Business Solutions from Microsoft Dynamics

Partner Summit
Mexico City | Nov 23, 2012
Agenda

- Microsoft Dynamics Portfolio
- Business Objectives
- Microsoft Operations Solutions
- Microsoft Dynamics ERP Industry Solutions
- Microsoft Dynamics ERP Technology
- Microsoft Stack Integration
- Implementation Methodology
- Q&A
Microsoft Dynamics Portfolio

Enterprise Segment
Small and Medium Businesses
Back Office administration
Industry Capabilities

Microsoft Dynamics AX
Microsoft Dynamics GP
Microsoft Dynamics NAV
Microsoft Dynamics SL

On Premise
On Line
Work Force Automation, Marketing, Service Management
Business Objectives
A Solution to support company strategy and streamline operations

Managing The Activity
- Solution for my industry
- Flexibility
- Business insight
- Budgeting management
- Localization & compliance

More Effective Sales
- Customer knowledge
- Customer service & satisfaction
- Sales creativity, innovation
- Motivate sales force
- Collaborate

Supply Chain Management
- Eliminate bottlenecks
- Optimize stock levels
- Supplier relationship management
- Optimize resources & capacity
- Traceability

IT Infrastructure
- Low cost of ownership
- Extensibility & maintainability
- Openness & scalability
- Based on market standards
- Vendor viability & stability
## Microsoft Operations Solutions
Meet your business objectives with a comprehensive Solution

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<tr>
<th>Core Workloads</th>
<th>Industry Workloads</th>
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<td>Organization Structure</td>
<td>Manufacturing</td>
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<td>Financials</td>
<td>Wholesale Distribution</td>
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<td>Procure-to-Pay</td>
<td>Retail</td>
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<td>Order-to-Cash</td>
<td>Services Sector</td>
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<td>Supply Chain Management</td>
<td>Public Sector</td>
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<td>Hire-to-Retire</td>
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### Methodology & Tools

- **Sure Step Methodology**
- **InformationSource**
- **RapidStart**

### Complementary Solutions

- **Customer Management**
- **BI/Analytics**
- **Knowledge Management**
- **Employee Productivity**
- **Data Storage Integration**

### Systems of Record
- **System of Record**

### Systems of Differentiation
- **Systems of Differentiation**

### Systems of Innovation
- **Systems of Innovation**

### Delivery Expertise

- **Microsoft Dynamics ERP**
- **Microsoft Dynamics CRM**
- **SharePoint**
- **Office**
- **SQL Server**
- **Visual Studio**
- **Windows Server**
Microsoft Dynamics ERP Industry Solutions
Prebuilt operational capabilities for targeted verticals

- **Manufacturing**
  - Aerospace
  - Automotive
  - Consumer goods
  - Food and beverages
  - Industrial equipment
  - Metals
  - Paper
  - Pharmaceuticals

- **Distribution**
  - Consumer products
  - Motor vehicle parts and supplies
  - Construction materials
  - Equipment and supplies
  - Electronics, electrical appliances
  - Hardware
  - Machinery, equipment
  - Food and beverages

- **Retail**
  - Specialty retail
  - Fashion
  - Sport
  - Book, music
  - Home furnishing
  - Construction, garden
  - Convenience
  - Electronics, appliances
  - Motor parts

- **Services**
  - IT services
  - Advertising
  - Architecture
  - Engineering
  - Construction
  - Media and entertainment

- **Public Sector**
  - Public administration
  - Education
  - Defense
  - Public safety
  - Public services
  - Postal
  - Energy and environment
  - Not for profit

- **Others**
  - ISV Solutions Certified for Microsoft Dynamics
Microsoft Dynamics ERP Technology

Lower TCO: maximize use of existing Microsoft competencies

Key Benefits

- Utilize familiar technologies and tools
- Make company-differentiating changes easy
- Simplified software development kit to lower costs of customization
- Support for today’s and tomorrow’s business needs
- Administration of rules and policies based on user roles
- Graphically design your company rules and policies
- Communicate with other Solutions and business partners

Microsoft Stack Integration
Model-Driven, Layered Architecture
Integrated Development Environment
Flexible Deployment
Security Framework
Workflow Framework
Interoperability

User experience based on needs and roles
Utilize existing IT competencies on your team
Flexible Solution that you can customize to your needs
Complete set of tools to reduce total cost of ownership

STRATEGY ■ SULTING ■ SUPPORT
Microsoft Stack Integration
Utilize familiar technologies and Solutions

- Supports familiar Microsoft technologies.
- Access and modify data from Microsoft Office.
- Benefit from interoperability available from .NET managed code.
- Use Windows Communication Foundation (WCF), which is the primary platform for integration.
- Utilize Windows Azure™ technology platform for cloud-based online services.
- Integrate Windows Phone through the services framework.
Customer Management
Marketing, sales, customer care, and extended CRM

- Drive marketing effectiveness, sales productivity, customer care.
- Extend relationships, interactions and processes scenarios utilizing the xRM framework.
- Available through Microsoft Outlook, browser, or mobile devices.
- Available on premises or in the cloud to better meet your requirements.
- Benefit from out-of-the-box integration utilizing Microsoft Dynamics CRM connector.
Business Intelligence
Pre-built Solution that answers most business questions

- Simplified deployment using wizards.
- Standard out-of-the-box cubes, reports, and KPIs.
- Simple new cube definition and update.
- Utilizes Microsoft SQL Server Offerings and Microsoft Office Solution, including SharePoint and Excel.
- Using Microsoft Business Intelligence Development Studio (BIDS) for cubes and BI development.
- Ability to upload information from multiple sources.
- Ability to present data in multiple mediums like report, role center.
Knowledge Management
Search and manage content with Microsoft SharePoint

- Connect data from multiple sub-systems.
- Search and find critical business information from anywhere.
- Share workflow and status information widely and securely.
- Collaborate effectively with partners and suppliers.
Employee Productivity
Get up to speed quickly with a consistent and familiar user interface

- Work with familiar tools such as Microsoft Office and Outlook.
- Role-tailored tools simplify workflow and drive efficiencies.
- Single-click management of common tasks.
- Foster innovation and collaboration.
Data Storage – Integration

Utilize technologies to enable new business scenarios

- Benefit from Microsoft technologies such as SQL Server and BizTalk® Server to deliver on business-innovative scenarios.
- Communicate with other internal and external applications.
- Streamline integration scenarios by orchestrating them using BizTalk Server.
- Enable end-to-end business process integration.
# Implementation Methodology and Tools

Eliminate project risks and reduce time-to-value

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<td>All Microsoft Dynamics AX resources at your finger tips</td>
<td>Drive successful implementation</td>
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**Key Benefits**

- Faster configuration for quicker time-to-value
- Full life cycle methodology to increase quality and reduce risk
- Eliminate project risks and reduce time-to-value
- RapidStart: All Microsoft Dynamics AX resources at your finger tips
Thank You