

aplikasi wirausaha



# One-App Solution to Grow Your Business

A comprehensive APP for all types of businesses

Online POS

Inventory

Accounting

Employee

CRM

Business Analytics

Owner App

Online Store

## MARKETPLACE INTEGRATION

Grab  
Food

Grab  
Mart

gofood



Create your own  
online store!



TRUSTED BY  
**45.000+**  
ENTREPRENEURS



RESPONSIVE HOTLINE FOR  
**24HOURS**



TECHNICIAN SUPPORT IN OVER  
**60CITIES**



## BRANDS

45.000+ entrepreneurs across 600 cities in Indonesia  
has leveled up their businesses with majoo



**belikopi.**



# Allbaik



**5asec**  
TEXTILE EXPERT



Naia Beauty

**kloii & Chloe**  
Baby & Maternity Portraits



# Smooch



# He<sup>3</sup>ania



# Business challenges due to manual operations



**IDR 12 Million / month**  
In financial Loss

Due to management errors and  
business data leakage



**IDR 6,7 to 8 Million / month**  
For additional cost of services  
incurred

Required to hire skilled professionals  
for the creation of accounting reports,  
as well as IT and HRD administration



**40 to 50%**  
Revenue Decline

Due to inefficient and unoptimized  
sales platforms



**70 to 80%**  
Potential Loss of Revenue

Due to untreated customer data

**By utilizing majoo for only IDR 200k  
per month, your business can achieve  
more efficient operations and save up  
to IDR 12 million in operational costs.**

**Without any additional costs, majoo  
can help to increase business revenue  
up to IDR 30 million per month**



Online POS

Inventory

Owner App

Business Analytics

**Save up to 30% on Time, Cost,  
and Energy\***

Reduce tedious and time consuming  
manual tasks that will reduce the  
overall operational cost.

Accounting

Employee

**Comparable to having a personal  
financial planner, an entire HR &  
IT department, all without  
burden of the cost**

Reduce costs associated with  
servers and payrolls for specialists  
through automated features

Online Store

**Increase revenue by up to 30%**  
Increase traffic density and sales  
volume by leveraging revenue driver  
features in majoo.

CRM

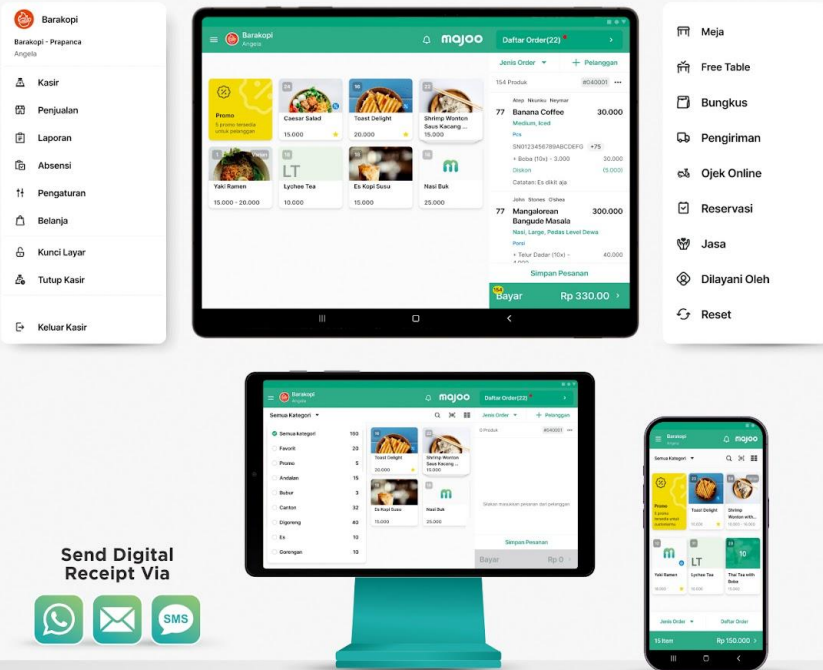
**Convert up to 60% of visitors into  
loyal customers**

Increase the number of loyal  
customers by leveraging features such  
as loyalty programs, customer  
satisfaction analysis, and strategic  
marketing campaigns.

\*Based on majoo's internal studies, results may vary depending on the conditions of each business.



## A comprehensive online POS with complete features for all type of business



The local server feature allows the app to remain functional even without internet connectivity. Data will be automatically synced upon availability of internet connection.

