



Do what matters

Accelerated ERP POS-in-a-box

Engagement Overview

Having trouble to

We provide

Quickly innovate in-store technology?



Innovation

4x faster

Provide the expected service to your customers?



Service capability

~30–50% higher

Give your store employees the data they need?



Integrated data

1 real-time source

Keep your in-store technology safe?

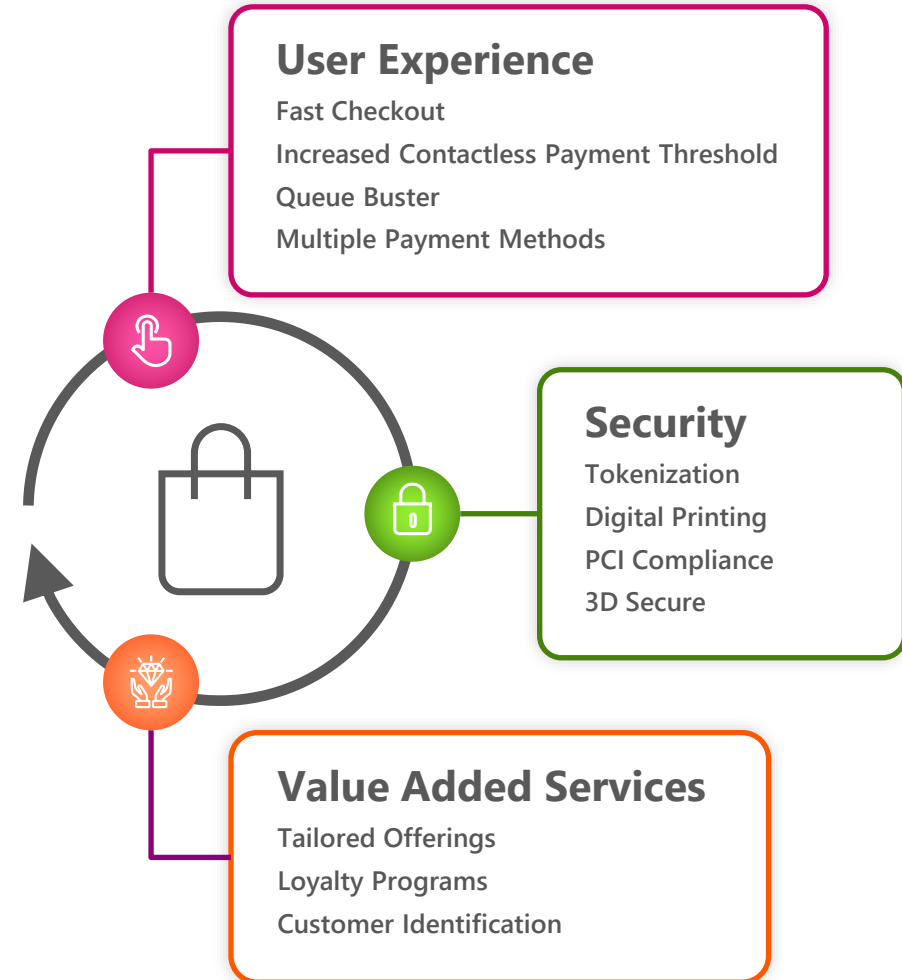
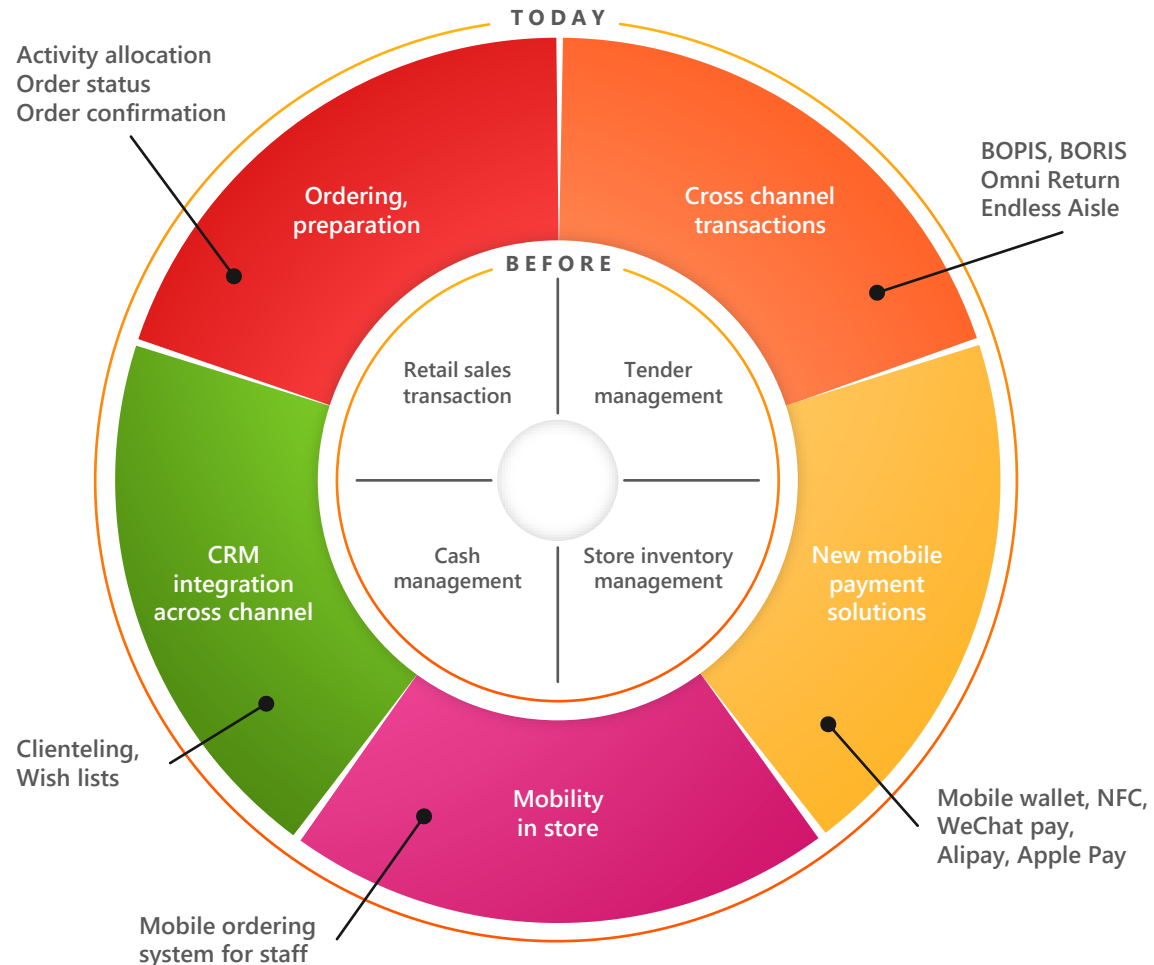


