



# COMPANY BROCHURE



Gold  
Microsoft Partner



# ABOUT ANEGIS

ANEGIS Group is one of Europe's leaders in business process optimisation and automation. Our solutions are based on the latest technological innovations – using artificial intelligence, augmented reality and the cloud – provided by world leaders such as Microsoft.



We are a British company and our services are based on British standards and the world-class IT solutions of the Microsoft family. We have extensive experience in implementing the latest IT solutions, mainly in the English, Scandinavian and Polish markets.



“ ANEGIS provided excellent support for our Dynamics AX Parent Company finance installation. Their Consultants are top quality, highly effective professionals. ”

Marie Capes  
Director of Finance and Administration  
WPP London



PIPOL

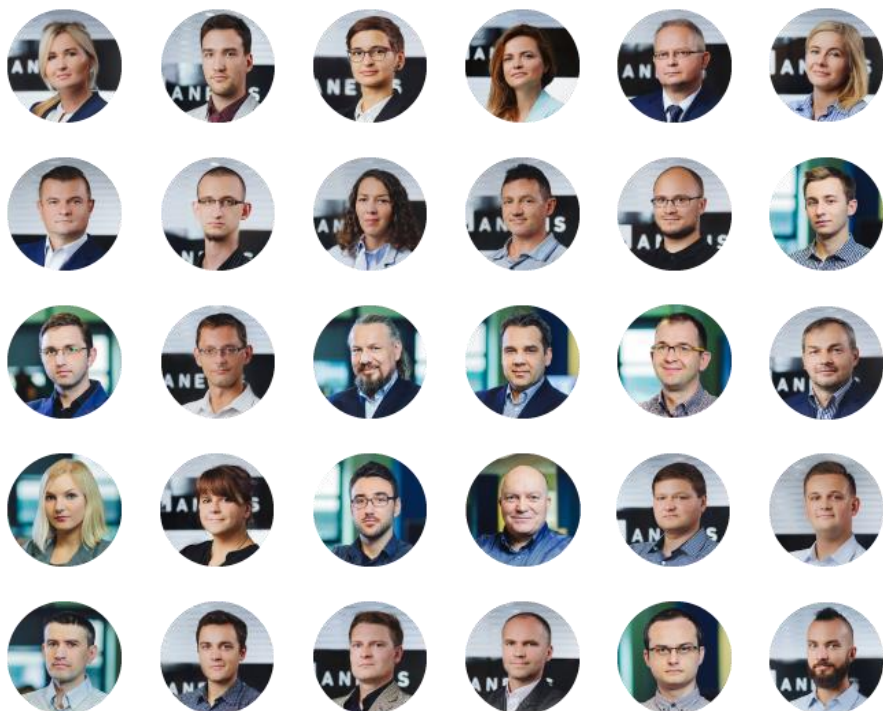
#### Global implementation

To support organisations like yours with their international transformation journey, ANEGIS has teamed up with Pipol, a global provider of Microsoft Dynamics solutions and services.



# THE TEAM

Our teams of several dozen experts are located in the centres of Wrocław, Warsaw and Sieradz. Our consultants and developers have experience in the optimisation and automation of business processes, gained from working for the largest consulting companies in the world.



**Microsoft**  
CERTIFIED  
*Trainer*

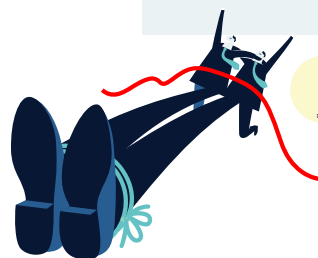
**MICHAŁ TEKIELA**  
CEO

17 years of experience in the implementation of ERP systems, including 11 years in the deployment of Microsoft Dynamics AX. Project manager and software architect on several dozen successful Microsoft Dynamics AX/365 implementations. He is expert in X++ and .NET languages, as well as being skilled in MorphX, SSRS, CLR, Oracle, Enterprise Portal, BizTalk and MS SQL Server.



**KRZYSZTOF LANGNER**  
CSO

20 years of experience in the sales, supervision and management of implementation projects. He has participated in several dozen projects involving analysis, solution development, and then management of the implementation process in companies.



\* Information correct  
20 November 2018.



# OUR METHODOLOGY

The Americans have need of the telephone, but we do not. We have plenty of messenger boys.

Sir William Preece,  
Engineer-in-chief,  
British Post Office, 1876



Times change, ideas change, methodology once considered best practice is supplanted. ANEGIS developed its methodology based on the experience of hundreds of Dynamics implementations and working to a simple principle:

good design is the key to success.

Be fully prepared before entering the development stage. Making changes during development can be beneficial, however, they often prolong the process and may cause the project plan to veer off-track. Go back to the design before changing development. A good project manager is essential to maintaining this consistency.

ANEGIS uses Visual Studio Application Lifecycle Management (ALM) to manage the product lifecycle, so reducing risks and increasing efficiencies. Visual Studio Team Foundation Server (TFS) allows us to apply proven practices in ALM: managing source code across teams; developing, building and testing the application; planning projects; tracking work; and reporting work progress. TFS provides version control, a build system, CMMI, Scrum, agile planning tools and metrics for managing software development projects. ANEGIS is one of the only companies implementing Microsoft Dynamics 365 to use TFS and have working build scripts.