## The online and offline features support businesses with multiple branches, cashiers, and warehouses.

A transaction report will be sent automatically via email when the cashier is closed

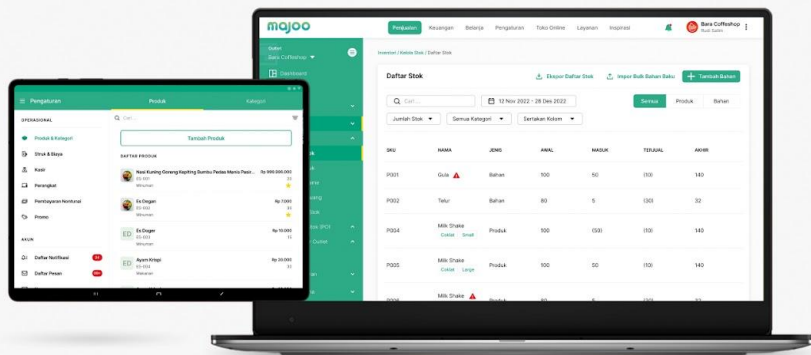


- ✓ Unlimited number of products and transactions
- ✓ Swiftly authorize transactions and efficiently process void refunds
- ✓ Manage products with diverse variants, extras, and even multi-units
- ✓ Split/merge bill (amount and product)
- ✓ Open/close cashier and outlet expense recording
- ✓ Include/exclude tax and service charge
- ✓ Various payment options including invoices, installments, and deposits
- ✓ Accept all cash and non-cash payments

# COMPLETE INVENTORY MANAGEMENT APPLICATION to Elevate Your Businesses

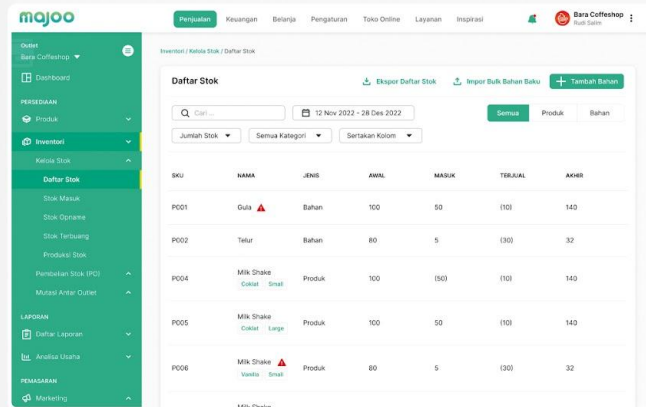


Manage your product inventory, price, and recipe from one integrated dashboard



- ✓ Inventory forecast, wastage, and inventory audit
- ✓ Set base price, sell price, and recipes with raw material calculation
- ✓ Calculate inventory average COGS, multi-units, and serial number
- ✓ Integrate inventory transfer between outlets, warehouses and transits
- ✓ Supplier management, Purchase Orders and invoices
- ✓ Raw materials management
- ✓ Analyze stock cycle
- ✓ Capital expenditure analysis
- ✓ Raw materials report

Minimum stock reminder



Minimum stock alert notifications will be sent to the cashier and dashboard manager monitor



Manage product upload and stock in-out easily with bulk feature in .xls format.