Safety

PCI DSS Level 1 capable

POS-in-a-box Avanade proposition

POS key trends and customer value perceived





Organizations are under increasing pressure to **move away from costly, rigid legacy ERP systems** to be able to support today's pace of change.



Our **accelerated ERP** implementation approach offers quick time-to-value and an AI-powered foundation that can easily be managed and evolved over time, according to business needs.

Offer Summary

What

Accelerated ERP is Avanade's **pre-packaged, templated, AI-powered ERP implementation approach** is designed to rapidly deliver the value of **Microsoft Dynamics 365 F&SCM with your chosen scope**. It uses **pre-configured processes, standardized templates, and AI-supported delivery** to drastically shorten the implementation time.

Our prescriptive approach brings the necessary basic **standard and regulatory compliant financial business processes** to our clients quickly, built on our broad experience and best practices industry knowledge, and with built-in Copilot and agentic AI capabilities. The approach delivers the base line for innovation with a **minimum viable product (MVP)**; a first step into an ecosystem ready to bring in (AI-powered) business transformation.

For whom

Accelerated ERP is for organizations that:

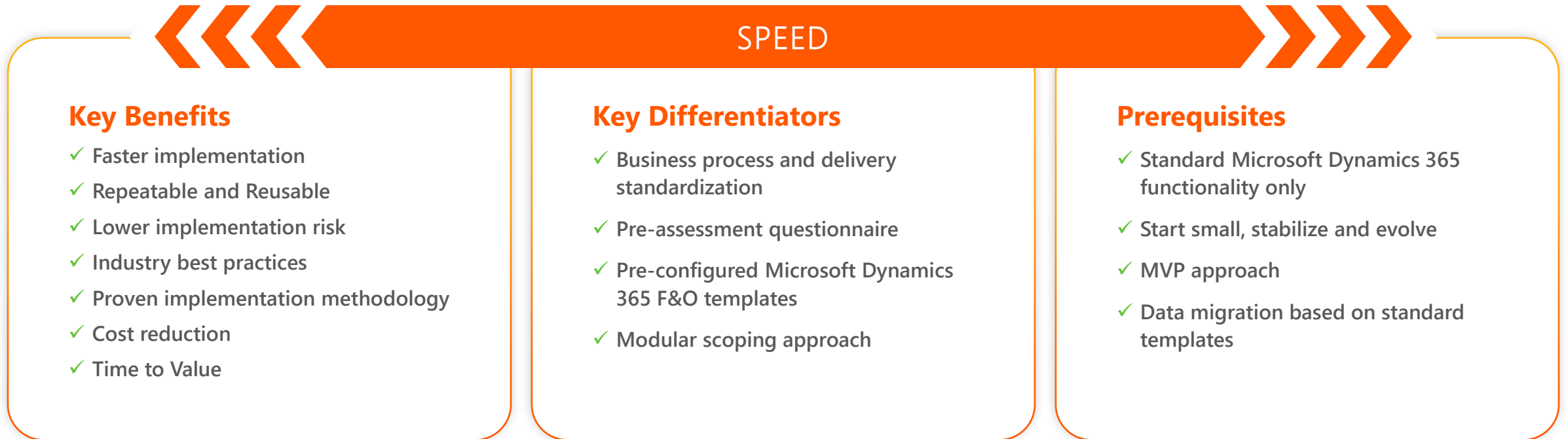
Need a **new ERP system fast**, mostly due to specific business circumstances such as **carve-outs, burning platforms, M&A, legacy system end-of-life, or rapid growth**. Are willing to adopt **standard D365 processes and industry best practices** with minimal customizations in the initial phase.

Want a **fast, predictable, low-risk** implementation of a robust ERP system, fit for the uncertainties of the future.

