

aplikasi wirausaha



# A Comprehensive App to Grow Your Business

One-app solution for all kinds of business and service

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

24 HOURS



TECHNICIAN SUPPORT IN OVER

60 CITIES



## BRANDS

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

# Business challenges due to manual operations



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

Due to management errors and business data leaks



**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 employee 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

**Improve operational efficiency and save up to IDR 12 million in operational cost by subscribing to majoo for only 200k per month**



**majoo potentially increase business revenue by up to IDR 30 million per month, with no additional cost**

Online POS

Inventory

Owner App

Business Analytics

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

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

Accounting

Employee

**Similar to having a personal financial planner, full HR and IT department, cost free**

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

Online Store

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

CRM

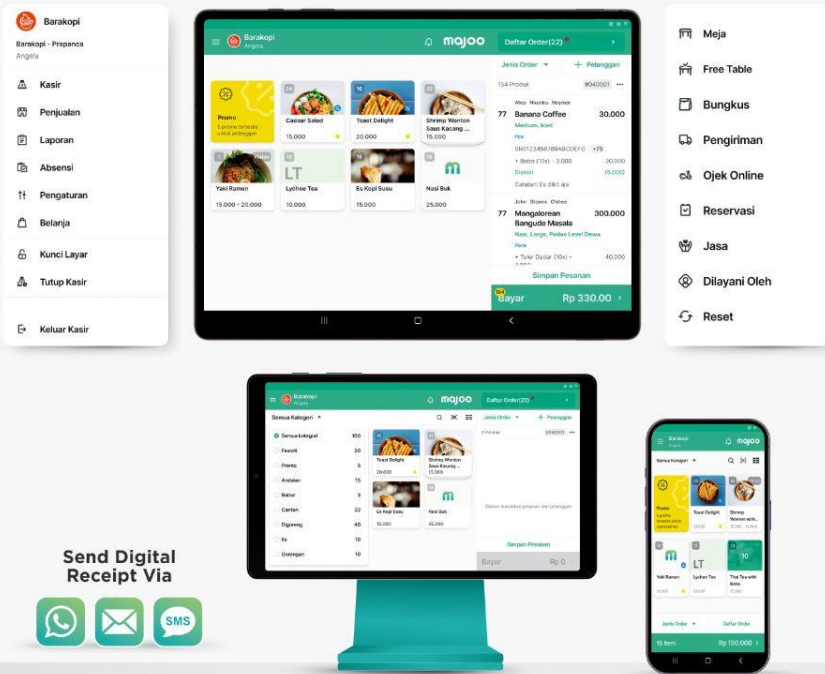
**Convert up to 60% of visitors into loyal customers**

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

# INTEGRATED ONLINE POS to Elevate Your Business



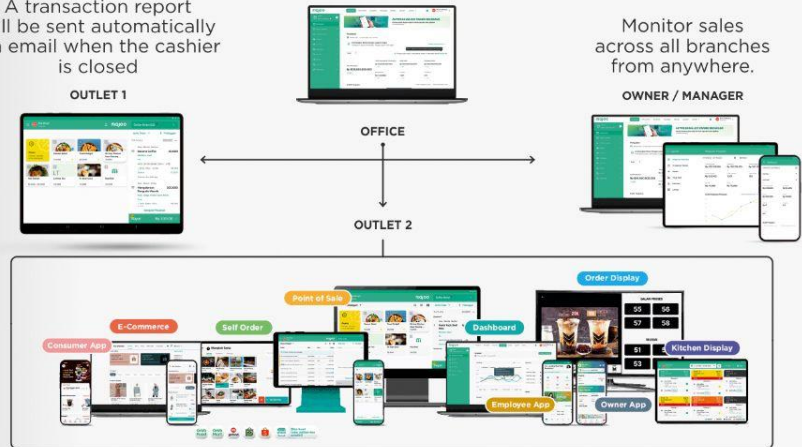
## A comprehensive online POS with complete features for all types of business



