

# INNOWARE Company Profile



3 Zolotoustivska str, 6 floor  
01135, Kyiv, Ukraine  
tel.: +38 (044) 490-22-20  
[info@innoware.com](mailto:info@innoware.com)

Microsoft  
Partner

Gold Cloud Customer Relationship Management  
Gold Enterprise Resource Planning  
Gold Cloud Productivity  
Gold Cloud Platform  
Gold Datacenter

[innoware.com](http://innoware.com)

# About us





- Established in - **2001**
- Servicing clients in **9 countries**
  - USA, Ukraine, Czech Republic, UK, Switzerland, UAE, Poland, France, Kenya
- Solid experience – more than **400 ERP projects** performed
- Have experience with companies of different sizes – the biggest client employs **64000 people**, the smallest – **15**
- Due to our deep knowledge and great experience, Microsoft involves our team in the systems localization (localization for Ukraine)





# Our competencies






## ERP

-  Microsoft Dynamics 365 Finance & Supply Chain Management (AX)
  -  Microsoft Dynamics 365 Business Central (NAV)
- 

## CRM

-  Microsoft Dynamics 365 Sales
  -  Microsoft Dynamics 365 Customer Service
  -  Microsoft Dynamics 365 Marketing
  -  Microsoft Dynamics 365 Field Service
- 

## CLOUD

-  Microsoft Azure
-  Microsoft 365
-  Microsoft Power Apps

# Our differentiators



**Innoware**

Powering Business

- Team of professionals with many experts of 10+ years of experience
- Effective project methodology (IW URM)
- We work hard to prepare detailed project documentation (Design Documents and User Guides)
- High project management skills



# Some of our clients



**Innoware**  
Powering Business


## MANUFACTURING

## LOGISTICS AND DISTRIBUTION

## PROFESSIONAL SERVICES



→ [read more on innoware.com](https://www.innoware.com)



# Our experience in ERP projects (cases)



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# IMPLEMENTATION OF MICROSOFT DYNAMICS AX AT ZAPORIZHTRANSFORMATOR

Zaporozhtransformator Private Joint Stock Company is the largest in Europe enterprise, which produces powerful electric power transformers and electric reactors. ZTR's main feature is manufacturing of transformers in accordance to customer's needs. Today ZTR is a modern, dynamically developing enterprise with clients in 88 countries all over world.

Because of the implementation of Microsoft Dynamics AX at ZTR, a unified information environment was created for all divisions of the plant, and that is why the following had become possible:

- effective sales management;
- precise planning and adherence to production dates;
- control of production costs and products prices;
- quality control in different stages of production;
- operational analysis of payables, receivables, delivery times;
- optimization of expenses, including reorganization of the enterprise (the number of administrative staff decreased).

**Maxym Guzhva**, CIO, Zaporizhtransformator

“ With the help of Innaware team, we have successfully implemented Microsoft Dynamics AX as our main ERP-system. While choosing the supplier, we took into account that Innaware successfully implemented Microsoft Dynamics AX 3.0 for ZTR earlier, and our specialists were familiar with both Innaware 's approach to the project implementation and with the project team. We are pleased that together with colleagues from Innaware we achieved two goals, that were set. The main goal was to implement a tool for sales and service management and additional one was to upgrade to a new version of Microsoft Dynamics AX 2009. ”



