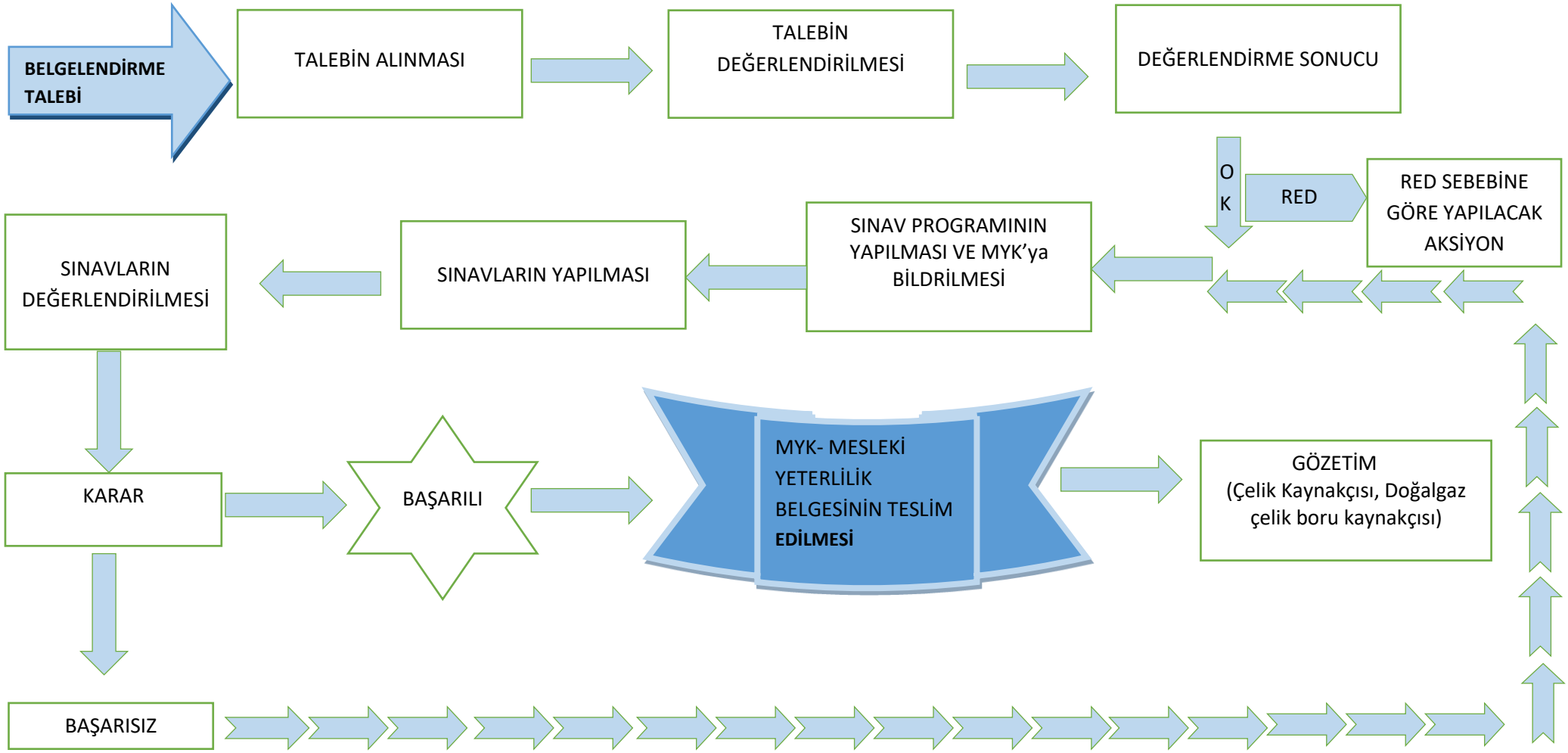PROSES BAŞLANGICI