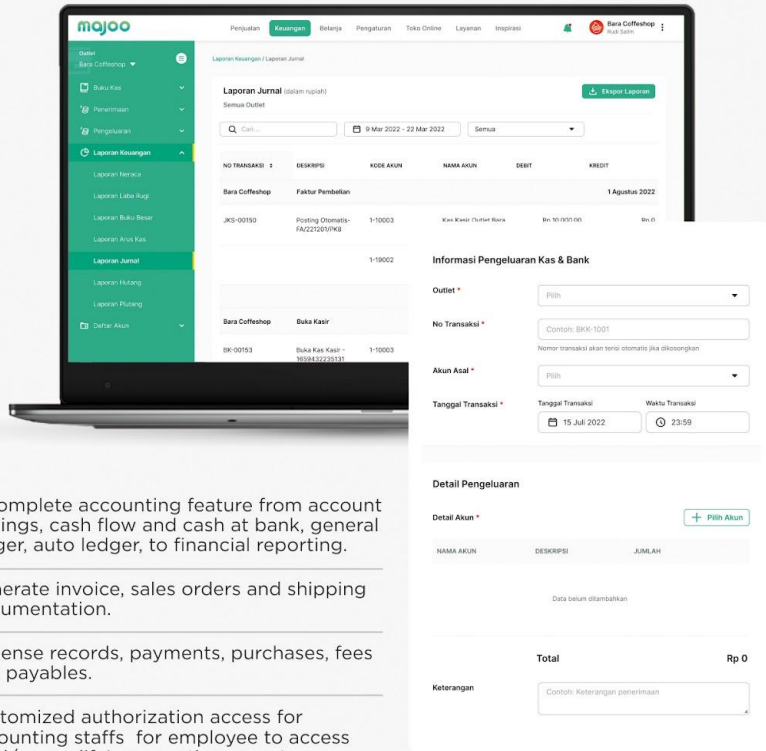


Set multiple prices for one product in various branches

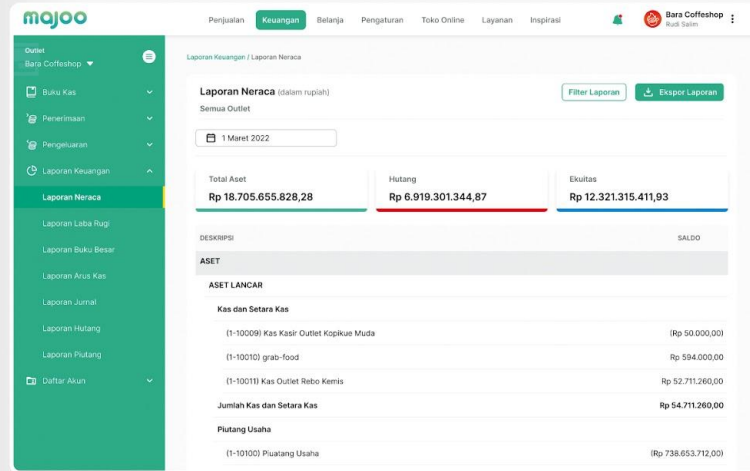
Prevent potential losses of up to IDR 500 million per year due to stock discrepancies and fraud.

Intuitive accounting application that complies with accounting standards for all types of businesses

Automated accounting reports to manage finances and grow your business with ease.



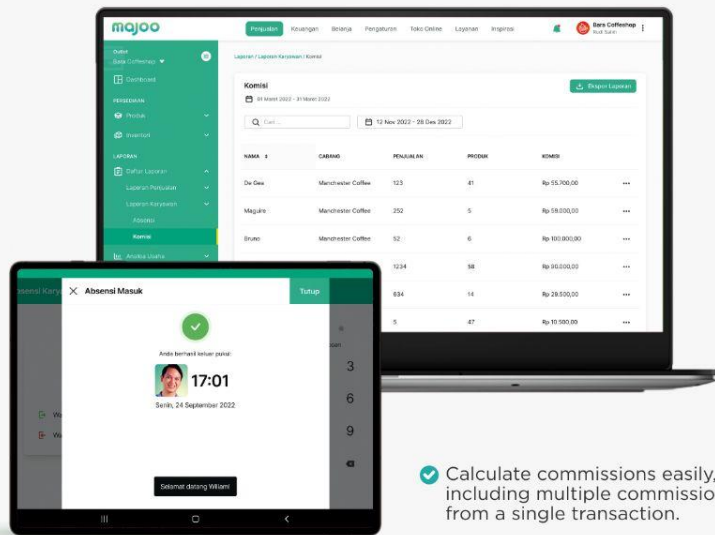
- ✓ A complete accounting feature from account settings, cash flow and cash at bank, general ledger, auto ledger, to financial reporting.
- ✓ Generate invoice, sales orders and shipping documentation.
- ✓ Expense records, payments, purchases, fees and payables.
- ✓ Customized authorization access for accounting staffs for employee to access (and/or modify) accounting reports



- ✓ Financial statements, balance sheet, profit and loss statement, cash flow, and ledger reports
- ✓ Account statements, cash books, and transaction mutations reports
- ✓ Income, expense, and expenditure reports

Save up to IDR 2.5 million per month by cutting the expense on accountant services