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

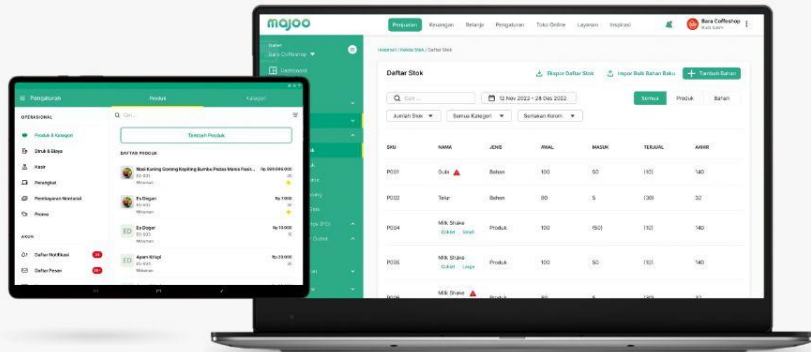
A transaction report will be sent automatically via email when the cashier is closed



- ✓ 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

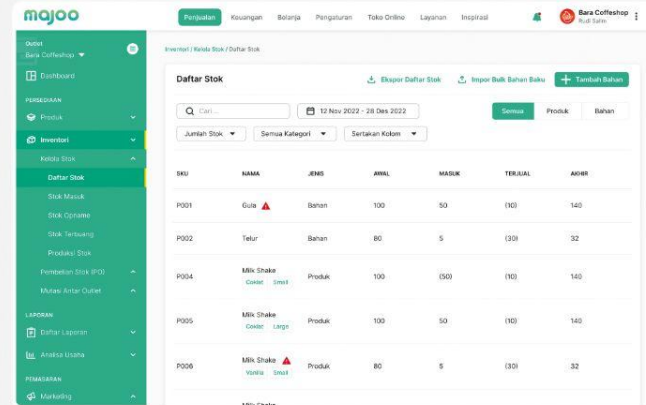
Save up to 95% of time to manage sales transactions

## 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 average inventory 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

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

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

The screenshot displays the Majoo accounting application interface. On the left, a sidebar menu lists various reports such as Laporan Periode, Laporan Laba Rugi, Laporan Saldo Besar, Laporan Arus Kas, Laporan Jurnal, Laporan Hutang, Laporan Piutang, and Daftar Akun. The main area shows a 'Laporan Jurnal' (Journal Report) for 'Bara Coffeshop' with a table of transactions. Below the table, there is a form for 'Informasi Pengeluaran Kas & Bank' (Cash & Bank Disbursement Information) with fields for Outlet, No Transaksi, Akun Asal, and Tanggal Transaksi. A 'Detail Pengeluaran' (Disbursement Detail) table is also visible, showing columns for Nama Akun, Deskripsi, and Jumlah. The total amount is shown as Rp 0.

The screenshot displays the Majoo accounting application interface showing a 'Laporan Neraca' (Balance Sheet) report for 'Bara Coffeshop'. The report is dated 1 Maret 2022. It shows the following figures:

| Item       | Amount (Rp)       |
|------------|-------------------|
| Total Aset | 18.705.655.828,28 |
| Hutang     | 6.919.301.344,87  |
| Ekuitas    | 12.321.315.411,93 |

Below the summary, there is a section for 'ASET LANCAR' (Current Assets) with a list of items and their amounts:

