



āzdan

# Oracle NetSuite for Services

Project Accounting – Resources Management – Project Management



**ORACLE  
NETSUITE**

PARTNER OF THE YEAR  
→→→→→→→→ 2020 ←←←←←←←←

# Hello! We are Azdan

Award Winning Oracle NetSuite Solution Provider



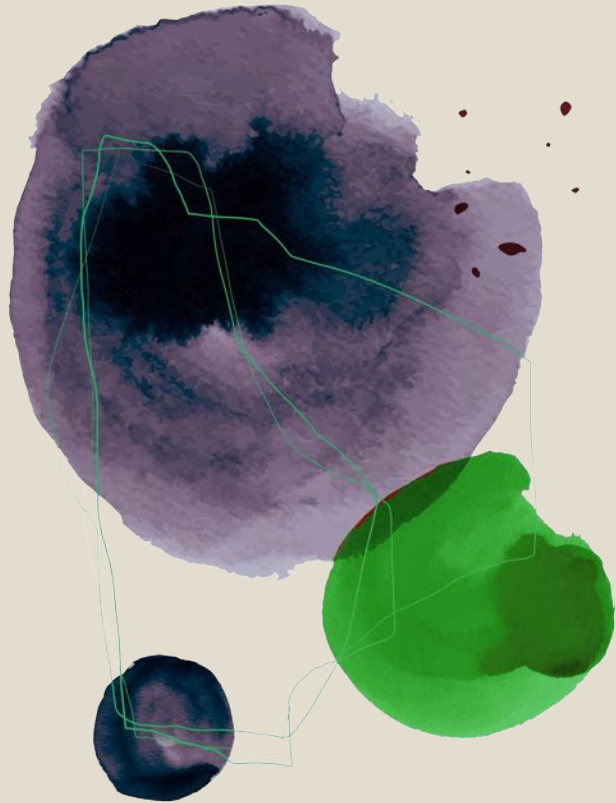
## Turning ERP into Value

Azdan successfully combine innovation with the right team and the right execution (across strategy, consulting and technology) to make a true business-value-led transformation a reality.

Azdan connect all departments including accounting, manufacturing, supply chain management, sales, marketing and human capital management (HCM) inside Oracle NetSuite.

**INTELLIGENT  
ORACLE  
NETSUITE**





**200+**  
Consultants

**100%**  
YoY Growth

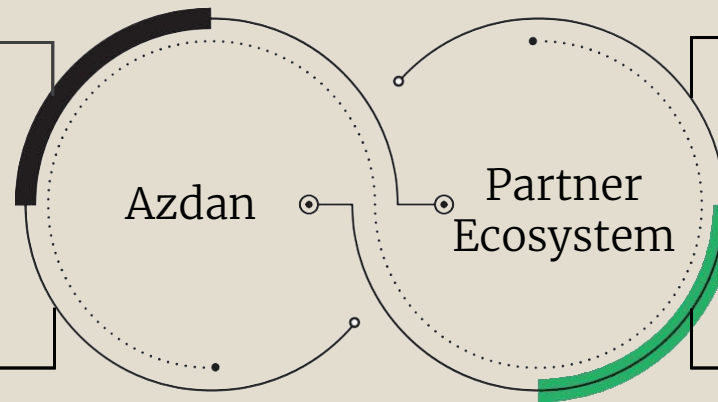
**15**  
Countries

**10+**  
Partners

Integrated Automated  
End to End Solution

Deep Industry and  
Solution Experience

Invest in People  
and development



Clients become  
digital and efficient

Azdan lead its clients on their digital transformation journeys, multiply their capabilities, and help them to become highly efficient.

umniah

ITWORX®

شركة علي عبد الوهاب المطوع  
AL ABDULWAHAB AL MUTAWA  
COMMERCIAL CO. K.S.C.C.

Iktihad  
International Investment L.L.C.



ALMED RETAIL

رپورتاج العقارية  
REPORTAGE PROPERTIES

HABITAS

مواصلات الإمارات  
Emirates Transport

DMG  
TOGETHER FOR A HAPPIER LIFE

YAS HOLDING  
ياس القابضة

MANTRAC CAT

حكومة دبي  
GOVERNMENT OF DUBAI

TRANSCORP

Bidfood  
Inspired by you

الهيئة العامة  
للمعاشنات  
والضمانات  
الإجتماعية  
GENERAL PENSION &  
SOCIAL SECURITY AUTHORITY

NAKHEEL

mbc  
GROUP

جامعة أبوظبي  
ABU DHABI UNIVERSITY

دييار  
DEYAAR

ALLIANCE GLOBAL  
IMPROVING LIVES THROUGH SCIENCE

OLX

intertek  
Total Quality. Assured.

