



DEVELOPMENT OF SOLUTIONS FOR YOUR BUSINESS

COMPANY PRESENTATION

www.jvp.ru

MOSCOW CITY | 2017



JVP LLC (hereinafter referred to as the Company) is a multi-business company for more than 10 years working in the Russian market in assets trust management, business consulting, project appraisal, legal and financial business restructuring, development and implementation of the enterprise management system, as well as investing in various economic branches

Priority areas of the company activities:

- asset management with the purpose of improving the business performance
- development and implementation of it solutions and management technologies
- Investing in various economic branches

Holding companies



Subsidiary company JVP-Technology has developed an exclusive and innovative it solution for the enterprise management in any economic branches. The system to the greatest possible extent allows to automate the management process, improve the rapidness and effectiveness of decision-making procedure.

IT-solutions and technologies



EMS
Enterprise
Management
System

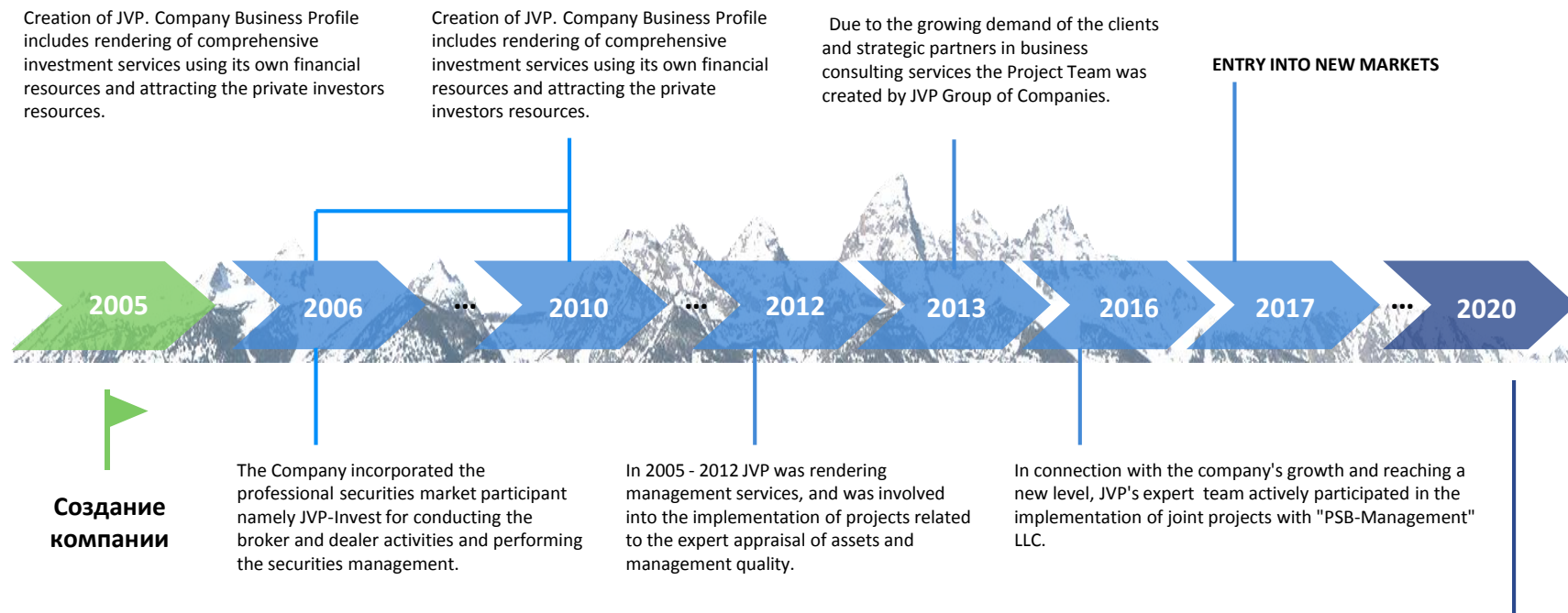


BPM
Business
Performance
Management

Basis of competence and project development is many years experience in development of own projects in various economic branches

One of the main types of the company's activities is **creation and use of unique, management and it solutions, which have no analogues in Russia**