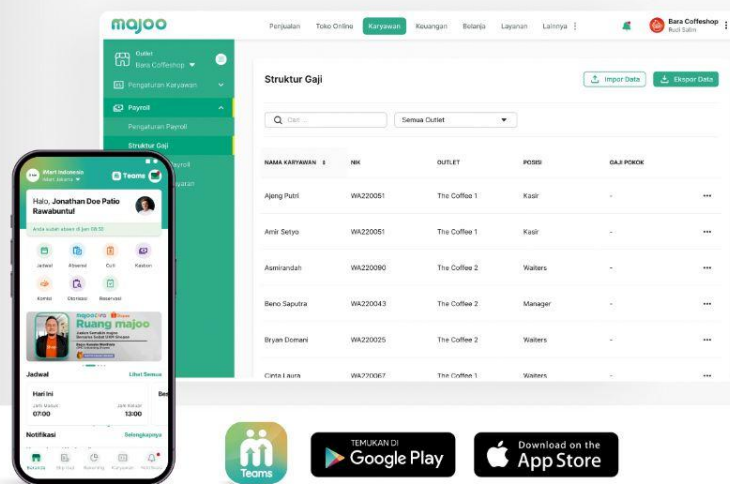
## Photo attendance tracking and automatic commission



- ✓ Employee attendance recording with clock-in and clock-out photo pin and shift recap.
- ✓ Approval and authorization of employee attendance
- ✓ Payroll and early salary feature is available with a low-interest option

- ✓ Calculate commissions easily, including multiple commissions from a single transaction.
- ✓ An extensive commission recording based on transactions, products and employee names. Simplifying commission calculation for service based businesses such as beauty and hair salon, car wash, as well as gift shops)
- ✓ Allows commission disbursement to be recorded into the expense account

## Manage payroll and shift schedule via majoo Teams mobile application



- ✓ Equipped with salary component breakdown, benefit calculations, payslip, as well as auto transfer.
- ✓ Integrated with payroll and advance salary request.
- ✓ Employees can access digital payslips directly from the application
- ✓ Open and manage business account directly from the application.

- ✓ Both employees and owners can fill in employee's personal database information
- ✓ Both employees and owners can view real-time attendance, check shift schedules, and view days off through a single application.
- ✓ Access the latest information about the company through the apps.



- Home
- Dashboard
- Penjualan
- Pengeluaran
- Toko Online
- Layanan
- Impirasi
- Break Call

Pengeluaran / Daftar Pengeluaran

Daftar Pengeluaran

01 April 2022 - 10 September 2022

|                          | KEMOR TRANSKAS | TANGGAL TRANSKAS  | OUTLET   | NAMA BUKAN                  | JUMLAH BPN   | KETERANGAN |
|--------------------------|----------------|-------------------|----------|-----------------------------|--------------|------------|
| <input type="checkbox"/> | BKK-004-03     | 10 September 2022 | New Kiu  | Kas Outlet Kiu (Shopee Pay) | Rp 1.000.000 | -          |
| <input type="checkbox"/> | BKK-004-02     | 1 September 2022  | The Cafe | Kas Outlet Kiu (Shopee Pay) | Rp 1.000.000 | -          |
| <input type="checkbox"/> | BKK-014-03     | 22 Agustus 2022   | New Kiu  |                             |              |            |
| <input type="checkbox"/> | BKK-014-03     | 6 Agustus 2022    | The Cafe |                             |              |            |

**Informasi Pengeluaran Kas & Bank**

Outlet \*

No Transaksi \*

Number transaksi akan tertera otomatis jika diinputkan

Akun Asal \*



- ✔ Buy one get one free
- ✔ Stamp collection and redemption
- ✔ Time-based promotions such as "20% off every Wednesday".

- ✔ Easily create promotions and membership programs based on pre-determined criterias.
- ✔ Manage customer database (phone number, email, and address) and set promotions based on certain customer categories.
- ✔ Generate a complete customer analysis report (total transactions, favorite products, visit frequencies, etc.)
- ✔ Broadcast promotional messages via Whatsapp, SMS, and emails to increase customer loyalty.

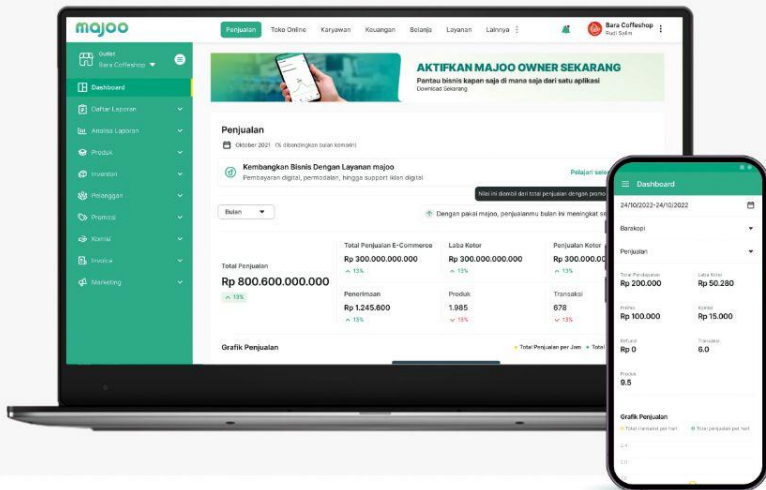
## Potentially increase revenue up to 85%



