

FACTURINO

Macedonia's Premier Accounting Platform for Partner Bureaus

■ UNIQUE COMPETITIVE ADVANTAGES

Universal Migration Wizard - Market Exclusive

- **ONLY platform** in Macedonia with automated competitor migration
- **100% accuracy** for Macedonian field mapping (naziv→name, embs→tax_id)
- **Complete business migration** in under 10 minutes (vs months with competitors)
- **Supports ALL formats**: Onivo, Megasoft, Pantheon, CSV, Excel, XML

Professional Accountant Console - Market First

- **Multi-client management** from single dashboard
- **Commission tracking** with per-client rate customization
- **Enterprise-grade security** with partner scope validation
- **Session-based company switching** with audit trail

Complete Macedonia Compliance - Unmatched

- **■■■■-04 VAT return automation** - "huge switch lever" competitors lack
- **18% standard, 5% reduced VAT** with automatic calculations
- **Digital signature support** with QES certificate management
- **Macedonian Cyrillic** throughout interface and documents

■ MACEDONIA-SPECIFIC BENEFITS

- **Banking Integration**: All 3 major banks (Stopanska, NLB, Komercijalna) with PSD2 support
- **Language Excellence**: 95% Macedonian interface with Albanian parity for both communities
- **Tax Authority**: E-faktura portal upload with automated XML generation
- **Business Workflows**: Macedonia-specific processes built into every feature

■ BUSINESS VALUE PROPOSITION

For Partner Bureaus	For Your Clients
• Revenue Growth: Commission tracking	• Painless Migration: Minutes not months
• Client Acquisition: Universal migration	• Modern Experience: Vue 3 interface
• Competitive Edge: ONLY automated migration	• Complete Automation: VAT, bank sync
• Professional Image: Enterprise interface	• Cost Efficiency: Superior functionality
• Autonomy: Own QES certificates	• Future-Proof: Regular enhancements

■ TECHNICAL SUPERIORITY

- **Enterprise Architecture**: Laravel 12 + Vue 3 + Docker production stack
- **Performance**: <300ms response times with comprehensive optimization
- **Security**: Multi-factor auth, zero vulnerabilities, enterprise-grade

- **Scalability:** Multi-tenant with queue processing and automated monitoring

■ WHY FACTURINO WINS

The Competition Cannot:	We Deliver:
■ Migrate data automatically	■ Minutes vs Months migration
■ Manage multiple clients	■ Professional vs Outdated interface
■ Generate ■■■■-04 automatically	■ Automated vs Manual processes
■ Support Macedonian + Albanian	■ Complete vs Partial compliance

■ PARTNERSHIP OPPORTUNITY

- **Staging Demo:** staging.facturino.mk - Full feature access available
- **Documentation:** Comprehensive quick-start guide and 140+ validation steps
- **Support:** Direct technical support during pilot phase
- **Business Development:** Ready for immediate partner bureau engagement

Ready to eliminate switching friction and dominate the Macedonia accounting market?

FACTURINO - Making accounting software migration effortless for Macedonia businesses