# OFFER

Working together with ANEGIS, you will be assisted by professionals with experience in process optimisation in large enterprises and corporate groups, as well as project implementation in many countries and in different languages.

 Microsoft | Dynamics 365 for Finance and Operations

## Sectors

### Trade and distribution

- Distribution/logistics
- Retail

### Production

- Food, chemical, electromechanical, metallurgical industry

### Professional services

- Engineering and construction
- Advertising and marketing

## Digital transformation solutions

Enterprise resource management

**ERP**

Customer relationship management

**CRM**

Business intelligence

**BI**

Artificial intelligence

**AI**

- Machine learning

- Cognitive systems

- Sales forecasting

Field service

Mixed reality

**MR**

Internet of Things

**IoT**

Cloud solutions

## Products Microsoft

Microsoft Dynamics 365

Microsoft Dynamics AX

Microsoft Dynamics CRM

Microsoft Power BI

Microsoft PowerApps

Microsoft Azure

Machine Learning

Cognitive Services

Microsoft HoloLens

AXAD Agency

## Services

Solution implementation ERP, CRM, AI, MRP, WMS

Implementation of production solutions

Performance optimization

Project recovery

IoT integration

Creating custom solutions/Programming

Troubleshooting

System upgrade

System support

Training

EU grants for IT solutions



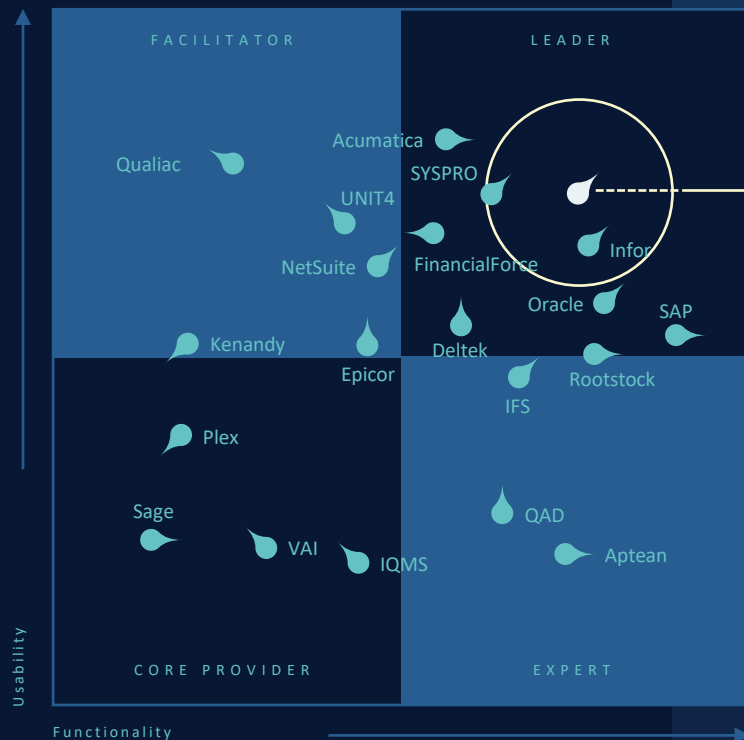


ERP

ENTERPRISE  
RESOURCE  
PLANNING[WATCH VIDEO](#)

With the ANEGIS management's more than 10 years of experience in the implementation of Microsoft Dynamics software, from the first Dynamics AX system, and our specific knowledge of various industries, we turn ERP projects into optimal tools that solve customers' problems.

ERP TECHNOLOGY VALUE MATRIX



Microsoft  
Dynamics 365  
for Finance  
and Operations

Source:  
Nucleus Research ERP  
Technology Value  
Matrix, 2017.

## Product



### Microsoft Dynamics 365 for Finance and Operations

Microsoft Dynamics 365 for Finance and Operations is Microsoft's flagship system for managing large enterprises - it enables faster and more effective business processes, facilitates access to relevant management information, and allows for in-depth analysis of selected data, thus supporting the making of important business and operational decisions.

ANEGIS functional and technical experts work according to a methodology created on the basis of over ten years of experience in implementing Microsoft Dynamics ERP systems.



