DELFE ERP
BY PIONEERS TECHNOLOGY

PRODUCT BROCHURE

DELFE ERP

Connected business.
Unified management.

AI-powered ERP for connected finance, operations and people.
Built around the way your business works.

A Pioneers Technology product | Qatar



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Your guide to connected operations

Explore the proposed DELFE product scope and implementation approach.

03 About DELFE

04 Finance & commercial operations

05 Operations, people & assets

06 Connected workflows

07 Role-based workspaces

08 AI-powered assistance

09 Implementation journey

10 Companies & branches

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12 Common questions

13 Start a conversation

> Concept edition: this brochure presents the proposed DELFE scope. Module availability, integrations and deployment requirements will be confirmed during discovery and validation.

Understanding business. Connecting teams.

DELFE is an AI-powered ERP concept that connects finance, operations and people. Its proposed intelligent tools help teams find information, prepare documents and understand business data within their assigned permissions.

Our vision

Make business information easier to understand and daily operations easier to coordinate.

Our approach

Connect the essential workflows first, then extend the system around the needs of each organization.

6
core module areas

2
interface languages



Connected records

AI-assisted workflows

Company-level access

Arabic & English

Financial clarity, from transaction to report

Connect commercial activity with accounting, cash flow and financial control.

01

General ledger & accounts

Organize the chart of accounts, journals, financial periods and cost centers.

02

Customers & sales

Follow quotations, sales orders, invoices, credit notes and receivables.

03

Suppliers & payables

Connect supplier bills, payment obligations and purchasing records.

04

Cash & banking

Track receipts, payments, transfers and reconciliation activities.

05

Financial reporting

Review trial balance, income statement and balance-sheet information.

06

Period control

Review transactions, manage approvals and prepare for period closing.



Everyday operations, working together

Bring purchasing, stock, people and assets into a consistent operational flow.



01 **Purchasing & receiving**

Follow a purchase request through approval, ordering and receipt.

02 **Inventory & warehouses**

Manage items, stock movements, transfers, counts and replenishment needs.

03 **Employee records**

Keep organizational, employment and employee information connected.

04 **Leave & payroll**

Define leave processes and payroll inputs around approved company policies.

05 **Fixed assets**

Organize asset records, assignments, depreciation and disposal workflows.

06 **Approvals & documents**

Link supporting documents and review steps to operational records.

One process. Connected information.

Two everyday journeys illustrate the intended connection between business functions.

Order to cash

Quote → Order → Delivery → Invoice → Receipt

From customer commitment to collection.

Link the sales record, stock movement and financial effect through a traceable document journey.

Illustrative workflow for the proposed scope.

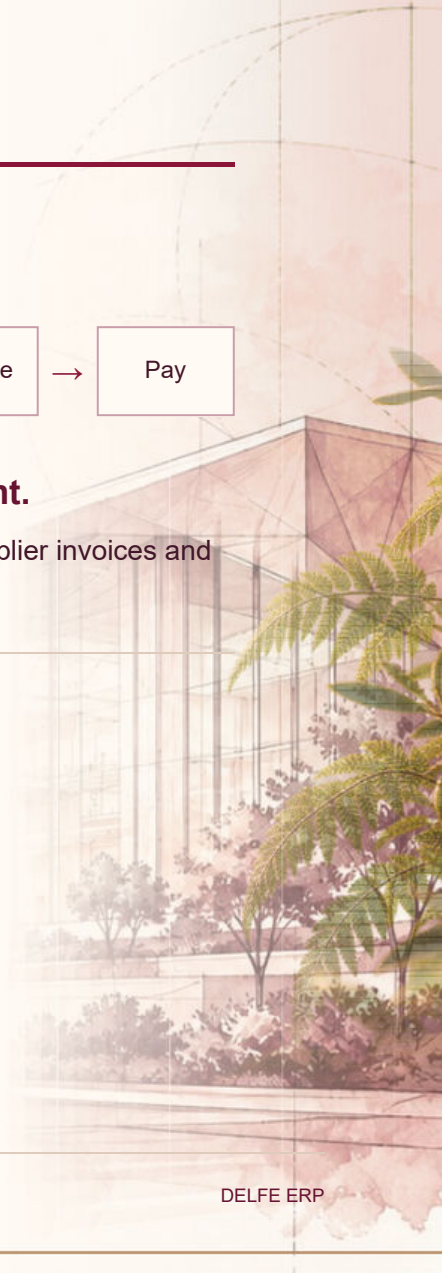
Procure to pay

Request → Approve → Order → Receive → Pay

From business need to supplier settlement.

Connect the purchasing and receiving records with supplier invoices and payment review.

Illustrative workflow for the proposed scope.



A clearer workspace for every role

An experience shaped around responsibilities, permissions and daily tasks.

01
Management
Performance and pending decisions

02
Finance
Accounts, cash and period review

03
Sales
Customers, quotations and invoices

04
Purchasing
Requests, suppliers and orders

05
Warehouse
Stock, transfers and counts

06
Human resources
People, leave and payroll inputs

07
Employees
Personal records and requests

08
Administration
Settings, roles and permissions

AI that supports your everyday work

Proposed intelligent capabilities, connected to your ERP workflows.