COMPANY HISTORY



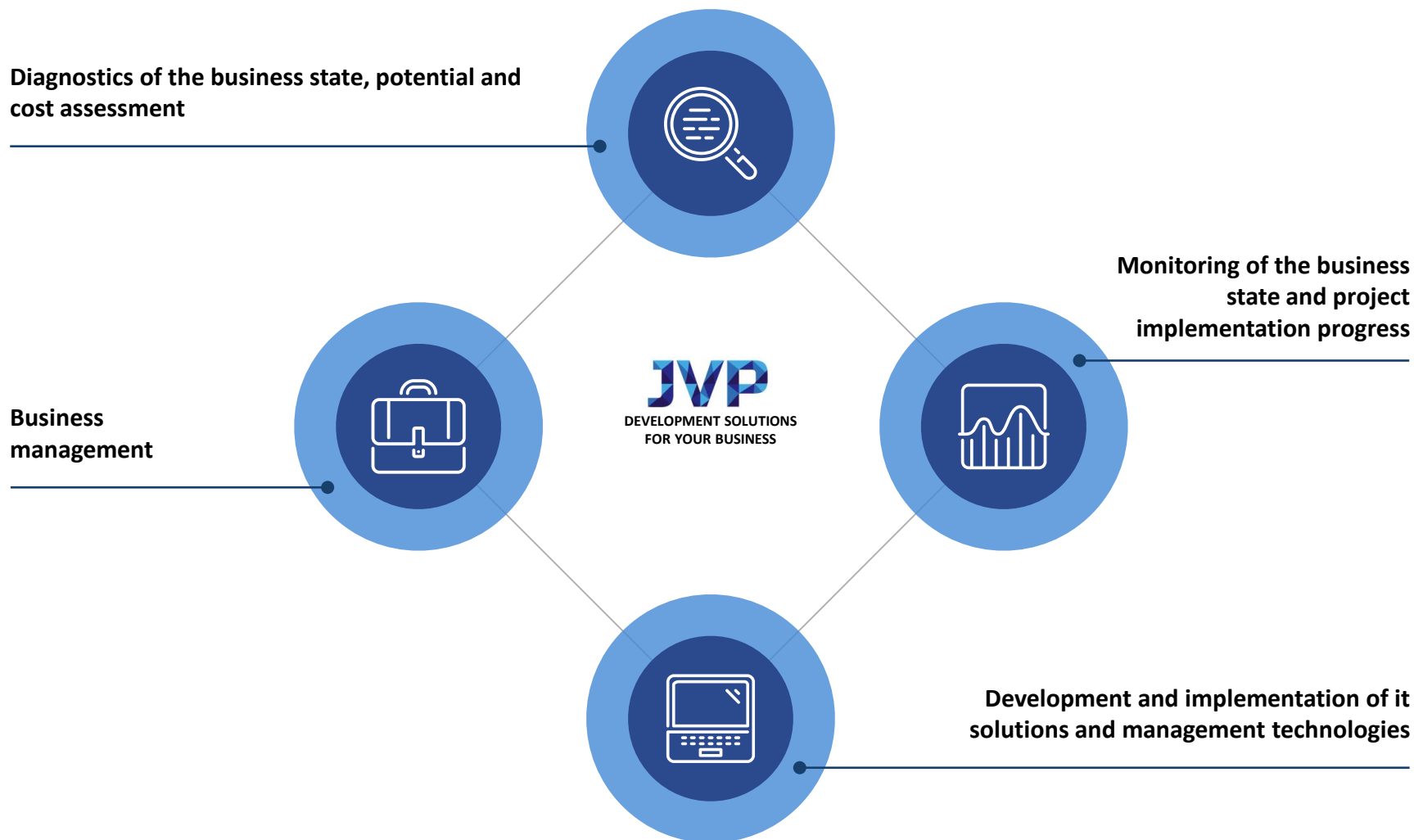
Mission

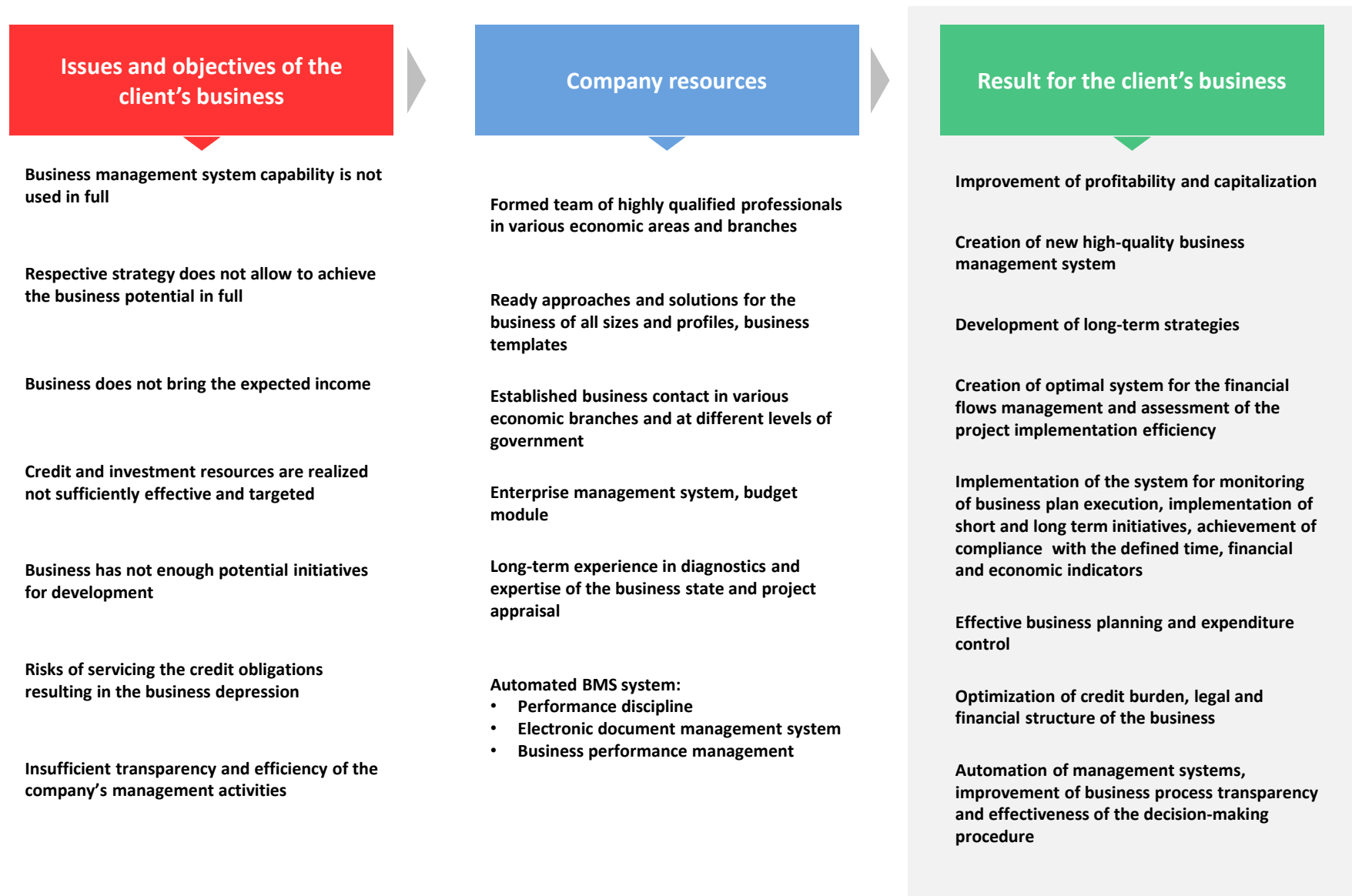
Creation and development of the company conforming to the level of the best domestic and international management companies, market challenges, advanced and innovative experience, international requirements and standards.

Development strategy

- Development and implementation of programs for improvement of business performance, investment attractiveness, capitalization of "troubled assets", raise of the company's (assets') rating in the business space
- Creation of high-quality asset management system, optimization and improvement of transparency of business processes, development of management competence.
- Development of the company in the market, ensuring its "recognition", publicity and attractiveness, including for international companies.
- Attraction of "reliable" partners for the new assets crediting and management.

PRINCIPAL ACTIVITIES





CORPORATE STRUCTURE OF THE COMPANY



GENERAL MEETING

Supreme management body



Viktor Aleksandrovich
PICHUGOV

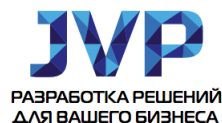


100% CONTROL



BOARDS OF DIRECTORS

Strategic management



100% CONTROL



33% CONTROL

Operational management

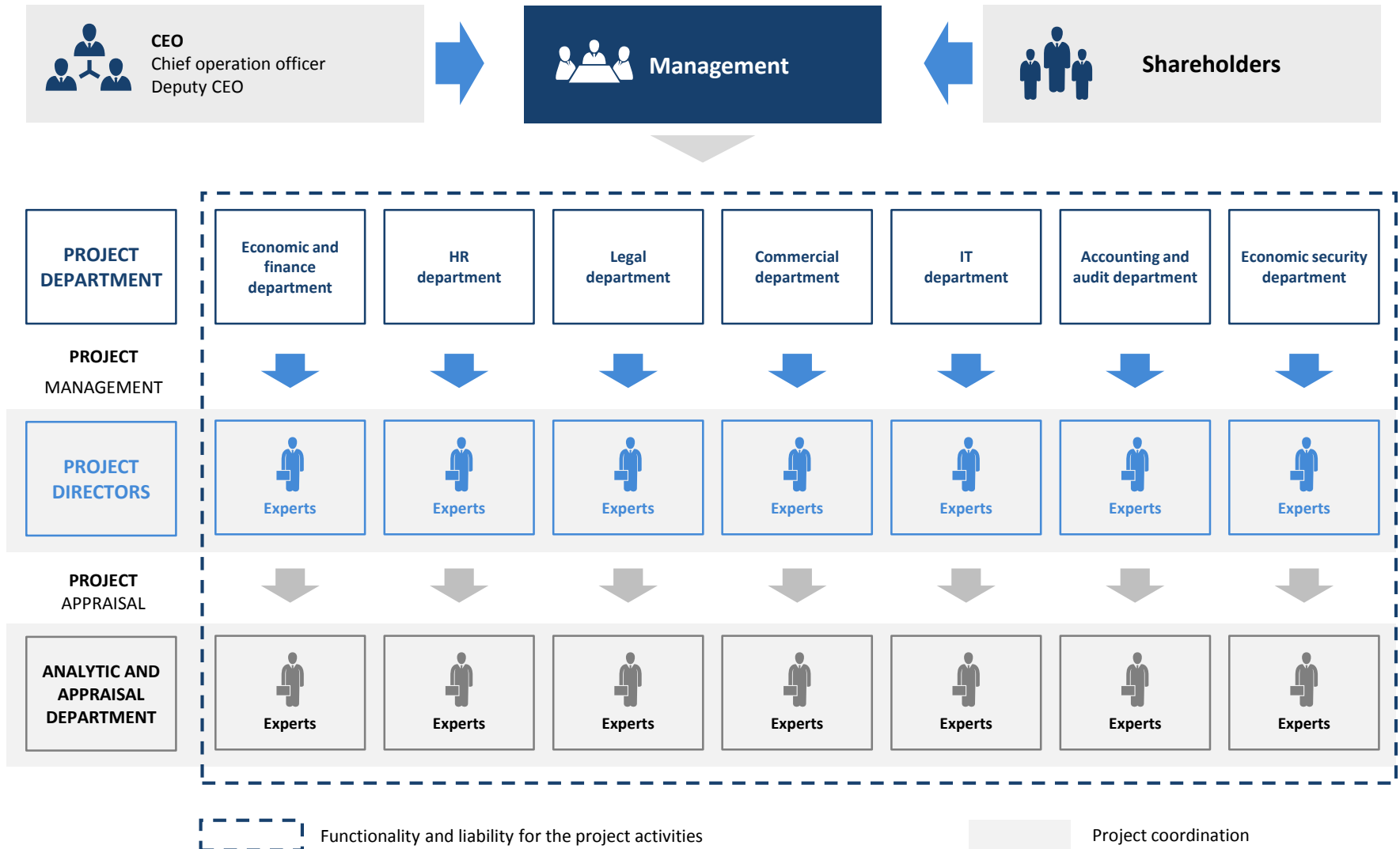


CEO

Operational management



ORGANIZATIONAL MANAGEMENT STRUCTURE



COMPANY COMPETENCE

Diagnostics of the business state,
potential and cost assessment

Business
Management

Monitoring of the business state and
project implementation

Development and implementation of it
solutions and management technologies

HIGHLY QUALIFIED SPECIALISTS HAVE MANY YEARS OF SUCCESSFUL EXPERIENCE COVERING THE FOLLOWING AREAS

- Construction
- Production of building materials
- Production and sale of non-metallic materials and products made of such materials
- Mining and processing of polymetallic ore
- Production of lead and zinc concentrates
- Production of copper road, mom-ferrous mill products, wires, power supply cables, cables for oil-submersible pumps
- Production of the cabinets for switchgear and control gear and low voltage distribution switchboard portable substations
- Agriculture
- Storage and handling of the agricultural plants
- Flour manufacture
- Oil crop processing
- Energy production
- Petrochemical production
- Compound feed industry
- Malted barely production
- Production of alcohols and liquors
- Printing production
- Distribution of printed media and related products
- Logistics
- Rendering of warehouse services
- Production of protein and protein casings
- Production of medicines
- Confectionary production
- Timber processing
- Glass production
- Development
- Production of vegetables oils and protein meals
- Design and estimates
- Battery units production
- Trading
- Development
- Hotel business
- Engineering
- Poultry farming
- Radioactive waste management
- Hog farming

EXPERT TEAM

Project directors (strategic planning)



