AliPos 5 yil bozorda



Jonibek Miralimov
CEO
Menejmentda 7+ yillik tajriba



Komil Hamidov
CTO
Dasturlashda 5+ yillik tajriba



Muhammad Ali Akbarov
CFO
IT sohasida 7 yillik tajriba

Asosiy afzalliklar

Offline First

Internetsiz ishlash.
Aloqa tiklanganda avtomatik sinxronizatsiya.

«Temir» ombor

«Limon bo‘lagi»gacha hisobdan chiqarish.
Ovqat narxini va yo‘qotishlarni 15% gacha kamaytirish.

Ko‘p oynalilik

Bir vaqtning o‘zida bir nechta oynada ishlash.
2 marta tegish bilan buyurtma berish.

AliPos Web

Daromad va qoldiqlar bo‘yicha masofaviy real vaqt nazorati.
Ofisga bog‘lanishsiz.

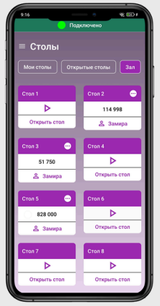
Integratsiyalar

Uzum Pay, Click, Payme.
O‘zR soliqlariga muvofiqlik.
O‘zbek va rus tillarini qo‘llab-quvvatlash.

Zamonaviy vositalar

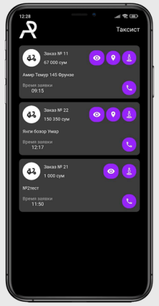
AliPos Waiter

Stol yonida buyurtmalar olish va oshxonaga bir zumda yuborish.



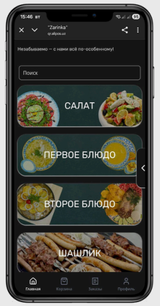
AliPos Courier

Kuryerni tayinlash va real vaqtda xaritada kuzatish.



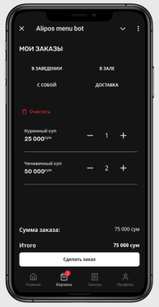
QR buyurtmalar

Mehmon telefonidagi menyu. Menyu soniyalarda yangilanadi.



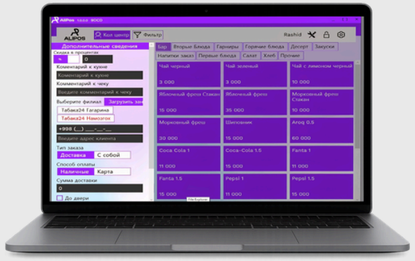
Telegram bot

Onlayn buyurtma va to‘lov. Keraksiz qo‘ng‘iroqlarsiz.



Koll markaz

Filiallarga qo‘ng‘iroqlarni qabul qilish va yo‘naltirish uchun yagona interfeys.



O‘z-o‘ziga xizmat ko‘rsatish kioskalar

Eng gavjum soatlarda o‘tkazish qobiliyatini oshirish.



Isbotlangan samaradorlik

«Fedya shashlik» tarmog‘i

6 ta shoxobcha

Hisobotlar va KPI avtomatlashtirilishi → Marjinallikning **12%** ga o‘sishi.