Accelerated ERP is our answer to clients looking for quick time to value

Modernize their ERP systems faster while maintaining operational stability

Faster execution through pre-built components such as **pre-configured templates, data migration tools, and predefined testing and training assets.**



Bringing the Best of our Deliver & Accelerate Framework

These DnA accelerators ensure the project progress



Pre-assessment
questionnaire



D365 templates



Master data
templates



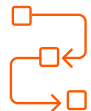
Standard training
material



Test plan, scenarios
and monitoring



Cutover plan and
data migration strategy



DevOps scrum and
backlog template



Agile delivery
framework



AI-powered features
and tools

Path to success

1

Adopt standard Dynamics 365 functionality and industry best practice processes

2

Start small, stabilize, evolve and optimize

3

Keep data migration simple

4

Customizations and integration development needs only if business value identified and in line with MVP logic

5

Preconfigured project execution to support the defined standard scope of the MVP delivery model



High level numbers

Get your new POS



Implementation time

3 months



Implementation costs

~ \$300K



Running cost (100 POS, per month)

~ 5300



Do what matters

POS-in-a-box

Avanade Accelerated ERP

D365 Unified Commerce POS

Servicing with AI Power

Frictionless Omni-channel Checkout

Modern point of sale experience

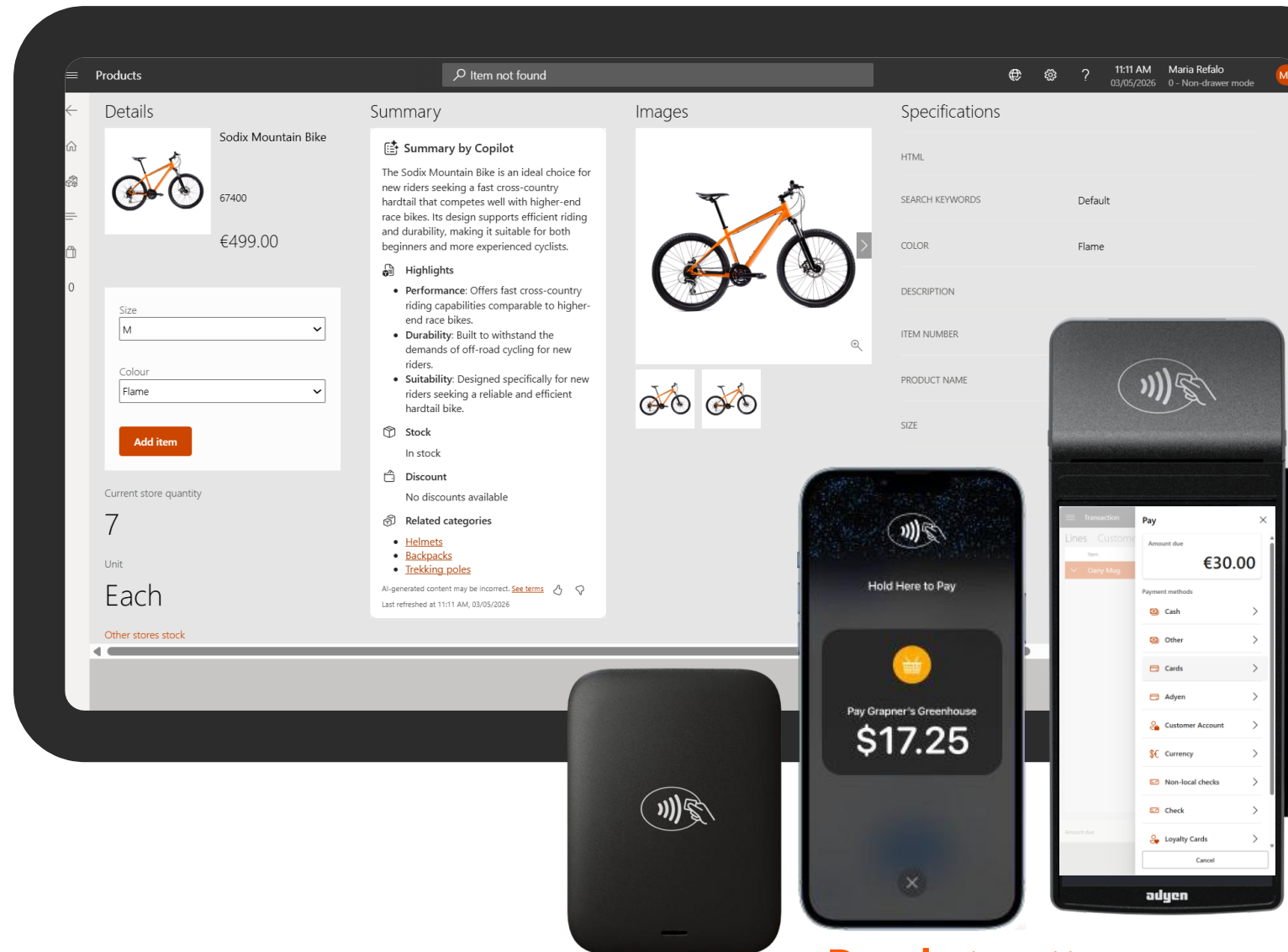
Search, browse, lookup, or scan products, add products to cart, accept payment, and check-out using an intuitive, touch-friendly, rich and immersive user experience.