Andrey
CHERKASOV



Alexander
BELOV



Yuri
KOPYLOV



Sergey
SMIRNOV

Commercial activity



Alexander
VAKAREV



Yelena
KRYAZHEVA



Victoria
OPOLSKAYA



Gilyana
ODGAYEVA



Alexander
KUZNETSOV



Alexander
KORNEV



Yekaterina
NOVIKOVA

Finance and economics

Legal department

Accounting and audit

Economic security

HR

IT



Marina
STRIZHOVA



Nadezhda
BELOVA



Kuanysh
KAZHIKOV



Sergey
POPOV



Irina
TONEVITSKAYA



Vasily
KOKOLOV



Maksim
LOGVINOV



Kirill
LOTSMANOV

GEOGRAPHY OF PROJECTS

Diagnostics of the business state,
potential and cost assessment

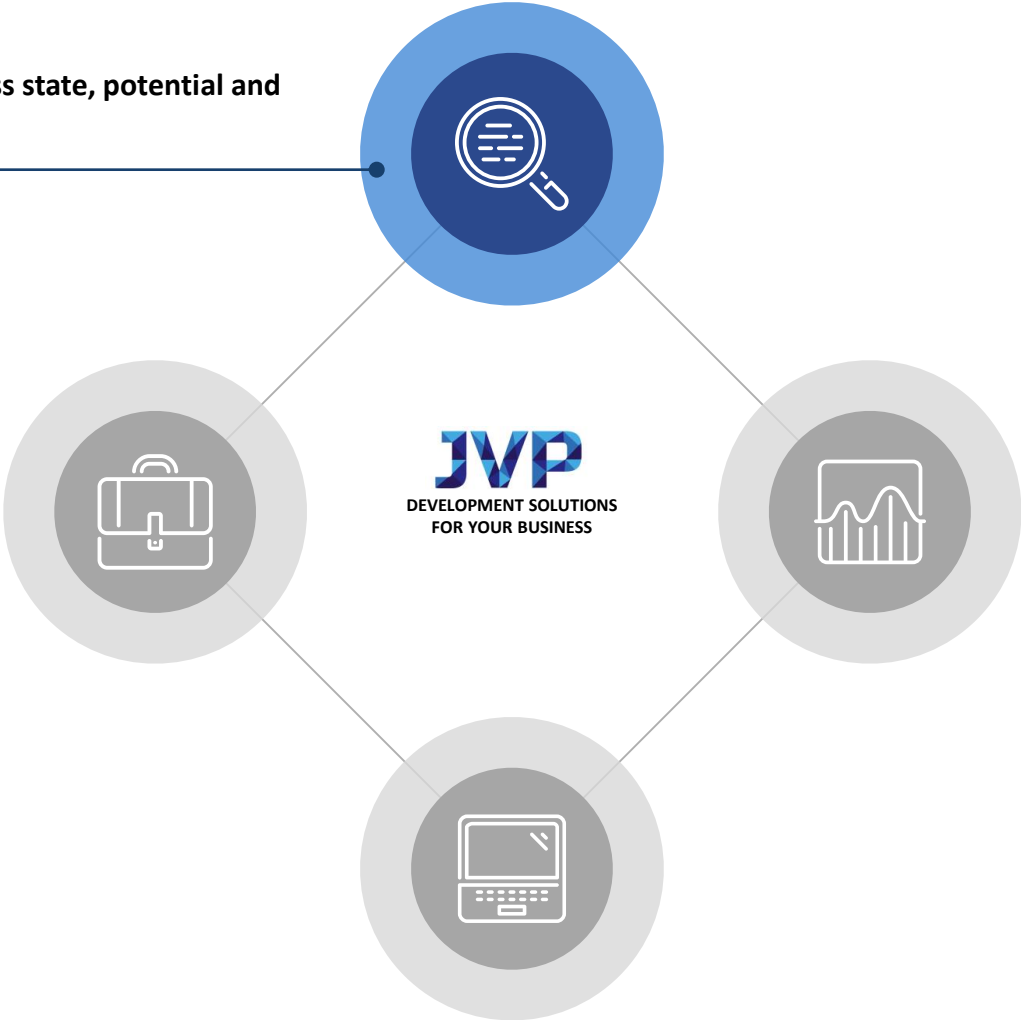
Business
Management

Monitoring of the business state and
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Diagnostics of the business state, potential and cost assessment



Diagnostics of the business state,
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1

Issues and objectives of the client business

- Diagnostics of the technical state of the business assets and potential of their industrial development
- Independent qualified expertise in the key areas of business processes and production and commercial activities, including:
 - Management system and development strategy by efficiency of investments
 - Finance and economy
 - Information technologies
 - Accounting, management and human resources
 - Legal and human resources activities
 - Economic and information security
 - Commercial activities
 - Marketing
 - Document flow and record keeping management
- Assessment of adaptively of business to the external environment and market tendencies

2

Complex assets inventory

- Balance inventory
- Audit of regulations and provisions for effective business operations
- Financial and management accounting audit
- Assessment of quality, potential and competence of the management
- Fair evaluation of net assets

3

Assessment of the position on the market and business development potential

- Assessment of the business idea, benchmarking
- Assessment of the strategic initiatives of the company management and their potential
- Analysis of dynamics and risks of development
- Assessment of short and long term plans of the company, preparation of the proposals for their optimization

4

Elaboration of measures for business development

5

Business valuation

Diagnostics of the business state,
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1

Audit, including inventory

- Assurance of accounting
- Assessment of the actual condition of assets, property and commodity stocks and supplies

2

Assessment of business idea, its worthiness and capabilities

- Assessment of financial and commercial activities and value of the company,
- Evaluation of the current capital and net assets, including for attracting the third-party investor, and credit portfolio assessment

3

Determination of the exploratory areas according to the aspects of activities

- Accounting, finance and economy, legal department, IT department, security department, production, commercial department etc.

4

Determination of points of growth and optimization of activities (preparation of proposal and quantitative assessment of the impact on the financial result)

ALL ASSETS INCLUDED TO THE PROFILE OF MANAGED PROJECTS



ALL ASSETS UNDER MANAGEMENT + ONE-TIME AGREEMENT FOR PERFORMANCE OF DD



MORE THAN 30 BUSINESS
EVALUATION PROJECTS
+
15 ONE-TIME APPRAISALS
OF THE REAL ESTATE
PROPERTIES

Industry specific targets for assessment of the result* – availability of clearly justified and constructive proposals as to minimization, elimination of the revealed troubled areas and risks in the implementation of the business process, readiness of the project management to implement the proposed road maps for improving the efficiency and achieving the optimal production and financial indicators, shareholders acceptance of the developed measures implementation

* These targets are implemented through the mechanism of close cooperation with the project management in all directions with the purpose of adaptation of proposals for improving the efficiency to the business particularities

