



# ELIAN SOLUTIONS

**Your Workflow. Upgraded.**

Guiding companies to optimize their business workflows through tailored Microsoft Dynamics 365 Business Central ERP system

## ABOUT US



### OUR STORY

Part of Bittnet Group, we have been active in the ERP software implementation market for over 17 years, investing passion and creativity to achieve the best implementations.

We are a team of experts, in top 3 partners recommended by Microsoft.



### OUR VISION

We position ourselves as Business Partners, Business Consultants, Business Innovators, and Business Cornerstones for our customers, as a guide for them. Our goal is to be their best and closest partner in developing their business with the help of information technology.



### OUR MISSION

Our business provides high quality solutions and services that enable our clients to drive and adapt their business processes to market dynamics. Our mission is to provide access and information to anyone interested in strengthening and expanding their business with IT solutions.

## WHY CHOOSE US?



We have more than 250 implementations in Romania, Europe & US and successfully delivered large projects with an average number of over 70 /80 users /project, in an average timeframe of 6 months.



Our concern is to treat each of our clients individually, innovative, according to their business needs and desired objectives. Our strength is our team. The people are the ones that make the difference, not just the solution.



Complemented by the rich expertise gained in many industry verticals, we pride ourselves on building customer loyalty and developing long-term partnerships with them.

- + 17 years of experience and know-how
- A team of +75 experts in the field
- Consolidated solutions dedicated to various business verticals & Business Central localization
- Ability to treat each client individually, customized
- Microsoft CSP (Cloud Solutions Providers) for Business Applications, in Dynamics 365 and Power Platform, among the pioneers in Eastern Europe
- Focus on the latest Microsoft technologies
- Dedicated Sales, Implementation, Development, Support, Power BI and Project Management teams
- Pipol partners



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# SERVICES & SOLUTIONS

## SOLUTIONS

Microsoft Dynamics 365 Business Central is a state-of-the-art ERP system for growing medium and large businesses. The system has a modular structure; it includes the following modules:

- Financial Management
- Sales and Marketing
- Purchasing and Debt
- Deposit
- Manufacturing
- Resource Planning
- Human Resources
- Projects
- Service Management

## SERVICES

Implementing an ERP system involves a series of steps and activities that require a high level of expertise. ELIAN comes with a team of experienced consultants who offer you this expertise, helping you to have a successful implementation, with the ability to implement in all areas of activity and business verticals.

As a Microsoft certified partner for Microsoft Dynamics 365 Business Central (formerly NAV /Navision), we offer a three month warranty for any implementation, during which time any problems detected in the implementation are fixed at no cost.

Our team is certified to implement according to the project management methodology approved by Microsoft, a methodology called “Sure Step” and specifically designed for the implementation of ERP and CRM systems. You can convince yourself by requesting a demo!

### Implementation services:

- Diagnosis - Phase I
  - Business requirements
  - Diagnostic Report
- Analysis - Phase II
- Design - Phase III
- Development - Phase IV
  - Internal Testing
  - Installation, Setup and Client Testing
  - Training of key users
- Deployment & Operation - Phase V

### Support, maintenance, and legislative update services:

- Help-desk technical assistance and troubleshooting of Microsoft Dynamics 365 Business Central localized standard version (according to Romanian legislation)
- Development of small functionality and system modifications

### Upgrade services:

- User training
- Go Live
- Support after the first month of closure

### Power BI - Business Intelligence reporting:

- Microsoft Power BI is a cloud-based reporting and analytics platform that enables the transformation of data from multiple sources into intuitive reports, charts, and dashboards, helping you make the best decisions for your business.

## HAPPY CUSTOMERS



"Implementing a group-wide ERP system is part of our strategy to strengthen the organization and scale the company sustainably to achieve our Accelerate25XL strategy goals. An integrated ERP platform is the backbone of a company; it provides real-time data access, increased automation, and improved data accuracy for our operations. A big thank you to our partner ELIAN for your support!"

Wirtek - Services

"We needed a development that would allow us to have more control over the payments issued. Elian Solutions created a payment authorization system for us, so that no purchase order can be operated in the system without prior authorization. It is a reliable partner with whom we can grow our business."

Riso Scotti - Manufacturing

"We've established a strong partnership with the ELIAN Solutions team and consistently receive timely services for a variety of needs, from launching a new restaurant to integrating SAF-T. They are a dependable ally, always ready to solve any issue we face."

Chopstix - Retail & Distribution

"The Dynamics NAV application has brought us benefits especially in terms of tracking production costs by material type. When we needed to change our production flows, Elian Solutions supported us, so the new way of working was immediately reflected in Dynamics NAV. Elian Solutions has proven to be a reliable partner since we started working together, helping us to develop our information system."

Turbon - Manufacturing

"Together with ELIAN, we have carried out a project with a great impact on Tanex's activity. Implementing a modern ERP system may seem costly, but if we weigh the investment and the benefits, we immediately understand that it is a justified and necessary step to increase economic performance and long-term development of any company."

Tanex - Manufacturing

"The implementation was complex because we wanted the system to reflect the specifics of the business as well as possible. It involved a lot of effort to analyze and understand the processes and mirror them in the solution. Elian's support was prompt and efficient and together we found the right technical solutions for each aspect."

Global Plast - Wholesale trade

"Elian Solutions was there for us and the transition to the new system was much easier than we imagined. The new system brought us benefits that were quickly felt."

TOKO - Wholesale trade

## OUR TEAM

**A part of ELIAN team, those who are always here for you, to support you in achieving your business goals!**



**Iulian MOTOI**

General Manager & Consulting Manager

Iulian is co-founder of ELIAN Solutions, with over 22 years of experience in the IT&C field. He coordinates the team of consultants, actively participating in the implementation process (business analysis, workshops, solution proposal, testing, trainings, go live, support).



**Mihaela IVANCUTA**

Programming & Development Manager

Mihaela is co-founder of ELIAN Solutions, with over 22 years of experience in the IT&C field. She coordinates the team of developers who perform solution design based on consultants' specifications, database maintenance and process optimization.



**Cristina PISICA**

Support & Maintenance Manager

Cristina comes with more than 17 years of experience in the IT&C field and manages the support team dedicated to customers who use the system and have an active support & maintenance contract, solving their open tickets.



**Alina IONESCU**

Sales & Marketing Manager

Alina comes with more than 10 years of experience in the IT&C field and leads the sales and marketing team, which manages the relationship with customers and prospects, identifying, through sales and marketing mechanisms, new collaboration opportunities and new partnerships.