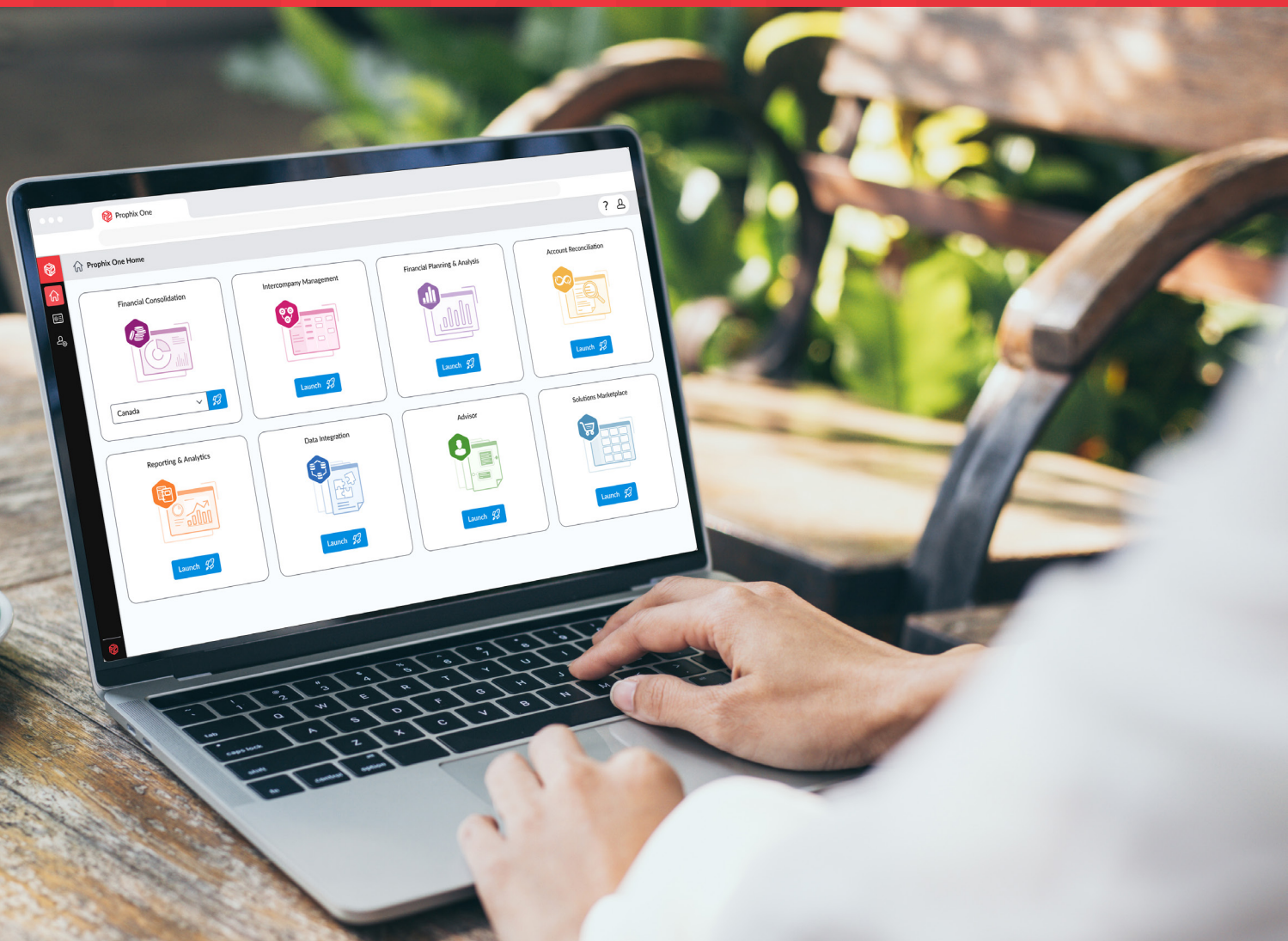




STRATEGIC EXPANSION GUIDE

Maximizing Your Prophix One™ Investment





Finance as we know it is changing—driven by a growing appetite for innovative processes and fresh perspectives.

As a finance leader who's already embraced game-changing technology, you are at the forefront of this evolution.