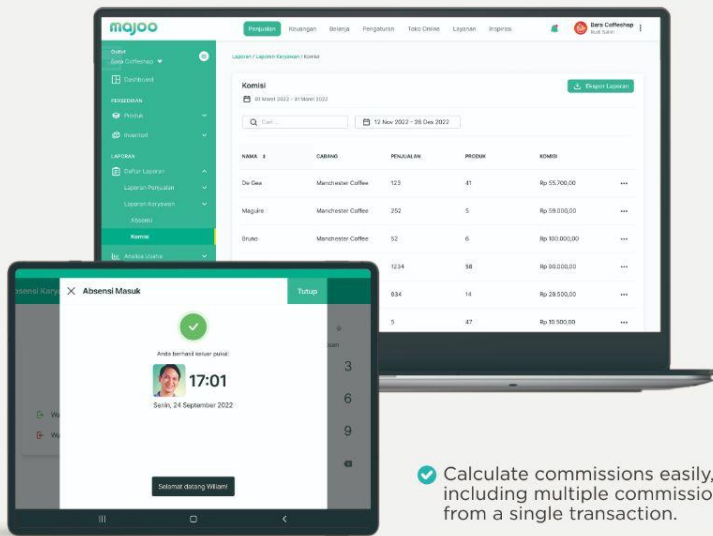
| Item                                    | Amount (Rp)          |
|---|----------------------|
| Kas dan Setor Kas                       |                      |
| (1-10009) Kas Kasir Outlet Kopikue Muda | 50.000,00            |
| (1-10010) grab-food                     | 584.000,00           |
| (1-10011) Kas Outlet Rebo Kemis         | 52.711.260,00        |
| <b>Jumlah Kas dan Setor Kas</b>         | <b>54.711.260,00</b> |
| Piutang Usaha                           |                      |
| (1-10100) Piutang Usaha                 | 738.653.712,00       |

- ✓ 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.

- ✓ 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

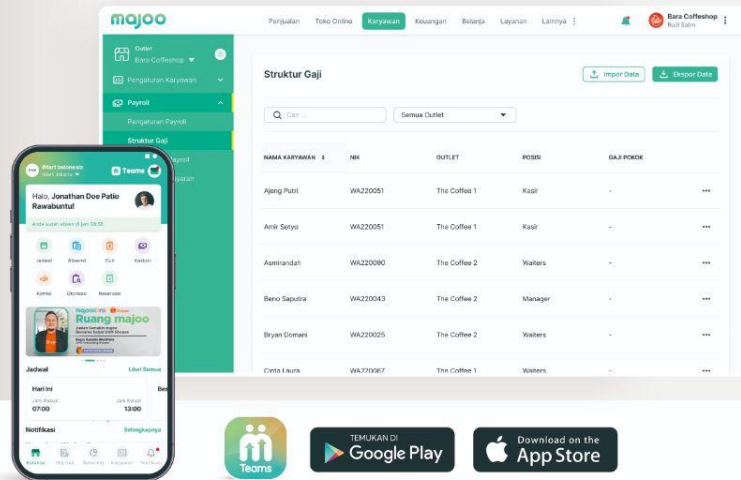
## Photo attendance tracking and automatic commission



- ✓ 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

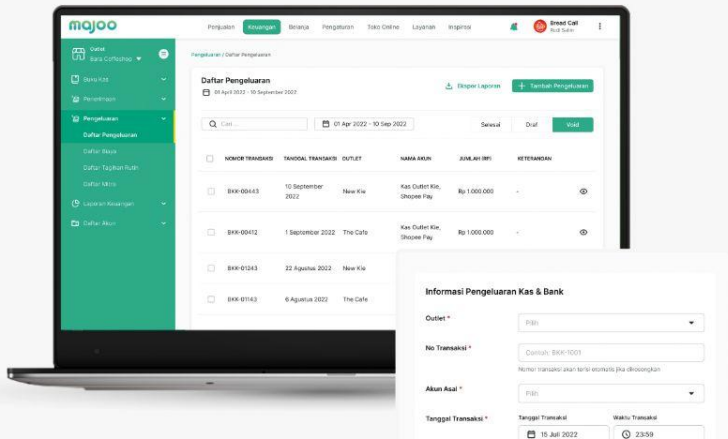


- ✓ Equipped with salary component breakdown, benefit calculations, payslip, as well as auto transfer.
- ✓ Integrated with payroll and advance salary request.
- ✓ Employees can access digital payslips directly from the application.
- ✓ Open and manage business account directly from the application.

- ✓ 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.