Dole

البوتاس العربية  
Arab Potash

The Solar Company  
Energy Simplified

RELOAD LOGISTICS

SORBONNE  
UNIVERSITÉ  
ABU DHABI

البادي  
ABC ALBADIE  
GROUP

HYPERMEDIA  
SINCE 1999

Issa Haddadin  
& Partners

noon  
Academy

NAGA ARCHITECTS

DIAMOND LINE

المتحدة للسيارات  
UNITED MOTORS

دبي Parks  
AND RESORTS

Award Winning  
NetSuite Solution  
Provider



Specialized team  
for ERP Addons  
Development



100% Successful  
Implementation  
Delivery





Vast Experience in  
Enterprise  
Performance  
Management



50+ Mega Planning  
and Budgeting  
Projects



Complex Financial  
Consolidation

## FINANCE & ACCOUNTING

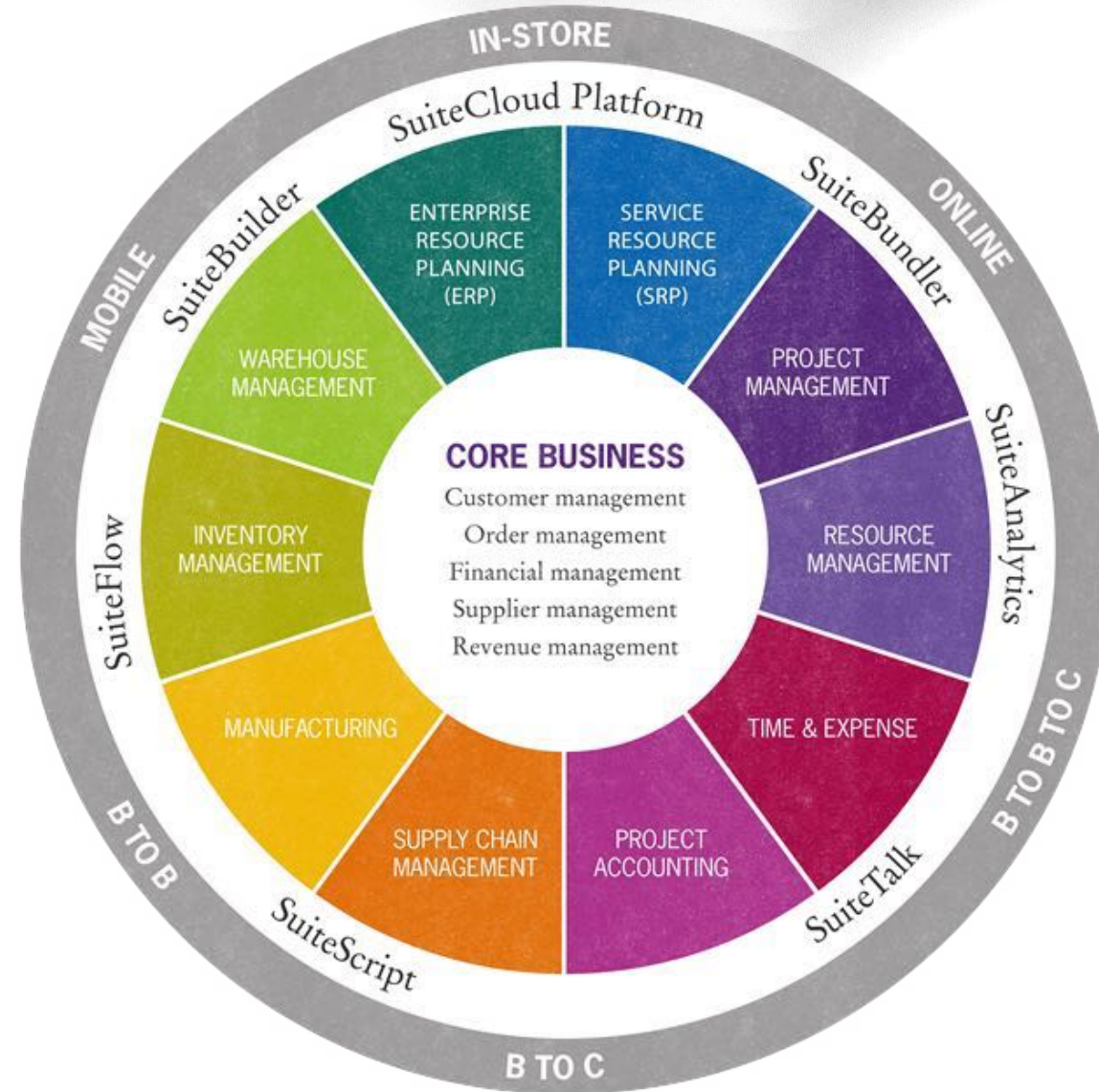
- General Ledger
- Accounts Receivable
- Accounts Payable
- Fixed Assets Management
- Cash Management
- Payment Management
- Multi-Currency & Multi-Company
- Financial Consolidation
- Configurable Tax Engine

## CRM

- Sales Force Automation
- Customer Service Management
- Marketing Automation
- Partner Relationship Management
- Mobile

## HCM

- Core HRIS
- Payroll Automation
- Leave & Attendance
- Employee Self Service
- Recruitment
- Performance Appraisal
- HR Analytics



## PROJECT MGMT

- Project Management
- Project Accounting
- Resource Management
- Time & Expense Management
- Billing

## PROCUREMENT

- Purchase Requisition
- Purchase Contract & Blanket PO
- Request for Quote (RFQ)
- Requisition Approval Workflow

## INVENTORY

- Inventory Control
- Warehouse Management
- Cost Management
- Order Fulfillment
- Inventory Visibility