# IMPLEMENTATION OF MICROSOFT DYNAMICS 365 (AX) IN ELCORE GROUP

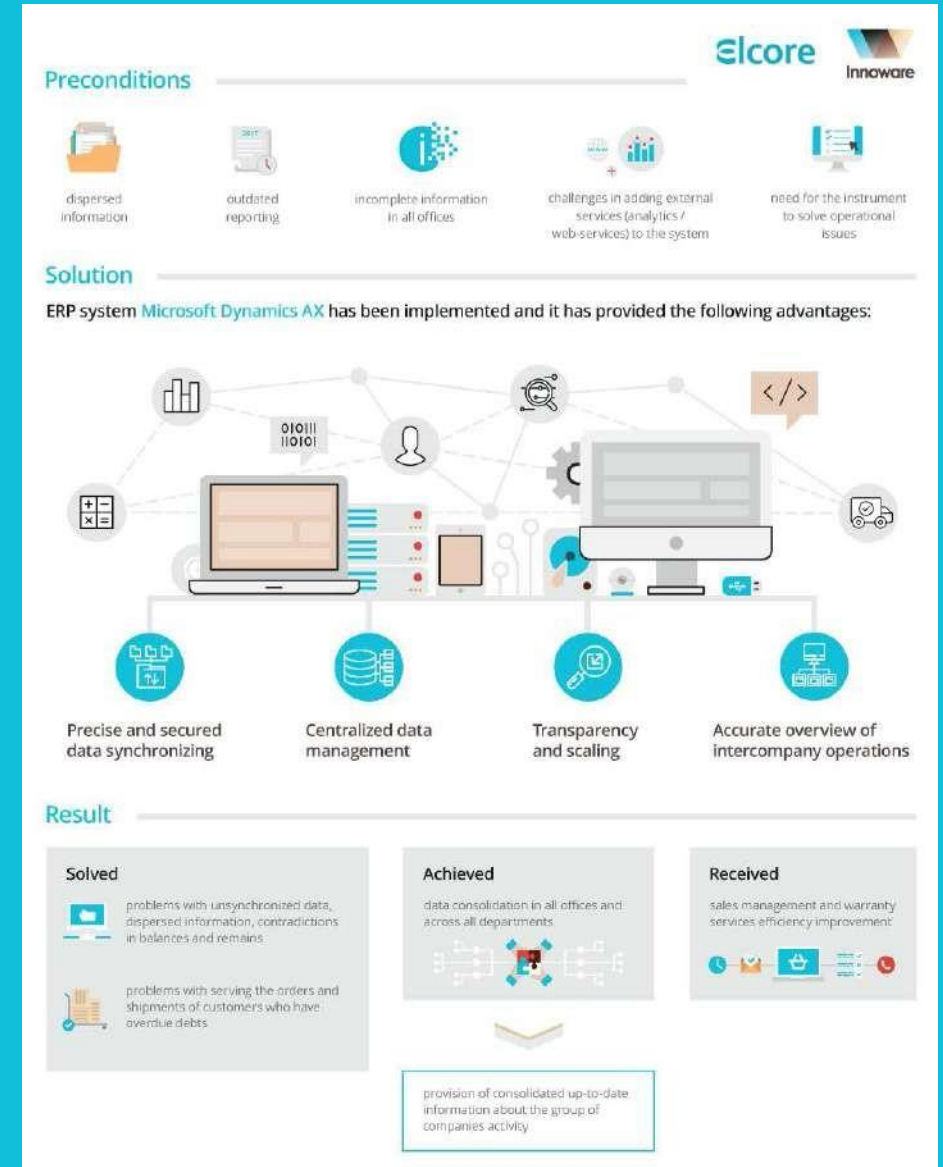
Elcore Group, a Belarusian holding company, is a leading distributor of IT and computer hardware solutions across many different industries with offices in Belarus, Ukraine, Armenia, Moldova, Georgia, Uzbekistan, Tadjikistan, Turkmenistan, Azerbaijan and Kyrgyzstan. Elcore Group was established in 1996 and today has more than 20 years of experience on IT market. Elcore Group has ten offices in different countries of the world, more than 100 employees, 33 suppliers and more than 800 partners.

Thanks to implementation of the ERP system Microsoft Dynamics AX, new opportunities for the company have arisen, namely:

- prompt and reliable information about inventory cost of the merchandises moving in holding supply chains;
- scaling and management of the storage operations;
- consolidated information about group of companies;
- adding of external services, for example, analytics or web-services;
- sold equipment service management: supporting functions of 3PL (Third Party Logistic) operator.