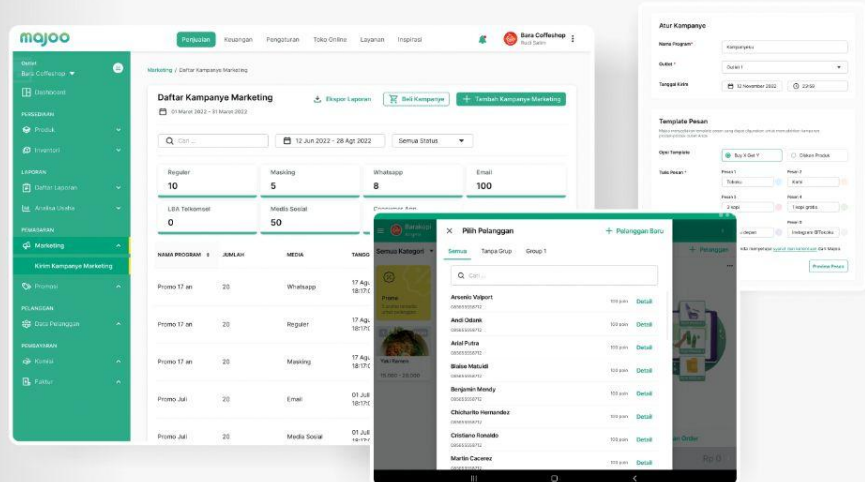
Increase purchase frequency of loyal customers with membership program and an array of promotional activities



Create promotions and point programs easily with specific limitations such as; time period, minimum purchase, multiplication purchase and others, including membership programs as:

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

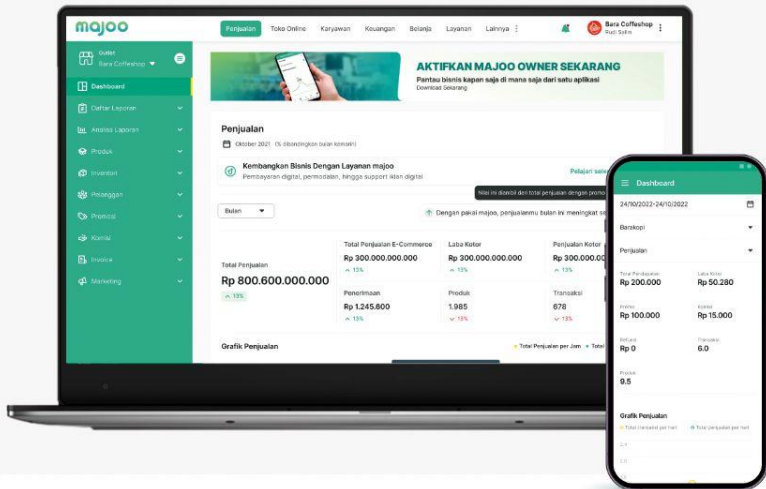
Manage customers, analyze visit frequencies, and send marketing broadcast through WhatsApp, Email, or SMS



- ✓ 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.



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

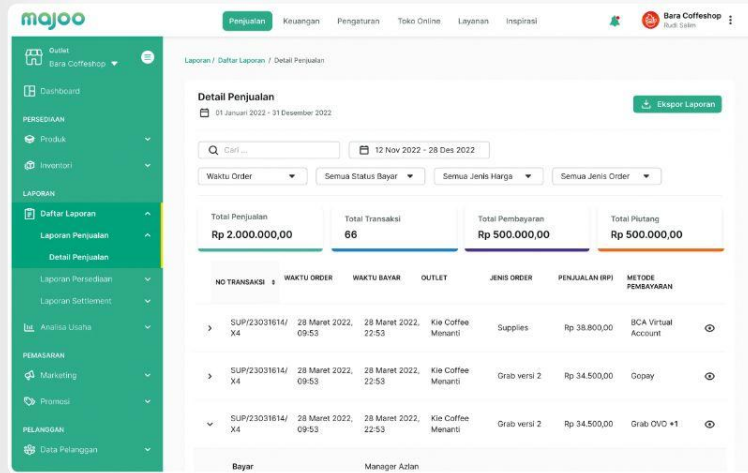


Real time update on the main dashboard, displaying sales performance from all branches, including best selling products, most popular payment methods, and minimum stock level alerts.