# COMPLETE BUSINESS ANALYTICS APPLICATION to Elevate Your Businesses



Analyze and manage your business from PC or smartphone, anywhere and anytime

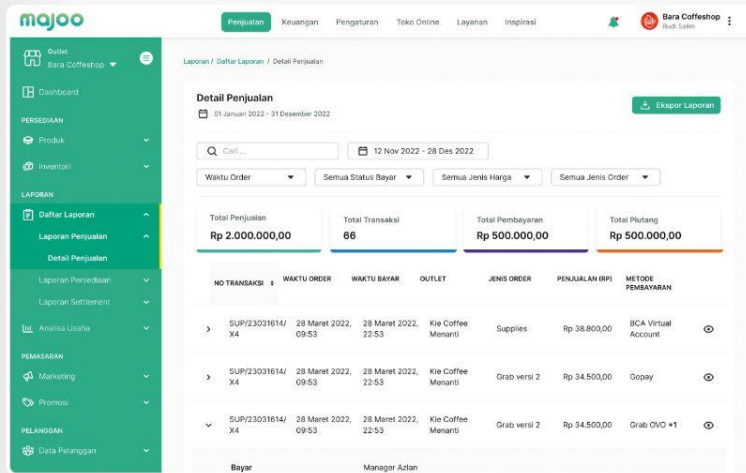


Real time update on the main Dashboard, displaying sales performance from all branches, including best selling products, most popular payment methods, and minimum stock level alerts.



Business analysis feature provides owners with in-depth insights for decision making process. Data includes customer visit peak hours, stock turnover, and customer satisfaction.

Get more than 30 types of downloadable sales reports with summaries and charts in .xls format



- ✓ Complete sales summary with revenue, expense, and gross profit.
- ✓ Detailed reporting of each purchase for further analysis.
- ✓ Employee related reports including cashier shifts, outlet cash levels attendance, and commissions.
- ✓ Purchase reports including type of services and payment methods.
- ✓ Detailed product reports including product sales, categories, variants, etc.
- ✓ Detailed operational expense reports including promotion and taxes.
- ✓ Void and refund reports
- ✓ Detailed report on customer transaction and grouped by customer category

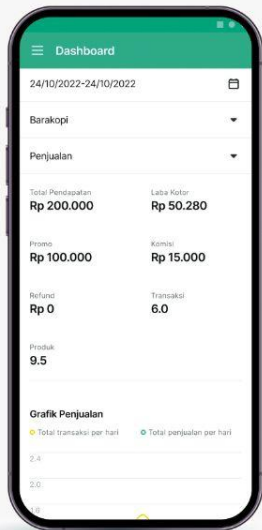
Save up to 37% time towards business decision-making process

# COMPLETE OWNER APPLICATION to Elevate Your Businesses

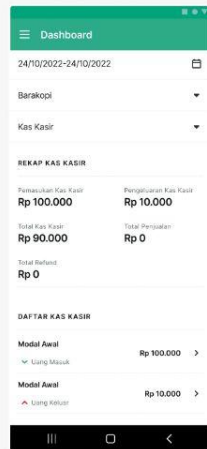


## Monitor activities on all branches through owner app.

### Real-time sales monitoring



### Outlet's cash flow monitoring

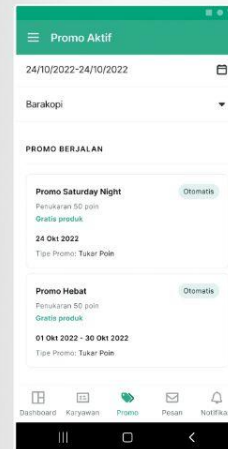


### Employee attendance and shifts monitoring

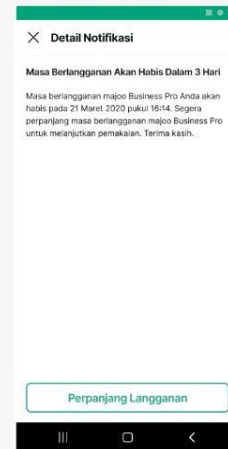


## Send and receive important messages to all outlets

### Check ongoing promotions



### Receive business notifications



### Send direct message to outlets



Receive business notifications on your smartphone, even when your app is inactive.