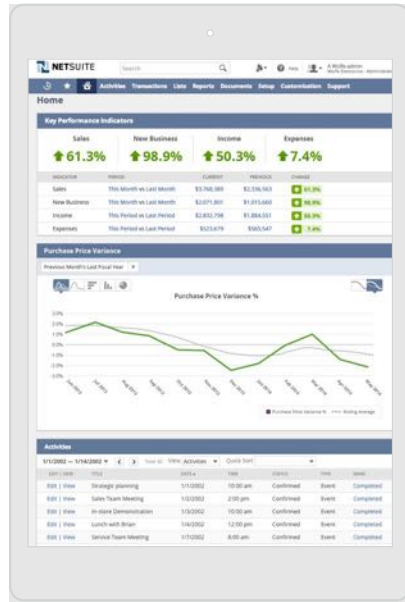
## PRODUCTION

- Product Data Management
- Planning and Scheduling
- Work Order Management
- Quality Management
- MES





# Over 300+ BI Components Available “Out Of The Box”



**Home**

Reminders: 1 Call to complete, 1 Purchase Orders to Approve (CEO)

Business Alerts:
 

- \$57,300.00 Foundation Revenue
- \$40,374.84 Fundraising
- \$45,000.00 Grant Revenue
- \$71,864.76 Receivables

Key Performance Indicators:
 

- Sales: ↑61.3%
- New Business: ↑98.9%
- Income: ↑50.3%
- Expenses: ↑7.4%

Expenses By Period Trend:
 

Indicator	Period	Current	Previous	Change
Sales	This Month vs Last Month	\$3,768,881	\$2,336,563	↑61.3%
New Business	This Month vs Last Month	\$3,071,807	\$1,515,660	↑98.9%
Income	This Period vs Last Period	\$2,832,736	\$1,884,031	↑50.3%
Expenses	This Period vs Last Period	\$253,679	\$240,547	↑7.4%

Revenue By Period Trend:
 

Category	Value
Foundation Revenue	\$57,300.00
Fundraising	\$40,374.84
Grant Revenue	\$45,000.00
Receivables	\$71,864.76

Navigation Portlet:
 

- Financial Statements: Income Statement, Balance Sheet, Trial Balance, Cash Flows
- Revenue: Billing and Revenue, Revenue by Customer, Revenue by State, Revenue by Item
- Banking/Budgeting: Bank Reconcile, Budgets, Budget vs Actual, Bank Register
- Purchases: Purchase by Vendor, Purchase by Item, Open PO, PO Register
- Vendors/Payables: A/P Aging Report, Open Bills, A/P Register, A/P Bill Pay History
- Inventory/Items: Inventory Valuation, Inv Activity Detail, Current Inv Status, Inventory Worksheet
- Order Management: Open Pledge/Orders, Back Orders, Order Register
- Customer/Receivables: Sales Tax, A/R Register, Cust Profitability, A/R Aging Report

Key Performance Indicators:
 

Indicator	Change
Payables	↑15.0%
Receivables	↑119.1%
Total Bank Balance	↑0.2%
Inventory	↓4.9%

NYT > Home Page:
 

- Bloomberg Took Secret Path to a New Schools Chief**  
The secrecy around Mayor Michael R. Bloomberg's selection of Cathleen P. Black to run the city's schools highlighted his faith in business leaders and dislike of public debate.
- Tentative Deal in Iraq Keeps Maliki in Power**  
Iraq's leaders reached a tentative agreement to end an

Grants New Opportunity List by Agency:
 

- Herpetofauna and riparian habitat work at the confluence of the Gila and San Pedro Rivers
- Media Outreach Channel Islands, CA
- National Park Service-Integration and Synthesis of the Scientific and Professional Literature on Soundscapes and Night Skies and their relationship to outdoor recreation
- Novel Nucleic Acid Sequencing Technology Development (R21)
- NOTICE OF INTENT TO AWARD - Commemorate the Boston Massacre through "Blood on the Snow," a museum theater piece at Old State House with related educational programs



# Services Resources Planning

Professional Services Automation solution unifies all project functions, making it easier to manage projects.



Project Accounting



Project Management



Resource Management



Timesheet Management



Expense Management



Customer Relationship



Financial Management



Human Capital



Procurement Management



Inventory Management



Marketing Automation



Task Management



# Azdan Stairway for Services Industry

## Establish

- Professional services automation
- Financials
- CRM
- Analytics and dashboards

## Elevate

- Revenue management
- International expansion
- Approvals management
- People management

## Expand

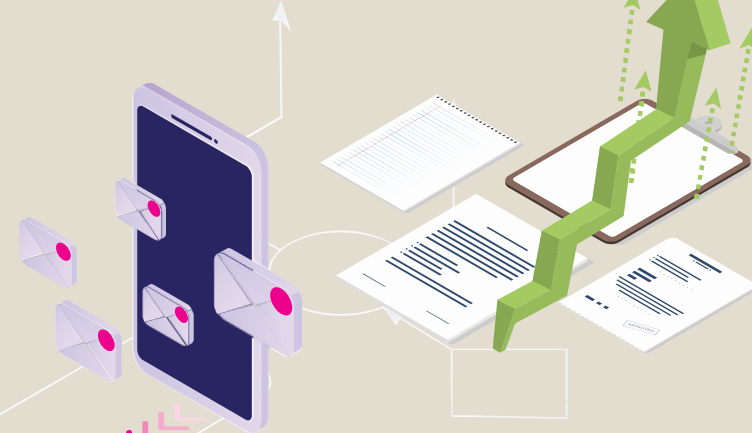
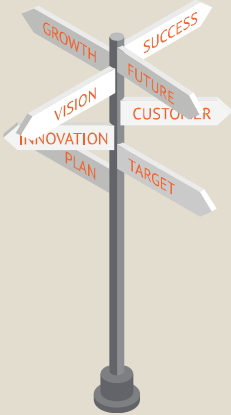
- Subscription management
- Billing and advanced revenue
- Inventory management