With the Office of the CFO at the crossroads between tradition and transformation, it's up to you to move beyond the “way it's always been done” to usher in an era of radical change.

The **next generation of finance is here**, and it starts with using Prophix One, a Financial Performance Platform, to its fullest potential. By expanding your use of Prophix One, you and your team will have what you need to thrive in this new world.

This **Strategic Expansion Guide: Maximizing Your Prophix One™ Investment** will take you through all you need to know about adopting new solutions, evaluating your financial maturity, aligning Prophix One with your business needs, and getting executive buy-in for using your platform in ways that will add value.

It's time to go all in on maximizing your investment in Prophix One.





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A NEW FRONTIER

What is next-gen finance?



As finance leaders look ahead to the future, there's growing pressure to take risks and discover new opportunities through profitable growth. But many are fearful of taking the wrong approach to technology.

To be successful, finance must adapt—by transitioning from isolated processes to ones that are transparent and multi-dimensional. And this next generation of finance requires technology that enables hyper precision, ultra adaptability, and dramatic performance—all of which can be achieved by maximizing your investment in Prophix One.

Pillars of next-gen finance	What's in it for you
Hyper precision	Hyper precision gives you control over your financial outcomes with unmatched accuracy. It speaks to the ability to handle financial tasks with such precision that results become highly predictable and reliable.
Ultra adaptability	Ultra-adaptability refers to the capacity to streamline and integrate end-to-end financial processes and data. It provides the flexibility needed to adapt quickly to changes, ensuring continuity in your operations while maintaining a unified view of your financial data.
Dramatic performance	Dramatic performance is all about harnessing the power of technology to accelerate operations, and improve cash flow and forecasting accuracy, leading to improved overall performance.

As you consider using Prophix One in new ways, the pillars of next-gen finance can act as a compass—guiding you away from pitfalls and steering you towards success.

This **Strategic Expansion Guide** is designed to walk you through the possibilities with Prophix One and provide the support needed to build a compelling business case for new processes. Let's dive in!

ARE YOU READY?

Assess your financial maturity



Before deciding on what more you can do with your Financial Performance Platform, it's helpful to understand your business's current state and its impact on operational performance, including your organization's level of financial maturity.

Financial maturity measures the sophistication of your finance function by looking at your processes on a sliding scale and assigning your current approach to the appropriate category.

For example, if you have implemented Prophix One but are still relying on Excel for many of your processes, this is categorized as a "low" level of financial maturity.

In comparison, if you've automated most of your processes and have begun collaborating with other departments outside of finance, you are considered to have a "high" level of financial maturity.

By measuring the maturity of your finance processes, you can understand where to get more value out of your investment in Prophix One.



Where does your organization fall on the financial maturity scale?

1

Basic. Your organization has not yet fully rolled out Prophix One to end users, resulting in continued reliance on spreadsheets and manual processes. This dependency on spreadsheets can be time-consuming and error prone. You also find it challenging to run multiple scenarios and have limited ability to re-forecast in a timely and accurate manner.

2

Developing. Your organization has moved away from some spreadsheets and is likely using Prophix One for reporting, financial consolidation, or budgeting. Despite this progress, the platform is primarily used within the finance department, indicating there is still room for broader integration across other departments.

3

Developed. You've started using automating processes, resulting in newfound agility in your planning, budgeting, forecasting, or financial consolidation processes. You are now able to reinvest the time savings gained from these automation efforts, positioning finance as a key driver within the organization.

4

Leading. Prophix One has evolved beyond being just a finance system and is now integral across various business units. The finance function is recognized as a true business advisor, guiding strategic decisions throughout the organization. The successes achieved with Prophix One have also enabled one or more individuals to advance their careers.



“What I love about Prophix is how they’ve actually helped me to advance my career and gave me a place to work on all different things, instead of being bogged down in the data.”

- Tom Kennedy, Financial Systems Analyst, Skanska USA

Understanding the current state of your financial maturity can help you set realistic goals for your finance team and ensure that any new solutions align with your organization’s objectives.

Your maturity level is also a great topic to discuss with your Customer Success Manager. Understanding your current state will help you and your Customer Success Manager identify where to invest time, resources, and budget, so you can maximize your investment in Prophix One.

Remember, upgrading your finance processes is not just about adopting new solutions—it’s also about upskilling your team to get the most value out of your platform.