# CRM

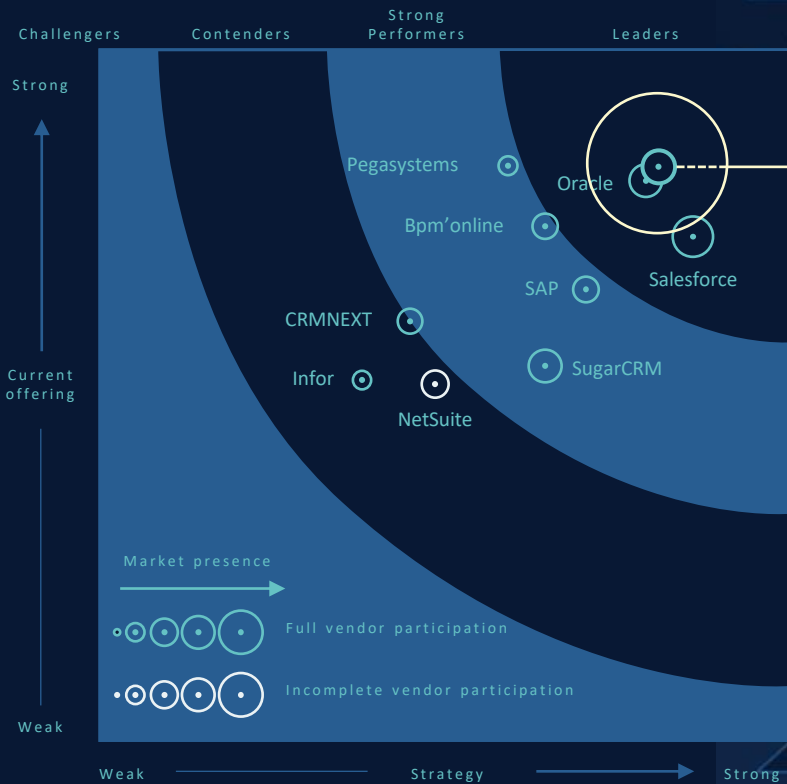
CUSTOMER  
RELATIONSHIP  
MANAGEMENT



[WATCH VIDEO](#)

Integrated Customer Relationship Management (CRM) solutions unify people, data and processes. Intelligent applications work seamlessly together to create and maintain a clear view of customers from first contact through purchase and post-sales.

## SALES FORCE AUTOMATION



Microsoft  
Dynamics 365  
for Sales

Source:  
The Forrester  
Wave™: Sales Force  
Automation, Q2  
2017.

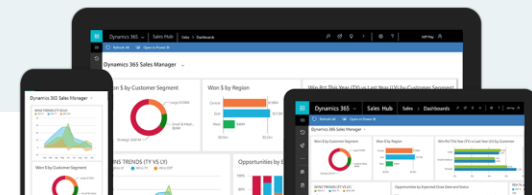
## Product



### Microsoft Dynamics 365 for Sales

Users are able to work seamlessly across the Microsoft portfolio, taking advantage of sales analytics in Power BI, real-time document co-authoring in Word, customer interaction in Microsoft Social Engagement, and native integration of Outlook, Excel, Skype and OneNote.

ANEGIS can deliver bespoke solutions for the whole Customer Engagement Plan or individual applications, allowing you to add additional apps as your needs grow. All Dynamics 365 CRM apps help you get the most from your data by harnessing the power of artificial intelligence and predictive analytics to make sound, strategic decisions.



# IoT

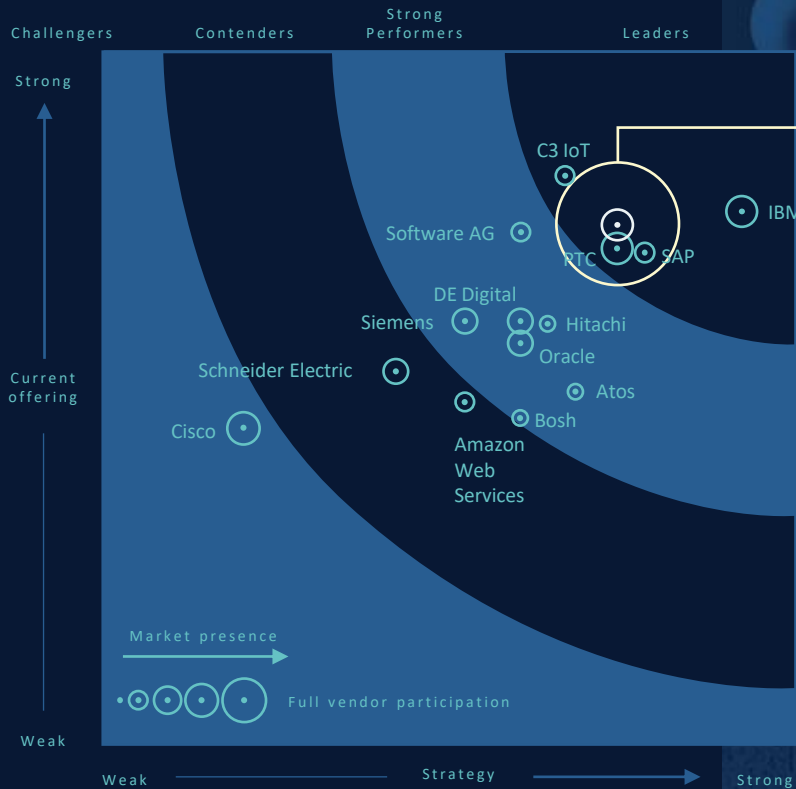
INTERNET  
OF  
THINGS



[WATCH VIDEO](#)

With ANEGIS solutions it is possible to measure even older devices that are not equipped with the appropriate interface by the manufacturer. Based on the data collected in this way, the customer can, among other things, take steps to increase the profitability of production processes and supply chain management mechanisms.