## Accelerate

- Planning and budgeting
- Talent management
- Tax management

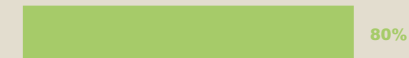
## Dominate

- Advanced planning
- Artificial intelligence
- Ecommerce
- Email marketing

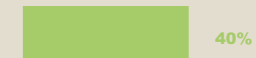


### INCREASED:

Business Insights



Collection Time for Receivables



Utilization of Resources



### REDUCED:

Time to Close the Books



IT Support Costs



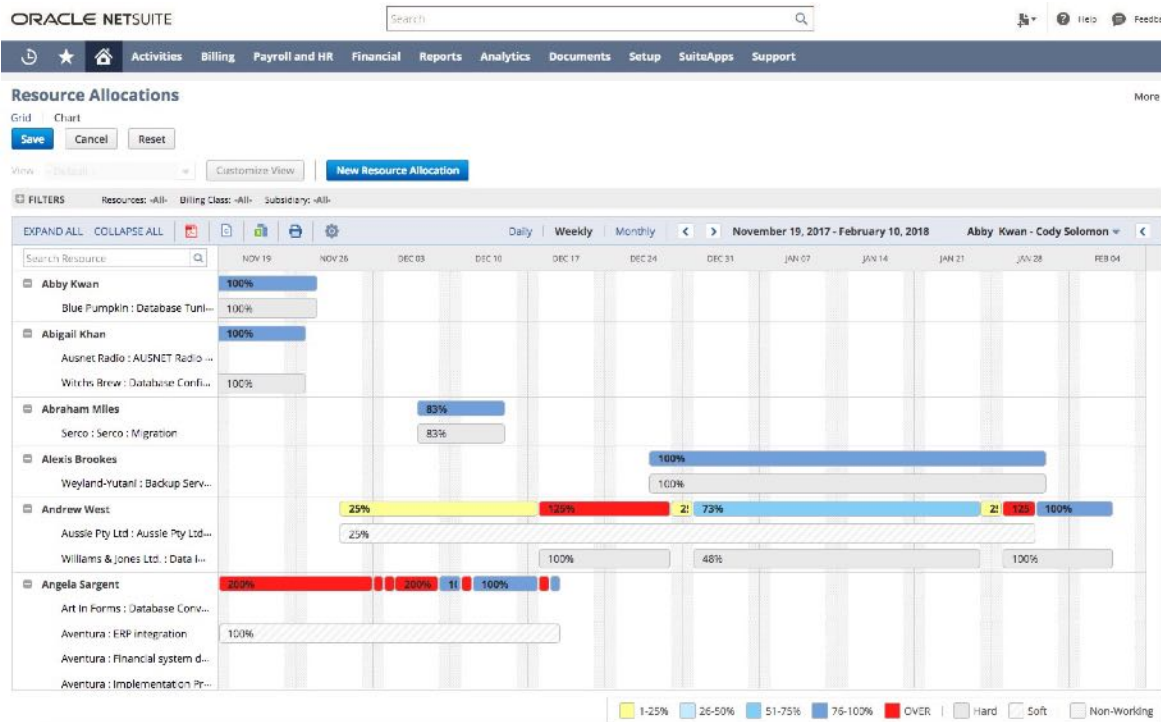
# Accounting Solution



# Revenue Recognition & Automate unbilled recordings

SOURCE TRANSACTION	ITEM	START DATE	END DATE	CONTRACT TERM	QUANTITY	SALES AMOUNT	DISCOUNT	CALCULATED FAIR VALUE	ALLOCATION RATIO	REVENUE AMOUNT	REV REC RULE	REV REC PLAN CREATION EVENT	REVENUE ACCOUNT	CONTRACT LIABILITY ACCOUNT
Sales Order #2684	.AA1: SAAS License A	4/14/2020	4/13/2021	12	10	15,600.00	35.0%	10,200.00	26.02%	16,754.47	EvenPeriods-Prorate	Revenue Arrangement Creation	4001 Revenue: Subscription	2711 Contract Liability: Subscription
Sales Order #2684	.AA2: SAAS License B	4/14/2020	4/13/2021	12	10	7,800.00	35.0%	5,100.00	13.01%	8,377.24	EvenPeriods-Prorate	Revenue Arrangement Creation	4001 Revenue: Subscription	2711 Contract Liability: Subscription
Sales Order #2684	.AAS: Training Classes				10	9,000.00	10.0%	8,100.00	12.2%	7,853.66	Event-Quantity	Fulfillment	4006 Revenue: Training Classes	2716 Contract Liability: Training Classes
Sales Order #2684	.AAS: Professional Services				80	32,000.00	20.0%	25,600.00	48.77%	31,414.63	% Complete	Project Progress	4004 Revenue: Professional Services	2714 Contract Liability: Professional Services

# Interactive view of Resources



# Setup skills and Resources profiles

The screenshot displays the 'Employee' profile for Abby Kwan in Oracle Netsuite. The profile is categorized as 'ACTIVE' and includes the following details:

- Contact Information:** Employee ID: Abby Kwan, Name: Abby Kwan, E-MAIL: amayo05@netsuite.com, PHONE: 650-627-1000.
- Primary Address:** ADDRESS: Abby Kwan, 2955 Campus Drive, Suite 100, San Mateo CA 94403, United States Map.
- Classification Information:** JOB TITLE: Consultant, DEPARTMENT: Prof. Services, SUPERVISOR: Marc Collins, SUBSIDIARY: US - West, BILLING CLASS: Consultant, CLASS: 01-Consulting.
- Skills & Expertise:** YEARS OF EXPERIENCE: 10. Product Knowledge table:
 

SKILL	LEVEL
Product Knowledge: HRIS	Advanced
Product Knowledge: Payroll	Intermediate
Product Knowledge: ERP	Intermediate



# Find Resources by skills and availability

ORACLE NETSUITE

Select minimum level.