[Ready to upskill your team? Check out our library of courses on Prophix Academy.](#)

EXPLORE THE POSSIBILITIES

Find the right Prophix One™ solution



As a finance and accounting team, you might be managing multiple vendors, each with its own contract, user interface, security, data integrations, and workflows. With Prophix One already at your disposal, you have the power to further streamline these processes into a single, integrated platform. This isn't just about having a platform—it's about making the solutions work for you.

Prophix One centralizes every process from close to planning, offering a unified user experience and seamless data sharing. The more processes you integrate into Prophix One, the more you will be able to:

- **Enhance decision-making speed and accuracy** for better insights
- **Empower data ownership** and accountability
- **Increase confidence** in your data
- **Drive strategic business decisions** with frequent financial consolidation
- **Improve productivity** with fewer disconnected processes



“As organizations seek to streamline and automate the many processes within the finance department, the ability to address multiple tasks—from financial close and consolidation to financial planning—within a single platform and centralized source of data, will have a significant positive impact on productivity. Prophix One meets this need with a flexible, responsive, and secure platform that controls end-to-end financial processes and data from a single point of entry. Growing midmarket organizations will especially appreciate Prophix One's ability to address a wide range of needs, from close to planning, while easily scaling with their businesses over time.”

- Craig Schiff, President & Lead Analyst, BPM Partners

Before diving into areas for expansion, it's beneficial to understand the full range of Prophix One applications.



Prophix One Financial Planning & Analysis

Streamline your operations with intelligent budgeting and predictive forecasting for enhanced agility. Leverage dynamic reporting to make confident, data-driven decisions, helping you visualize your financial health.



Prophix One Financial Consolidation

Simplify consolidation complexity by automating multi-currency translations and sub-consolidation, ensuring compliance with multi-GAAP and IFRS standards. Improve transparency and data traceability with built-in customizable audit reports.



Prophix One Intercompany Management

Empower subsidiaries to manage transaction-level matching and resolve issues independently, eliminating intermediaries to give you greater financial insight. Integrate data sources, automate imports, and utilize intelligent data mapping to improve accuracy and operational efficiency.



Prophix One Account Reconciliation

Gain visibility into balance sheet reconciliations. Track progress by entity, period, account, and close type with streamlined workflow management for a faster, more accurate close.

Prophix One™

Financial Performance Platform

Financial Consolidation & Close



Financial Planning & Analysis



Core Platform Capabilities



Portal



Data Integration



Security



Workflow

Solutions Marketplace

Partner Solutions

Data Connectors

Planning Solutions

Close & Reporting Solutions

Regulatory Solutions (ESG)

Your processes are interconnected, so it only makes sense that the way you manage them should be as well. No matter what solution you start with, Prophix One has been designed to allow you to add new applications quickly as your needs evolve.

The platform's capabilities give you a seamless user experience, while also allowing you to easily move between applications and manage workflows, security, and data sharing across all your processes.

And the more solutions you integrate, the more value you'll get out of Prophix One's capabilities, including:

- **Data Integration:** Centralized data ensures all applications use and share accurate data from a single source.
- **Advanced data processing:** In-memory technology gives your teams the ability to manage complex plans and large data sets.
- **Unified login & user management:** A single point of entry and intuitive user management let you move easily from application to application without repeated sign-ins.

- **Security:** Robust encryption, advanced threat detection, and stringent access controls safeguard your data, all supported by a 95.5% uptime guarantee. You can trust your data is safe with industry-recognized standards like ISO/IEC 27001, SOC 2, TRUSTe, and HITRUST behind Prophix One.
- **Workflow:** Platform-wide workflows enable you to manage all your processes centrally across applications and establish a single version of the truth.
- **User interface:** A unified user interface empowers your team to be more efficient and simplifies user training across all applications.



The tables below outline the challenges that can be addressed and the positive outcomes that result from Prophix One solutions. Review these challenges to identify the areas where Prophix One can further enhance your processes.



Tip: If you check more than one box in the challenges section, it's an indicator that the solution would be a good fit for your business!

