

Microsoft Dynamics 365 A/E/C Industry Solution

Microsoft Dynamics 365

Today's architecture, engineering, and construction (A/E/C) firms operate in a highly competitive and fast-paced environment. Having the flexibility to meet unique client needs, ensuring proper management of financial and human resources, and operating at peak efficiency levels have never been more critical to a firm's success.

The Microsoft Dynamics 365 A/E/C Industry Solution was designed specifically to help A/E/C firms integrate key business development, project and resource management, financial management, and human capital management processes to help your firm win more business, improve visibility across your organization, and maximize project delivery success - all helping to set your firm apart from its competition.



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Available as a native cloud service on the Microsoft Azure cloud, Dynamics 365 is tightly integrated with the Microsoft technologies your firm already uses, including Microsoft Office 365, SharePoint, Skype for Business, Power BI and more.

This integration maximizes employee productivity levels, encourages deep collaboration, and minimizes your IT Total Cost of Ownership (TCO). Now you can focus on serving your customers and profitably growing your business, not on trying to integrate and manage your IT systems.



Microsoft
Dynamics 365

Benefits

- ✓ **Connect your finances, projects, clients, and resources.**
Streamline key project-related business processes, eliminate redundant and manual data entry, and drive standardization across your firm by implementing a single integrated business management system
- ✓ **Gain insight into critical business information and trends.**
Make informed decisions that optimize your firm's performance through the use of best-in-class business intelligence and reporting tools
- ✓ **Win more business.**
Maximize the effectiveness of your business development activities with integrated CRM, marketing, proposal management, and project estimating tools
- ✓ **Improve project execution.**
Gain real-time access to project details to monitor project progress and profitability, avoid cost overruns, and allocate resources to drive on-time and on-budget project delivery
- ✓ **Access to information - anytime, anywhere.**
Easily access Dynamics 365 data and processes on any device (phone, tablet, PC) from any location

Features:

Comprehensive project lifecycle support	Manage all aspects of your client-facing projects, from business development through project execution and close-out, all in a single system.
Embedded business development capabilities	Improve marketing and business development activities with an industry-specific CRM solution for project lead and opportunity management, employee experience and project qualification tracking, and proposal development capabilities.
Flexible project management capabilities	Address a wide variety of project management requirements through the use flexible work breakdown structures (WBS), progress tracking (ETC/EAC/Earned Value) and project budget management.
Integrated resource planning and scheduling	Maximize resource utilization and ensure optimal project staffing practices using built-in resource planning, scheduling, and competency management tools.
Configurable billing and revenue recognition rules	Easily configure your billing and revenue recognition rules to accommodate a variety of project styles, including Time & Materials, Lump Sum, Cost Plus Fixed Fee (CPFF), and more.
Powerful billing features	Deliver timely and accurate invoices and accelerate cash flow with online invoice review and approvals, configurable invoice formats, and automated generation of invoice backup details.
Detailed project inquiries and analysis	View project costs and budgets and analyze project profitability at any level of the project hierarchy using standard project reports, inquiries, and analytics.
Subcontractor management	Maintain control over your subcontractors through subcontractor compliance tracking, purchase order and commitment tracking, pay-when-paid, and retainage features.
Web-based and mobile time and expense entry	Simplify time and expense entry with a modern web-based time and expense system that supports tablets and phones on all platforms and form factors (iOS, Android, and Windows).
Integrated project collaboration and document management	Improve project team communication and collaboration through the use of integrated Microsoft Office Groups and SharePoint project team sites for managing pursuits, documents, calendars, tasks, discussions, etc.
Robust financial management backend	Confidently manage your firm's finances with a powerful financial management and accounting platform that supports unlimited companies, currencies and reporting dimensions. Easily expand globally with multi-language and multi-statutory support.
Broad human capital management solution	Manage the full employee hire-to-retire lifecycle with an integrated HR system for recruiting, onboarding, performance management, compensation management, payroll processing, and more.
Flexible workflow driven processes	Streamline key processes and ensure proper controls with a powerful workflow engine for approving fee estimates, timesheets, expense reports, draft invoices, and other processes.
Best-in-class business intelligence and reporting	Take advantage of Microsoft's latest in-memory business intelligence technology, including Power BI, to put critical real-time information in the hands of your decision makers.

"After reviewing both traditional ERP and CRM providers and niche A/E/C solutions, we selected Microsoft Dynamics 365 based on its proven scalability, its flexibility to accommodate unique and changing business needs, and its ability to leverage many of the other Microsoft technologies that we use every day."

