PIONEERS
INFORMATION TECHNOLOGY

Microsoft
Solutions Partner

COMPANY PROFILE

Leading Digital Transformation with Microsoft Partnership

01 About Pioneers IT.

02 About Team.

03 Mission & Vision.

04 Our Products.

05 Microsoft Dynamics 365 Finance and Operations.

06 Microsoft Dynamics 365 Business Central.

07 Microsoft Dynamics 365 CRM.

08 Property Management Software.

10 Student Registration Solution.

09 Van Sales Solution.

11 HR & Localized Payroll.

12 E-INVOICE Solution.

13 Microsoft Power BI.

14 Microsoft Azure.

15 Laserfiche.

16 Our Reference List (Success Stories).

ABOUT
OUR BUSINESS

- Pioneers Information Technology Co. Ltd. is a part of Al-Nafie Holding Group was founded in 2011 with it 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

ABOUT
TEAM

- Our specialists have completed a great amount of successful implementation and localization projects for more than 15 years, regarding integrated business management systems. Pioneers IT constantly invests in raising the team's qualifications to provide customers with the latest achievements in the field of information technologies. All of our specialists are Microsoft Dynamics Certified Professionals.
- Discover more than 90 members of Consultants & Developers, we were a part of the success of more than 100 projects and +3000 users guaranteed to elevate your projects with precision, expertise, and commitment to continuous innovation and setting your business on a path to unparalleled success

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 Microsoft, Laserfiche, Dynamics Mobile affairs, and other leading technology companies.

OUR SOLUTIONS

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
Finance & Operations

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.

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.

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.

Student Registration Solution

- The Student Registration System is a cloud-based registration, contract, and payment management solution for businesses and institutions.
- These solutions seek to streamline the registration process by automating tasks such as applying, collecting data, maintaining records, following up on applications, and communicating with students and their parents via an electronic platform.
- In addition to managing the process of conducting parent tours and school visits, the electronic platform also facilitates the scheduling of admission exam dates.

Van Sales
Solution

- 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.

- Integrated Solution: Add-on Dynamics 365 F&O and Business Central 365.

- Available for iOS, Android and Windows 10 devices.

Localized

HR & Payroll “add-on”

- Localized HR & Payroll add-on is a vertical that was built inside and on top of Microsoft Dynamics 365 for the various Payroll and Administration processes such as personnel.
- management, organizations hierarchies, employees' grading, employees' payments, leaves management, workflows and self-services, end of services, government administrations and others.

- Personnel Management.
- Organizations Hierarchies.
- Employee Contracts.
- Employee Grading.
- Employee Payments.
- Leaves Management.
- Time Sheet and Attendance.
- Workflows and Approvals.
- Self-Services.
- End of Service.
- Government Administrations.
- and more.

E-Invoice
Solution

- Implementing e-invoicing with Pioneers IT offers several benefits for businesses. These include:
- E-invoicing automates the entire billing procedure, there by reducing manual errors, delays, and processing costs.
- It expedites the generation, delivery, and processing of invoices.
- With structured data and standardized formats, e- invoicing reduces data input errors and guarantees the accuracy of billing information.
- Embedded Solution built inside MS Dynamics 365 Compatible with:
  - Dynamics 365 F&O Cloud and On-Prem Version
  - Dynamics 365 Business Central Cloud and On-Prem Version
  - Better compliance: the e-invoicing system is integrated with the government's tax authority.
- This integration facilitates VAT compliance, simplifies tax reporting, and reduces the risk of noncompliance penalties for businesses.
- E-invoicing eliminates the need for paper, printing, postage, and manual processing, sparing businesses a significant amount of money.

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.

OUR CUSTOMERS

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Thank You

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