SELECT	NAME	LABOR COST	SKILLSSET SCORE	AVAILABILITY	TYPE	BILLING CLASS	YEARS OF EXPERIENCE	RESUME	PRODUCT KNOWLEDGE: ERP	TECH SKILL: JAVASCRIPT
+	Abby Kwan	125.00	86%	100%	Employee	Consultant	10	Resume icon	Intermediate	★★★★★
+	Abigail Khan	113.544	86%	100%	Employee	Consultant	5	Resume icon	Intermediate	★★★★★
+	Anna Greene	157.648	86%	100%	Employee	Consultant	5	Resume icon	Intermediate	★★★★★
+	David Camereri	68.126	71%	47%	Employee	Project Manager	18	Resume icon	Intermediate	★★★★
+	Ed Sullivan	75.00	71%	58%	Employee	Project Manager	18	Resume icon	Intermediate	★★★★
+	Susan Darling	90.00	71%	100%	Vendor	Project Manager	0	Resume icon	Intermediate	★★★★
+	Brian Oates	80.00	57%	8%	Employee	Consultant	6	Resume icon	Basic	★★★★
+	Brian Smith	72.668	57%	100%	Employee	Consultant	6	Resume icon	Basic	★★★★
+	Caitlin McGyver	80.00	57%	100%	Employee	Consultant	10	Resume icon	Intermediate	★★
+	Scott Thoroughg...	59.043	57%	0%	Employee	Trainer	8	Resume icon	Intermediate	★★
+	Scott Torman	65.00	57%	0%	Employee	Trainer	8	Resume icon	Intermediate	★★
+	Sid Foster	85.00	57%	0%	Employee	Business Analyst	11	Resume icon	Intermediate	★★
+	Susan Benton	59.043	57%	100%	Employee	Trainer	8	Resume icon	Intermediate	★★

# Actual Utilization

ORACLE NETSUITE

### Actual Utilization by Resource

RESOURCE	CUSTOMER: PROJECT	NOVEMBER 2017					DECEMBER 2017					JANUARY 2018					TOTAL			
		Actual Time	Available Hours	Exempt Hours	Net Hours	Utilization	Actual Time	Available Hours	Exempt Hours	Net Hours	Utilization	Actual Time	Available Hours	Exempt Hours	Net Hours	Utilization	Actual Time	Available Hours	Net Hours	
Phase:																				
+	Alex Pines	171	176	0	176	97.16%	183	168	0	168	111.90%	0	184	0	184	0.00%	359	528	0	528
Alexis Brooks - Weyland-Rutem - Proj1259 Backup Server Migration		0	0	0	0	0.00%	0	0	0	0.00%	40	144	0	144	27.78%	40	144	0	144	
+	Andrew West	176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
Angie Sargent																				
Art in Forms - Proj1143 Database Conversion Project		176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
Aventura - Proj1085 Financial system deployment		14	176	0	176	7.95%	0	168	0	168	0.00%	8	184	0	184	4.35%	22	528	0	528
Aventura - Proj1090 ERP Integration		176	0	176	0.00%	8	168	0	168	4.76%	0	184	0	184	0.00%	8	528	0	528	
Aventura - Proj1092 Implementation Project		176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
Grade Electric Contracting - Proj1187 ERP Data Migration		176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
Gench Services - Proj1174 Router Network Switch Installation		176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
Eagle Computer Services AU - Proj1186 Standard ERP Deployment		176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
First Express AU - Proj1185 Customer Data Integration		176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
Glenn's Pty Ltd - Proj1087 ERP deployment		176	0	176	0.00%	12	168	0	168	7.14%	0	184	0	184	0.00%	12	528	0	528	
Internal IT - AUS - Proj1101 New Employee Setup - Hayley Smith		176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
Red Hill Prototype - Proj1083 Follow-up Services		176	0	176	0.00%	0	168	0	168	0.00%	8	184	0	184	4.35%	8	528	0	528	
Vital Systems Consulting - Proj1177 Infrastructure Audit		176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
Worms (inc) - Proj1095 Centralization Proof of Concept Project		176	0	176	0.00%	0	168	0	168	0.00%	0	184	0	184	0.00%	0	528	0	528	
Total - Angie Sargent		14	176	0	176	7.95%	20	168	0	168	11.90%	16	184	0	184	8.70%	50	528	0	528

DATE: last rolling quarter FROM: 11/1/2017 TO: 1/31/2018 SUBSIDIARY CONTEXT: HEADQUARTERS (Consolidated) COLUMN: Month

Refresh Customize



# Client 360 Dashboard

ORACLE NETSUITE

Search

Activities Billing Payroll and HR Financial Reports Analytics Documents Setup SuiteApps Support