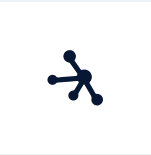
## IoT INDUSTRIAL SOFTWARE PLATFORMS



Microsoft  
Azure IoT Hub

Source:  
The Forrester Wave™:  
Industrial IoT Software  
Platforms, Q3 2018.

## Product



## Microsoft Azure IoT Hub

Predictive analytics services, including Machine Learning, Cortana Analytics and Stream Analytics, redefine business intelligence. In IoT and IIoT (Industrial Internet of Things) scenarios stream analytics can process millions of events per second. Multiple streams can be compared, in real time, to each other or with historical values and models. Alerts can be set up to trigger when specific anomalies, thresholds or other conditions appear in the stream.





# BI

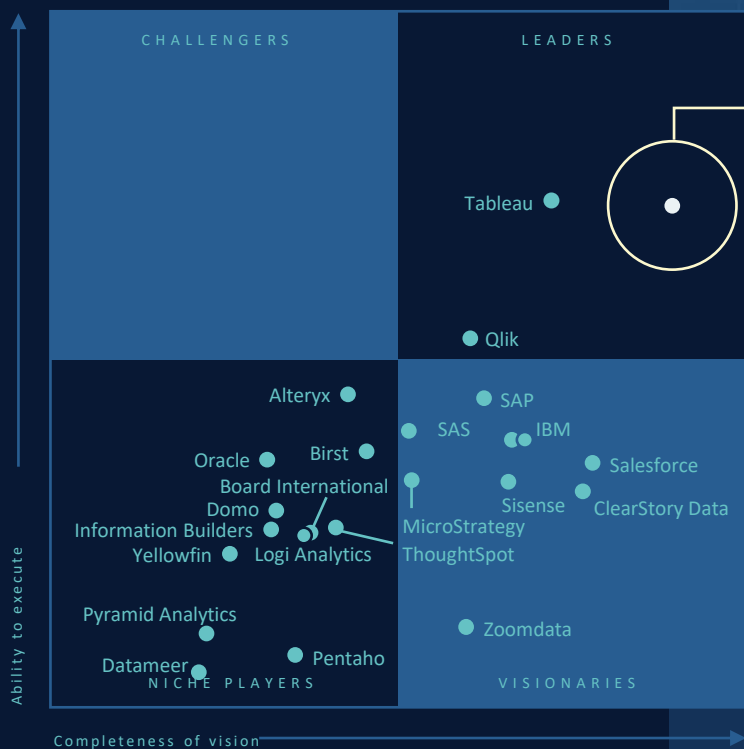
BUSINESS INTELLIGENCE



WATCH VIDEO

ANEGIS creates ready-made analytical solutions based on Power BI – they perfectly complement the potential of ERP and CRM solutions, enriching them with the possibility of advanced analysis, aggregation and detailed tracking of data according to criteria defined by the user.

## BI AND ANALYTICS PLATFORMS



Source: Magic Quadrant for Business Intelligence and Analytics Platforms, February 2017.

## Product



## Microsoft Power BI

It doesn't matter what type of data you require or where it resides – Excel spreadsheets, on-premises data sources, big data, streaming data, or cloud services – Power BI allows you to connect to hundreds of data sources and get answers quickly.

Let ANEGIS take care of the business, design and architecture challenges. We build enterprise-ready Power BI solutions that are scalable, extensible and secure. We ensure your Power BI tools complement your ERP solution to meet the insight needs of decision-makers anywhere in your organisation.



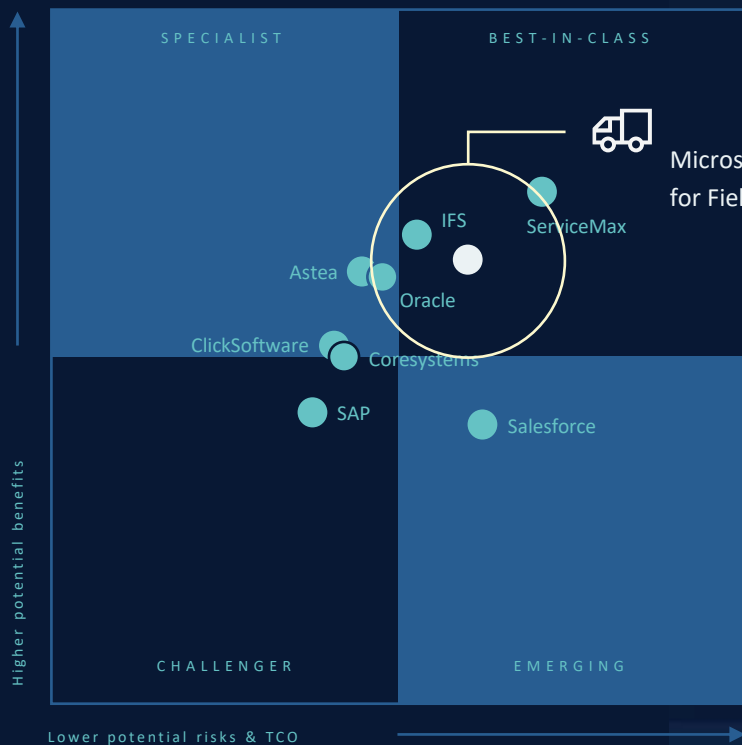
# FIELD SERVICE



[WATCH VIDEO](#)

Field Service professionals need tools to optimise scheduling, dispatch the right resources, and boost first-time fix rates. Harnessing the power of machine learning, IoT and mixed reality enables the transformation from a reactive to proactive service model, increasing both customer satisfaction and revenue.