Prophix One Financial Planning & Analysis: Budgeting & Planning	
Are you facing any of these challenges?	<ul style="list-style-type: none"> <input type="checkbox"/> Time-consuming and manual budgeting processes prone to mistakes, delays, and data loss <input type="checkbox"/> Accuracy problems and inefficiencies due to reliance on disconnected spreadsheets <input type="checkbox"/> Limited customization options for financial planning <input type="checkbox"/> Challenges in collaboration, lacking real-time task assignments and multiple approvers <input type="checkbox"/> Difficulty in centralizing data, leading to poor control and visibility in budgeting and planning <input type="checkbox"/> Inflexibility in accommodating both top-down and bottom-up planning approaches <input type="checkbox"/> Executives unable to get a comprehensive view of the business's past, present, and future <input type="checkbox"/> Irregular updates to financial forecasts
What Budgeting & Planning can help with?	<ul style="list-style-type: none"> • Expense planning • Personnel planning • Cash flow planning • Balance sheet planning • Forecasting and scenario planning • Capital planning
Positive outcomes you can expect	<ul style="list-style-type: none"> • Optimized KPI management through increased data frequency and comprehension • Strengthened cost management and ownership confidence with more accurate forecasts and budgets • Greater collaboration with increased accountability • Improved performance and cost monitoring with expanded data frequency and visibility • Reduced manual, data-intensive work in Excel • Faster, more informed financial decisions, and better forecast accuracy

Prophix One Financial Planning & Analysis: Reporting & Analytics

Are you facing any of these challenges?

- Overreliance on finance teams to fulfill report requests
- Insufficient time dedicated to thorough analysis due to manual processes
- Disconnected visualizations and limited data access
- Difficulty in updating and customizing reports and analytics
- Time-consuming processes with accuracy issues
- Challenges in report distribution and variance analysis
- Difficulties with audits and accounting standards compliance

What Reporting & Analytics can help with?

- Financial & operational reporting
- Interactive, self-service analysis
- KPI scorecards & executive dashboards

Positive outcomes you can expect

- Improved data analysis and performance (KPI) monitoring from personalized, daily insights
- Faster month-end reporting cycles and automated report updates and distribution
- Complete picture of your business with multi-system integration
- Access to real-time data to support decision-making
- Strengthened collaboration across teams

Prophix One Financial Planning & Analysis: Integrated Business Planning

Are you facing any of these challenges?

- Disconnected and inefficient planning processes hinder collaboration and decision-making
- Lack of a unified planning platform leads to inaccuracies and difficulty in managing financial performance
- Limited visibility into different business areas and challenges in understanding data relationships
- Difficulty in handling complex and large data volumes

What Integrated Business Planning can help with?

- Asset planning
- Strategic planning
- Project planning
- Sales planning
- Demand planning
- Inventory planning
- Production planning
- Risk management analysis
- Supply planning

Positive outcomes you can expect

- Increased agility and speed of modeling and assumptions
- Accelerated planning processes with fully integrated workflows
- Improved integration between the Office of the CFO and operational planning
- Greater participation in operational planning with access to real-time insights

Prophix One Financial Consolidation

Are you facing any of these challenges?

- Data manipulation in Excel and manual data collection, leading to inefficiencies
- Inconsistent reporting frequency, tight deadlines, and difficulty in adapting models to changing reporting needs, including M&A and alternative hierarchies
- Discrepancies between local and group accounting standards and currencies, and disparate accounting systems
- Lengthy and costly audit processes and challenges explaining variances
- Risk of data loss, errors, and low confidence in reported results due to unreliable data

What Prophix One Financial Consolidation can help with?

- Managing complex consolidation models
- Automated consolidation rules, eliminations, validation, and data integrations
- Audit-ready reporting

Positive outcomes you can expect

- Faster closing from intelligent, repeatable process automation
- Improved data governance with fewer errors and issues
- More efficient collaboration by overcoming language barriers and disparate accounting and ERP systems
- Enhanced decision-making with greater confidence in your data

Prophix One Intercompany Management

Are you facing any of these challenges?

- Managing large volumes of transactions within tight deadlines
- Inability to match certain transactions resulting in multiple exchanges between local accountants and HQ
- Challenges with currency translations and lack of accountability among local users for submitted figures
- Disparate accounting systems causing data inconsistencies and manual data gathering and manipulation
- Absence of a single, collaborative environment, and delays and omissions caused by different communication methods
- Language barriers complicating coordination, and lack of visibility over process progress

What Prophix One Intercompany Management can help with?