Multiple store functions

- Cash and carry sales
- Endless Aisle, pickup later, in another store or ship to home
- Store Inventory Management
- Store Cash Management

Sell anywhere

- Multi-tender
- Multi-currency
- Multi-lingual
- Mobile device compatible
- Fiscalization ready



Resilient Payments at Scale

Choose your OS

Flexible architecture that is designed to support Windows, Android and iOS, and both online and offline scenarios.

Deploy and maintain

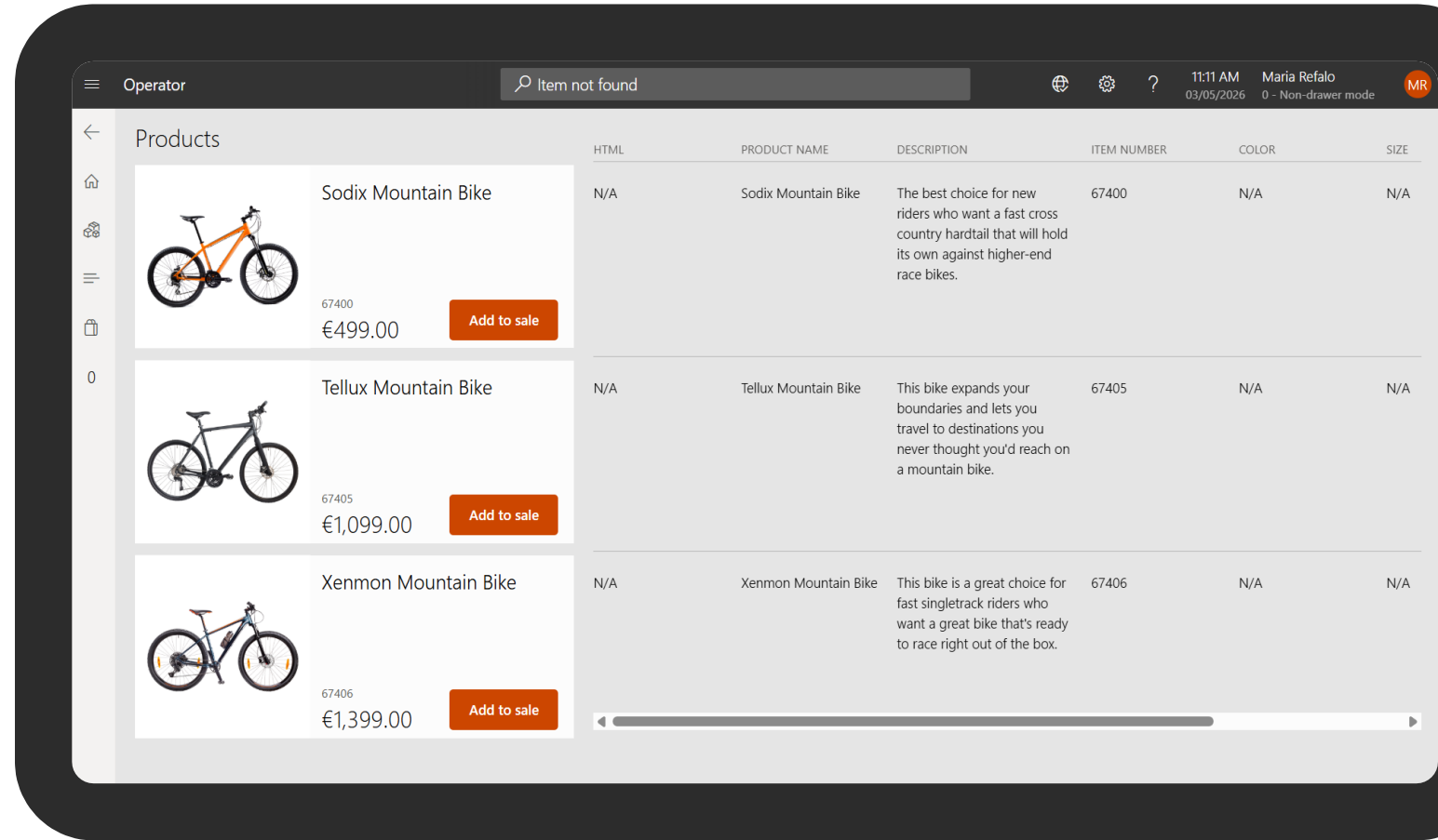
Simplified solution that is easy to deploy, configure implement and operate.

Secure and performant

Secure, scalable and cloud engineered.

Beyond POS

Friction free omni-channel commerce. Continue selling — **online or offline** — with secure payments and high-volume card buffering incl. Card payments!



Omni-channel POS: One App, Many Experiences

Single Setup powering cashier, mobile POS and native self-checkout with built-in translations and offline resilience.

One deployment, multiple experiences

Single codebase delivers cashier, mobile and self-checkout.

Mobile POS for roaming staff

Full transaction, click-&-collect and endless-aisle support.