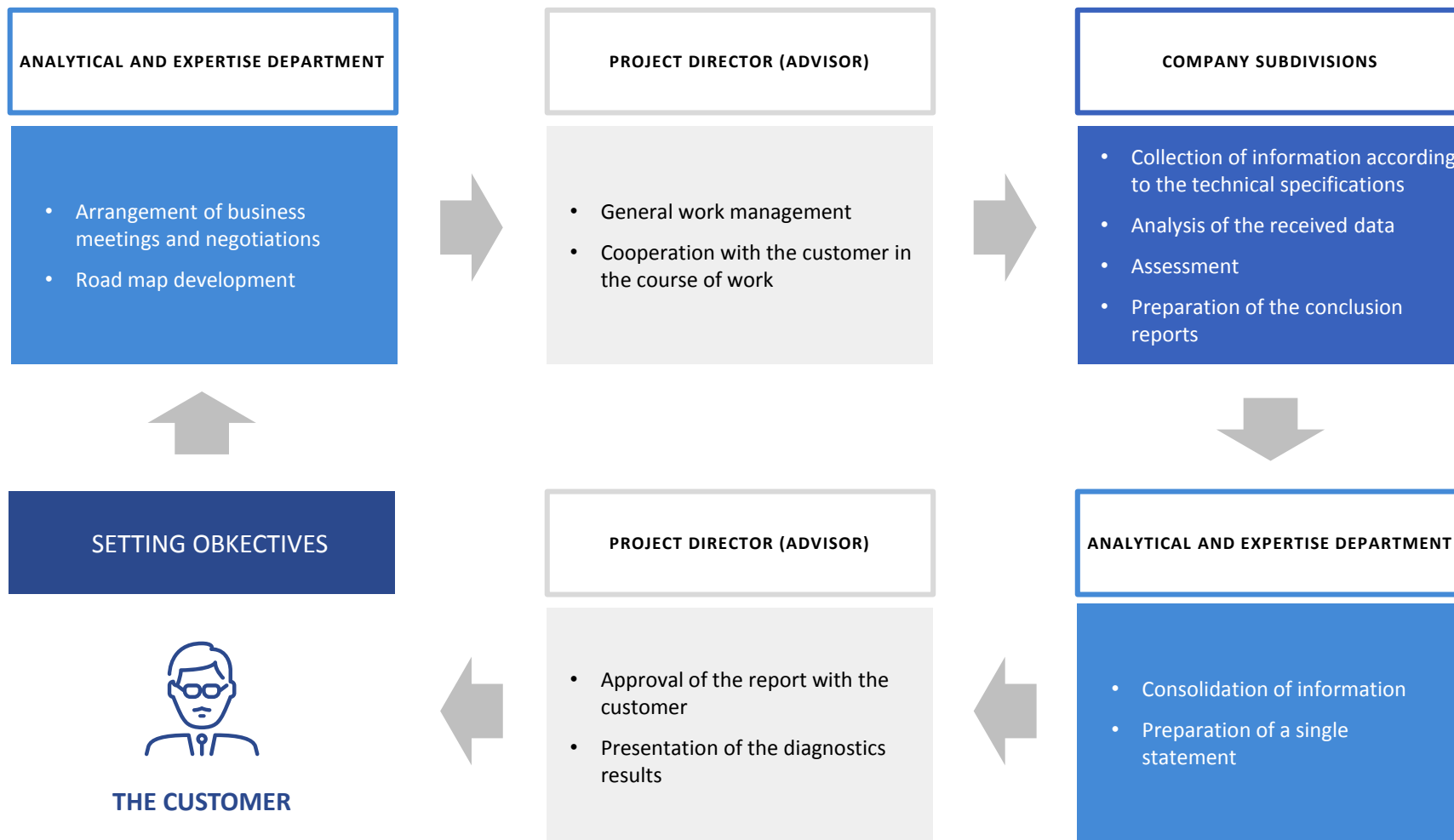
SERVICES. PROJECT WORK ORGANIZATION

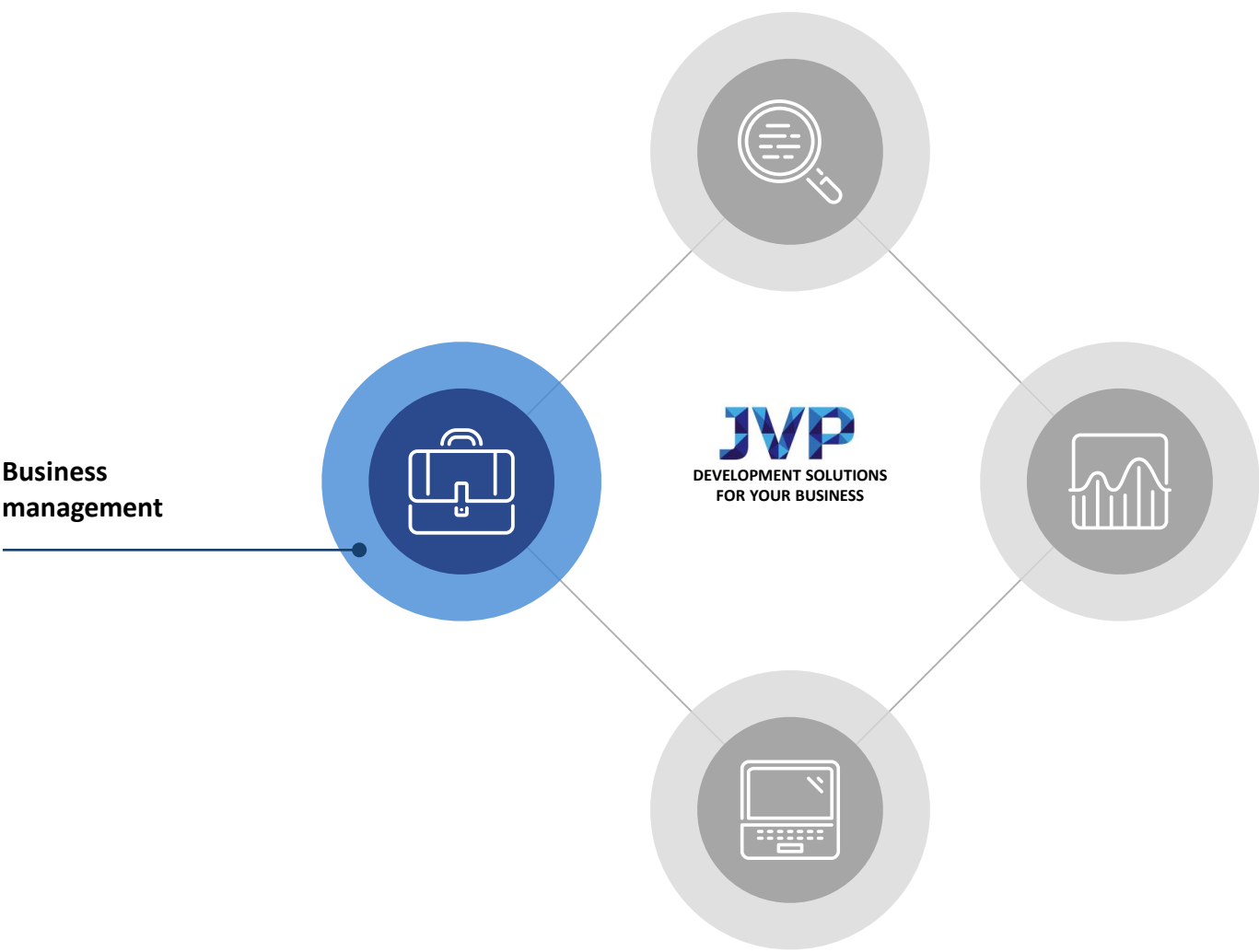
Diagnostics of the business state,
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Business
Management

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Diagnostics of the business state, potential and cost assessment

**Business
Management**

Monitoring of the business state and project implementation

Development and implementation of it solutions and management technologies

1 Interaction forms

- Certain types of consulting services in all areas of the customers business activities in the format of the agreement for provision of consulting services
- Complex support of the customers business in the format of the agreement for provision of consulting services
- The customers business management in the format of the agreement for management services acting as managing company – CEO
- Overall customers business management in the format of the agreement for management services acting as managing company – CEO and managers of the securities/shares

2 Actualization of corporate and organizational business structure

3 Business planning

- Business plan preparation/actualization
- Budgeting control organization/actualization
- Development of measures for implementation/improvement of the budgetary process
- Automation of the budget execution control system
- Preparations and execution of long-term business plans
- Development/actualization of financial economic model, adoption of marginal assessment of limits

4 Improving the efficiency of the company production and capitalization

- Strategy development and implementation
- Monitoring of strategy initiatives implementation and dynamics of the business capitalization

5 Optimization of business process

- Diagnostics of the business-process
- Adoption of the uniform standards for regulation of business process
- Control over external and internal activities

6 Other services

- Development and implementation of the investment program
- Optimization of the credit debt burden
- Optimization/actualization of purchasing and distribution system, introduction of tendering procedures
- Development/actualization of the management incentive system (KPI) and long-term personnel policy
- Assessment of the management strategic initiatives, creation and road maps for business development
- Business management support using its own recourses at a time of crisis
- Business image development, raise of rating within the business space

SERVICES. PRACTICE

Diagnostics of the business state, potential and cost assessment

Business Management

Monitoring of the business state and project implementation

Development and implementation of it solutions and management technologies

- 1 Development of the enterprise management system, actualization and systematization of all business process
- 2 Preparation and presentation of business plan for the current and following, control over its implementation, monthly monitoring and control over execution of the performance indicators in the operational plan format
- 3 Development and implementation of operating reporting formats, daily monitoring of the key indicators
- 4 Control over the treasury operations, daily acceptance of payments under the project in bank-client system based on the agreed limits
- 5 Preparation and presentation of investment project (feasibility studies, models, presentations)
- 6 Control over the credit portfolio, payment discipline related to payment of interest and the repayment of the principal debt, control over the intended purpose of the disbursement
- 7 Preparation and assessment of strategic initiatives and road maps of the project within the areas for the preparation of development strategy for 3/5 years, strategies presentation to credit institutions and shareholders

** These targets are specified for the management in terms of the performance indicators, motivation and responsibility for the results*

ALL ASSETS UNDER MANAGEMENT, INCLUDING COMPLETE PROJECTS



INDUSTRY-SPECIFIC TARGETS FOR ASSESSMENT OF THE RESULTS *:

- Achievement of maximum performance capacity
- Ensuring the optimal burden of all the ranges considering the market conditions and particularity of the current state of business and technical processes
- Optimization of credit debt burden
- Servicing the interest burden, including reduction of the deferred interest value
- Achievement of the market averages according to the specific margin of the finished products
- Maximizing the EBITDA level
- Receiving the net profit for distribution of the dividends between the shareholders

SERVICES. PROJECT WORK ORGANIZATION

Diagnostics of the business state, potential and cost assessment

Business Management

Monitoring of the business state and project implementation

Development and implementation of it solutions and management technologies

PROJECT DIRECTOR (ADVISOR)

- Entering into agreement
- Approval of the technical specifications
- Preparation of the project management plan
- Technical support
- Interaction with the customer with respect to the implementation of the agreement
- Control over the work execution terms
- Consolidation of the expert work
- Preparation of analytical reports for the customer



COMPANY SUBDIVISIONS

• FINANCE AND ECONOMIC

Creation of the "Budget Module" system , including the model development, process organization and implementation of business planning procedures, operating planning and reporting, strategy development, setting the financial flows monitoring system, providing the production and financial indicators control system.

• LEGAL DEPARTMENT

Preparation of documents required for the management, agreement for the management (other type of agreement in case of any restrictions) authority delimitation matrix, rules for the Governing Board, a list of members of the Governing Board and other responsible persons (directors, advisers, etc.) involved in the management, orders, powers of attorney, interaction schemes and other documents required for the management, operation plan of legal service with respect to the managed enterprise, the schedule of events for the regulation of the business processes, corporate calendar, reporting and control activities schedule of the legal services

• COMMERCIAL DEPARTMENT

Development and implementation of the strategies for sale, marketing and pricing policy, raw material safety programs, inventory management, tendering procedures. Creation of the road maps, performance monitoring. Organizing the dialogue, holding the meetings and contracting with key participants in the global market. Market analysis. Coordination of the commercial activity of the enterprises disputing with the Managing Company in order to achieve the synergistic effect.

ASSET MANEGEMENT TRANSFER



THE CUSTOMER

SERVICES. PROJECT WORK ORGANIZATION

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COMPANY SUBDIVISIONS

• HR

Audit and optimization of HR processes, development and implementation of personnel policy, actualization and development of incentive programs, actualization, development and implementation of regulations, provisions, corporate standards in the field of HR

• IT

Organization of communication and remote access to the client account systems, creation and presentation of IT strategy, business plan creation in terms of IT, selection of the suppliers, tendering for equipment, software and services, approval of the invoices for payment of IT services, assistance in the selection of IT personnel, initiation and participation in business processes automation projects, implementation of the enterprise management systems, creation of the management reporting system

• ACCOUNTING

Evaluation of the financial situation of the enterprise, control over the state of the financial and tax accounting of the economic entity, consultation in oral or written form regarding the accounting and reporting procedures