MANAGEMENT OF FIELD MAINTENANCE SERVICES



Source:  
Noventum's FSM  
Solutions Reality  
Check, jesień 2017.

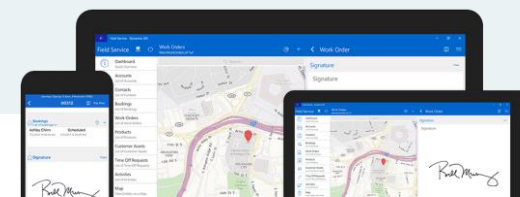
## Product



### Microsoft Dynamics 365 for Field Service

The Dynamics 365 for Field Service app allows you to easily manage all service agreements, including recurring service calls and contracts, installed products, and warranties – across customers and locations. It empowers your technicians to offer great field service with native mobile apps with real-time and offline customer information and guidance.

ANEGIS can prepare a complete solution tailored to your business processes.



**AI**ARTIFICIAL  
INTELLIGENCE[WATCH VIDEO](#)

ANEGIS offers a set of advanced technologies that equip applications and machines with the ability to perform tasks that normally require human intelligence, such as visual perception, voice recognition, association or situation assessment, and then take appropriate action.

**Product**

## Machine learning and cognitive systems

Artificial Intelligence solutions created by ANEGIS are designed to support people in virtually all processes. In ERP solutions, Artificial Intelligence supports sales forecasting, procurement and production planning. The use of Artificial Intelligence in CRM systems benefits sales forecasting, planning and supervision of sales teams' activities. In service solutions, AI technology makes it possible to anticipate machine failures.

# WHY US?

# 1

## Comprehensive offer

We create and deliver comprehensive solutions for large enterprises consisting of ready-made Microsoft products and custom-made solutions consolidating the competitive advantage of customers.

# 3

## High quality

We use the CMMI model to optimise tools and working methods. We carry out a three-stage quality and functionality control of new modules. We are constantly striving to develop our organization and the quality of our services.

# 2

## Innovation

We take advantage of the latest trends and solutions in the IT industry to provide customers with the quickest possible return on investment and increase their competitive advantage.

# 4

## Stability and security

We guarantee the stability and security of ANEGIS as an implementation partner with our experience of servicing clients in many mature markets.

# 5

## Experience and methodology

We use methodologies and tools that enable us to carry out projects with 20 to 30,000 users. We are a competent team with references gained from several dozen projects, including projects carried out in the British, Scandinavian and German markets. We have experience in managing complex projects for companies in an international environment.

# 6

## Good price-quality ratio



# SELECTED CLIENTS



[www.nicols.biz](http://www.nicols.biz)

FMCG



[www.trelleborg.com](http://www.trelleborg.com)

Industry sealing solutions

**BUUK**

[www.bu-uk.co.uk](http://www.bu-uk.co.uk)

Construction

**WPP**

[www.wpp.com](http://www.wpp.com)

Marketing

**NEWYORKER**

[www.newyorker.de](http://www.newyorker.de)

Large fashion retailer



[www.blenta.se](http://www.blenta.se)

Hatchery

**ETON**

[www.etonshirts.com](http://www.etonshirts.com)

Large fashion retailer

**pm**hydraulics

[www.pmhydraulics.se](http://www.pmhydraulics.se)

Production of industrial hydraulic pumps



[www.exterionmedia.com](http://www.exterionmedia.com)

Outdoor media

**Bergsala**

[www.bergsala.se](http://www.bergsala.se)

Nintendo

**NCC**

[www.ncc.group](http://www.ncc.group)

Construction



[www.utzgroup.pl](http://www.utzgroup.pl)

Heat treatment furnaces

**OSTP**

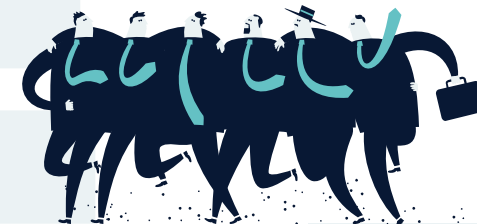
[www.ostp.biz](http://www.ostp.biz)

Production of stainless tubes



[www.sodra.com](http://www.sodra.com)

Forest industry



# NICOLS

Nicols is a leading manufacturer in the market of household and cleaning products: sponges, scouring sponges, wipes & microfibre wipes, air fresheners, toilet care products.



#### Client

Nicols Sp. z o.o.

#### Industry

Manufacturing

#### Organisation size

>500 employees

#### Country

Poland

#### Product

Microsoft Dynamics 365  
for Finance and Operations

## PROJECT TASKS UNDERTAKEN

- Collection of functional requirements
- Architectural design and specific solutions
- Documentation of software specifications
- Execution of modifications
- User training and acceptance testing
- Post-implementation care
- Software development

## PROJECT DESCRIPTION

The implementation of the Dynamics 365 solution initially covered 228 employees in the areas of Finance, Sales, Production Planning, WMS, TMS, Intercompany.