**Evgeny Morozov**, Deputy Director of strategic planning Elko.by

“ Microsoft Dynamics AX appeared to be the appropriate and functional ERP system for our company in view of price/quality ratio. Innware consultants demonstrated thorough and diligent approach to the analysis of our business processes. As a result, the solution we've got at the moment of launch completely satisfied us. The transition period to the work in the new system took us about three months. Six months later we adopted it in full. Due to the implementation of Microsoft Dynamics AX, we managed to solve the problems with unsynchronized and scattered data, including discrepancy in balance sheets and stock balance inconsistency. Now we are implementing Microsoft Dynamics CRM Online, which will be integrated with Microsoft Dynamics AX. This will provide a single informational environment for the company's business processes management and gives us numerous advantages that we could not get earlier. ”





# Ukrainian International Airlines



## Project Scope

- ✓ Full financial accounting and cost accounting
- ✓ Budgeting
- ✓ Treasury.  
Sophisticated approval algorithms for purchase requisitions and payment management.  
Integration with 10+ “client banks” in different countries
- ✓ Tax accounting and reporting.  
Integration with me.doc
- ✓ Integration with multiple systems that are specific to the airline industry (Aircraft service; Booking and tickets sale; crew planning, etc.)
- ✓ Food on board accounting
- ✓ Uniform accounting



# Agri Holding Kernel

## Projects History at Kernel



# Projects History at Kernel



2018-2019

PROJECT #4

Kernel Trade's and the central office's management of all procurement activities.

Project scale: 20+ simultaneously working consultants, more than 10,000 man-hours.

2019

PROJECT #5

Anveo Offline Mobile Application for Dynamics NAV launch.  
Tasks:

- mobile functions for top management along the workflows and payments approval;
- remote grain purchasing managers.

2019-2020

PROJECT #6

Management of all Kernel Trade stocks and warehouses, management of all Kernel Trade sales, production.

Project scale: 30+ consultants, more than 25,000 man-hours.

# Ciklum



DANISH  
UKRAINIAN  
COMPANY



2500 STAFF

ONE OF THE BIGGEST OUT-  
STAFFING / OUT-SOURCING  
PLAYERS IN THE EUROPEAN  
MARKET

## Project Scope



- ✓ Full financial accounting and cost accounting
- ✓ Tax accounting and reporting
- ✓ HR accounting and salary management. Management of calculations for personnel, acting as suppliers (individuals - entrepreneurs)
- ✓ Consolidated financial accounting and intercompany settlements for several legal entities in different jurisdictions (Ukraine and EU countries)
- ✓ Project accounting. Staff time tracking and billing



# Our experience in CRM projects (cases)



Microsoft  
Partner

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**ŠKODA**



**Innoware**

Powering Business

**Eurocar Ltd.**, an official supplier of the Skoda brand vehicles in Ukraine.

Eurocar Ltd. provides its services via the branched dealer network which is certified by Skoda Auto a.s. and covers the whole territory of Ukraine.

**SOLUTIONS**

Microsoft Dynamics 365 Sales

Integration: Dynamics 365 FO

**VERSION** Online

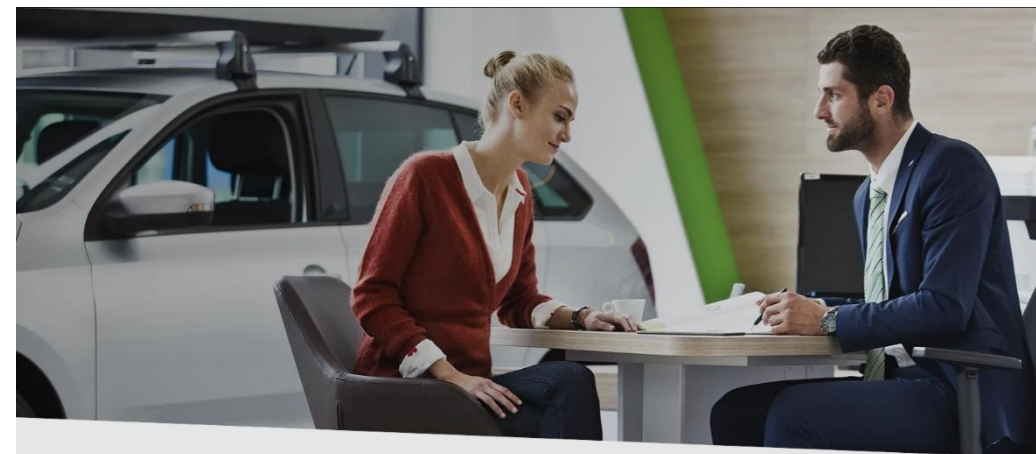
**NUMBER OF USERS**  4

**PROJECT TIMELINE**  12 months

**STATUS**  done, active support

**IMPLEMENTED FUNCTIONALITY**

- Track and manage activities
- Lead and opportunity management
- Goal Management
- Segmentation
- Insights with dashboards/analytics





American Chamber of Commerce (ACC) is a business association devoted to building connections at the Ukrainian business market since 1992.