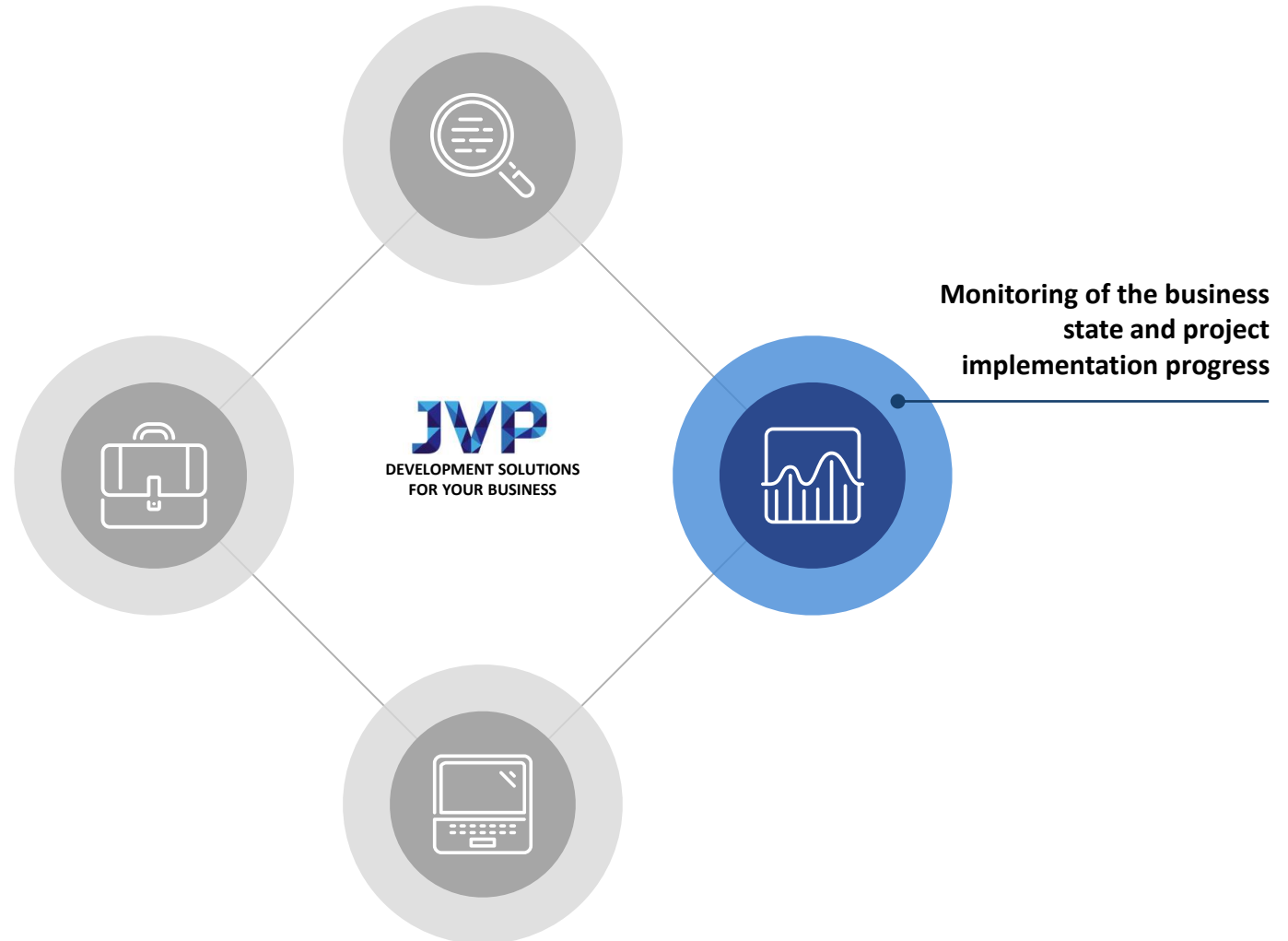
• ECONOMIC SECURITY

Organization of security, access control arrangements and internal site access control, organization of ensuring the safety of property (commodity stocks and supplies), organization of checks of the candidates when employing, organization of checks of the counterparties for possible risks, identification of possible threats and situation development forecast , as well as other options to act in case of any troubles within the operating environment.

ASSET MANAGEMENT TRANSFER



THE CUSTOMER



Diagnostics of the business state, potential and cost assessment

Business Management

Monitoring of the business state and project implementation

Development and implementation of IT solutions and management technologies

1 Monitoring of total technical and economic condition of the business with implementing a project

2 Monitoring of operating and strategic business plans implementation by the management

3 Monitoring of the efficiency of investment program and separate investment projects implementation, including achievement of the established KPI

4 According to monitoring results – preparation of the conclusion report for the business shareholders with the purpose of making the decisions within the scope of strategic and operating planning, and local management quality assessment

5 Operating monitoring of the accounting systems, including remotely

- Monitoring of the client's accounting operations and document turnover, in order to control:
 - Operational, financial and investment activities
 - Targeted use of the credit funds
- Identifying the negative factors of the enterprise activities recognized in the accounting:
 - Withdrawing the funds from the account, opening the new settlement accounts with other banks
 - Misuse of the credit funds
 - Fictitious sales and overstatement of the revenue, shade transactions
 - Overstocking, growth of illiquid finished products and reserves
 - Dissipating the assets
 - Incorrect assessment of the assets
 - Occurrence of overdue obligations to the third persons and vice versa
 - Inaccurate reporting

SERVICES. PRACTICE

Diagnostics of the business state, potential and cost assessment

Business Management

Monitoring of the business state and project implementation

Development and implementation of it solutions and management technologies

- 1 Control over the treasury operations
- 2 Bringing the current format of the project operating reporting to the optimal format in view of revealing the particularities of the business process
- 3 Methodological support in the preparation of financial model of the business process
- 4 Assessment of local estimates for construction and installation works and construction stages, other calculations of the expensive items, financial control of the agreement
- 5 Methodological support in the preparation of the investment projects presentation (feasibility studies, financial models, presentation)



Industry specific targets for assessment of the result* – improving the operating efficiency of the project subject to monitoring, improvement of transparency and ratibility of reporting for the management, credit institution and shareholders, ensuring the targeted disbursement of credit funds and compliance with the schedule of thr interest and principal debt payment

** These targets are specified for the management in terms of the performance indicators, motivations and responsibility for the results*

SERVICES. PROJECT WORK ORGANIZATION

Diagnostics of the business state, potential and cost assessment

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PROJECT DIRECTOR (ADVISOR)

- Entering into agreement
- Approval of the technical specifications
- Interaction with the customer regarding the agreement implementation
- Settling the issues related to arrangement of the remote access to the client accounting systems
- Control over the work execution term
- Expert's work consolidation
- Preparation of analytical reports for the customer



EXPERT RESPONSIBLE FOR THE DIRECTION

- Collection of relevant and reliable information required for control and making the decisions related to the project
- Control over the required areas
- Current monitoring of operating financial and economic activities
- Improvement of the corporate control level
- Analysis of financial and economic indicators and other information related to the production and commercial activities
- Operating monitoring of the accounting systems

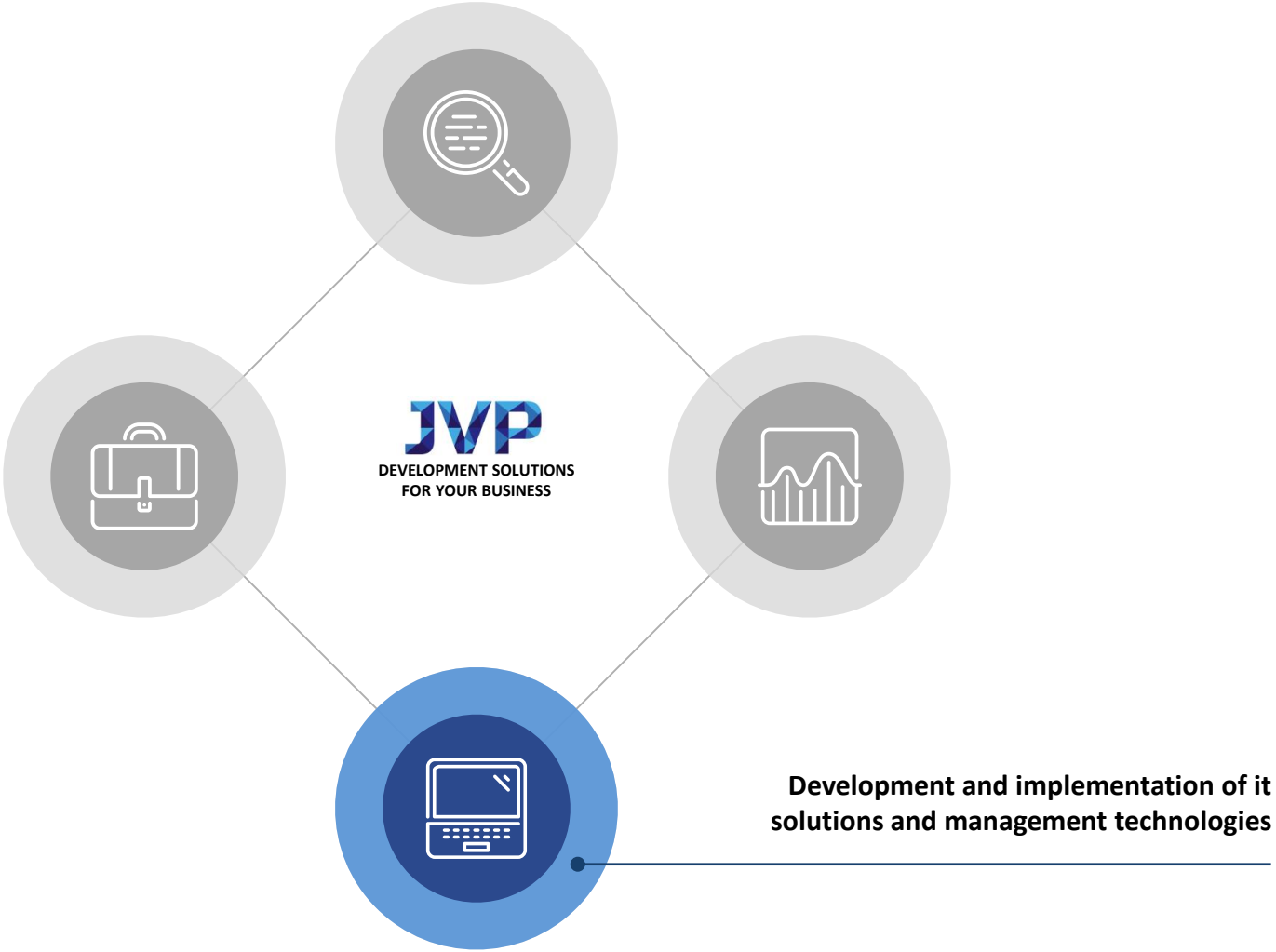
Monitoring of the client's accounting operations and document turnover as fast as possible with the purpose to control:

- Operational, financial and investment activities;
- Targeted use of credit funds
- Revealing the negative facts in the enterprise activities recognized in the accounting