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



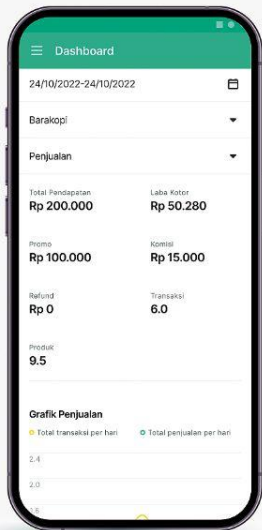
- ✓ Complete sales summary with revenue, expense, and gross profit.
- ✓ Detailed reporting of each purchase for further analysis.
- ✓ Employee related reports including cashier shifts, outlet cash levels, attendance, and commissions.
- ✓ Purchase reports including type of services and payment methods.
- ✓ 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

# COMPLETE OWNER APPLICATION to Elevate Your Business

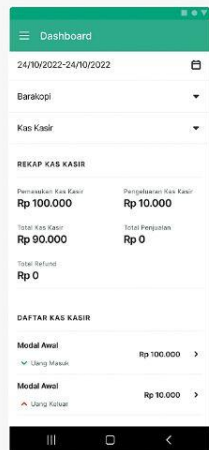


## Monitor activities on all branches through owner app

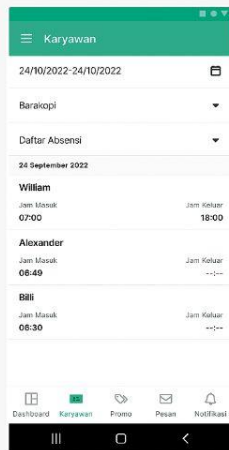
Real-time sales monitoring



Outlet's cash flow monitoring

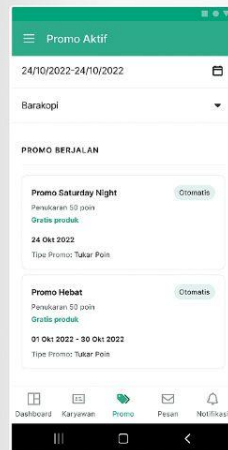


Employee attendance and shifts monitoring

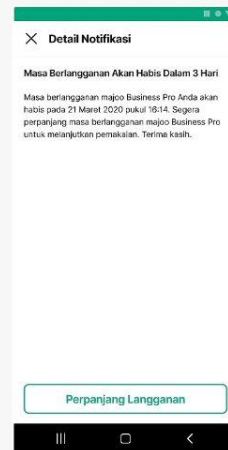


## Send and receive important messages to all outlets

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.



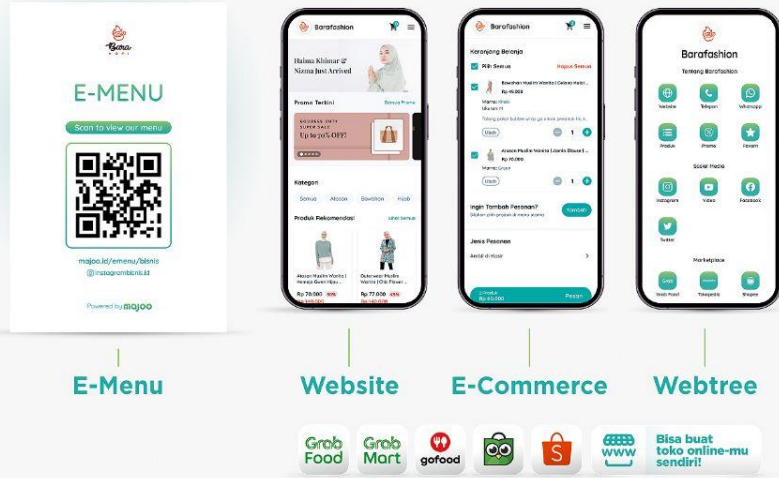
User access level settings for owners and managers.



