

SMART business

Business Critical Systems
for Your Business

smart-it.com



SMART business — your partner of the future

SMART business provides services for development, maintenance and training of the ERP and CRM systems, systems based on predictive analytics and artificial intelligence. For 11 years we have been consulting and creating proprietary solutions based on Microsoft products, including Microsoft Dynamics 365, Microsoft Office 365, Microsoft Azure, Microsoft Power BI, as well as Data and ML technologies. SMART business has guided digital transformation in companies of different sizes, across different industries and sectors in more than 60 countries worldwide.

11

successful
years on the
IT market

600

companies
among
our clients

91,5%

customer
satisfaction level

270

skilled and
experienced
IT professionals

60

countries included
in our customer
portfolio

12

Microsoft
Golden
competencies

Microsoft
Partner



2018 Partner of the Year Winner
2019 Partner of the Year Winner



Microsoft
AI Inner Circle Partner



LS Retail
Diamond Partner
2018-2019



Microsoft Dynamics
ISV Partner of the Year
in CEE 2017



Microsoft Dynamics Partner
in the Black Sea Hub
(Georgia, Ukraine, Moldova)

PRESIDENT'S CLUB
for Microsoft Dynamics



Microsoft Dynamics
Partner of the Year for Ukraine
2010-2019



Dynamics 365 BC



Dynamics 365



SharePoint



OneDrive for Business



Outlook



Teams



Power BI



OneNote



Yammer



Azure
Machine Learning



Project



Flow

Ukraine office

21 Poliova Street, building B,
Kyiv 03056, Ukraine

Georgia office

34 Chavchavadze Street,
Pixelcenter
Tbilisi 0179, Georgia

Azerbaijan office

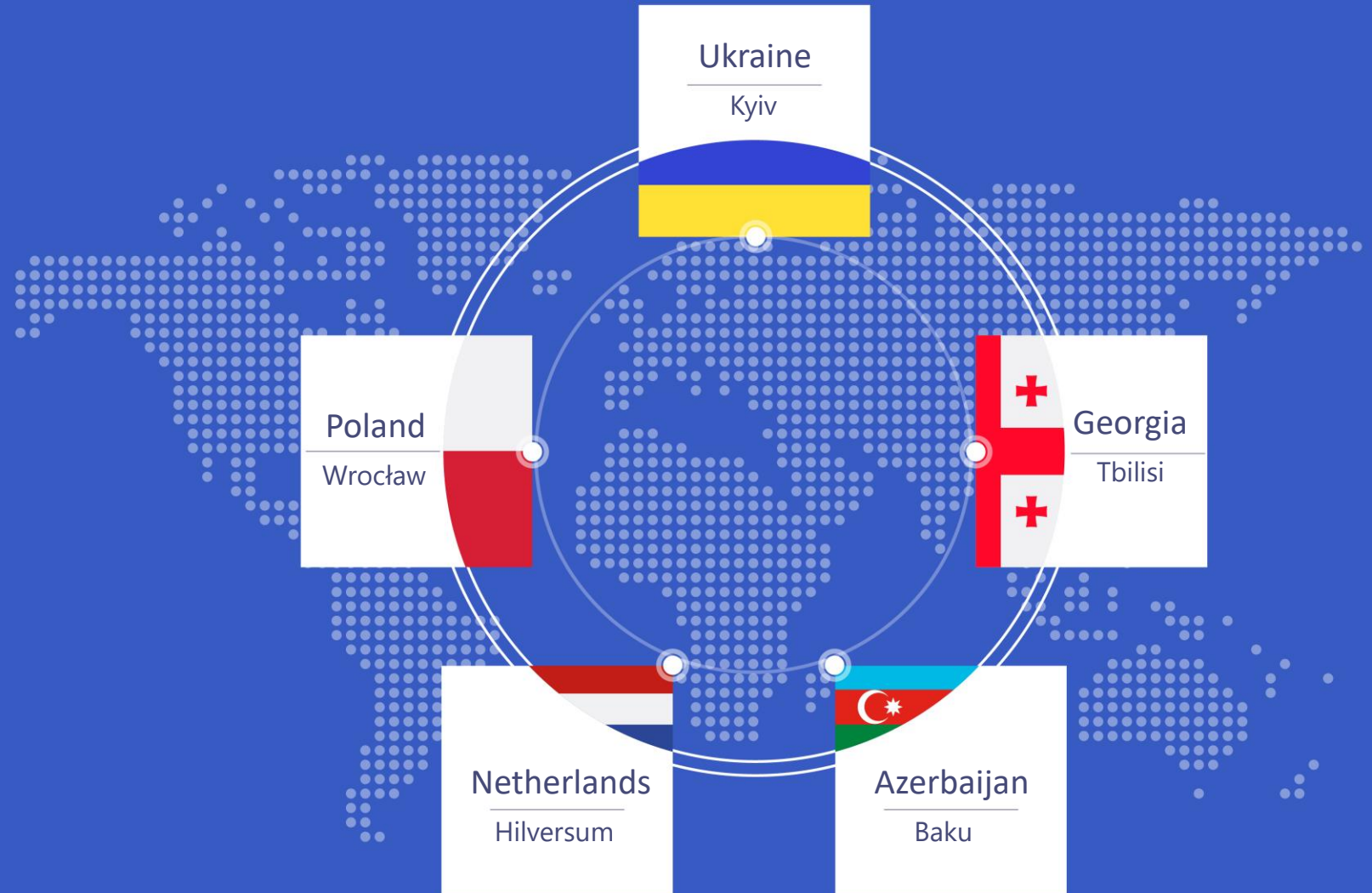
90A Nizami Street,
Landmark Tower
Baku 1010, Azerbaijan