«Ganga» restorani

1 ta shoxobcha, premium

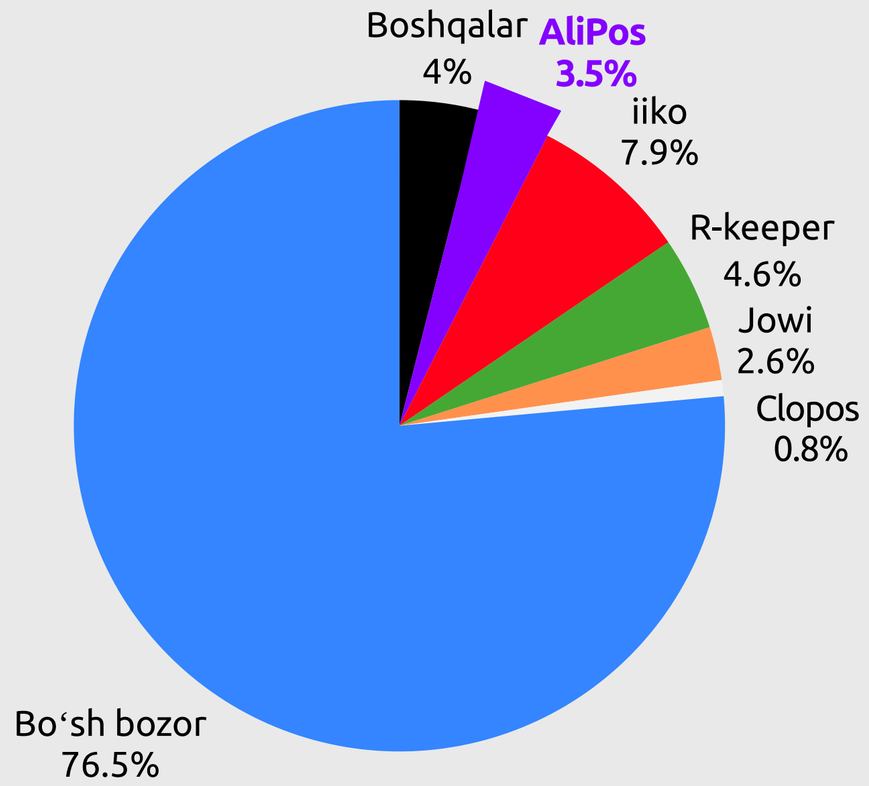
Moliyaviy tahlil → Marjinallikning **12%** ga o‘sishi.

«Pizza Time» pitseriyasi

3 ta shoxobcha va yetkazib berish

CRM + Koll-markaz + Bot → Qayta ishlash vaqti -63%, onlayn buyurtmalar +40%.

KOMPANIYANING BOZOR ULUSHI



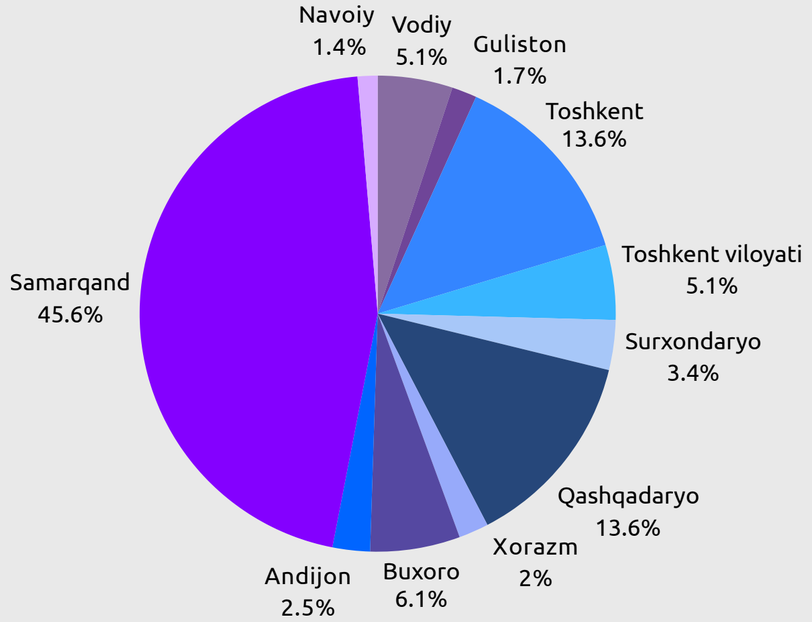
O‘ZBEKISTON UMUMIY BOZORI
37 000 MUASSASADAN IBORAT

ALIPOS - 1340
R-KEEPER ~ 1 750
IIKO ~ 3 000
JOWI ~ 1000
CLOPOS ~ 300

*soliq va tadqiqot markazlari ma’lumotlariga ko‘ra

Mijozlarimiz





Narxlar ro‘yxati

Start

Asosiy tarif

$25

oyiga

- Savdo nuqtasi moduli (POS)
- Mahsulotlar katalogi
- Asosiy hisobotlar (kunlar/smenalar bo‘yicha)

Standard

Standart tarif

$39

oyiga

- Ombor hisobi
- Inventarizatsiya
- Retseptlar / tex. kartalar
- CRM
- Telegram-bot

Pro

Professional tarif

$59

oyiga

- Yetkazib berish moduli
- KDS / oshxona displeyi
- API / agregatorlar
- Bir nechta shoxobchalar
- Egasi uchun BI-panel