SETTIN OBJECTIVES



THE CUSTOMER

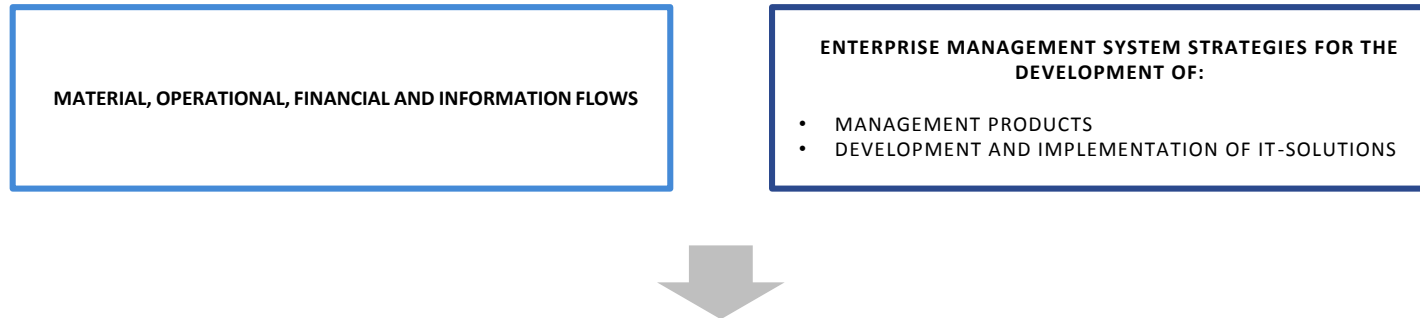


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Current systems, technologies and products:



EMS
Enterprise
Management
System

Development of the EMS products

- Monitoring products (cash flows and financial condition)
- Control products (business performance, investment strategies)
- Products within the business (based on the business template of the EMS)

Development/modification of the customized of the customized enterprise management system

Use of the EMS product directly for the assets without bringing to the nagging company level

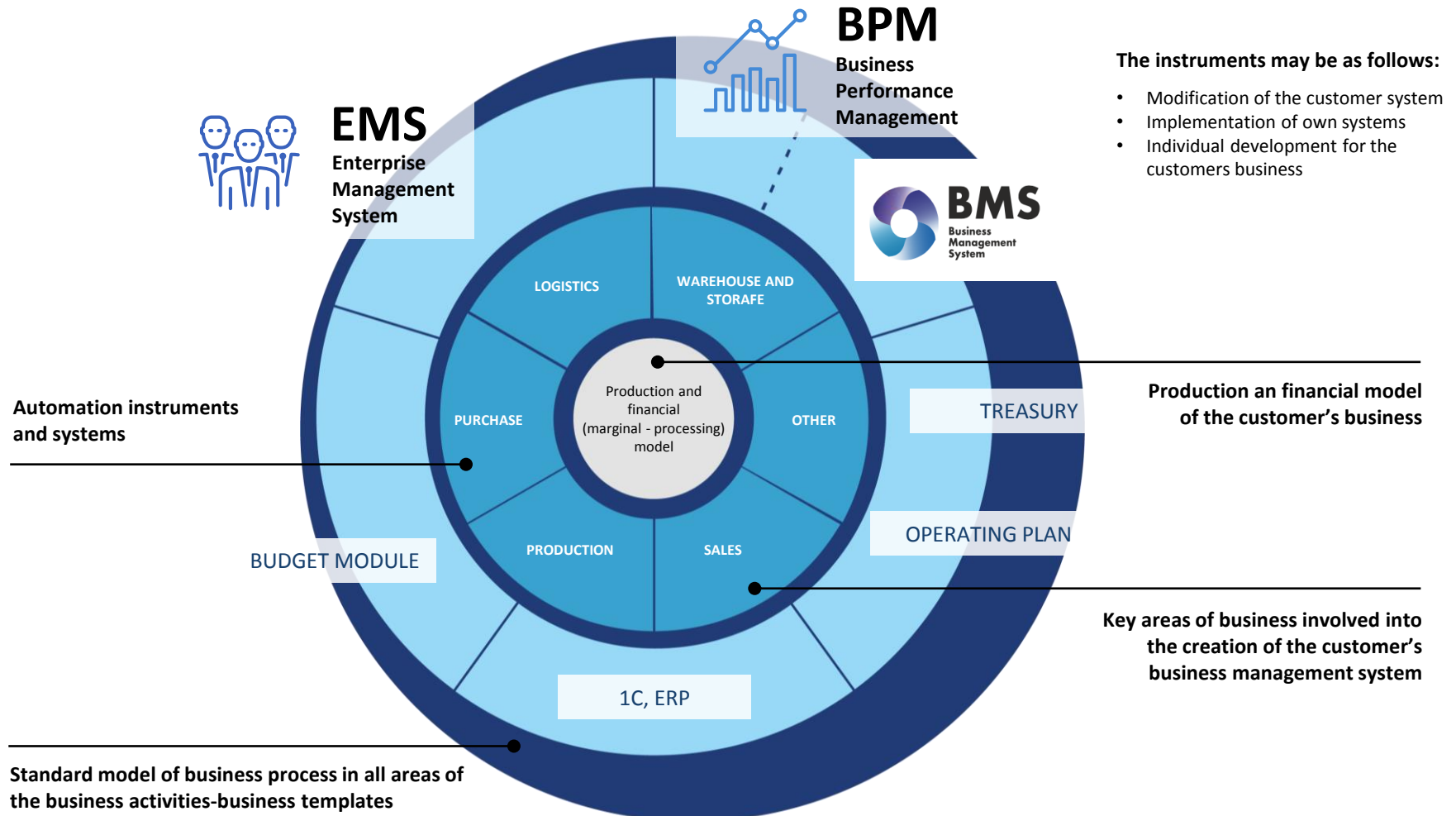
PRINCIPLES OF THE ENTERPRISE MANAGEMENT SYSTEM CREATION

Diagnostics of the business state, potential and cost assessment

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CONCEPT OF ENTERPRISE MANAGEMENT SYSTEM

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STANDART MODEL

(business template means adapted and proven set of standards, methods and forms of management of certain business processes and business in general)

MATERIAL, OPERATIONAL, FINANCIAL AND INFORMATION FLOWS

- Corporate management
- Economy
- Finance
- Accounting
- Purchasing
- Sales
- Production (related to all ranges)
- Digital technologies
- Supplies
- logistics
- Security:
 - Corporate
 - Information
 - Economic
- Human resources
- Legal service
- Record keeping



- Diagnostics
- Regulation and actualization
- Actualization of organizational and functional model
- Determination of points of production and management accounting and their correlation with the business model
- Actualization of the key performance indicators
- Optimization of the management accounting system
- Automation
- Control and monitoring at the enterprise and managing company level

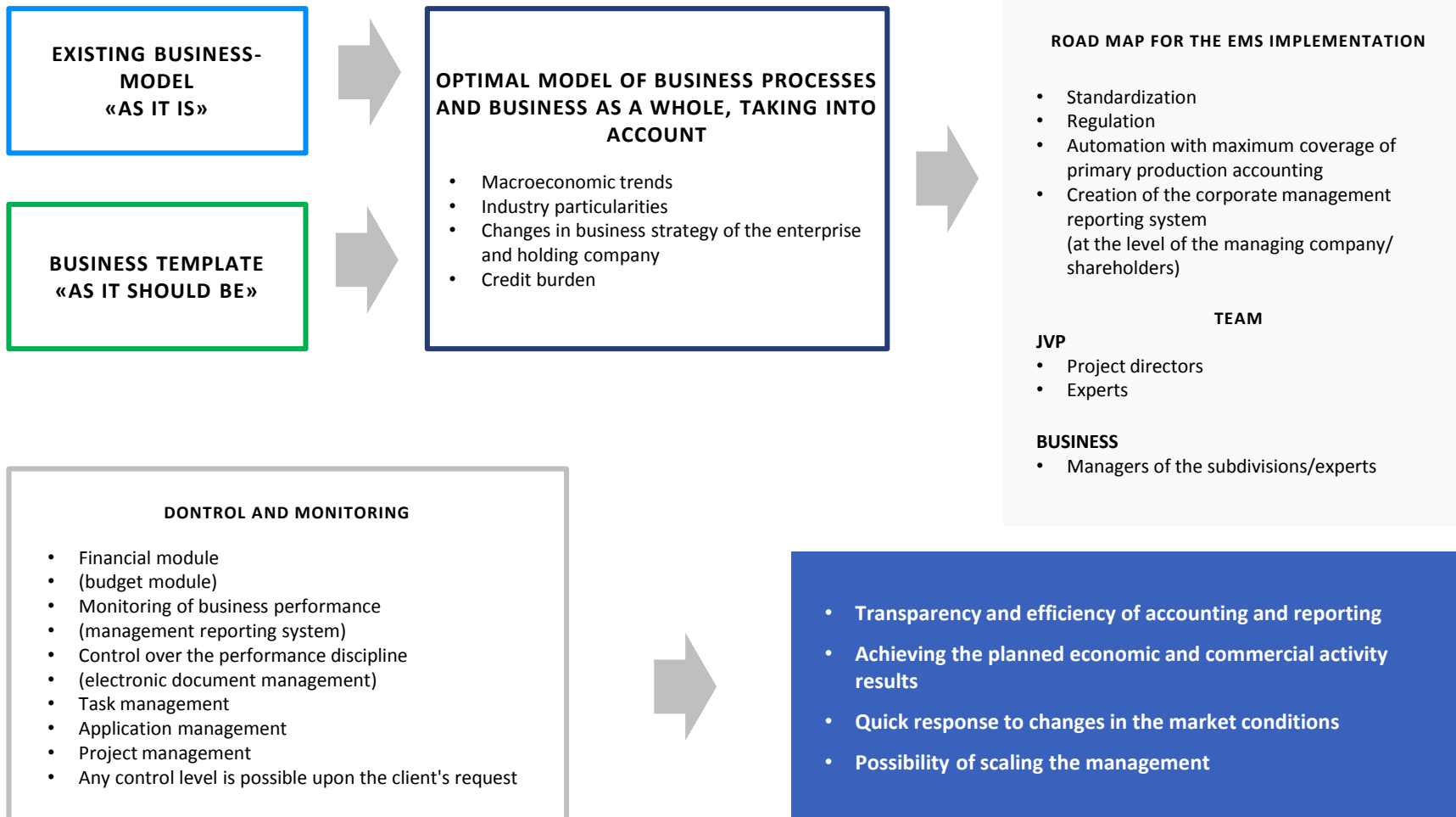
- The development of the enterprise management methodology is based on the company experience in the assets managements in various branches of economy
- Main reserves for improvement of efficiency and competitiveness of the enterprises are connected with optimization of their business architecture, providing flexibility of organizational structure and activity processes related to the added value management
- Key principle – formalization of business process for improvement of their efficiency using the management experience
- Description of business processes is based on a detailed analysis of the information and material flows of their enterprise and determination of their junction with the subdivisions boundaries

