



Entersoft Group



Software for ambitious enterprises



Software for ambitious enterprises

Entersoft S.A.



- Entersoft is a leading business software and services provider in South East Europe and the Middle East.



Listed in the Alternative Market of the Athens Stock Exchange

- It has a prominent role in the business software development market by providing a comprehensive and integrated business software suite with ERP, CRM, Retail, Mobile, E-Commerce and B.I. applications. Developed on the latest Microsoft .NET® technology and available for on premise or on cloud installation, while can be used either as a licensed product or as Software as a Service (SaaS).



Entersoft is certified as Microsoft Gold Certified Partner ISV Software Solutions, for Windows 8, Microsoft Azure & Microsoft .NET



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Our Mission



Provide constantly

innovative, effective & reliable full range Integrated

Enterprise Applications along with

high quality services and **support** to ensure

optimized efficiency for our customers



Easy to use, appropriate software tools, solutions, ideas and products for contemporary business management

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Our timeline



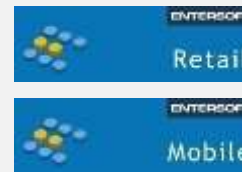
National wide Partner Network



Listed in the Alternative Market of the Athens Stock Exchange

Entersoft Romania
Entersoft Bulgaria

Acquisitions
Nova Consulting
Retail@Link



First Greek Business Software Company @Apple Store



New Acquisition Alfa Software Solutions



€5m |3yr Investment Plan

Entersoft M.East

New Acquisition Cardisoft

Microsoft .NET enter .net

2002 Established

2004

2006

2008

2010

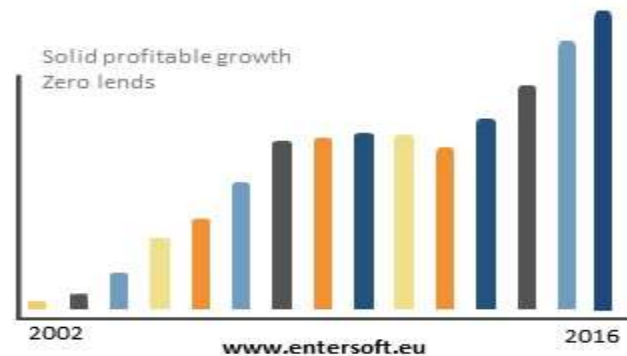
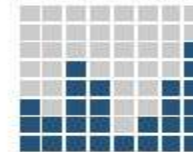
2012

2014

2015



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Our competitive advantages



Fresh, flexible and efficient **business scheme** with extensive **experience** in business software

Continuous **investments** in Research & Development

Quality **human** Resources

Clear **vision** and development strategy

Technological pioneering products

Structured and **quality** services

Fully Integrated ERP-CRM-Retail-E-Commerce-Mobile **environment** as well as stand alone applications

Loyal and highly **satisfied** customers



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Certified Solutions by World Leaders



Entersoft Business Suite completed the certification program of Technology Evaluation Centers (TEC) the world's leading online provider of software selection tools, services and research

Entersoft became one of the very few business software vendors in CE Europe to have its software certified by TEC.

«It's not hard to see why Entersoft's customers are very satisfied with the company, its products and its services. Organizations looking for an ERP solution that competes with larger, big-name vendors ... but at a better price will want to include Entersoft in their selection process.»

Ted Rohm, Senior ERP Analyst at TEC



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Over 2,500 clients including large multinational corporates



L'ORÉAL



Dixons
Carphone



AstraZeneca



FOREVER 21

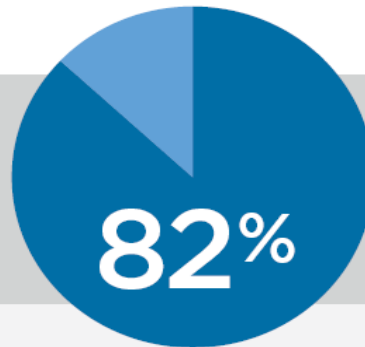


LONGCHAMP
PARIS

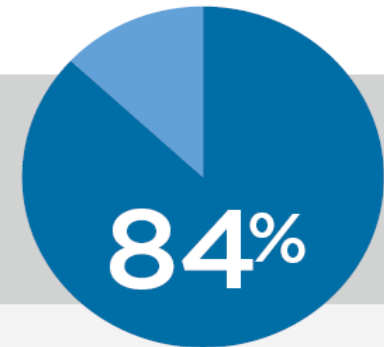


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89%
Overall
Satisfaction



of customers receive
higher satisfaction to
their initial expectations



of customers recognize
higher value for money to
their cooperation with Entersoft

Support

94% overall satisfaction
from Support Services



Recommendation

88% intention to recommend Entersoft
and its products



Strong Growth



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Profitability, Liquidity Investments, Expansion