Stationary cashier mode

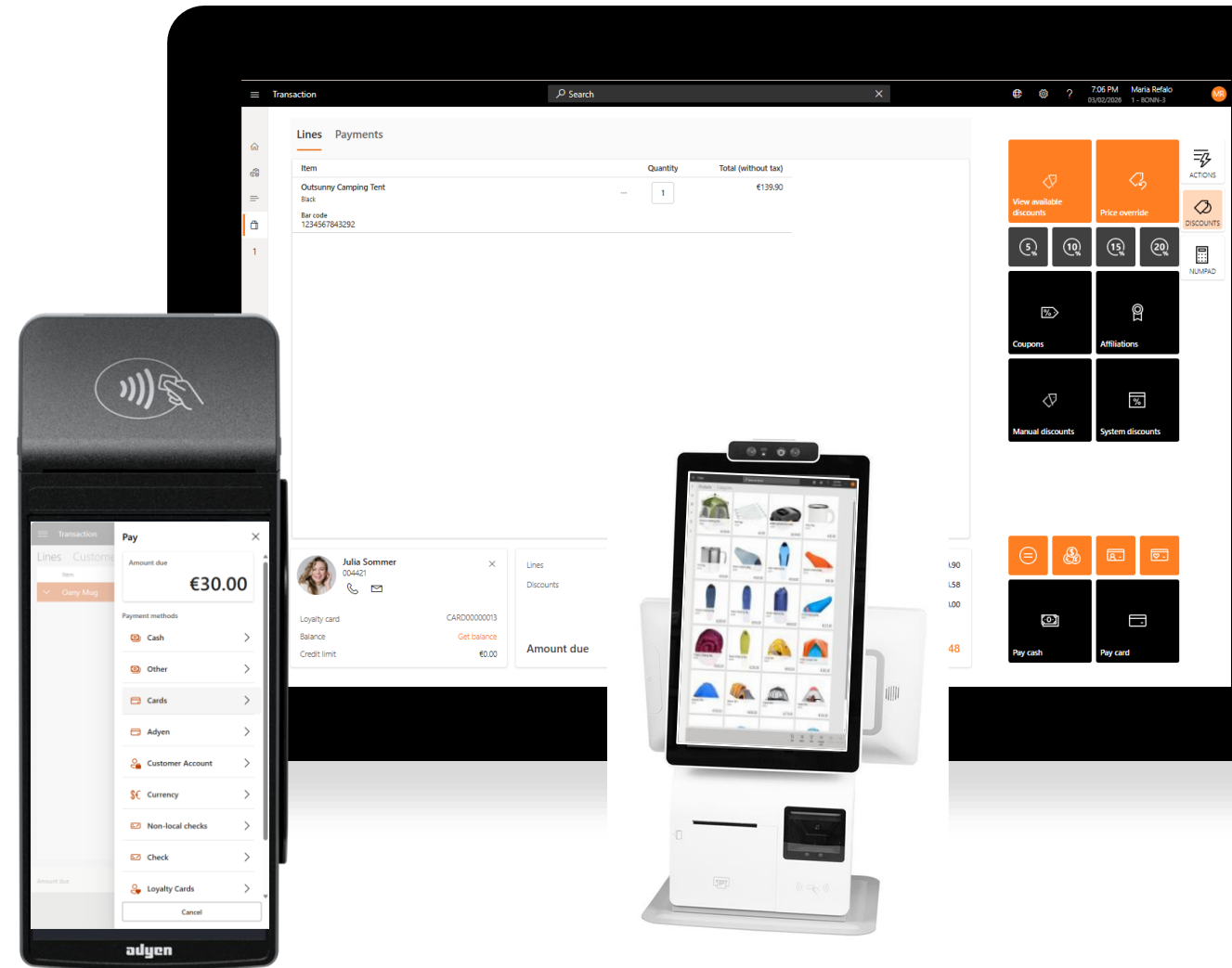
Rich till features, peripherals and integrations.

Multi-language out of the box

Base language + automated MS translation, editable strings

Robust offline & sync

Unlimited cash, buffered card txns, automatic reconciliation



Secure Discounts & Return Controls

Manager overrides, reference returns and anti-fraud workflows to protect revenue

Manager override on sensitive actions

Require manager approval for discounts, price changes or high-risk actions.

Automatic Discount Application

If there is an active discount for the scanned products, this is automatically applied. Loyalty discounts, point accumulation and redemption.

Reference returns (return validation)

Block duplicate returns by matching receipts/transaction references.

Controlled refund flows

Allow cardless refunds, wallet credits or register refunds only after validation

Audit trail & mandatory reason codes

Full logs, user identification, required reason codes for price overrides and manual discounts to ensure traceability and prevent abuse.