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PROJECT DEVELOPMENT STAGES

Diagnostics of the business state, potential and cost assessment

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	NEW PROJECTS	DEVELOPING PROJECTS	MATURE PROJECTS
EMS IMPLEMENTATION	<ul style="list-style-type: none"> Organizational and Functional Model Corporate Management Model 	<ul style="list-style-type: none"> Process optimization; Process regulation; Creation of the management reporting system; Process Automation 	<ul style="list-style-type: none"> PROCESS REGULATION; Creation of the management reporting system; Process Automation
BUDGET MODULE	<ul style="list-style-type: none"> Creation of the financial model of the project; Unit creation Treasury on the basis of the Bank software; Control over the cash flows through the payment registers; Development/actualization of the Business Plan for the current year; Development of transaction margin assessment calculator; Introduction of the standard forms of management reporting; Creation of the authority delimitation matrix related to decision-making and costs approval procedure; Development of daily operating report forms; Introduction of operating planning procedure 	<ul style="list-style-type: none"> Forecast to the end. Business Plan actualization for the next year; Adaptation of the operating business planning procedures to the developed model and agreed organizational and financial structure; Implementation of the investment planning procedures (FM calculation), monitoring of the investment project assessment; Adaptation of regulations to the business processes; KPI system development 	<ul style="list-style-type: none"> Development and implementation of the Asset Development Strategy for 5 years (strategic initiatives according to the areas, investment portfolio, road map); Development and implementation of the Technical Specifications for automation of the business processes and management reporting system; Integration of the Budget Module with accounting systems and EMS.
AUTOMATION		<ul style="list-style-type: none"> 1C ERP 	<ul style="list-style-type: none"> 1C ERP
BMS		<ul style="list-style-type: none"> EDMS Corporate portal 	<ul style="list-style-type: none"> EDMS Corporate portal Task management Project management
BPM SYSTEM			Yes

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EMS
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EMS – means a set of technical and organizational methods and measures intended for settling the management issues related to various aspects of the enterprise activities.

Aspects of the enterprise activities related to the work execution mean the activities in all area (production, logistics, accounting, human resources, information security, etc.).

Tasks and objectives

- Ensuring the transparency of company activities for all levels of management and shareholders
- Creation of the optimal corporate management system and corporate culture
- Improvement of the efficiency, level of control and quality of performance of key business process in all aspects of the company activities
- Optimization and automation of all types of accounting starting from production and to the financial accounting

Work execution procedure

- Research, analysis and optimization
 - Existing structure of the enterprise
 - Processing and organizational structures
 - Management reporting system
 - Existing technologies for production control and accounting
 - Key business process related to each aspect of the enterprise activities and in view of all enterprises included in the group
- Creation of the key business process automation plan
- Preparation of the technical specifications
- Time-line of the execution procedure
- Adjustment of IT development strategy
- Implantation of automation plan

Diagnostics of the business state, potential and cost assessment

Business Management

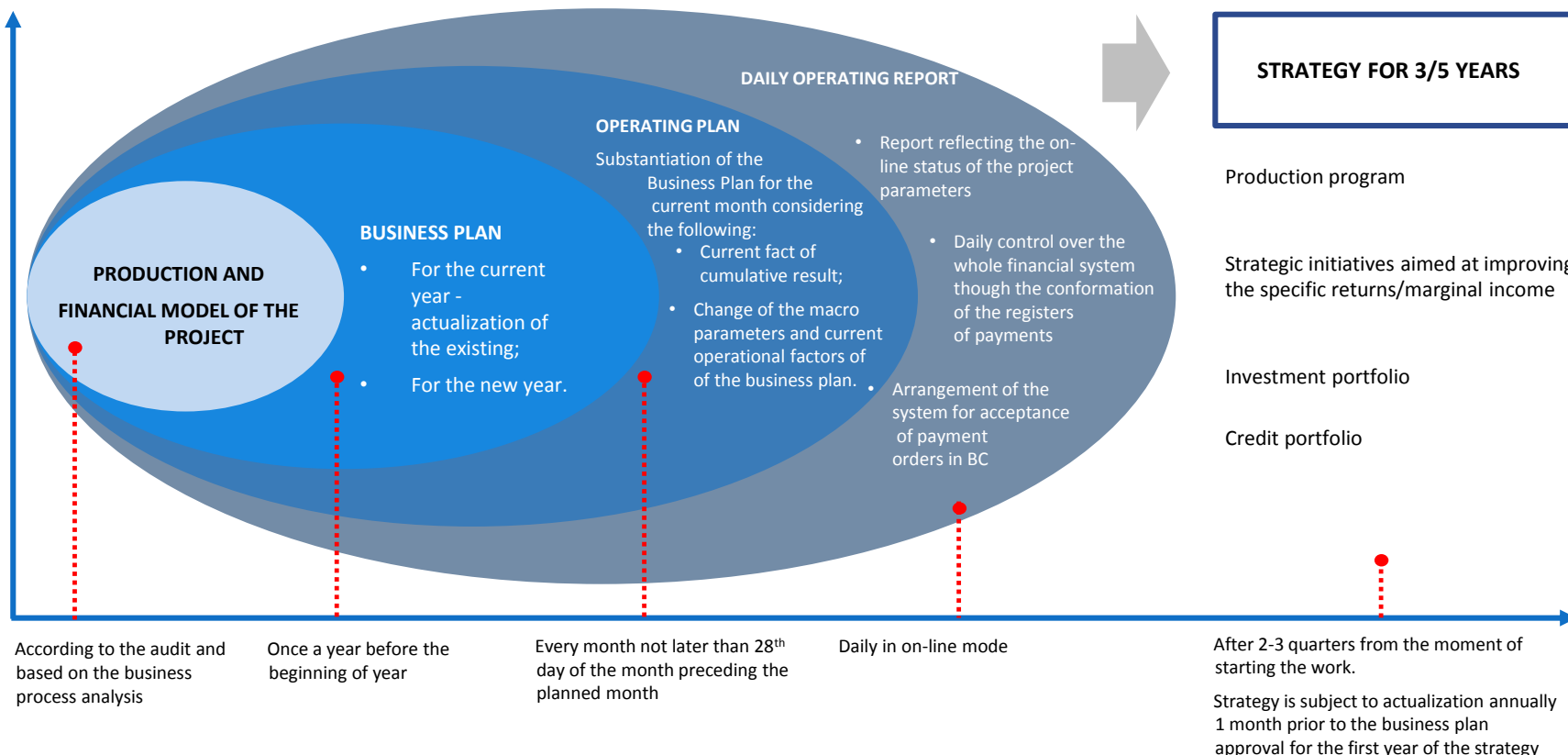
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BUDGET MODULE CREATION CONCEPT

- Control over the cash flows through the implementation of treasury system, including in cooperation with bank
- Control over the limits and tranche (take down and return) under the open credit agreements
- Control over the performance of the agreed production, financial and economic indicators
- Control over the receivables and payables

Integrated system of production and financial control over the project activities interrelated with all stages of annual cycle of production and technological process and exiting accounting system



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"BUDGET MODULE" FINANCIAL CONTROL SYSTEM

1

- External system of effective control over cash flows
- Automation of the budgeting process and internal control over the execution of the cash flow on the basis of 1C and Microsoft Excel

2

Fundamental functional capabilities

- Improvement of the planning quality
- Adaptation of the client – flexibility of setting the control filter: tin of beneficiary, settlement account of the beneficiary, details of the agreement with the contractor
- Efficiency – the availability of relevant information on the availability of the budget
- Completeness – system integrated in the bank settlement system nut not in the internet-banking
- Simple and effective method of three-level control and management of expenses
- Possibility to structure and automate the process of effecting the payments
- Possibility of obtaining any necessary reports of the group
- Reducing the influence in the human factor to the unauthorized use of the funds.