The project involves: Product information management, Purchasing and sourcing, Sales and marketing, Supplies management, Warehouse management, Main planning, Production control, General ledger, Cost management.

Based on our cooperation, we confirm the experience, professionalism and reliability of ANEGIS employees. We recommend this vendor as a reliable business partner.

Ewa Franczak, Group Information Systems Manager, Nicols





# NEW YORKER

With more than 1000 branches in 40 countries, New Yorker is one of Europe's largest fashion companies.



#### Client

NewYorker Group Services  
International GmbH & Co.KG

#### Industry

Retail

#### Organisation size

>10,000 employees

#### Country

Germany

#### Product

Microsoft Dynamics AX

## PROJECT TASKS UNDERTAKEN

- Solution design
- Parameterization
- Preparation of modifications
- Training
- Optimisation
- Solving current problems
- Performance optimisation

## PROJECT DESCRIPTION

The project involved the implementation of modules for Microsoft Dynamics AX: finance, warehouse, high-bay warehouse, sales, SCM, replenishment, price management, online store for 1000 stores.

Our go-live was successful! Thank you to all of you. Let me repeat that I am really thankful!

Dr. Rick Dannert, Project Manager, NEW YORKER

The project team optimised the performance of the Fashion Logistics and Fashion Retail modules and developed advanced price management tools for goods. One of the assumptions of the project was the continuous development of the application through the design and creation of new functionalities, as well as day-to-day operation and changes in case of production errors.

The project was carried out in an international, multi-company and multilingual environment.



# EXTERION MEDIA

Exterion Media is Europe's largest privately held out-of-home advertising business, serving advertisers in the UK, Ireland, France, Italy, the Netherlands, Spain and China.

## PROJECT TASKS UNDERTAKEN

- Functional requirements gathering
- Gap analysis
- Software specification documentation
- Software development
- Work package unit and system testing
- IT user training and documentation



### Client

Exterion Media

### Industry

Out-of-home advertising

### Organisation size

>10,000 employees

### Country

United Kingdom

### Product

Microsoft Dynamics AX  
AXAD System

## PROJECT DESCRIPTION

This Microsoft Dynamics AX project has involved the development of a complete management media module, including development of a pack builder, availability engine and simulation, artwork scheduling and pricing and 3 integrations, to SalesForce, BroadSign and Interserve. The module worked seamlessly with the remaining Dynamics AX functionality.



# BUUK INFRASTRUCTURE

With over 30,000 discrete networks, serving over 1 million homes, BUUK Infrastructure are the leading independent provider of last-mile utility networks.



#### Client

BUUK Infrastructure

#### Industry

Professional services

#### Organisation size

1001–5000 employees

#### Country

United Kingdom

#### Product

Microsoft Dynamics AX

## PROJECT TASKS UNDERTAKEN

- Functional requirements gathering
- Gap analysis
- Software specification documentation
- Software development
- Code package testing
- User training and acceptance testing

## PROJECT DESCRIPTION

BUUK Infrastructure's businesses design, construct, own and operate utility infrastructure networks throughout England, Wales and Scotland.

These networks are almost exclusively installed on new-build housing, mixed-use and commercial developments.

ANEGIS' commitment and reliable approach were a key factor in our decision to work with them, and they continue to deliver in an effective and timely manner. I have no hesitation in recommending ANEGIS as a professional and experienced business partner.

Neil Hammond, IT Director, BUUK Infrastructure.



# WPP

WPP is the world's largest communications services group, employing 200,000 people working in 3,000 offices in 113 countries.

## WPP

**Client**

WPP London

**Industry**

Marketing

**Organisation size**

> 205 000 employees

**Country**

United Kingdom

**Product**

Microsoft Dynamics AX

### PROJECT TASKS UNDERTAKEN

- Functional requirements gathering
- Gap analysis
- Software specification documentation
- Software development
- Code package testing
- User training and acceptance testing

### PROJECT DESCRIPTION

This Microsoft Dynamics AX project covers all major business processes, such as: full company financial accountancy, including budgeting; invoicing, including automated invoice sending to customers, vendors, and electronic payment transfers; and a variety of weekly and monthly Atlas dynamic reports and ready-to-print reports required by external auditors.

ANEGIS provided excellent support for our Dynamics AX Parent Company finance installation. Their consultants are top quality, highly effective professionals.

**Marie Capes**, Director of Finance and Administration, WPP London.



# GEORG UTZ

Manufacturer of plastic-made reusable packaging systems for transport, warehousing and intralogistics, as well as for technical parts for professional applications.



#### Client

Georg UTZ Sp. z o.o.