Shift and cash management

Shift management

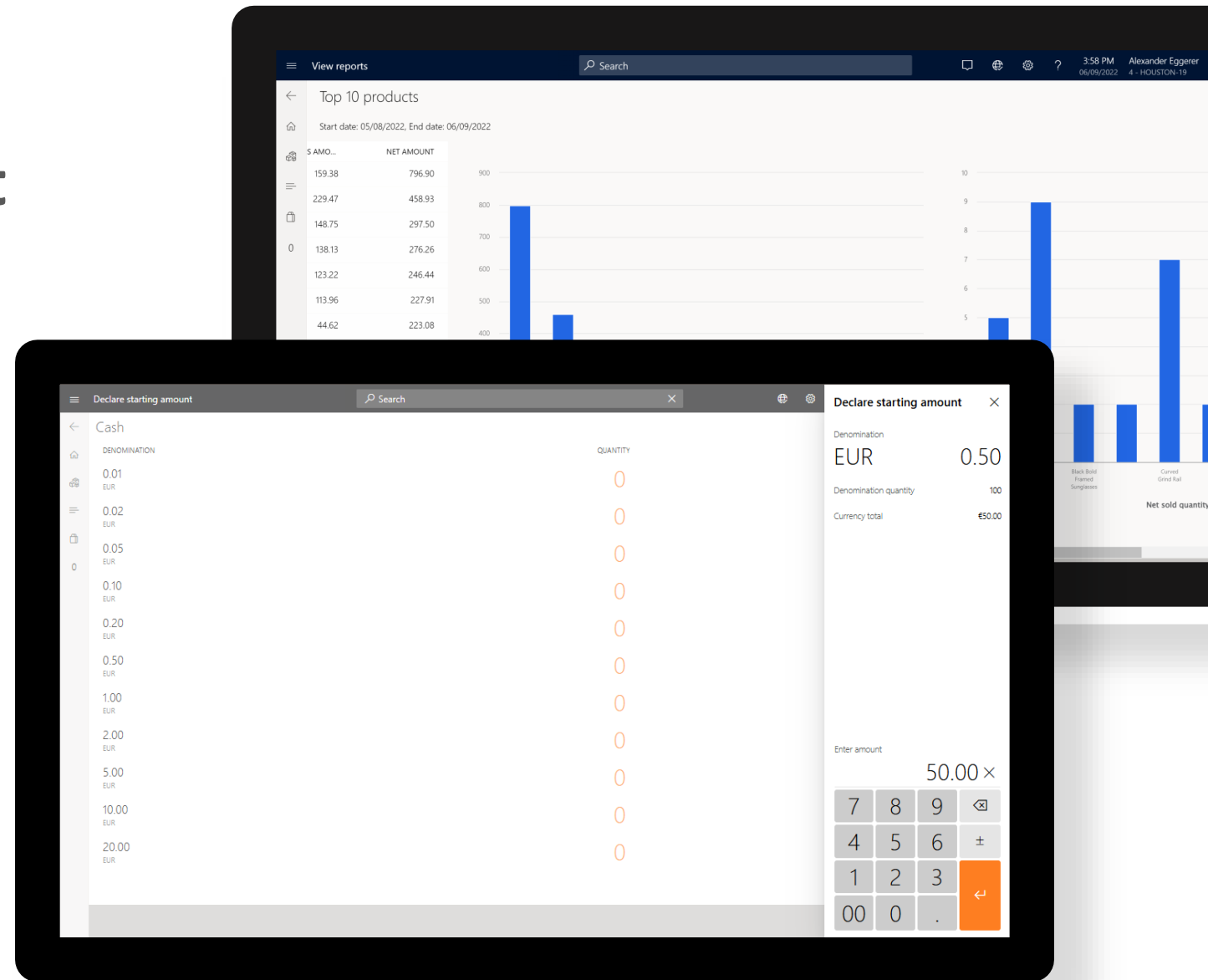
Open and close shifts to track the sales and financial transaction created by that worker. Allow shared shifts to allow multiple workers to share a cash drawer.

Cash management

Track opening amounts, float entries, skims/cash removals and closing amounts by shift.

End of day

Use X/Z reports to manage and validate cash counts and enter cash discrepancies and deposit data. Data is centralized in commerce headquarters allowing corporate visibility and auditing.



An **all-in-one** POS with payment functionality

Countertop and mobile devices



Adyen designed PCI 6 payment terminal



Tap, chip or swipe with PIN on glass

Unmonitored for self check out POS



Seamless engagement journeys through embedded API

Tap to Pay on iPhone Payment hardware, to attach to any other mobile device



Enhanced multimedia capabilities

Our partnership with Adyen allows you to gain even more time and cost savings, by using fleet management and reducing the hardware fleet with POS deployed on the payment device, that includes swap services.

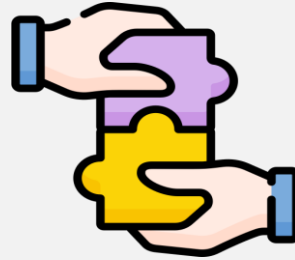
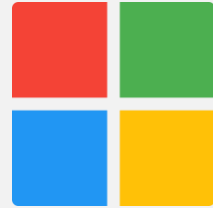


Do what matters

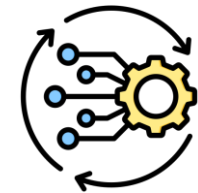
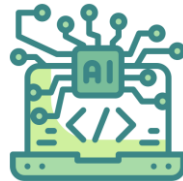
(Generative) AI Components

Avanade AI-Powered Excellence

Microsoft has officially named Avanade as a Microsoft Frontier Firm.



Avanade is Microsoft's largest Dynamics ERP Global SI partner



Rapidly brings frontier innovation into the business, rather than waiting for the future

Simplifies and standardizes operational procedures for business system users.

Enables real-time, transparent decision-making, streamlines business decisions, and adapts to any future needs

Operational excellence

Avanade differentiates itself through **AI-powered capabilities** that accelerate and optimize **ERP project delivery**. pre-built intelligent agents support users in their daily activities, enhancing productivity, improving user experience, and driving faster adoption. **This enables organizations to unlock actionable insights and remain agile, ready to adapt to future business needs.**

POS Copilot

Generative AI included in the D365 POS

The screenshot displays the POS Copilot interface for a customer named Julia Sommer. The interface is divided into several sections:

- Summary:** Includes a customer profile picture, name (Julia Sommer), email (julia.sommer@contoso.com), phone number (01776348920123), and address (Hauptstr. 18 60307 60311 Frankfurt am Main, Federal Republic of Germany).
- Customer insights:** Contains a "Summary by Copilot" section with a "Purchase pattern" and a "Spark a conversation" section.
- Timeline:** Includes a "Summary by Copilot" section with "Behavior patterns" and "Risks and follow-up" information.
- Loyalty cards:** States "There are no loyalty cards".