- Intercompany reconciliation
- Workflow and collaboration
- Transaction-level matching

Positive outcomes you can expect

- Faster closing with automated matching and reconciliation
- Easily meet deadlines with consistent, standardized, and repeatable reconciliation processes
- Improved collaboration and communication across departments
- Better audit preparedness and compliance
- Empower local entities to proactively resolve issues
- Improved process efficiency, visibility, and control

Prophix One Account Reconciliation

Are you facing any of these challenges?

- Inconsistent reconciliation processes across entities and individuals, increasing the risk of manual errors
- Difficulty in tracking progress and managing spreadsheets, coupled with limited automation and scalability challenges
- Inefficient collaboration, lack of real-time updates, and decentralized supporting documentation
- Security and compliance concerns, with a lack of a single version of truth for close numbers and poor auditability

What Prophix One Account Reconciliation can help with?

- GL balance-level reconciliations
- Financial close workflow management
- Automated transaction matching
- Amortization schedules

Positive outcomes you can expect

- Improved reconciliation efficiency, visibility, and accuracy
- Accelerated close process with standardized templates for increased accuracy
- Strengthened audit readiness and elevated data quality
- Close progress monitoring and performance analytics

You have the platform already; with each solution you add, you'll only elevate your financial performance to greater heights.



“We initially started using Prophix One for our property management budgeting. Since then, it’s expanded into almost every functional aspect of our company. We do cash flow forecasting; we do budgeting for our projects that are under development and in our project pipeline. We also did our bonus letters, and our merit increases with Prophix One. We use it across our entire organization of companies.”

- Jonny Harmer, CFO, USA Properties

SET YOUR STRATEGY

Align Prophix One™ with your business needs



When looking to expand your use of Prophix One, it's important to consider the needs of your team and your business:

- Which processes do you want to streamline, and why?
- What positive outcomes are you hoping to achieve?
- What time-related challenges might affect the adoption of a new solution?
- Do you need approval from executive stakeholders to implement a new solution?
- How are you currently managing relationships with multiple finance vendors?
- In what ways do you feel your view of overall financial performance is lacking?
- How confident are you in the accuracy of your data after integrating multiple disparate sources?

You should also look beyond finance to other departments who could benefit from using Prophix One in a different way. While your processes may work now, “the way it’s always been done” will hold you back from maximizing your investment in Prophix One.

By leveraging Prophix One’s **hyper precision**, **ultra adaptability**, and **dramatic performance**, you can empower your finance team to scale your platform usage as needed. Having a clear set of goals, outcomes, and a timeline laid out before you start working with your Customer Success Manager will help ensure you’re adopting the solutions that will benefit you most.



See what other customers have achieved with Prophix One™

Hyper Precision

By controlling financial outcomes with accuracy and precision



BOULAY

20.9%
improvement
in net income
forecast accuracy



32%
increase in
expense budget
accuracy

Ultra Adaptability

By streamlining and integrating end-to-end financial processes and data



medux

FP&A customer
that deployed
Financial
Consolidation
in **3 weeks**



Spacesaver™

Reduced inventory
cost capitalization
reporting
from **4 hours** to
5 minutes

Dramatic Performance

By ensuring organizational goals and positive business outcomes are achieved



PROPERTIES FUND

6.7%
increase in operating margin



40
improved Days
Sales Outstanding
(DSO)



\$200k
in cost saving from
inventory tracking
model

BUILD FOR THE FUTURE

Checklist to secure executive buy-in



The next generation of finance requires a forward-thinking approach. Executives often find themselves solving immediate problems, leaving little room to tackle the root causes. However, this is where finance teams can step up as leaders and advocate for a further investment in Prophix One to address these underlying issues.

Creating a business case for using Prophix One in a new way may seem daunting, but it's a strategic move that will change the way you do business, and ensure you get as much value out of the platform as possible. Feel free to reach out to your Customer Success Manager or customersuccess@prophix.com at any point for support.

To help you get started, here is a 9-step checklist you can use to get executive buy-in:

1

Identify who your executive stakeholders are and engage them from the start.

Work with executive stakeholders to understand their pain points and opportunities, establish priorities, and gain their support.

2

Connect the challenges you're facing with senior management's priorities.