Netherlands office

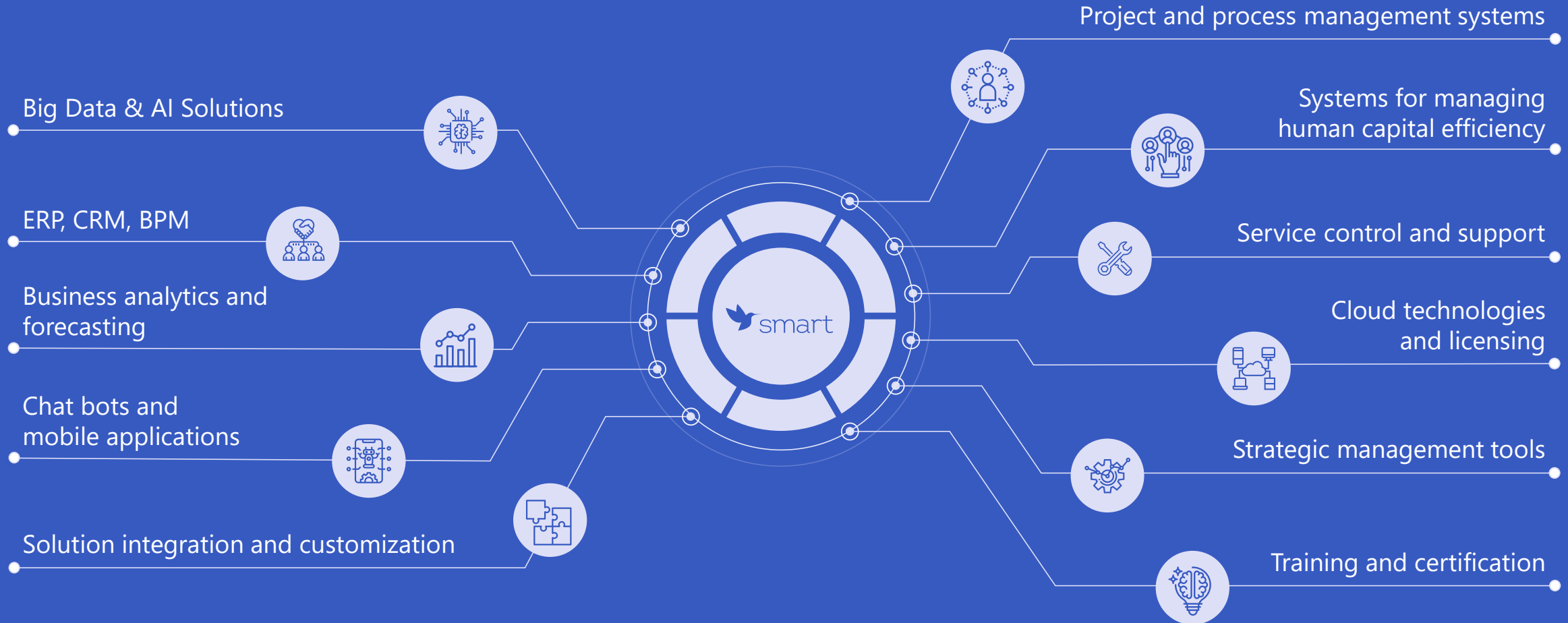
Olympia 2D,
1213NT Hilversum,
Netherlands