01

Ask your business assistant

Ask questions in everyday language, find permitted records and receive concise answers linked to their sources.

02

Read documents intelligently

Extract key fields from invoices and receipts, suggest matches to suppliers or items, and review before saving.

03

Turn data into explanations

Prepare management summaries and explain changes in sales, spending and outstanding balances.

04

Spot what needs attention

Flag possible duplicates, unusual entries and overdue items for the responsible team to investigate.

05

Prepare the next step

Draft follow-up messages, document descriptions and task suggestions for users to review and approve.

06

Work in Arabic & English

Help users search, summarize and draft in either language, within their company and role permissions.

Proposed AI capabilities depend on available data and enabled integrations. Outputs require review; AI does not independently approve payments or post accounting entries.

A practical path to implementation

Start with your priorities, validate the workflows, then roll out with confidence.

01

Understand & define

Map the organization, current processes, data and priority use cases.

02

Configure & prepare

Set up companies, accounts, roles and the agreed migration scope.

03

Test & train

Validate representative workflows and help users practice their daily tasks.

04

Launch & improve

Roll out the agreed scope, review feedback and plan the next improvements.



One group. Clearly defined companies.

Separate responsibilities. Connected oversight.

Organize companies, branches and departments with a clear context for users and records. Access should follow the user's approved role and company membership.

Clear company context

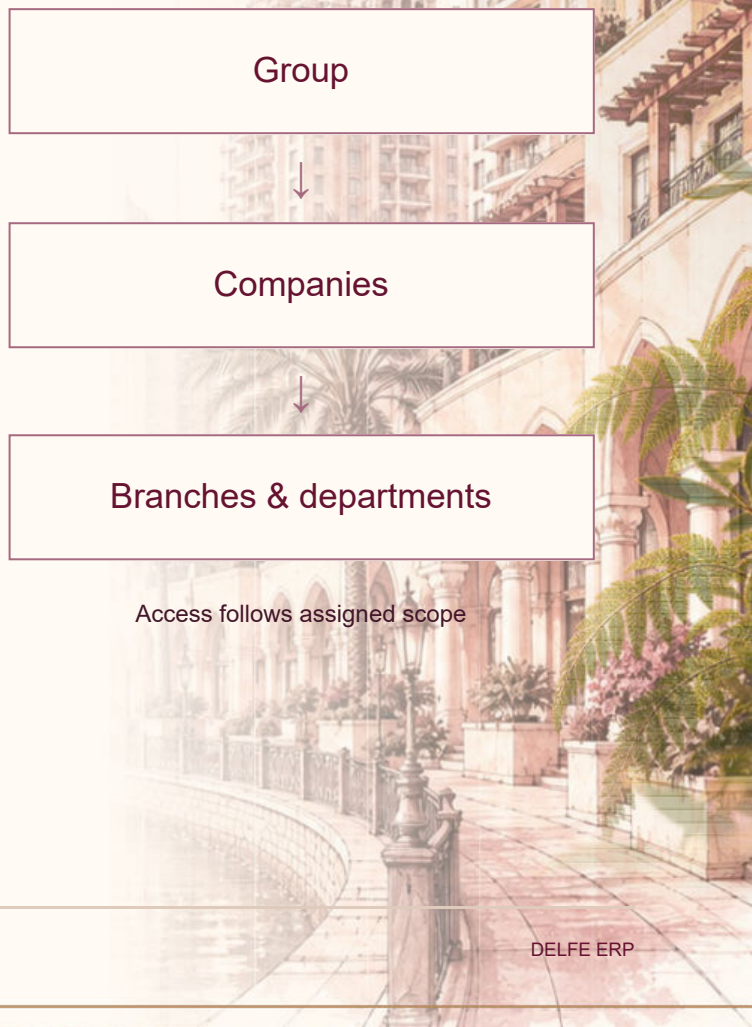
Keep the active company visible throughout the workflow.

Scoped responsibilities

Define who may view, create, approve or review each process.

Room to evolve

Plan additional companies and workflows as the organization grows.



Control built into the way you work

A proposed control framework for accountable, traceable operations.

01

Permissions

Define access by role, action and company context.

02

Approvals

Make review and authorization steps explicit.

03

Audit trail

Record important changes and responsible users.

04

Financial integrity

Keep posted records traceable through correction and reversal processes.

05

Data preparation

Validate reference data and opening balances before migration.

06

Operational continuity

Include backup, recovery and support arrangements in the rollout plan.

Questions before you begin

A focused conversation helps define the right scope for your organization.

Can the interface support Arabic and English?

Both languages are part of the proposed experience, with appropriate reading direction.

Can existing records be imported?

Migration depends on the source format, quality and agreed scope. It begins with a data assessment.

How does AI support daily work?

Through document reading, contextual answers, summaries and draft suggestions. Sensitive actions remain subject to human approval.

What about integrations and local requirements?

Confirm required systems, country-specific rules and technical dependencies during discovery.

How are timing and cost determined?

They depend on the confirmed scope, configuration, data migration, training and support needs.

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START A CONVERSATION

Let’s explore your business needs

Tell us about your companies, processes and priorities. We can define a focused demonstration and the next steps together.

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NEXT STEP

Request a DELFE product discussion

pioneerstechno.com/products/delfe

Explore DELFE ERP