The "Purchase pattern" section lists the following details:

- This customer typically spends 242.25 EUR per order and purchases an average of 2.00 items each time, with a preferred price point ranging from -3.91-116.05 EUR.
- They have placed 11 orders in the last year, with the most recent order on 04/03/2026.
- Their lifetime value amounts to 2,664.78 EUR, and they have spent 2,248.12 EUR on orders year to date.

The "Behavior patterns" section states: "The customer has shown interest in specific products by visiting the store to browse items. Their engagement includes direct interaction with the product range, indicating a hands-on approach to shopping."

The "Risks and follow-up" section advises: "Follow up with a phone call or email to discuss their interest in the Sodix Bike and offer additional information or assistance."

The "Preferred product categories" section lists: Drinkware, Sleeping bags, and Mountain bikes.

At the bottom of the interface, there are icons for "Add to Client Book", "Edit", and "Add to sale".

- Summary insights, with customer specific details of purchasing history for clienteling purposes
- AI suggested personalized conversation tips
- Product category insights for personalized product suggestions
- Manage automatic upselling suggestions

Avanade Platform Core

To bring broad capabilities into your business

Avanade assets - platform core

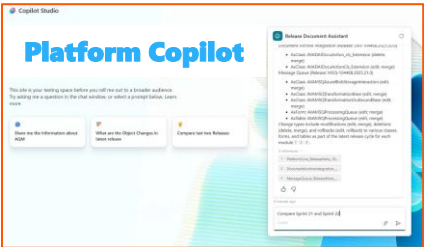
Our Platform Core asset is the foundation for commonly shared functionality and capabilities within Microsoft Dynamics 365 for Finance & Supply Chain Management. Currently 72 of our clients already have access to this asset.

Key Benefits

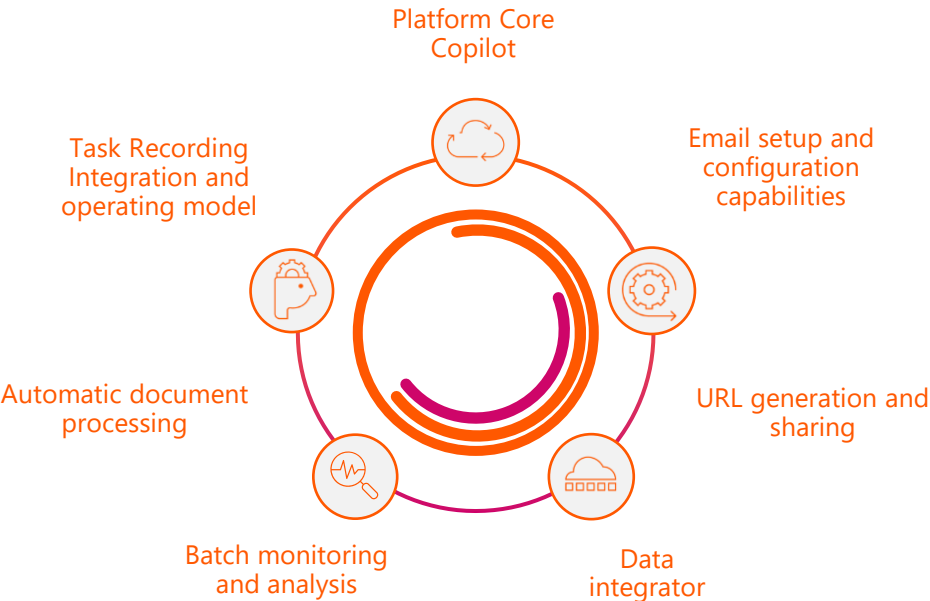
- Gives employees valuable functionality they need to improve their operational efficiency.
- Provides intuitive experiences that support existing workflows and business processes.
- Helps employees save time and work more productively.
- Provides capabilities to enhance control over environment and business processes.
- Brings AI into the business with agentic AI and Copilot incorporated in many assets.

Avanade Platform Core brings value to companies in any industry. The Avanade Platform Core asset includes many essential elements for the Avanade Deliver and Accelerate Framework for business applications.

It serves as the foundation for commonly shared code for many of the other Dynamics 365 Finance & Supply Chain Management add-on applications and is to be included with all Dynamics 365 Dynamics 365 Finance & Supply Chain Management implementations.