Gain decision-making insights faster to achieve business operation effectiveness.



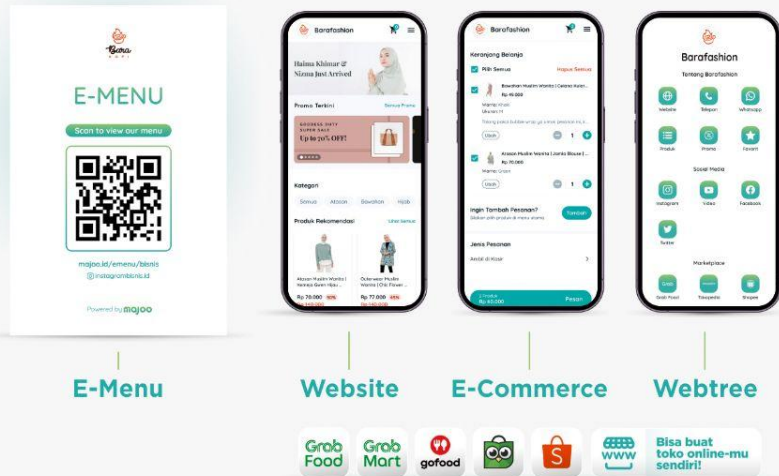
User access level settings for owners and managers



Custom notification settings.

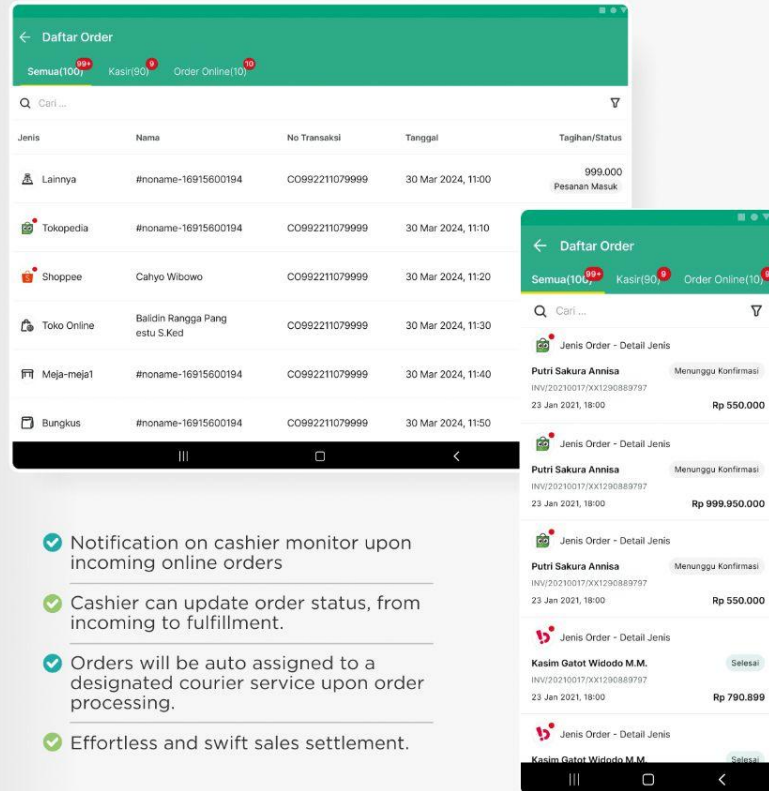
Save up to 68 hours per month through streamlined outlet coordinations.

## Increase online sales with e-commerce omnichannel feature for all types of business



- ✓ Customize your online store with personalized domain name
- ✓ Receive online orders from numerous marketplace, process and ship orders from one app and automatically synchronize inventory across multiple marketplace
- ✓ Accept an array of online payment methods and shipments with courier service options.
- ✓ QR scan and e-menu for online-to-offline ordering; dine-in, pick-up, delivery

## Orders will be connected automatically to cashier app for processing



- ✓ Notification on cashier monitor upon incoming online orders
- ✓ Cashier can update order status, from incoming to fulfillment.
- ✓ Orders will be auto assigned to a designated courier service upon order processing.
- ✓ Effortless and swift sales settlement.