Bill Smith, CIO
JMT



Microsoft
Partner

Gold Enterprise Resource Planning
Gold Cloud Platform
Gold Application Development
Silver Cloud Customer Relationship Management

Winner

Microsoft Partner

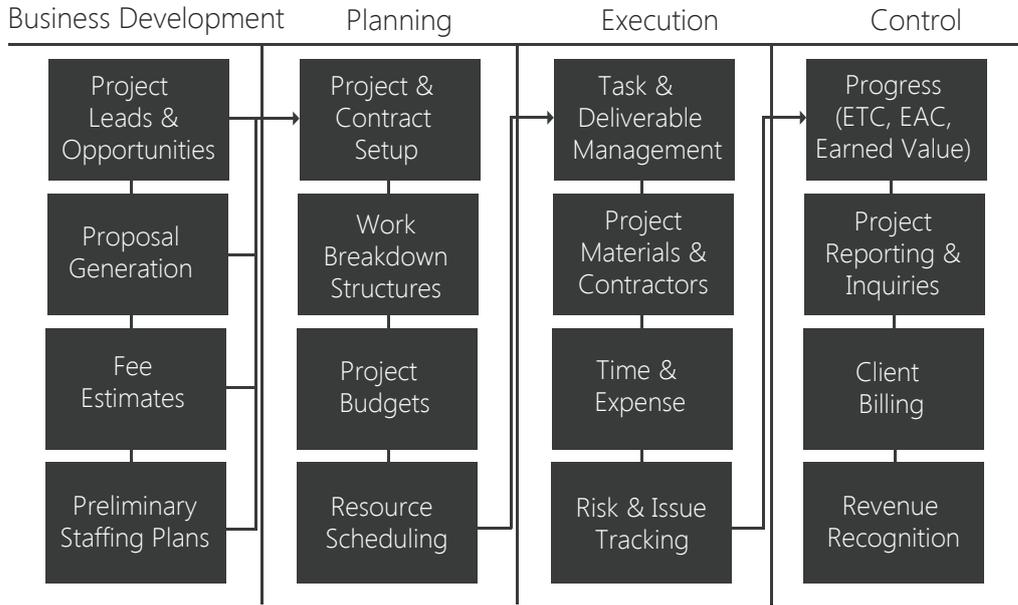
2017 Partner of the Year
Enterprise Resource Planning (ERP)
Award

2017/2018
INNER CIRCLE
for Microsoft Dynamics



Comprehensive A/E/C Project Lifecycle Support

The Microsoft Dynamics 365 A/E/C industry solution provides comprehensive support for managing all aspects of even your most complex projects, from business development, to project planning and execution, through project controls and financials.

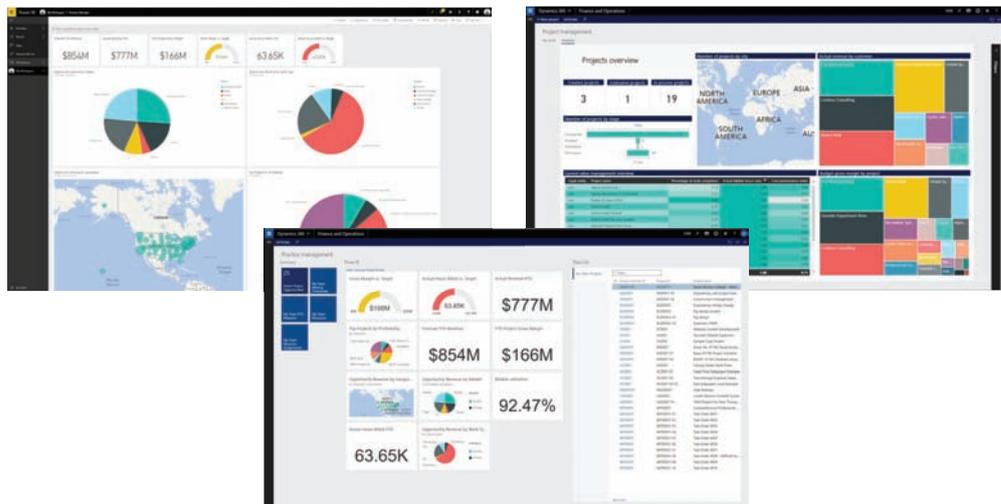


"By making meaningful information available on demand through Microsoft Dynamics 365, we'll free up staff to contribute in meaningful ways that call on their entrepreneurial tendencies."

Mike Anders, CIO
Braun Intertec

Best-in-class Business Intelligence Platform

Microsoft Dynamics 365 provides an advanced business intelligence platform, leveraging the cloud and Power BI, to ensure that your stakeholders have up-to-the-minute information at their fingertips, so they can confidently make informed business decisions.



Let's talk

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