#### Industry

Manufacturing

#### Organisation size

51-200 employees

#### Country

Poland

#### Product

Microsoft Dynamics 365  
for Sales

## PROJECT TASKS UNDERTAKEN

- Functional requirements gathering
- Gap analysis
- Software specification documentation
- Software development
- Code package testing
- User training and acceptance testing

## PROJECT DESCRIPTION

The implementation of the Dynamics 365 for Sales / CRM modules. Solution will initially cover nearly several dozen employees in the areas of customer database, preparing offers, sales orders, invoices, sales panel showing information about customer's activity, introducing potential customers, automatic creation of a new business relationship, reporting of visits and meetings.

Our experience in cooperation with ANEGIS allows us to confirm the high standard of work and professional approach to the implementation of services. We recommend ANEGIS as a competent and experienced business partner.

**Tomasz Gumny**, Finance Director, Georg UTZ.





# ETON SHIRTS

Eton Shirts is a manufacturer of premium quality shirts. Founded in 1928 in Sweden, the company is currently one of the leaders in its sector, with stores in 49 countries, including the most exclusive department stores in the world.

## PROJECT TASKS UNDERTAKEN

- Technical specification documentation
- Software development
- Code package testing
- Performance analysis and optimisation of migration process
- D365 testing in accordance with provided specification
- Development of interfaces and integrations for external systems

# ETON

### Client

Eton Shirts

### Industry

Manufacturing

### Organisation size

200-500 employees

### Country

Sweden

### Product

Microsoft Dynamics 365 for  
Finance and Operations

## PROJECT DESCRIPTION

The Microsoft Dynamics 365 for Finance and Operations project focused on software development and improvement of standard application functionality.

As part of the project, the ANEGIS team improved the data structure to integrate Dynamics 365 with the Azure SQL database (BYOD) and OData protocol; automated the creation of inter-company sales orders for different warehouse rules; and built a tool to manage the flow logs from consignment orders and E-com.

A mechanism was also developed to report changes in available inventory and attribute value of goods, as well as non-standard graphic layouts for key reports using an external K3 Software Fashion module.





# TERG mediaexpert

TERG is the owner of the Media Expert brand. It is one of the largest consumer electronics store chains operating in the Polish market, with almost 500 stores.

## PROJECT TASKS UNDERTAKEN

- Implementation of the finance module as well as finance for the warehouse
- Development of a solution for controlling
- Implementing interfaces with dedicated TERG solutions (Azure SQL database, Azure Data Factory, Azure File Storage)

mediaexpert

### Client

Terg S.A.

### Industry

Retail

### Organisation size

>10,000 employees

### Country

Poland

### Product

Microsoft Dynamics 365 for Finance and Operations

## PROJECT DESCRIPTION

ANEGIS is implementing the Dynamics 365 solution in the cloud, in the areas of finance and warehouse finance.

The key reason for choosing Dynamics 365 was the ability to integrate the solution with the existing TERG systems and the ability to scale the solution according to the customer's needs, made possible by the cloud implementation.



# LEROY MERLIN

Is a French headquartered home improvement and gardening retailer serving several countries in Europe, Asia, South America, and Africa.

Group ADEO, LM owners, has a turnover of 17.9 billion euros and employs 89,000 people.

## PROJECT TASKS UNDERTAKEN

- Implementation of Microsoft D365 as BackOffice for e-commerce platform
- Developing a solution for the areas of sales, logistics, and warehouse
- Implementation of the price policy management module
- Integration of new solutions with the company's external systems, including ERP system, e-commerce platform, and mobile application

### Client

Leroy Merlin S.A.

### Industry

Retail

### Organisation size

>10,000 employees

### Country

Poland

### Product

Microsoft Dynamics 365 for  
Finance and Operations

## PROJECT DESCRIPTION

The main task for ANEGIS was to develop a solution that would allow for the implementation of a flexible e-commerce platform and its efficient scaling according to customer needs. ANEGIS used the Microsoft D365 system as a BackOffice to launch and adapt the platform. The broad possibilities of D365 integration with other systems was one of the reasons why the client chose Microsoft Dynamics from among other solutions. The target product, which ANEGIS is working on, will provide the client with a dedicated sales platform for use on stationary and mobile devices.



# VOLVO GROUP

The Volvo Group is one of the world's leading manufacturers of trucks, buses, construction equipment and marine and industrial engines. The Group also provides complete solutions for financing and service. Headquartered in Gothenburg, it employs around 100,000 people and has production facilities in 18 countries.

## PROJECT TASKS UNDERTAKEN

- Design of system architecture and specific solutions
- System integration with an external database
- IBM MQ system integrations
- Integration with Azure storage
- User training and acceptance testing
- Post-implementation support
- Software development



## VOLVO

### Client

Volvo Group

### Industry

Manufacturing

### Organisation size

>100 000 employees

### Country

Global

### Product

Microsoft Dynamics 365  
for Finance and Operations

## PROJECT DESCRIPTION

The project for the Volvo Group included the implementation of Dynamics 365 for Finance and Operations and system integration with an external database and software solution.

The ANEGIS team integrated Dynamics 365 with the IBM MQ system and Azure Storage platform.

In addition to the system architecture and specific functionality, ANEGIS developed new reports for Volvo's operations in a number of countries.

As part of the project, users were trained on the system and developers were trained in programming in Dynamics 365, creating new solutions and designing SSRS reports. ANEGIS provides post-implementation assistance and system support.