Poland office

ul. Rzeźnicza 28-31
50-130 Wrocław



Service Map



SMART HCM & LMS

SMART HCM & LMS – a solution for effective human capital management, which combines of Dynamics 365 and artificial intelligence technologies for hiring, managing, learning, developing and evaluation of employees.

The SMART HCM & LMS system automates HR processes helping to build a strong team and provide each employee with the necessary attention and care. By nurturing and maintaining employee loyalty, the company constantly raises the level of its HR brand, thus increasing the team effectiveness and reducing the risks of staff loss.



SMART business | www.smart-it.com
pr@smart-it.com | sales@smart-it.com | hr@smart-it.com



2018 Partner of the Year Winner
2019 Partner of the Year Winner

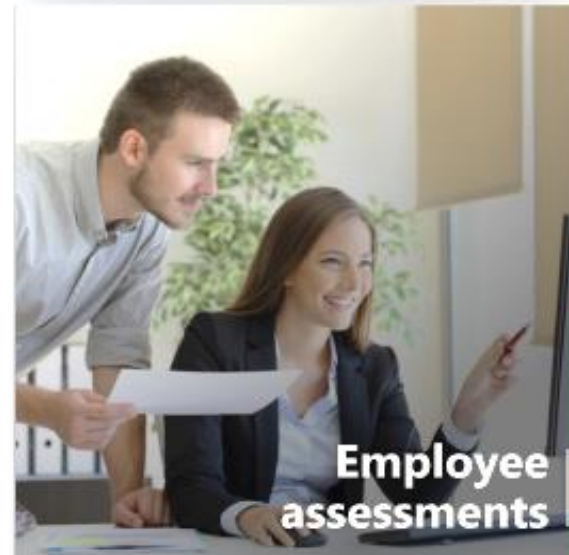
Challenges:

- The cost of attracting and training a new employee exceeds the cost of its retention
- The company incurs losses for the period of replacement search
- Understanding the real reasons for the dismissal of employees
- Lack of reports on the results of assessments and training
- The need for a history of results by employee
- Lack of a single and unified database of employees

Results:

- Streamlined personnel-administration processes
- Increased staff engagement
- Reduced time spent on evaluation procedures
- Reduced delivering time of training
- Recurrent feedback
- Staff turnover reduction
- Possibility of predicative influence on retention