10,67 m. €

Group Turnover
2016

1 m. €

Group Profits
before Tax 2016

The Company has
Zero Debt

High Liquidity
Ratio

Significant
Investments

In Product
Development

Extensive
Exports
activity at
16 countries

3 subsidiaries

established
internationally
2012-2016

Personnel
increase in 2016
12%

4 companies
have been
acquired during
2009-2013

Product Portfolio



Special Focus on Mobility & SFA Innovation

Budget/Sales
Targets/Forecasting



ABC Analysis/RFM
Modeling



Segmentation
Designer



Visit Plan



Commercial
Policies



Merchandizing
Plans



GPS, Geo Services



Mobile CRM



Money Collection



Complaints



Merchandizing
Tasks



New Point Of Sales
entry



Order Processing



Competition
Analysis



Photo/Voice
Capture



Questionnaires/Sur
veys



Data Collection



e-Detail/CLM



Products Info



Sales
Opportunities
Opportunities



Sales Analytics



xVan Sales



Expenses



Yammer
Integration



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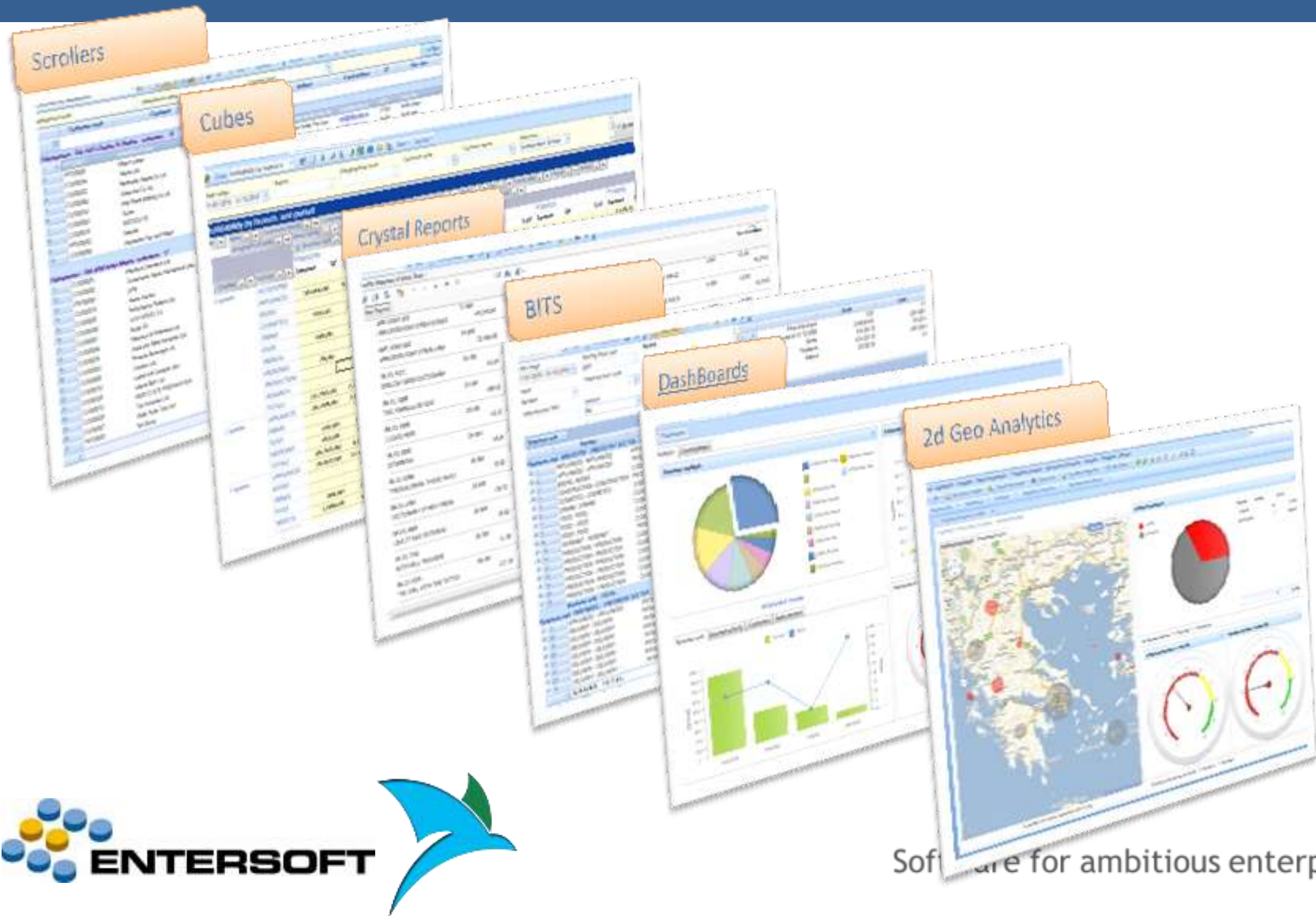
Mobile functionality anywhere, anytime



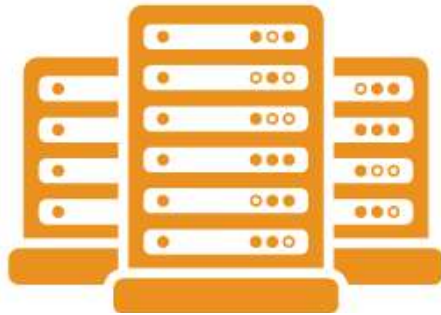
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EBS - Global MIS & BI Analytics

Online Embedded Business Intelligence



Licensing & Deployment - Total Flexibility



Private Infrastructure



Cloud

OPTIONS

Licensed

Software
as a Service



Why Entersoft; 6 Reasons



1. **Completeness.** Full functional coverage in a state-of-the-art, integrated, modular, parametric system
2. **Guarantee.** Proven and referenced solution by thousands of happy customers
3. **Safety and speed.** Fast implementation without risk. Proven experience in project delivery and continuous qualitative support
4. **Fast Return on Investment (ROI)** - Immediate effectiveness raise and cost reduction. STP automations, control and real time B.I. 360°
5. **Protection of Investment.** Continuous expansion and upgrades through R&D, strong product roadmap, in which you have a say
6. **Potential.** Strong and growing international technology partner



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Rep in GCC by TechDefcon

nimesh@techdefcon.com

www.techdefcon.com