## Customer Dashboard Altima Technology

Switch to Form view Viewing: Portlet date settings

**Customer (default)**

Customer: Altima Technology  
 Type: Company  
 Company Name: Altima Technology  
 Status: CUSTOMER-Closed Won  
 Sales Rep: Will Clark  
 Web Address: http://www.altimatechnology.com  
 Default Order:  
 Priority:  
 Email: info@altimatechnology.com  
 Phone: (805) 485-5750  
 Address: Altima Technology, 1155 E 75th Street, Florence Graham, Los Angeles, CA 90011, United States Map  
 Primary Subsidiary: United States  
 Lead Source: Trade Show  
 Balance: 33,823.87 Consolidated 33,823.87  
 Overdue Balance: 0.00 Consolidated 0.00  
 Days Overdue: 0 Consolidated 0  
 Date Created: 8/15/2018 3:13 pm  
 Default Receivables: Use System Preference  
 Account:  
 Deferred Revenue  
 Account for Revenue  
 Reclassification  
 UEN  
 BBN  
 Represents  
 Subsidiary  
 Billing Schedule  
 Billing Rate Card

[View](#) [Edit](#)

**Key Performance Indicators**

INDICATOR	PERIOD	CURRENT	PREVIOUS	CHANGE
Sales	This Fiscal Year vs. Previous Months Last FHalf	\$33,824	\$0	N/A
Forecast	This Fiscal Year	\$94,745		
Total Pipeline (Projected)	Current	\$0		
Balance	Today vs. Same Day Last Month	\$33,824	\$0	N/A
Unbilled Orders	Today vs. Same Day Last Month	\$26,508	\$0	N/A
Overdue Balance	Current	\$0		
Days Overdue	Current	0		
Average Days to Pay	Previous One Year vs. One Year Before Last	0	0	0.0%
Average Days Overdue	Previous One Year vs. One Year Before Last	0	0	0.0%

**Customer Dashboard Links**

**Sales Reports**

- Sales by Customer Detail
- Sales Orders by Customer Detail
- Forecast by Customer Detail
- Sales Activity by Customer Detail
- Total Pipeline by Customer Detail
- Pipeline by Customer Detail
- Sales by Item
- Detail
- Sales by Sales Rep Detail
- Open Sales Orders

**Financial Reports**

- A/R Aging Detail
- Unbilled Cost by Customer Detail
- Unbilled Time by Customer Detail
- Time by Customer Detail
- A/R Payment History by Payment
- A/R Payment History by Invoice

**Activities**

- Tasks
- Phone Calls
- Events
- Project Tasks

**Transactions**

- Create Opportunities
- Prepare Estimates



# Sales Orders and invoice automation

ORACLE NETSUITE

Search

Activities Billing Payroll and HR Financial Reports Analytics Documents Setup SuiteApps Support

## Sales Order

225 Leadership Enterprises **PENDING APPROVAL**

[Edit](#) [Back](#) [Approve](#) [Cancel Order](#) [Print](#) [Actions](#)

**Primary Information**

ORDER # 225	DATE 9/8/2017	<table border="1"> <thead> <tr> <th colspan="2">Summary</th> </tr> </thead> <tbody> <tr> <td>SUBTOTAL</td> <td>21,332.00</td> </tr> <tr> <td>DISCOUNT ITEM</td> <td>0.00</td> </tr> <tr> <td>TOTAL</td> <td>21,332.00</td> </tr> </tbody> </table>	Summary		SUBTOTAL	21,332.00	DISCOUNT ITEM	0.00	TOTAL	21,332.00
Summary										
SUBTOTAL	21,332.00									
DISCOUNT ITEM	0.00									
TOTAL	21,332.00									
CUSTOMER Leadership Enterprises	PO # LEAD30489									
PROJECT PR1018 IT Installation	MEMO Installation Services									
SALES REP Will Clark										

