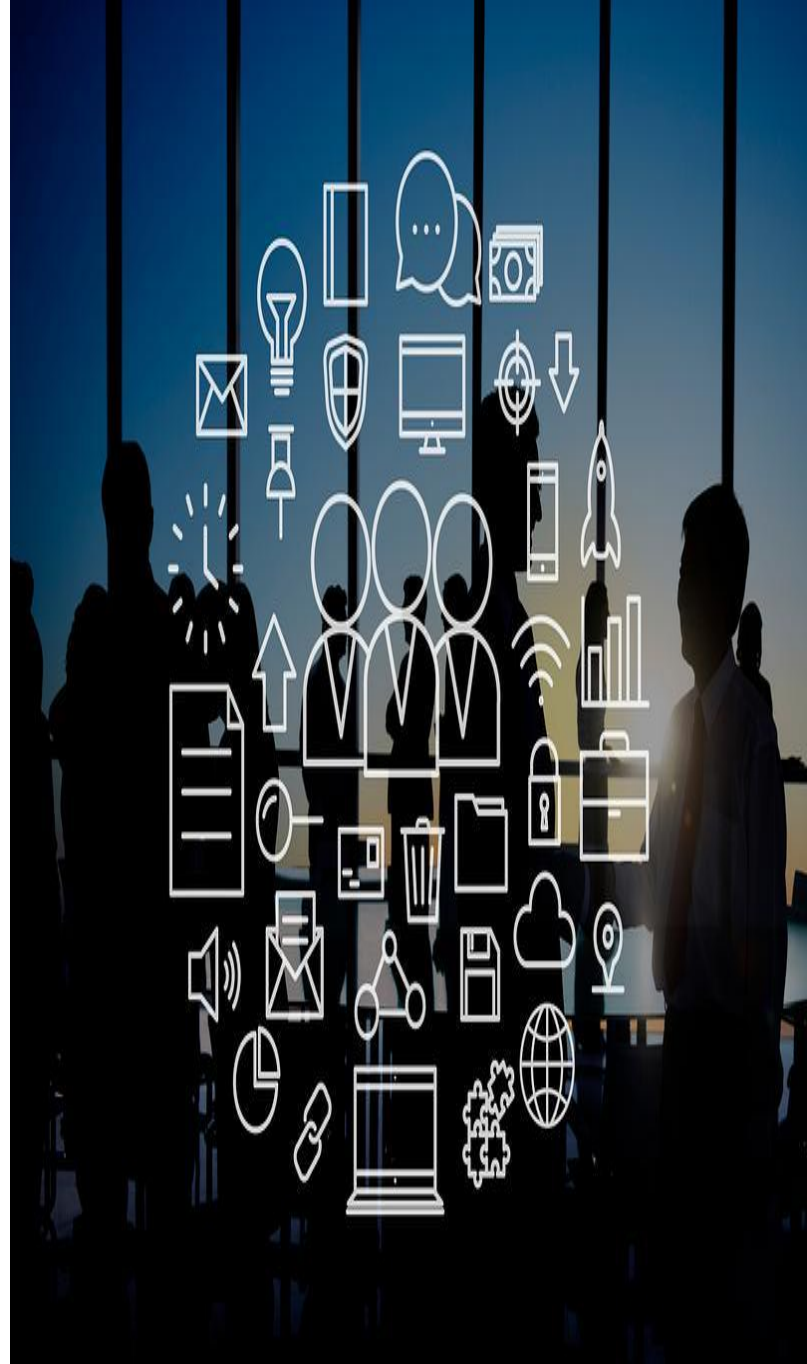


# BUSINESS RELATIONSHIP



 **OCTOPUS**  
— SOLUTIONS —  
**INTERNATIONAL**



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Octopus Solutions International  
&  
International Partner Companies



## Objective of Collaboration

**OCTOPUS SOLUTIONS INTERNATIONAL** enables international companies to efficiently operate, expand, and enter new markets through our trusted and strategic partnership.

- Establish Back-office operations
- Enable business development through local partners
- Establish strong local presence and credibility



## About Us

- Establish and support back-office operations for our partners
- Helping national / international companies connect with the right partners
- Supporting market entry, collaboration, and cross-border business growth
- Focused on secure, commission-based business opportunities





## Our Philosophy

We empower businesses to focus on growth while we manage their back-office operations with efficiency, accuracy, and cost effectiveness through our dedicated resources and expertise.

## Core Services

**HR:** Recruitment, Payroll, Attendance, Compliance

**Finance & Accounting:** Bookkeeping, Account Receivable, Financial Reporting

**IT:** CRM/ERP Administration Support.

**Procurement:** Sourcing, Vendor & Contract Management

**Business Development:** Leads, CRM, Proposals

# Additional Capabilities

- Market Research & Competitor Analysis
- Government Liaison & Regulatory Guidance
- Due Diligence Support for Partnerships
- Channel Partner Identification
- Export & Import Assistance
- On-ground Coordination for Delegations & Visits

# Finance and Accounting Services

## Financial Statements

Preparation of financial statements including Balance sheet, Profit and loss, cash flows and statement of changes in equity.