Custom notification settings.

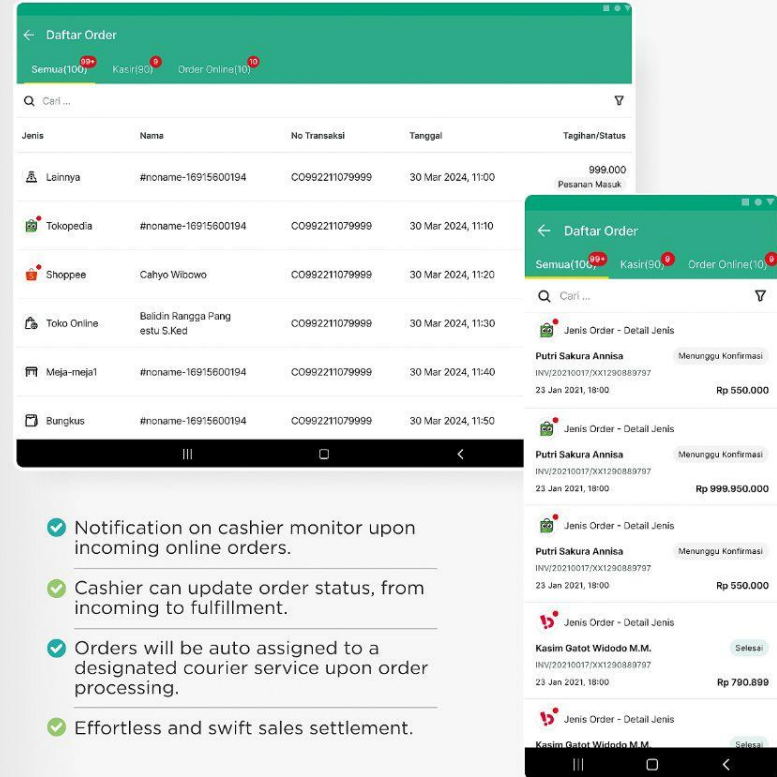
Save up to 68 hours per month through streamlined outlet coordinations