Enterprise

Tarmoqlari uchun tarif

$89+

oyiga

- Interfeysni moslashtirish
- Shaxsiy menejer
- Egasi uchun BI-panel (kengaytirilgan)

Raqobatchilar bilan taqqoslash

	AliPos	iiko	Jowi	Poster	R-keeper
O‘zbek tilini qo‘llab-quvvatlash	✓	✗	✗	✗	✗
O‘zbekiston Respublikasi bo‘yicha 24/7 qo‘llab-quvvatlash	✓	✗	✗	✗	✗
O‘zR qonunchiligiga muvofiqlik	✓	✓	✓	✗	✓
Buyurtmalarni yetkazib berishning o‘rnatilgan tizimi	✓	✗	✗	✗	✗
Ega uchun mobil ilova	✓	✓	✓	✓	✗

Unit-iqtisodiyot

CAC
$156

LTV
$573

ARPU
$32

LTV: CAC
3.67

Fevral oyidagi daromad
$38.422

Burn Rate
$35.654

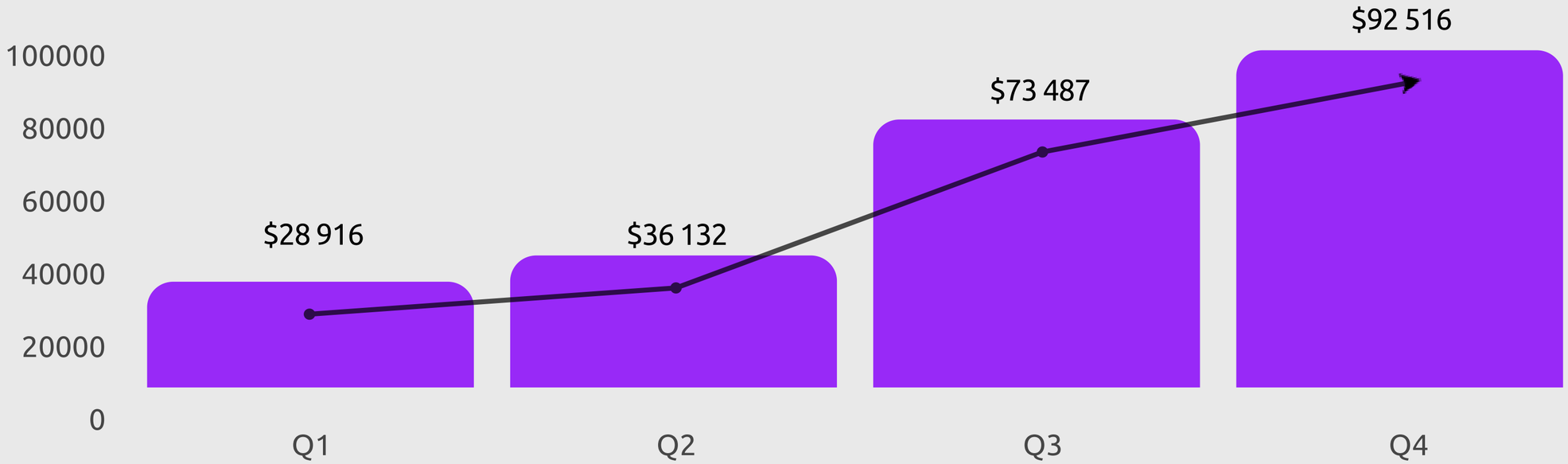
Oylik daromad
$33.038

Mijozlarning yalpi ketishi
8.6%

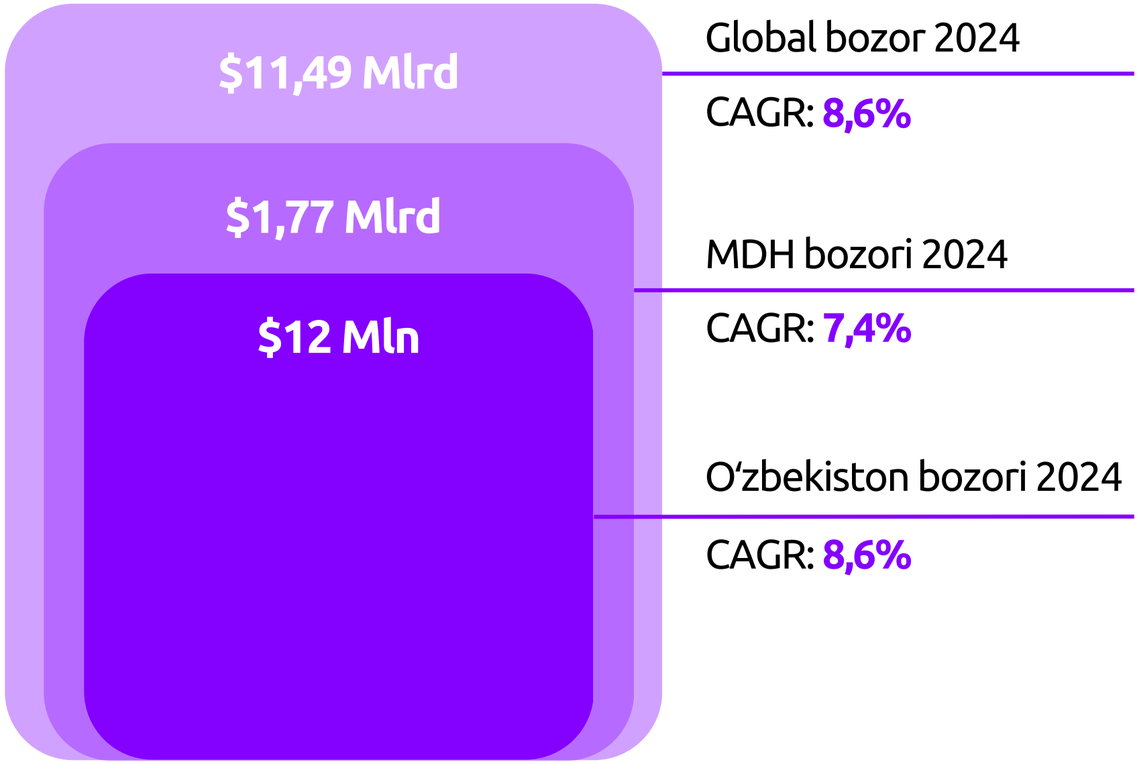
Moliya

Daromad

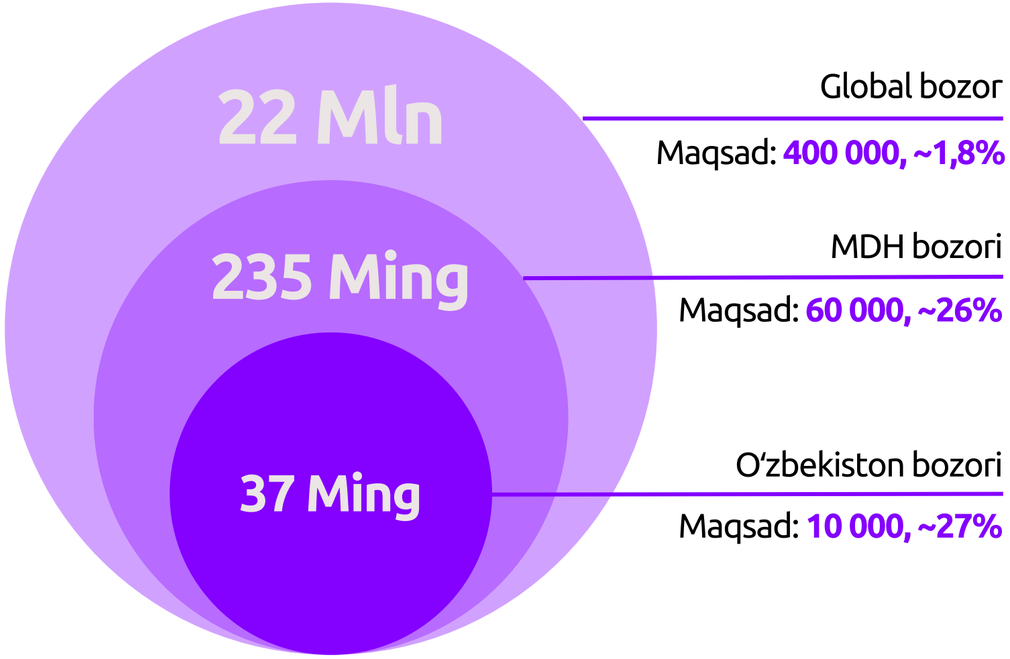
1-chorakdan 4-chorakka o‘sish **319%** ni tashkil etdi



Bozor va o‘sish salohiyati



Bozor hajmi (USD)



Muassasalar soni

Miqyoslashtirish infratuzilmasi

Xodimlar

21

Jamoada mutaxassis

R&D, savdo, texnik qo‘llab-quvvatlash, strategiya

Autsors

50

O‘qitilgan mutaxassis

O‘rnatish, onbording, joyida xizmat ko‘rsatish.