## Bookkeeping Services

Recording daily transactions for sales, purchases, and expenses

Maintaining ledgers to track accounts payable and receivable

Bank reconciliations for accurate cash flow management

Financial reporting to support audits and decision-making

Compliance support with accounting standards and regulations

## Fixed Assets

Management of full life cycle of all company's assets including their Depreciation, disposals, transfers and addition. This also includes assets under construction (AUC) and Categorization of Capital expenditures (CAPEX) and Operating Expenditures (OPEX)

## Accrual Accounting

Recording revenues and expenses when earned or incurred, not just when cash changes hands

Matching income with related costs for a true picture of profitability

Maintaining compliance with IFRS/GAAP standards

Providing clear reports that support audits, budgeting, and strategic decisions.

# Accounts Payable & Receivable Services

We provide end-to-end management of payables and receivables with a focus on accuracy, compliance, and cash flow optimization:

## Accounts Payable Expertise

- Streamlined invoice processing with three-way matching (PO, GRN, Invoice)
- Vendor reconciliation and dispute resolution to maintain strong supplier relationships
- Implementation of internal controls to prevent duplicate or fraudulent payments
- Compliance with IFRS/GAAP and corporate governance standards

## Accounts Receivable Expertise

- Timely invoicing and receivables tracking with aging analysis
- Credit management and collection strategies to minimize bad debts
- Customer account reconciliations ensuring transparency and accuracy
- Reporting on receivable turnover and liquidity for management insights



# ERP Expertise

**SAP S/4HANA** – Asset management, CAPEX reporting, and audit automation.

**Oracle EBS R12** – Financials, compliance, and ERP integration.

**Microsoft Dynamics** – ERP and CRM solutions for cross-functional operations.

**Blackline** – Automated reconciliations, variance analysis, and closing processes.

**FM-Pilot 2** – API-driven bulk invoice workflows and facilities management.

**QuickBooks** – Bookkeeping, expense tracking, and SME financial reporting.

**Advanced Excel** – Expertise in Macros, Power Query, XLOOKUP, and PivotTables for automation and analytics.

# Initial Engagement & Alignment

- Document Exchange: Profiles
- NDAs
- Online Introductory Meeting
  - **AGENDA**
    - Introductions & capabilities
    - Understanding the requirements
    - Expectations
    - Discuss collaboration vision

# Partnership Model Options

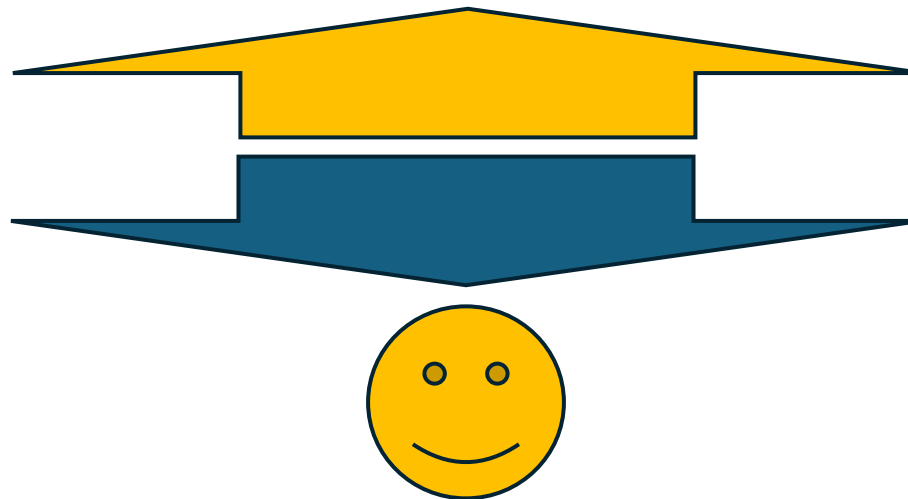
## **Option 1 – Outsource Your Operations to Octopus Solutions International**

Leverage our existing infrastructure, skilled workforce, and proven processes to run your back-office and operational functions efficiently. We manage everything end-to-end, reducing your costs, risks, and setup time while ensuring high-quality delivery.

## **Option 2 – Establish Your Own Presence with Our Supervision**

Set up your own dedicated business or office in Pakistan while we provide local representation, operational supervision, staffing support, compliance handling, and ongoing management to ensure smooth and successful operations.

# Way Forward





# Commercial Framework



Commission / Profit  
Sharing structure



Scope &  
responsibilities



Reporting structure



KPIs & performance  
measures



Periodic Meetings /  
Visits

# Formalizing Collaboration

## Scope of services

- Territory & exclusivity
- Confidentiality & non-circumvention
- Support obligations
- Payment terms



Together towards  
successful market entry  
**Thank you**

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