3

Issues to solve

- Development of financial model of the business process of the project
- Regulation of the process related to the particularizes of the business
- Development and implementation of operating planning and activity monitoring scheme
- Factor analysis of deviations and their operating coordination in coordination in accordance with the responsibility matrix
- Automation of accounting according to the financial model and optimal format of daily, monthly and other types of reporting
- Introduction of the “budget module” into the treasure unit of the project for increasing the control over the payments

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Control over the performance discipline

Fully cycle electronic document management

TASK MANAGEMENT

- Timely reporting on the implementation of instructions by the employees, improvement of cooperativeness and efficiency of the taken decisions.
- Reduction of the non-production loss risks

ELECTRONIC DOCUMENT MANAGEMENT

- Clear organization of the business processes, control over the movement of documents and the execution of tasks on them.
- Differentiation of access to the documents (confidentiality).
- Register of all documents (single base). Flexible and fast search for documents

PROJECTS

- Multi-functional portal for each project.
- Storage of complete information on the project, including both external and internal (project team) contacts which allows to work with information promptly and introduce new specialists into the project team.
- Setting objectives and interaction with the project team in real-time mode (promptly informing the project team).
- Reporting and tracking of the delays on project tasks.
- Centralized library with all of the project documentation

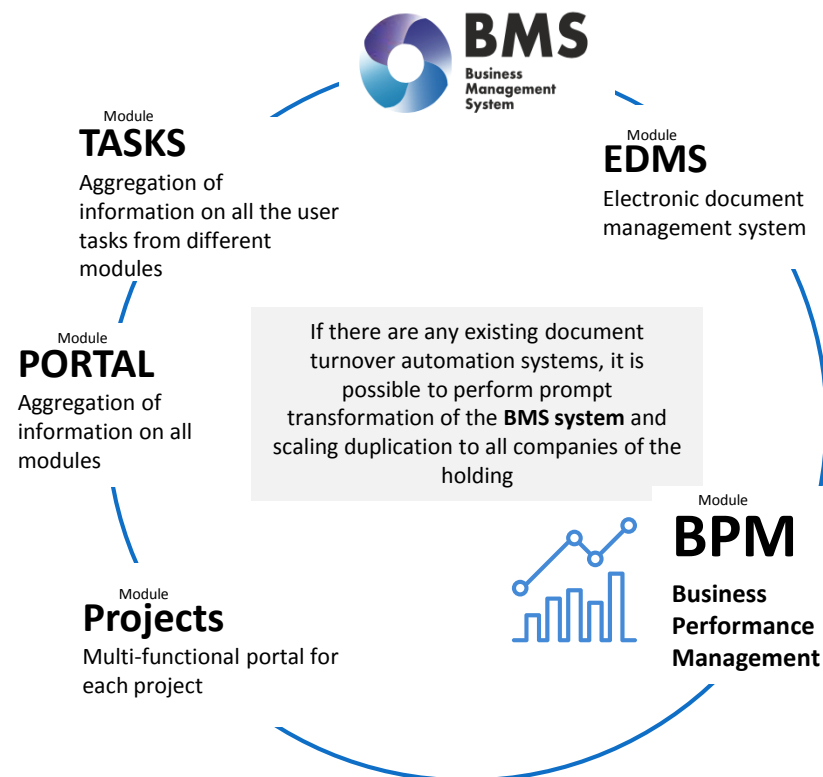
PORTAL: DESK TOP OF THE EMPLOYEE (ADJUSTABLE VIEWS)

- Aggregation and systematization of all information on the tasks from other modules.
- Performance of the corporate portal function

ISSUES TO SOLVE:

- Operating decision making (day 1)
- Automated control over the entire management information of the business projects
- Uniformity of the document turnover
- Protection against data loss
- Control over the performance discipline

Creation of the unified information space of the company and automation of routine business tasks to be solved by the company's employers in order to improve the efficiency of the company's operation in general



Diagnostics of the business state, potential and cost assessment

Business Management

Monitoring of the business state and project implementation

Development and implementation of it solutions and management technologies

Business performance management

- Implementation of full scope of planning and controlling for the specified company facilities.
- Performance of the scenario and plan-fact analysis.

The System Application includes the creation of complex business models of various types of orientation. In particular, the following management instruments may be implemented in the software package:

FINANCIAL AND ECONOMIC AREA

- Predictive financial and economic model
- Balance model of financial and material flows of the company
- Budget planning and control model

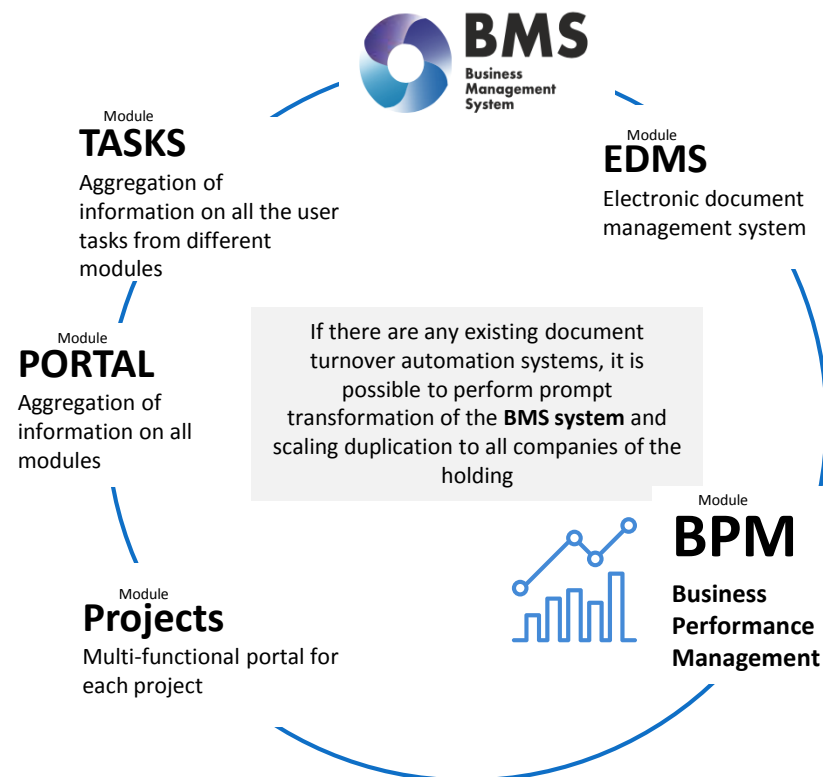
STRATEGIC AREA

- Predictive model of the strategic development
- Investment activity management system
- Cost factors models
- KPI key performance indicators system

PRODUCTION AREA

- Model of production planning based on the standards
- Asset management model

Creation of the unified information space of the company and automation of routine business tasks to be solved by the company's employers in order to improve the efficiency of the company's operation in general



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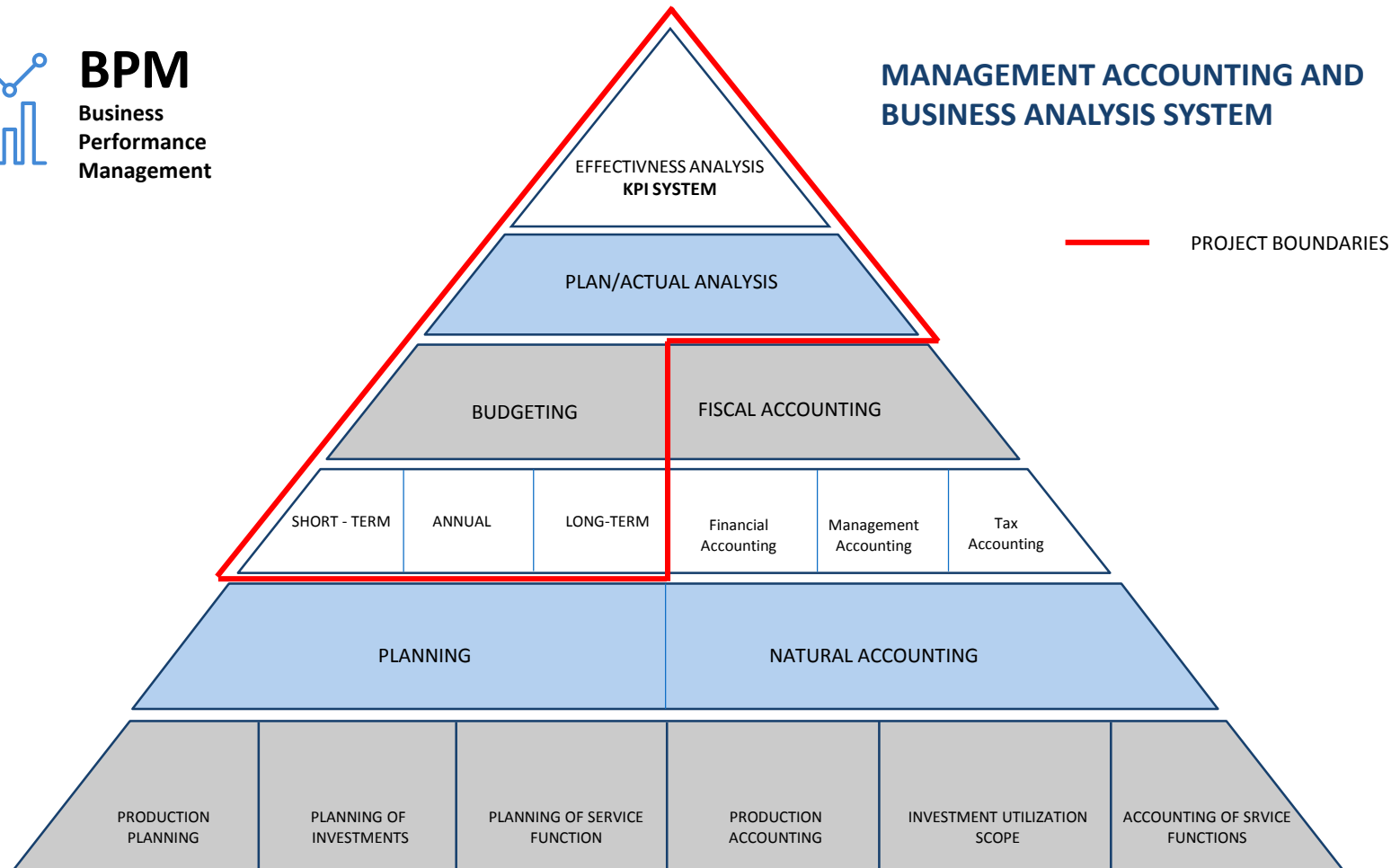
Development and implementation of it solutions and management technologies



BPM

Business Performance Management

MANAGEMENT ACCOUNTING AND BUSINESS ANALYSIS SYSTEM



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DEVELOPMENT OF SOLUTIONS FOR YOUR BUSINESS

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