Potentially increase revenue by up to 84%



# Complete automation features to enhance business process with one integrated system

## Prime F&B

Fulfill orders with kitchen automation feature



- ⦿ Kitchen Display System
- ⦿ Customer Display
- ⦿ Local Server
- ⦿ Recipe Variant
- ⦿ And other automation features

### Prime F&B+

Unlock more premium automation features to further improve F&B business efficiency.

## Prime Retail

Manage inventory with stock management automation. Management with automated stock management feature



- ⦿ Serial Number Batch Number
- ⦿ Warehouse Display
- ⦿ Wholesale & Unit Price
- ⦿ Product Variant
- ⦿ And other automation features

### Prime Retail+

Unlock more premium automation features to further improve retail business efficiency.

## Prime Jasa

Manage appointment schedule and thousands of SKUs with automation feature



- ⦿ Services Metrics & Cost of Service Calculation
- ⦿ Single/Multi Service Reservation
- ⦿ Membership
- ⦿ Product Service Bundling
- ⦿ And other automation features

### Prime Jasa+

Unlock more premium automation features to further improve service-based business efficiency.

## Prime Beauty

Manage salon reservation schedules with automation feature



- ⦿ Single/Multi Treatment Reservation
- ⦿ Service Bundling (coming soon)
- ⦿ Membership
- ⦿ Employee Management App for Beautician
- ⦿ And other automation features

### Prime Beauty+

Unlock more premium automation features to further improve beauty-service business efficiency.

# Complete Features to Meet All Types of Business Needs



One-comprehensive solution for millions of entrepreneurs with businesses ranging from cafe, restaurant, culinary shop, retail, laundry, franchise, beauty salon, barbershop, fashion, car wash, food truck, to pop-up store and many more.



Café &  
Restoran



Retail  
Shop



Online  
Shop



Laundry



Beauty &  
Hair Salons



Franchise



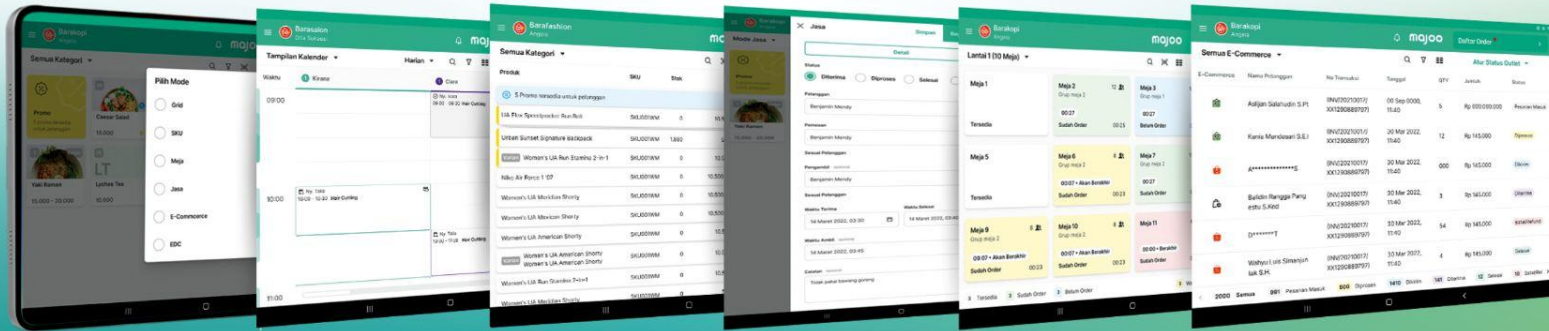
Fashion &  
Accessories



Car Wash



Food Truck  
& Pop up  
Store





## m Pay



### E-wallet



### EDC Bank



### Coupon



Safer transaction with digital payment methods;  
**e-wallet, EDC, QRIS**

## m Capital



Apply for capital loan easily and directly **from majoo dashboard for up to Rp 2 billion** with competitive interest rate; Open a new branch, business expansion, or new equipment purchase

*\*T&C applied*

## m Ads



Reach more potential customers with captivating contents. Choose either **Full Digital or Social Media package to direct more traffic towards your social media account.**

## m Care



Professional and responsive **customer service available 24/7 across 60 cities in Indonesia**