Demonstrate to management that to prosper, the organization must take full advantage of Prophix One's solutions to proactively address finance challenges before they affect operational performance.

3

Identify your biggest problem, outline the benefits of solving it, and explain how Prophix One can support this.

Demonstrate how a new solution will benefit all stakeholders, not just management.



4

Calculate your return on investment (ROI) and compare that with the expected outcomes and benefits of a new solution. Start with your current state and identify the risk of maintaining the status quo. Next, compare your current state to the expected positive outcomes of a new solution.



5

Define your budget. Present the estimate, expected change management needs, timelines, ROI, and anticipated outcomes as powerful drivers of the initiative.



6

Reach out to your Customer Success Manager or contact us at customersupport@prophix.com to get connected with other customers. Learn more about the impact of using Prophix One in new ways, and support your business case for expanding your use of Prophix One with customer success stories that show the ROI for other companies, highlighting positive outcomes.



7

Using all the above, present your business case to your leadership team and show how a new solution will solve business problems and create value.



8

Develop a plan for the roll-out of your new Prophix One solution so everyone can anticipate timelines and desired outcomes. Share your plan with the broader team. You should also include timelines for adoption and the subsequent anticipated returns.




9

Continue to emphasize the value of Prophix One to your team and your organization. As you continue to build the case for further investment in finance technology, it's important to remember that your Financial Performance Platform has limitless value—it's up to you to use it to its full potential, so you can continually improve your processes and efficiency. Find more details below on how our Success Factors Program can help.



“[Prophix] has been really good to work with. The implementation was very good. We are part of the Continuous Success Package so we can reach out to them when we have a question or a problem that we cannot solve and we set up a 30-, 45- or 60-minute session to work through it.”

- Tom Samuelson, Senior Financial Analyst, Milo's Tea



This is also a great opportunity to consider our value-add services to further maximize your investment in Prophix One:

- **Continuous Success Package (CSP & CSP Plus)** – Offers access to a dedicated Customer Success team, extended learning opportunities, new administrator onboarding, and a sandbox environment, all designed to enhance product adoption and optimize your Prophix One investment.
- **Prophix Academy membership** – Provides access to a full course library, featuring self-directed online training, live sessions with hands-on practice, and knowledge assessments. With the flexibility to train new staff anytime, refresh knowledge post-implementation, and stay updated on the latest Prophix One capabilities, members can earn CPE credits while mastering the solutions they need most.
- **Pathways** – Combines self-paced online learning with structured coaching to empower users with Prophix One expertise. By reducing the learning curve and consulting costs, Pathways helps develop in-house subject matter experts equipped to independently build and evolve business models.
- **Prophix Live!** – Our must-attend event for finance and accounting leaders, professionals, and subject matter experts looking for an exclusive opportunity to explore the top priorities and trends impacting the Office of the CFO.
- **Success Factors Program** – Track and celebrate your achievements with Prophix One through detailed qualitative and quantitative metrics. Work with us to create your Success Factors Impact Report, which clearly demonstrates the return on

investment you've received, making it easier to communicate your successes internally. You'll also receive recommendations on solutions to explore as you create your growth roadmap.

- **Industry Peer Groups** – Connect and share strategies with peers in your industry on how to use Prophix One to solve your unique challenges. Prophix subject-matter experts also participate as regular contributors, sharing industry-specific insights on how best to use the latest features in Prophix One to drive a greater return on your investment.
- **Red Carpet** – Our online advocacy program allows you to connect with next-gen finance leaders, access exclusive experiences, shape the future of Prophix, and earn points for gift cards, premium merch, and more.



“Prophix Live! has been great. There’s a lot of networking opportunities. It’s nice meeting people that use the platform and coming to a place where everybody knows exactly what it is and understands the ins and outs of it. It’s great to pick people’s minds about [Prophix One].”

- Barron Smith, Financial Analyst, Vitality Group

ELEVATE YOUR CAREER

Embrace change with Prophix One™



With the increasing demand for a unified platform to streamline finance and accounting processes, finance leaders like you are positioned to **move onward and upward**. Much like how Excel once fundamentally changed the finance industry, Prophix One will transform “the way it’s always been done.”

By adopting an integrated Financial Performance Platform, you’ve already taken the first step to embracing change.