Hamkorlar

39

Mustaqil diler

Viloyatlarda avtonom savdo va qo‘llab-quvvatlash.

Mahsulot rivojlanish vektori

Q2 2026

Ingenico terminallarini 40 ta shoxobchaga integratsiya qilish.

Q3 2026

Ekvayring va uzluksiz to‘lovlarni qabul qilish.

Q4 2026

Testlar asosida shaxsiy dasturiy ta’minotni ishlab chiqish.

Bozor va o‘sish salohiyati

Bozorni egallash

200 tagacha o‘rnatuvchi va 100 ta diler tarmog‘i.
Minimal xarajatlar.

Bozorni o‘qitish

1200 MAU ni profi ga aylantirish.
P&L, DDS, OPIU bo‘yicha o‘rgatamiz.

Chuqur monetizatsiya

O‘z ekvayringi va komissiya daromadi.
Kutilayotgan o‘sish +300%.

Yo‘l xaritasi

2026

Fintex va dilerlik tarmog‘ini kengaytirish.

2027

Baholash $50 mln. Bozorni qoplash uchun $10 mln jalb qilish.

2028

10 000 faol savdogar.
$1,000,000 MRR.

2030

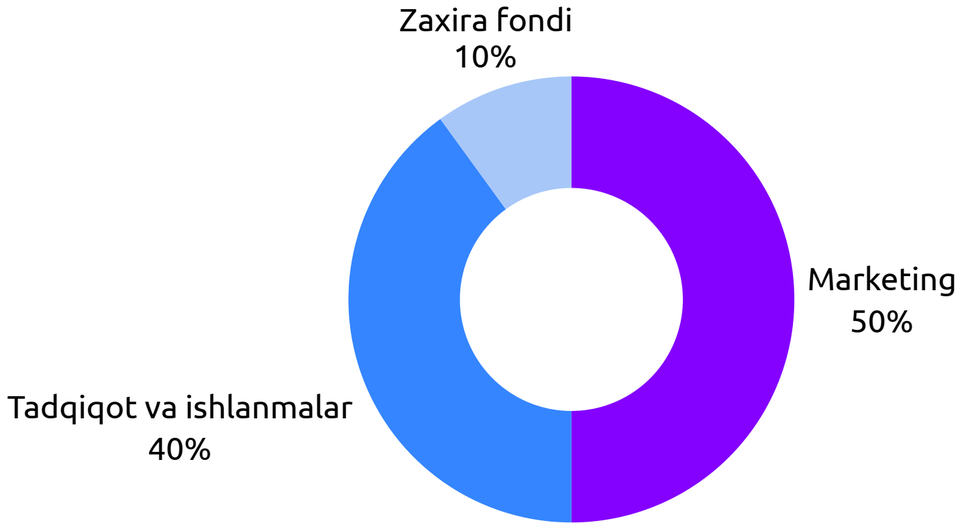
Strategga $120 mln+ bahoda sotish.
TBC, Beeline qiziqish bildirgan.

Moliyaviy so‘rov

Baholash: **5млн**

Raund hajmi: **$500,000**

Bridge: $200,000 | **$500,000** | Chegirma 20%



Taqsimot:

- Marketing (50%): Dilerlar, AliPos School, tanitish.
- R&D (40%): O‘z ekvayringini ishlab chiqish.
- Zaxira (10%): Strategiyani tuzatish uchun bufer.

Keling, AliPosni birga rivojlantiramiz!

Sizning investitsiyalaringiz —
bizning o‘sishimiz.
Keling, hamkorligimizni boshlaymiz.

+998 97 223 60 50
alipos@gmail.com
www.alipos.uz

Veb-sayt