Main Capabilities



Avanade Advance Business Insights as a solution

The 'Advanced Business Insights' accelerator is Power BI solution delivered by Avanade to provide actionable insights and empower business users build their own BI reports to make informed decisions. An extensible **BI Solution** for **Dynamics 365** that accelerates an otherwise lengthy process for BI Modeling and Report creation

KEY HIGHLIGHTS



PRE-BUILT, SCALABLE DATA MODELS

Data models based on Azure Synapse link serverless pool & ability to extend the data model as per the business requirements



MICROSOFT FABRIC READY

Microsoft Fabric ready with Azure synapse link with One Lake capability



EMPOWER USERS

Ability to create self serviced BI reports by leveraging the report templates



ACCELERATED DEVELOPMENT

Sample Reports & Templates to accelerate report development with data model documentation



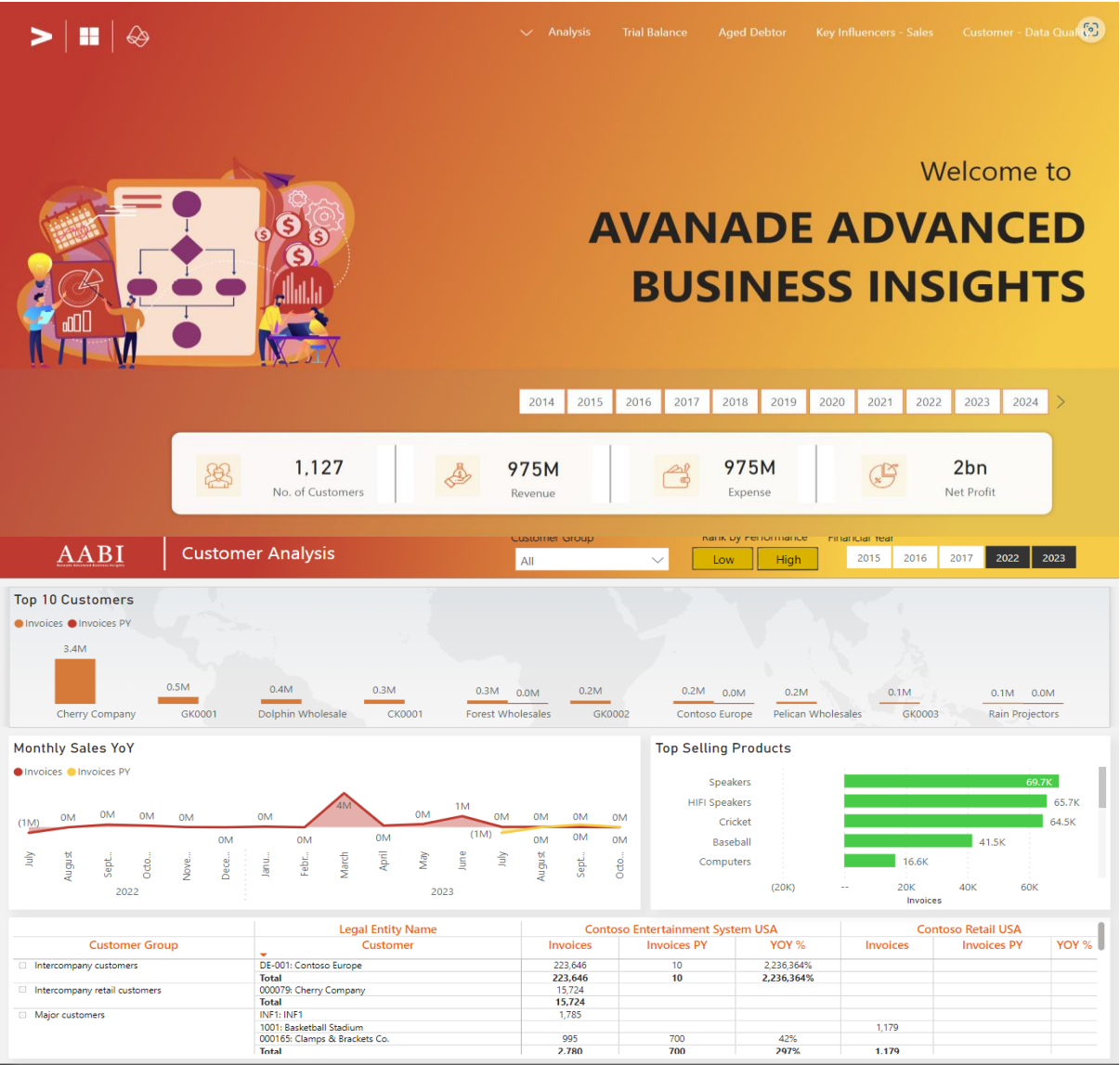
CENTRALIZED GOVERNANCE

Centralized administration and governance across experiences



ABILITY TO BRING RELATED INSIGHTS TO ONE PLATFORM

Extend the standard AABI data model to include client related Insights





Do what matters

Future Readiness

Beyond Accelerated ERP - Ready for the Future

Accelerated ERP brings you the AI-ready platform that opens the door to continuous technological progress in the workplace. But that's just the beginning.

Business impact



Leverage standard capabilities, AI tools, and Microsoft expertise to accelerate your ERP rollout with practical, prioritized actions.

Industry impact



Avanade combines Microsoft technology and industry expertise to drive transformation and help businesses succeed now and in the future.

ERP expertise



Avanade accelerates value with Microsoft D365, delivering day-one ERP benefits through an MVP approach and a scalable platform for the future.

Employee experience



Avanade is a leading Microsoft ERP partner, helping clients unlock business potential and future-proof operations with its DnA delivery framework

Continuous evolution



Custom scope is identified during Accelerate and delivered separately in Manage & Evolve, enabling continuous, agile value beyond the MVP.

Customer partnership



We partner with business leaders to deliver strategic tech solutions, enabling rapid ERP deployment aligned to ever changing market needs.