It is an internationally oriented business community which represents over 600 large strategic and institutional investors, multinationals and mid-size companies.

**SOLUTIONS**

Microsoft Dynamics 365 Sales  
Microsoft Dynamics 365 Marketing  
Integration: Website

**VERSION** Online  
**NUMBER OF USERS**  8  
**PROJECT TIMELINE**  6 months  
**STATUS**  done, active support

**IMPLEMENTED FUNCTIONALITY**

**Dynamics 365 Sales**

- Track and manage activities.
- Manage Customers
- Lead and opportunity management
- Quotes and order management
- Sales order processing integration
- Sales forecasting
- In-app Marketing
- Insights with dashboard /analytics

**Dynamics 365 Marketing**

- Segmentation
- Email Marketing
- Manage website visits, redirect URLs, social postings
- Event Portal
- Customer Journey
- On-site event
- Webinar event
- Marketing Calendar
- Marketing insights





Metinvest is an international, vertically integrated mining and metals company.

The Group comprises mining and metallurgical assets in Ukraine, Europe and the US, complemented by a global sales network. Metinvest manages the complete production chain, from extracting iron ore and coal to manufacturing semi-finished and finished steel products. With assets close to key railway lines and ports, Metinvest can supply raw materials and steel products anywhere in the world.


#### SOLUTIONS

Dynamics 365 Customer Service

VERSION Online

NUMBER OF USERS  200

PROJECT TIMELINE  2 months

STATUS  done

#### IMPLEMENTED FUNCTIONALITY

- Management of intercompany IT projects



[Implementation of Dynamics 365 Customer Service at LLC «Metinvest Holding»](#)





DONAU LAB UKRAINE is the leading distributor of laboratory and pilot equipment, as well as process analyzers in Ukraine and Moldova with 20 years of practice.