43%

vacancy filling time
reduced

x2

Increase of each
recruiter's performance

14%

staff turnover rate per
annum decreased

x1,5

decrease of man-hours
spent on employee
adaptation

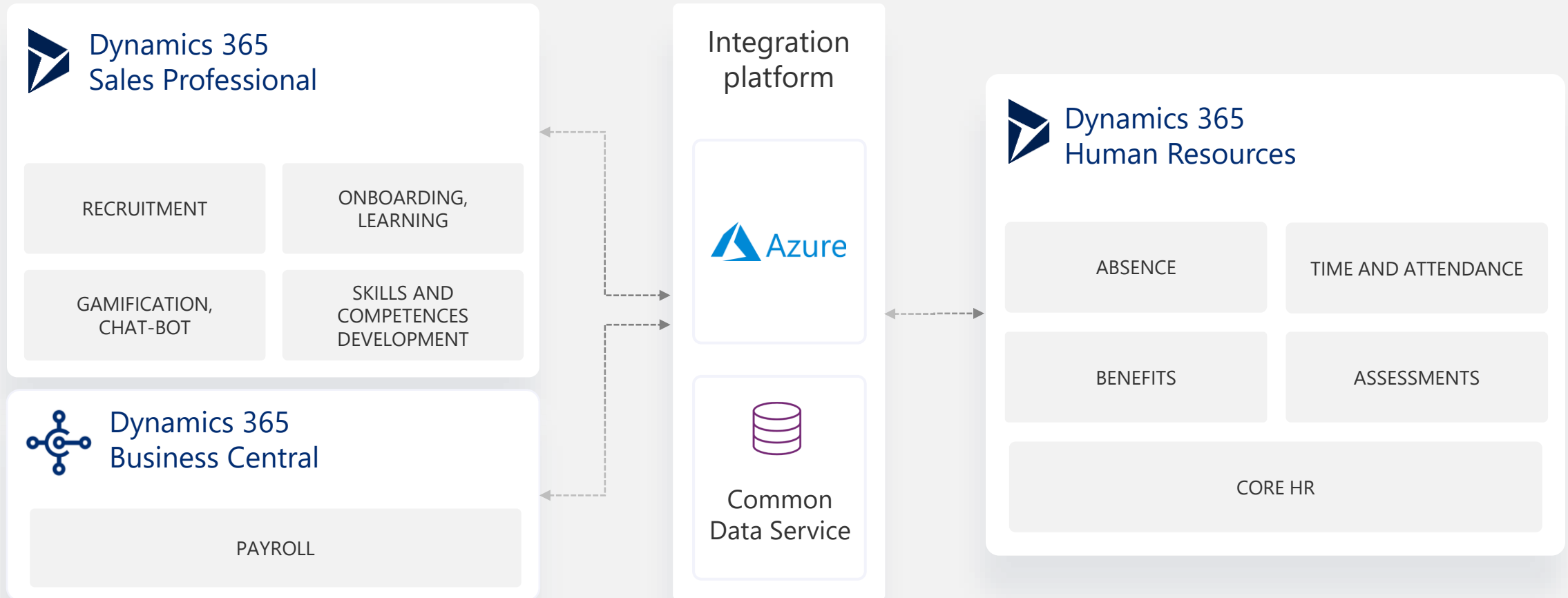


- **HR**
Automation of internal HR-processes
- **T&D**
Corporate education center management
- **SALE**
Education of customers/partners



- Large and/or growing companies
- Small and medium-sized companies
- International companies or companies with offices across the country
- Companies with high employee turnover
- Companies, which have products or services that require special education
- Organizations, interested in automation and structuring of HR-processes







ATB

Big retail chain FCMCG (1000+ stores)

Users: **60 000**



CITRUS

Retail chain electronics (54 stores)

Users: **2500** (internal) **2500** (external)



DIGITAIN

IT dev company

Users: **1000**



SMART business

IT company

Users: **280**



KMDS

Education

Users: **150**

Challenges:

- Lack of reports on the results of assessments and training
- Free Software without customization
- The need for a history of results by employee
- Lack of a single and unified database of employees

Solution:

- Formalization and automation of personnel assessment and training processes in a single system
- Comprehensive analysis of KPI results, assessment and training
- Building employee development plans based on digital indicators
- Implementation of the “learning at any time from any device” concept

Benefits & Results:

- Reduced time spent on evaluation procedures
- Reducing the delivery of training to users
- Increased staff engagement
- Reduced feedback time
- Reducing system maintenance costs



Discounter chain leader of Ukraine grocery market covering with overall revenue is ~3Bln \$ and it operates for around 1.000 stores across Ukraine.



DIGITAL CULTURE OF YOUR BUSINESS

smart-it.com

smart-cloud.net

communications & events
pr@smart-it.com

products & services
sales@smart-it.com

employment & career
hr@smart-it.com