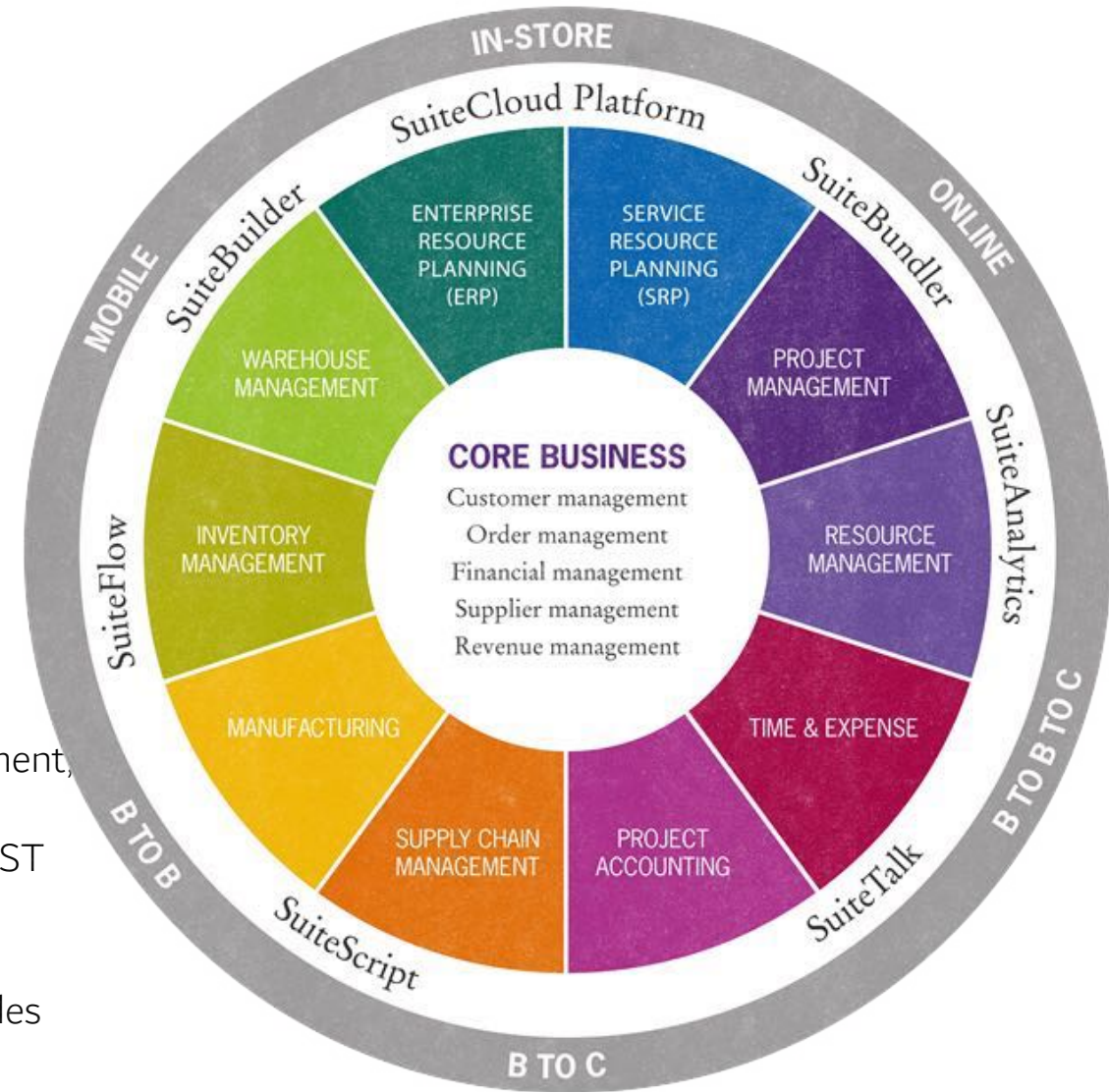
OPPORTUNITY IT Installation

**Items Billing Shipping Accounting Relationships Communication Related Records System Information**

ITEM	FULFILLED	INVOICED	QUANTITY	DESCRIPTION	PRICE LEVEL	RATE	AMOUNT	TAX CODE	TAX RATES	BILL. SCHED.	SERIAL/LOT NUMBERS	CLASS	DEPARTMENT	CREATE PO	PO VENDOR	CURRENCY
NIN_3rd Party Software License	0	0	1	3rd Party Software License	Base Price	1,200.00	1,200.00	-Not Taxable		Monthly - One Year		Managed Services		Drop Shipment	Emerald Computer Systems Inc.	US Dollar
NIN_7204VXR Router	0	0	1	7204VXR Router	Base Price	4,500.00	4,500.00	-Not Taxable				Enterprise Products		Drop Shipment	Core4Solutions	US Dollar
NIN_Dell PowerEdge Blade Server	0	0	4	Dell PowerEdge Blade Server	Base Price	1,865.00	7,460.00	-Not Taxable				Enterprise Products		Drop Shipment	Dell	US Dollar
NIN_VGA gold plated cable - 25ft	0	0	4	VGA gold plated cable - 25ft	Base Price	3.50	14.00	-Not Taxable				IT Equipment		Drop Shipment	TigerDirect.com	US Dollar
NIN_Dell 24" U2415 UltraSharp LED Monitor	0	0	2	Dell 24" U2415 UltraSharp LED Monitor	Base Price	329.00	658.00	-Not Taxable				IT Equipment				
SVC_Installation		0	1	Installation services	Base Price	5,000.00	5,000.00	-Not Taxable				Professional Services				

# Oracle NetSuite Platform

- One unified business management suite that covers all ERP, CRM, HCM, Projects, Reporting and BI requirements.
- All customization will be achieved on the same NetSuite database
- Easy upgrade and maintenance.
- Oracle NetSuite is a true cloud application that doesn't separate between SaaS, PaaS and IaaS "One Platform. One View."
- Realtime Consolidation and Reporting.
- No need for complex integration process.
- No need for any middleware.
- Deigned to accommodate unlimited number of subsidiaries & employees.
- Easy to achieve vision for the shared services through centralized Procurement, HR and Finance functions.
- Ability to integrate with any systems using SuiteTalk, SuiteConnect and REST APIs
- Ability to automate any complex workflows using SuiteFlow
- Same mobile application used by communities will be extended to cover sales





## Arabic Language Interface

The screenshot displays the Oracle NetSuite Arabic interface. The top navigation bar includes the Oracle NetSuite logo, a search bar, and user information for Aya Khattab. The main dashboard features a 'Navigation Shortcut Group' with icons for 'موازنات' (Balances), 'مخزون' (Inventory), 'موردين' (Suppliers), and 'مؤشر الأداء الرئيسي' (Key Performance Indicator). Below this, a table shows financial data for 'الفترة الاخيرة' (Last Period) and 'الفترة الاخيرة بـ 90 من هذا الفترة' (Last 90 Days of this Period).

