, where business actually happens.
- Standalone and ERP connected business apps

# Property Management Software

- Power your business with the best property management software on the market
- Centralize operational, financial, leasing and maintenance management for your entire portfolio in a single database.
- Automates the cumbersome monthly billing process of multi-tenanted facilities like malls, airports, business/IT parks, commercial and residential complexes. Fixed charges like rental & common maintenance, electricity charges, water usage, common area apportioned charges, concessionaire charges, other tenant service charges, tenant specific ad-hoc services, etc. can be automatically billed with 100% accuracy and transparency.





# Our customers



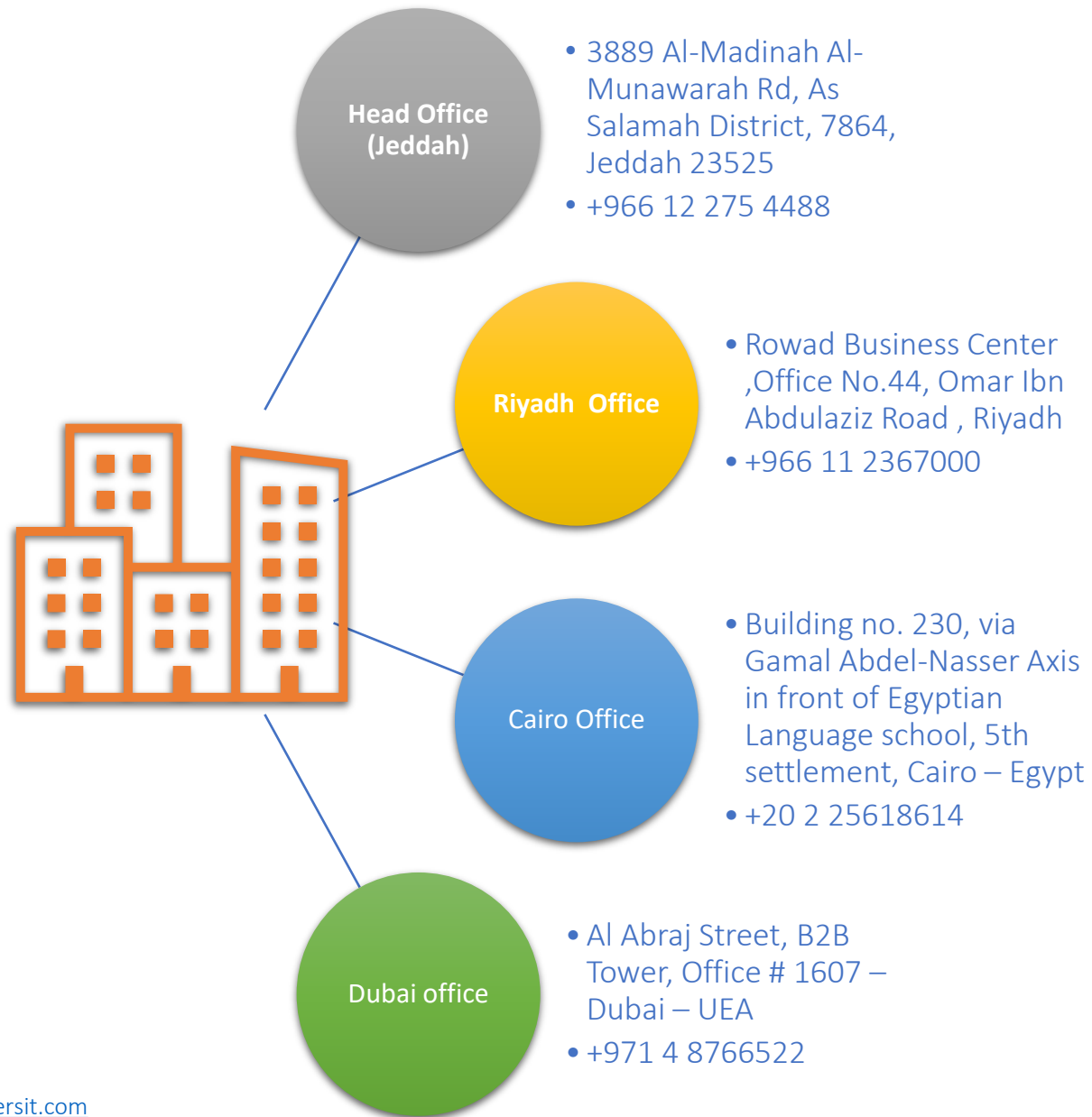
ALBAPTAIN FOOD  
البابطين الغذائية



# Our customers









Thank you