#### SOLUTIONS

Microsoft Dynamics 365 Sales

VERSION Online

NUMBER OF USERS  5

PROJECT TIMELINE  5 months

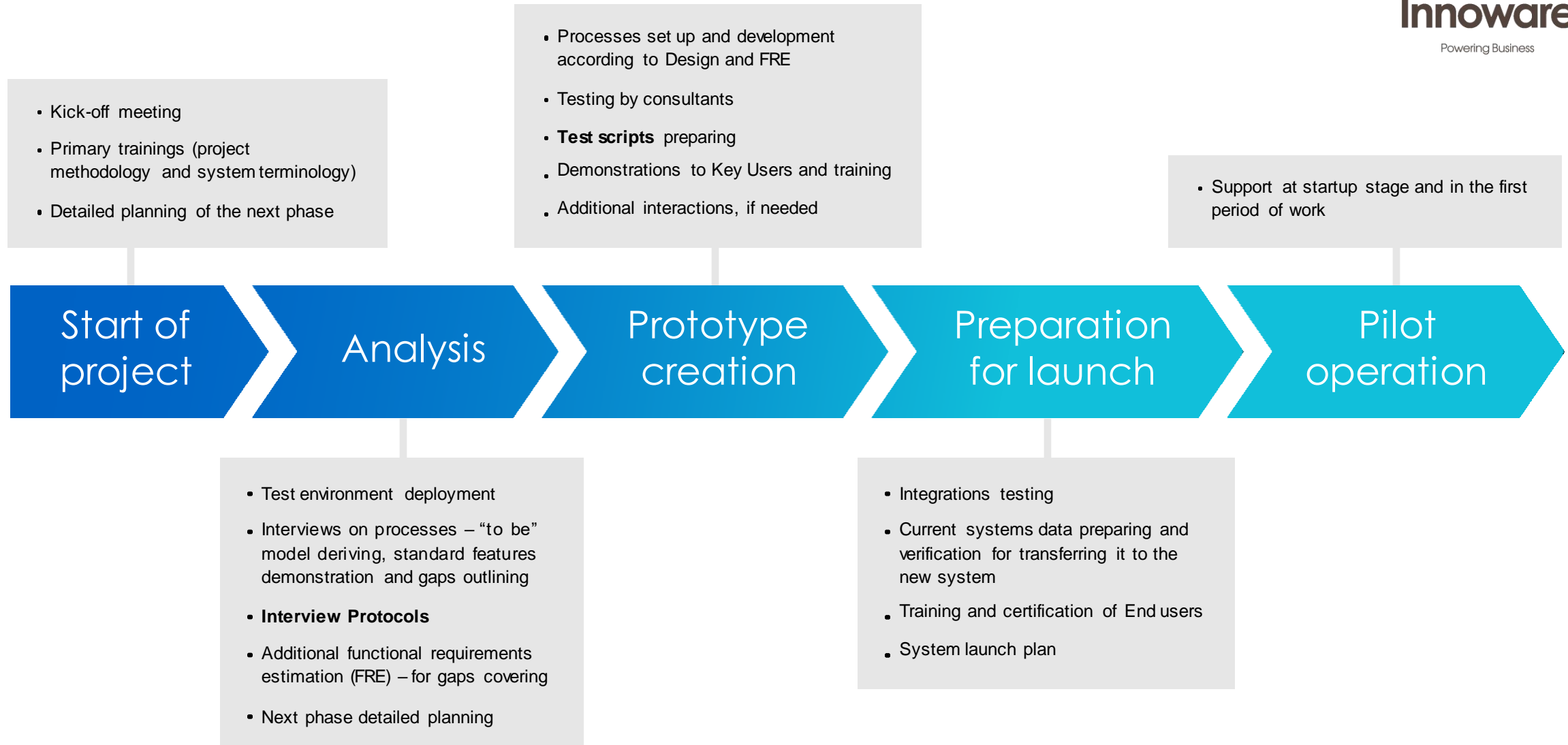
STATUS  done, active support

#### IMPLEMENTED FUNCTIONALITY

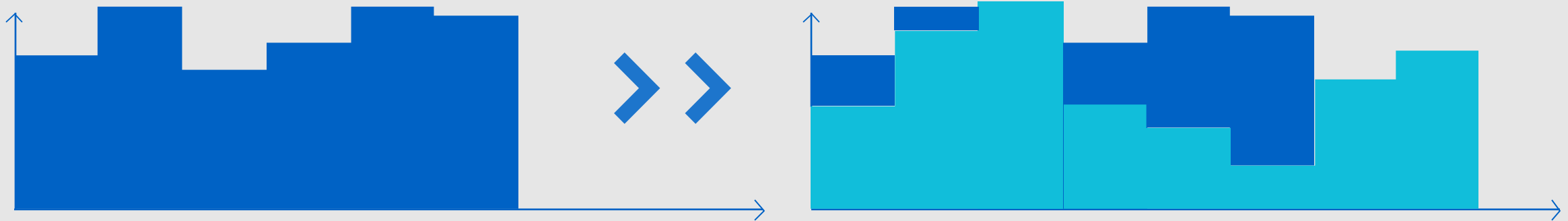
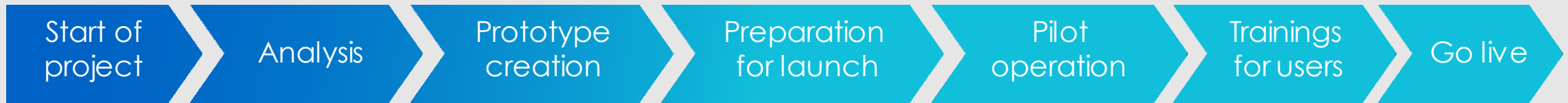
- Track and manage activities
- Manage Customers
- Lead and opportunity management
- Product Catalog Management
- Quotes and order management
- Insights with dashboards/analytics



# Key project stages



# Project management



- Progressive elaboration Weekly time tracking.
- **Time Sheets** approval
- **Project Management Committee** regular meetings
- Constant project duration and costs **deviations** monitoring
- **Change management**

# Contact us:



If you have some questions or need more detailed information

- **Kyiv Office**  
3 Zolotoustivska str, 6 floor  
01135, Kyiv, Ukraine  
Tel.: +38 044 4902220  
Email: [info@innoware.com](mailto:info@innoware.com)

[innoware.com](http://innoware.com)