حساب	الفترة الاخيرة	الفترة الاخيرة بـ 90 من هذا الفترة	التغير
Expenses	AED28,230	AED0	N/A
Income	AED0	AED0	0.0%
الأرباح	(AED28,230)	AED0	N/A
Revenue	AED0	AED0	0.0%
Total Bank Balance	AED51,915	AED0	N/A

## Arabic Printouts + Localization

فاتورة ضريبية المبسطة  
Simplified Tax Invoice

Invoice Number	100	100	رقم الفاتورة
Invoice Issue Date	25/4/2022	25/4/2022	تاريخ اصدار الفاتورة
			اسم الشركة: العنوان:
VAT Number:			رقم تسجيل ضريبة القيمة المضافة:

Nature of goods or services تفاصيل السلع أو الخدمات	Unit price سعر الوحدة	Quantity الكمية	Item Subtotal (Including VAT) المجموع (شامل ضريبة القيمة المضافة)
Item A - السلعة أ	200.00 SAR	1	230.00 SAR
Item B - السلعة ب	350.00 SAR	2	805.00 SAR
<b>Total Taxable Amount (Excluding VAT)</b>	الإجمالي الخاضع للضريبة (غير شامل ضريبة القيمة المضافة)		<b>900.00 SAR</b>
<b>Total VAT</b>	مجموع ضريبة القيمة المضافة		<b>135.00 SAR</b>
<b>Total Amount Due</b>	إجمالي المبلغ المستحق		<b>1,035.00 SAR</b>

## Azdan HR Solution Overview

### Human Capital Management

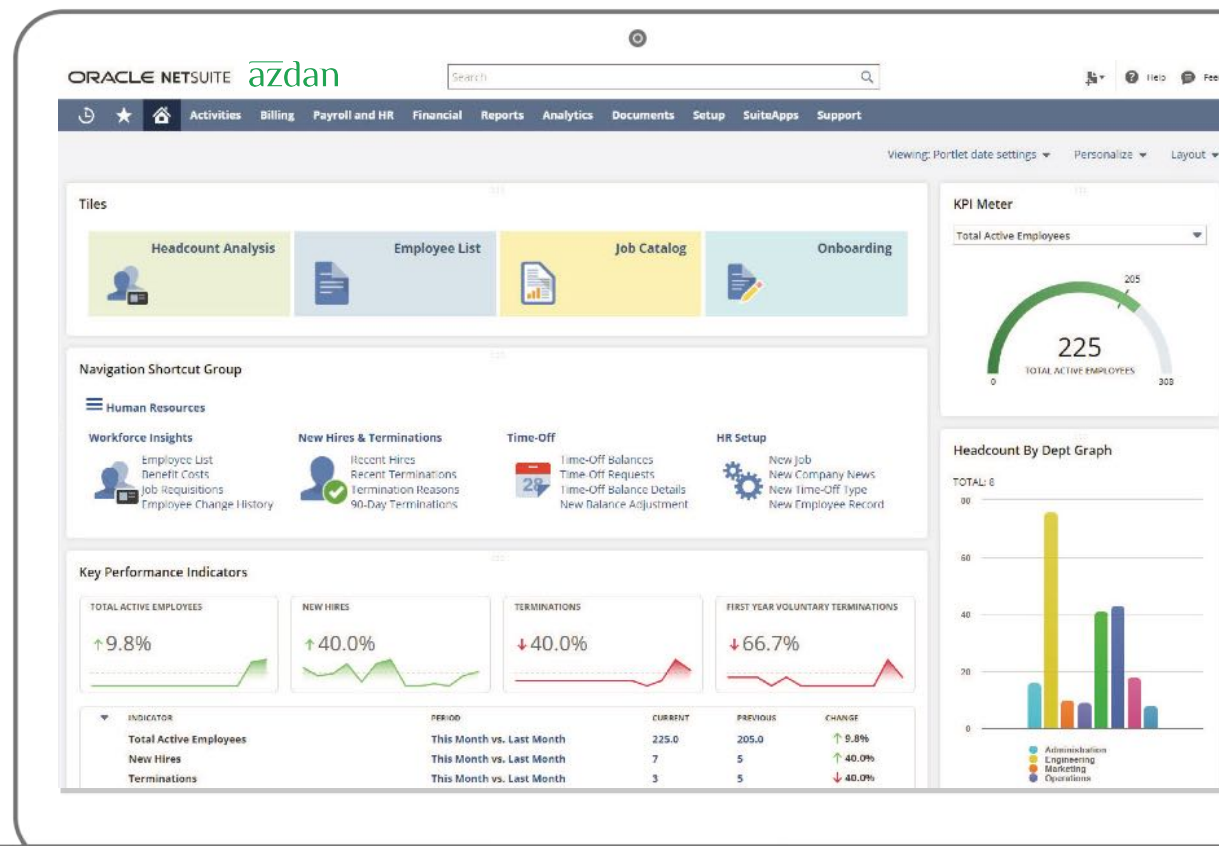
Azdan HCM is a Human Resources SuiteAPP that is built for Oracle NetSuite. It was developed in compliance with the local employment rules and regulations throughout GCC, Levant and North Africa.

### Key Benefits

- Centralized solution to manage global employees
- Provides real-time people analytics
- Connects HR data with financials and procurement
- Payroll Automation
- Employee self-service
- Recruitment
- Performance Appraisal



“ Azdan HCM enables organizations to automate their daily HR processes to help building a better workplace environment and achieving HR goals more effectively.



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