## 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.

# 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



- ⊙ 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



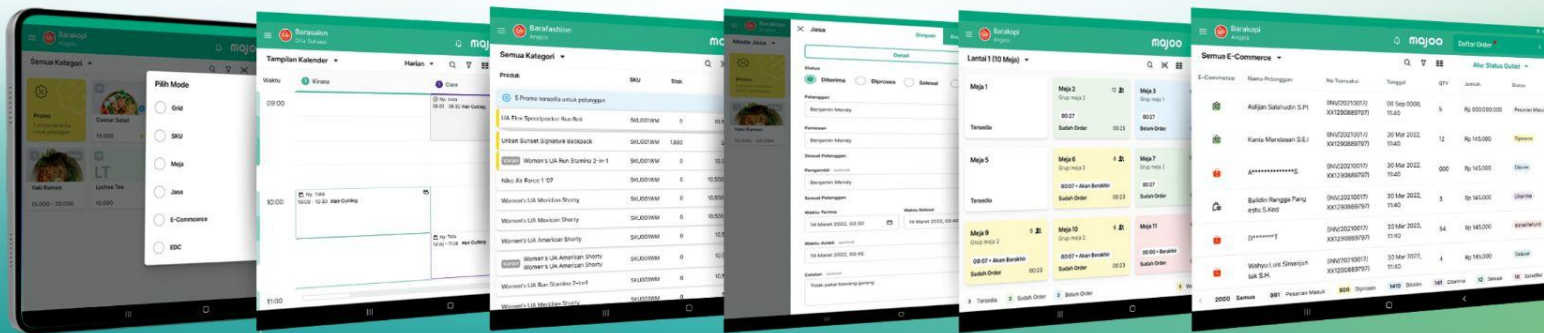
Fashion & Accessories



Car Wash



Food Truck & Pop up Store



## m Pay



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



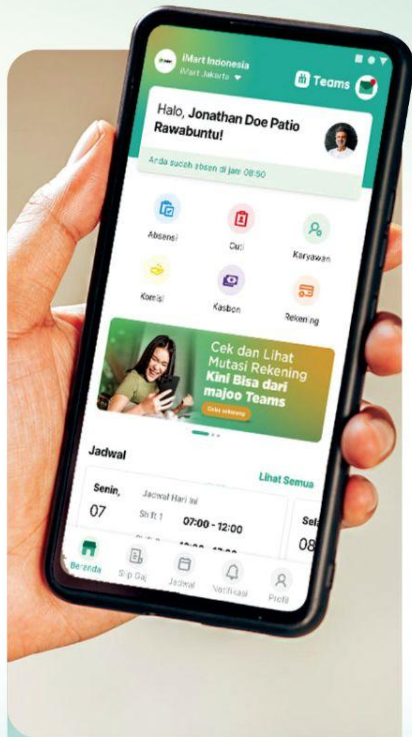
Professional and responsive **customer service available 24/7 across 60 cities** in Indonesia

# 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 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.



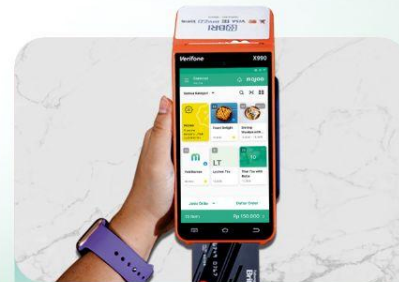
## majoo Consumer App

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



## 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 Tablet set up, multi-units enabled
- Online store Website, webstore, premium domain options, Shopee, Tokopedia, Bukalapak, GrabMart
- Inventory Management Average COGS, stock production feature, stock transfer between outlets
- CRM Customer deposits
- Transaction report Business analysis
- Employee management Photo attendance, advance authorization
- Complete accounting Invoice, CoA, Auto-posting, Accounting Report
- Digital Payment EDC (Debit/Credit card), Digital receipt, WhatsApp, SMS, Email
- Owner App
- Order Online Weborder QR E-menu

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 Tablet set up, multi-units enabled, reservation, product & service enabling, commission, serial number, batch number, wholesale, variant
- Online store Website, webstore, weborder premium domain, Shopee, Tokopedia, GrabMart, Multi account, marketplace, omni-channel
- Inventory Management COGS average, stock production feature, stock transfer between outlets, serial number, batch number
- CRM Customer deposits
- Transaction report Business analysis
- Employee Management & Payroll Photo attendance, advance authorization, employee data, shift management, income salary structure, payroll and salary disbursement
- majoo Teams Photo attendance, geolocation, e-payroll, shift, bank account integration, broadcast announcement
- Complete accounting Invoice, CoA, Auto-posting, Accounting Report
- Digital Payment EDC (Debit/Credit card), Digital receipt, WhatsApp, SMS, Email
- Owner App
- Order Online Weborder, QR E-menu, Grabfood, Gofood
- Automation Feature Kitchen Display, Order Display, Sell Order  
Local server, keep the apps working without internet connection, in multiple devices

## majoo PRIME+

### CONSULT FOR PRICING

Contact majoo's consultants

Large-scale business subscription packages with complete premium automation features (sales, finance, employee 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

Pay extra for website

Pay extra for attendance recording system

Pay extra for inventory software

Pay extra for accounting software

Pay extra for 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



# Hardware Devices with Great Values



## 10 majoo features in comparison with other applications

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

Digital e-wallet and debit/credit card payments

Equipped with employee access-level setting for advanced privacy and security

Subscription option in accordance to business requirements

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 digital marketing promotions

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!

## majoo Plaza

PT Majoo Teknologi Indonesia  
Jl. Prapanca Raya No.25 · Jakarta Selatan  
DKI Jakarta · 12160

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your consultation

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