In this guide, you’ve seen that there are endless possibilities to expand your use of Prophix One. But remember, this is just the beginning. The most successful finance leaders are those who continually explore, innovate, and adapt to meet the moment. You have the technology in your hands—now it’s time to realize its full potential.

Are you ready to explore opportunities to do more?



“[The key to success as a finance leader is] knowing and understanding how the tools work so that when those opportunities arrive, you’re able to respond to them. The ability to use technology to not only increase your efficiency, but to also increase the accuracy of your predictions, is what makes the executive team sit up and take notice.”

- Denise Feece, CFO/COO, Sequel Wire and Cable



GET THE MOST OUT OF PROPHIX ONE™

Go all in on next-gen finance

In today's fast-paced world, **going all in on next-gen finance** means maximizing your investment in Prophix One. As highlighted throughout this guide, Prophix One is an integral part of your next-gen finance toolkit.

With a **hyper precise** and **ultra adaptable** platform that drives **dramatic performance** improvements, you can explore what's possible by further committing to transforming your finance processes.

Going all in on Prophix One means you're **spearheading change**, not just adapting to it. You're **setting trends**, not just reacting to what's in front of you. And you're **staying one step ahead**, instead of chasing after your competitors.

So, take advantage of the resources available to you, explore new solutions to transform your processes, and connect with other finance leaders.

It's time to lead the charge towards progress.

Begin maximizing your Prophix One™ investment today.

Get in touch with your Customer Success Manager, or contact customersuccess@prophix.com.



About Prophix®

Ambitious finance leaders engage with Prophix to drive progress and do their best work. Leveraging Prophix One™, a Financial Performance Platform, to improve the speed and accuracy of decision-making within a harmonized user experience, global finance teams are empowered to step into the next generation of finance with no reservation. Crush complexity, reduce uncertainty, and illuminate data with access to best-in-class automated insights and planning, budgeting, forecasting, reporting, and consolidation functionalities. Prophix is a private company, backed by Hg Capital, a leading investor in software and services businesses. More than 3,000 active customers across the globe rely on Prophix to achieve organizational success. Additional information at www.prophix.com.

NORTH AMERICA

CANADA

3250 Bloor St. West
East Tower, Suite 1200
Toronto, ON
M8X 2X9
1 (800) 387-5915
+1-905-279-8711

UNITED STATES

707 SW Washington St.
Suite 1100
Portland, OR 97205
1 (800) 387-5915

UNITED KINGDOM

Paddington Works
8 Hermitage Street
London
W2 1BE
+44 (0) 208 050 3590

EUROPE

BELGIUM

Lenniksebaan 451
1070 Brussels
+32 (0) 2 456 89 60

DENMARK

Vesterbrogade 149
1620 København C
+ 45 7023 2375

FRANCE

Roosevelt House 6
avenue Franklin Roosevelt
75008 Paris
+33 1 88 86 00 24

GERMANY

Messeturm
60308 Frankfurt am Main
+49 69 509 565 607

ITALY

Via Paracelso, 26
20864 Agrate Brianza (MB)
+39 039 890 1574

LUXEMBOURG

22, rue de l'Industrie
L-8399 Windhof
+352 27 02 01 20

THE NETHERLANDS

De Boelelaan 7, 7th floor
1083 HJ Amsterdam
+31 (0)85 400 01 30

PORTUGAL

Av. D. João II n°35
Edifício Infante 11ºA
1990-083 Lisbon
+351 308 806 770

ASIA

INDONESIA

Soho @Podomoro City
Unit 29-15
Jl. Letjen S. Parman Kav. 28
Jakarta Barat 11470
+62 21 5021 2222

MALAYSIA

Unit 18-11, Level 18, Menara K1
Lorong 3/137C
Off Jalan Klang Lama
58200 Kuala Lumpur
+603 4815 1261

SINGAPORE

Blk 18 Boon Lay Way #07-109
Singapore 609966
+65 6316 8681

SOUTH AMERICA

BRAZIL – SÃO PAULO

Rua André Ampére
153/7º andar
Novo Brooklin – SP
04562-080
+55 11 3583-1678

BRAZIL – RIO DE JANEIRO

Av. Marechal Câmara 160 cj 932
Centro – RJ
20.020-080
+55 21 3094-3900

FIND US ONLINE

prophix.com

info@prophix.com