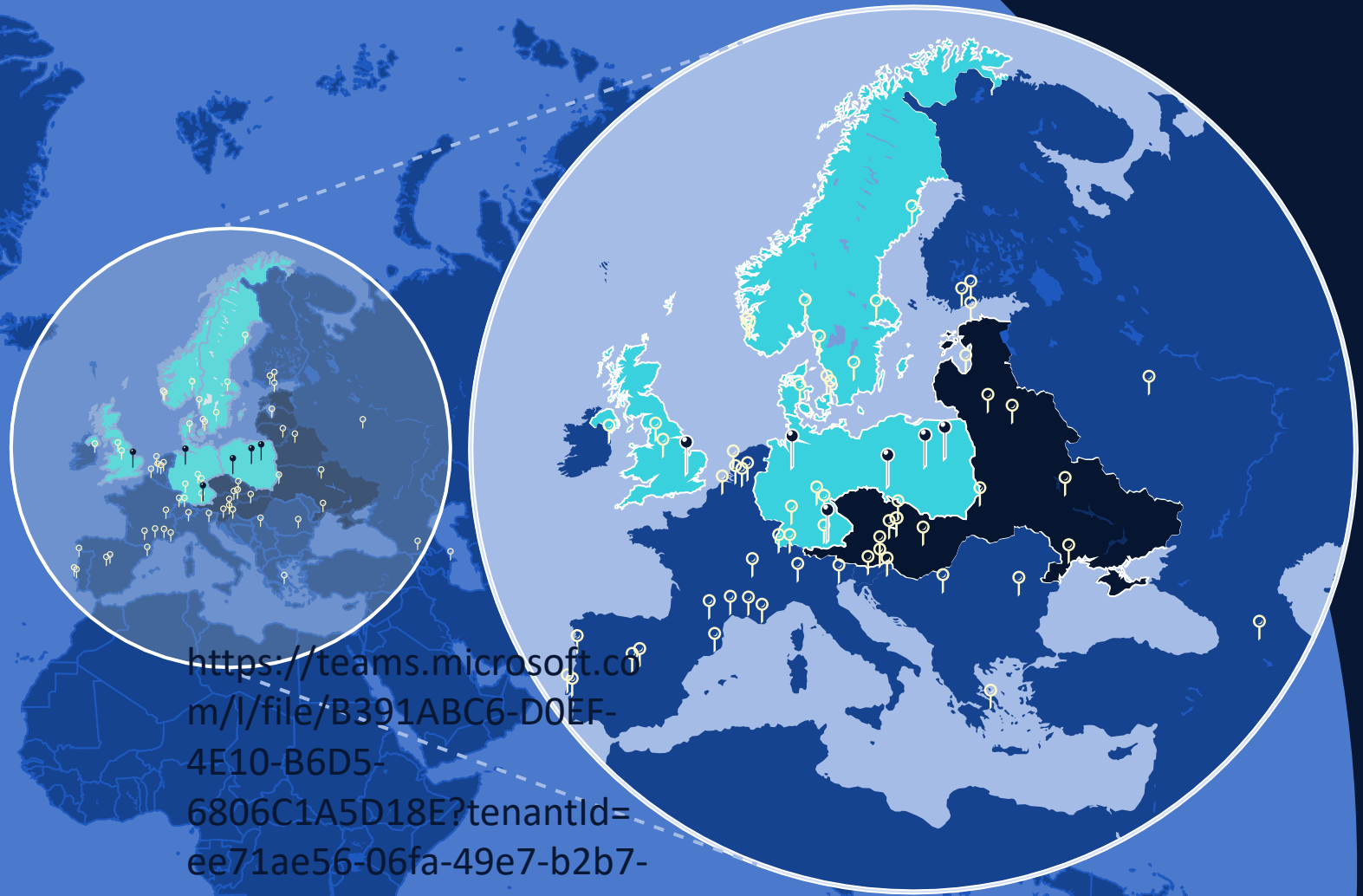


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[https://teams.microsoft.com/l/file/B391ABC6-D0EF-4E10-B6D5-6806C1A5D18E?tenantId=ee71ae56-06fa-49e7-b2b7-e32677f4ac6f&fileType=pptx&objectUrl=https%3A%2F%2Fanegis.sharepoint.com%2Fsites%2FWyceny%2FShared%20Documents%2FAlliance%20Automotive%20Poland%2F25-0229\\_ANEGIS%20-%20AA.pptx&baseUrl=http%3A%2F%2Fanegis.com](https://teams.microsoft.com/l/file/B391ABC6-D0EF-4E10-B6D5-6806C1A5D18E?tenantId=ee71ae56-06fa-49e7-b2b7-e32677f4ac6f&fileType=pptx&objectUrl=https%3A%2F%2Fanegis.sharepoint.com%2Fsites%2FWyceny%2FShared%20Documents%2FAlliance%20Automotive%20Poland%2F25-0229_ANEGIS%20-%20AA.pptx&baseUrl=http%3A%2F%2Fanegis.com)



ANEGIS offices



Planned expansion



Main focus





# DIRECT CONTACT



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