



M&E GROUP ALBANIA

# OUTSOURCING SERVICES

It provides the necessary information to make decisions about outsourcing services delegation, track performance and ensure compliance.

[www.megroup.al](http://www.megroup.al)





# INTRODUCTION



## *What are the benefits of outsourcing?*

Accounting companies and various businesses often choose to delegate outsourcing services to specialized firms abroad for strategic and economic reasons.

- One of the main reasons is the **reduction of operational costs**. Outsourcing to countries with lower labor costs enables companies to save financial resources and invest them in other important areas of their business.
- Outsourcing increases a company's flexibility by providing them with the ability to scale operations according to their needs without taking on the burden of recruiting and managing additional staff. The combination of cost efficiency, expertise, and flexibility is the main reason why many companies choose to delegate accounting services to partners abroad.





## *Why working with us in outsourcing?*

### **– COST SAVINGS**

We offer lower labor costs compared to many Western countries, leading to significant cost savings for businesses outsourcing their operations.

### **– SKILLED WORKFORCE**

We have a growing pool of skilled professionals in fields such as accounting, finance and data entry. Outsourcing to us can provide access to this talent pool without the need for extensive in-house recruitment and training.

### **– REGULATORY COMPLIANCE**

We enforce laws and regulations in place to protect data privacy and security, such as the Law on Personal Data Protection. Outsourcing providers are required to comply with these regulations, ensuring that data handling practices meet legal standards.

### **– DATA ENCRYPTION**

Data transmitted between the client and us as outsourcing provider is often encrypted to protect it from interception or tampering during transit.





## *Why working with us in outsourcing?*

### **– CONFIDENTIALITY AGREEMENTS**

Outsourcing contracts typically include confidentiality agreements or non-disclosure clauses that legally bind the service provider to maintain the confidentiality and security of the client's data.

### **– SECURE INFRASTRUCTURE**

We with outsourcing department have invested in secure IT infrastructure, including firewalls, encryption protocols, and access controls, to safeguard client data from unauthorized access, breaches, or cyberattacks.

### **– FOCUS ON CORE ACTIVITIES**

Outsourcing non-core functions like bookkeeping and data entry allows businesses to focus more on their core competencies and strategic initiatives, thereby increasing productivity and efficiency.

### **– TIME SAVINGS**

By outsourcing tasks to M&E Group, businesses can save time on routine administrative activities, allowing them to allocate resources more effectively and concentrate on other essential aspects of their operations.





## *Why working with us in outsourcing?*



### ● **SCALABILITY**

Outsourcing to us provides scalability options, allowing businesses to quickly adjust resources according to fluctuating demands without the need for extensive hiring or downsizing efforts.

### ● **CULTURAL COMPATIBILITY**

We share cultural similarities with many European and American countries, which can facilitate smoother communication and collaboration between outsourcing partners.

### ● **LANGUAGE SKILLS**

Our professionals are proficient in English, Italian, German and other languages, making communication with clients from different regions more seamless.

**WE HAVE A TEAM OF EXPERIENCED AND QUALIFIED TEAM WHO CAN HANDLE ALL OF YOUR NEEDS,  
WE ARE COMMITTED TO PROVIDING YOU WITH ACCURATE, TIMELY AND RELIABLE SERVICES.**



# WHAT WE DO FOR COMPANIES?



## ✓ SOFTWARE WE USE

- Software **SAP, AX, Datev, Sistemi**, Free Books, etc.
- Registration of Active invoices and Passive invoices. Invoice of free professions, etc.
  - Foreign invoices, outside the country and within the EU and Extra EU (*Auto invoice / F-24*).

## ✓ MONTHLY PRE-BALANCES

- Cost systemization.
- Control of the historical extract of bank account activity.
- Control and registration of investments made during the period.
- VAT, filling out the form and making the payments.

## ✓ DATA ENTRY, ETC.

- Calculation of travel, sleeping, telephone, fuel, etc.
- Calculation & classification of known and unknown expenses.
- Cost calculation and comparisons between months or years. Analysis of bank transactions, etc.

**WE HAVE A TEAM OF EXPERIENCED AND QUALIFIED TEAM WHO CAN HANDLE ALL OF YOUR NEEDS, WE ARE COMMITTED TO PROVIDING YOU WITH ACCURATE, TIMELY AND RELIABLE SERVICES.**





# WHAT WE DO FOR COMPANIES?



**COST ANALYZE**



**PAYMENTS, LIQUIDATION OF INVOICES**



**PAYROLL**



**BOOKEEPING**



**ACCOUNTING INVENTORY**



**CUSTOMS SERVICES**

**DO YOU NEED  
SOMETHING ELSE FROM  
THE LEVEL OF  
SERVICES?  
OUR STAFF IS FLEXIBLE  
AND CAN QUICKLY  
ADAPT TO YOUR  
REQUESTS!**



# MICROSOFT POWER BI

*What our team does in Microsoft Power BI?*

## HERE IT IS THE MAIN SKILLS POWER BI:



- Data Modeling Skills
- Power Query Skills
- DAX measure creation
- Financial Report development
- PL, BS, Cashflow Statements



## WHAT WE DO IN ACCOUNTING FIELD:



- Dynamic Weekly Cashflow reporting in Power BI
- Budgeting/Forecasting Automation Help
- Revenue Reconciliation Reporting
- Gross margin Analysis

## OUR TEAM HAS SKILLSETS IN THE FOLLOWING AREAS



- Azure / Data Factory / SQL / Data Lake / Data bricks / Synapse / Fabric



Microsoft

Power BI



# MICROSOFT POWER BI

## POWER BI DEVELOPERS

Our Power BI Developers team is qualified in processing raw data, filtering it, and presenting it in curated reports and visualizations on Microsoft Power BI. This includes a variety of reports such as: Gross Margins, Costs, Revenues, Expenses, Salaries, Paid and Unpaid Hours, Efficiency, Expense Breakdown, etc.

## THE TEAM

Currently, we have a team of around 25 people working for companies and accounting firms in Italy, Albania, the UK, Germany, and primarily the United States. According to new contracts, our plan is to expand the team by January 2025 with an additional 10 members, bringing the total to 35 people working in this department.



# PARTNERSHIP WITH INTERNATIONAL GLOBAL COMPANIES

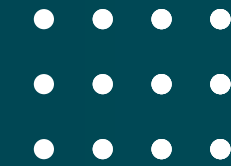


- Open / Setting up a company.
- Opening a bank account.
- All-in-one platform with CRM, eCommerce, email automation, landing pages, etc.
- Digital money accounts.
- Cards in digital currencies.
- Licenses for financial services in fiat and crypto.





# WE HIGHLIGHT THREE MAIN BENEFITS



## COST SAVINGS

With us, you reduce worker and overall process costs by at least 50% compared to your current expenses in your country for carrying out this process.



## SKILLED WORKFORCE

Outsourcing to us can provide access to this talent pool without the need for extensive in-house recruitment and training.



## TIME SAVINGS

By outsourcing tasks to us, businesses can save time, allowing them to allocate resources more effectively on other essential aspects of their operations.





# THANK YOU

## FOR YOUR ATTENTION

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