# Complementary product designed to meet your business needs



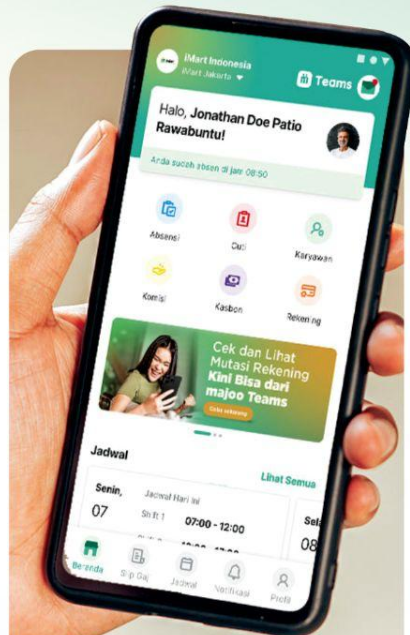
## majoo Omnichannel

Increase offline-to-online business with marketplace integration, food order, as well as mart delivery services.



## majoo Consumer App

Maximize profit by eliminating platform fees using your own custom-build mobile app.



## majoo Teams

Simplify employee related administration and operation utilizing a single application, fully integrated with majoo's employee management feature.



## majoo API

Outlet data integration from multiple dashboards and applications to a single internal system.



## majoo KDS

Automate order processing directly to kitchen in real time with majoo Kitchen Display.



## majoo Smart EDC

Input orders and process payments through a single, integrated EDC machine.

# One-stop business solution with no additional cost



## majoo STARTER

MONTHLY SUBSCRIPTION

Rp **249rb\***

ANNUAL SUBSCRIPTION  
Rp **2.988.000\***

Subscription packages for small businesses or those starting a digital cash register system.

Single Outlet

Online cashier app

Online store

Inventory management

CRM

Transaction report

Employee management

Finance  
(Invoice, SO, DO)

Digital Payment (QRIS)

## majoo ADVANCE

MONTHLY SUBSCRIPTION

Rp **499rb\***

ANNUAL SUBSCRIPTION  
Rp **5.988.000\***

Subscription packages for growing businesses that need more complete additional features.

Multi Outlet

Online cashier app

Online store

Inventory Management

CRM

Transaction report

Employee management

Complete accounting

Digital Payment

Owner App

Order Online

POPULAR

## majoo PRIME

MONTHLY SUBSCRIPTION

Rp **999rb\***

ANNUAL SUBSCRIPTION  
Rp **11.988.000\***

Subscription packages for large scale business that need automation features.

Multi Outlet

Online cashier app

Online store

Inventory Management

CRM

Transaction report

Employee Management & Payroll

majoo Teams

Complete accounting

Digital Payment

Owner App

Order Online

Automation Feature

## majoo PRIME+

### CONSULT FOR PRICING

Contact majoo's consultants

Large-scale business subscription packages with complete premium automation features (sales, finance, employees, payroll, warehouse, up to workflow)

Accelerated business operations with our premium automation features, seamlessly integrated into one comprehensive system

### Premium automated features

- Customize table layouts
- Membership
- Compare Report (Accounting)
- Warehouse management
- Print Barcode
- Extended Data Customer

majoo: One Complete App No Extra Cost

OTHER APP

PAYS WEBSITE

PAYS ABSENCE MACHINE

PAYS INVENTORY SOFTWARE

PAYS ACCOUNTING SOFTWARE

PAYS PAYROLL SOFTWARE



Get in touch with majoo consultant to receive the best offer.

\*price exclude VAT

\*All prices listed are subject to change with no prior notice

# Device Option with Great Value





## 10 majoo features in comparison with other applications

Sales, promotions, inventory, employee, and accounting features are available without additional fee(s)

Digital e-wallet and debit/credit card payments

Equipped with privacy security to set employee access based on their level

Subscription option in accordance to business needs

Increase sales with features such as online store, online order, and e-menu

Marketplace integration to simplify online shop management from a single application.

A complete digital ecosystem for business development: purchasing supplies, business financing, and promoting digital marketing

Free mentoring to improve business skills

On-the-spot technical support across Indonesia

24 hours responsive hotline and customer support



## Other apps





# Take Your Business to The Next Level!

**PT Majoo Teknologi Indonesia**

SMESCO Tower, Lantai 3  
Jl. Gatot Subroto No.Kav. 94  
RT.11/RW.3 · Pancoran · Kec. Pancoran  
Kota Jakarta Selatan · DKI Jakarta 12780

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**Contact us and  
start your consultation**

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