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# The Karachi Dynamic

- PwC estimates an annual GDP of 113 billion as of 2014.
- Most of the countries goods are supplied from Karachi
- Most businesses maintain records on paper

## **Pain of Industry**

- Software vendor might close shop
- Hefty fees might be charged for updates and maintenance
- Unavailability of labour skilled in basic computer use

#### **Customer Profile**

- >= 45 years old
- High school to Undergrad Degree
- 20 30 years of experience
- Proficient in managing resources

### **Addressing the Pain**

- A mechanism to take power from software vendors and hand it over to consumers
- Shift digital record keeping from being a privilege to a right

#### Solution

- An open source software
- Programming knowledge is pivotal, instead of software product
- Level playing field for all

### What's in it for you

- Conduct systems analysis and consulting
- Optimize running businesses using BI solutions

# Thank you