

Credentials

2024

Hi!

We are **axazure**
by avvale

- About us
- Our offering
- Success stories



About us | the group

GOAL

Transforming our clients into digital and sustainable leaders through innovation

PRESENCE

+3.500
People

An inclusive mix of cultures, competencies, attitudes and experiences to create **A Unique Company**



GROWTH

350 M€
Revenue

Double-digit growth year on year since 2004

WHAT WE DO

Digital Advisory
Software Atelier
System Integration

INDUSTRY FOCUS



Supporting both the Fortune 500 and the mid-market in 15 sectors

HIBRID NATURE

The premium quality of a **local partner** with the coverage and portfolio of a global one



About us | the company

We are

SPECIALISTS

On Microsoft Dynamics 365 platform and Power Platform technology

Our aim is to improve quality with R&D&I, combining knowledge and Microsoft skills.

We are a global but flexible organisation, built on digital competencies, joint commitment, passion and trust; able to combine the premium quality of a niche partner with the coverage and portfolio of a global partner.



MVP

Internationally recognised by Microsoft through different awards and certifications: MVP, MCT and MCP. The only partner in the world with 4 MVPs in Business Applications.

Seniority

We have consultants and architects who are experts in Microsoft, with +15 years of experience. Execution of services and projects in +100 national and international clients, with presence in all sectors.

Explorers

First Microsoft partner with its own eLearning platform in Spanish for Dynamics 365 products. We carried out the first successful deployments with D365F&O at national level.

Microsoft

Best Practice using the latest Microsoft releases: Power Platform, Life Cycle Services, Power BI, Management Reporter, Azure DevOps, Teams...



#MSDyn365 & Power Platform TEAM

A great consolidated team

120 *professionals*

34 functional + 86 technical

+15 % Solution or Technical Architects

4 MVPs

About us | the people

Our DNA is based on the importance of the team's attitude, above and beyond their skills or knowledge. We see our work as the consequence of many years of experience in our field and recognition from teammates, colleagues and competitors, as we strive every day to improve and offer ever more innovative solutions.

We firmly believe that empowering people to achieve their personal and professional goals is always the best decision and we place special value on our teams' ability to learn, develop, adapt and share knowledge. That's why we pay special attention to creating new talent backed by one of the best teams in the market specialised exclusively in Microsoft.



$$(AX)^{\text{AZURE}} = (k + a) \times t$$

Knowledge plus

ability

multiplied by

attitude

About us | our capabilities

In parallel to the technical capabilities of the **Axazure** team, we have professionals who add to this technological knowledge, a wide experience in the management of different types of projects under the Microsoft ecosystem.

+9
sectors

+8
years of
experience

100%
of success in our
projects

E2E
of coverage for
our customers

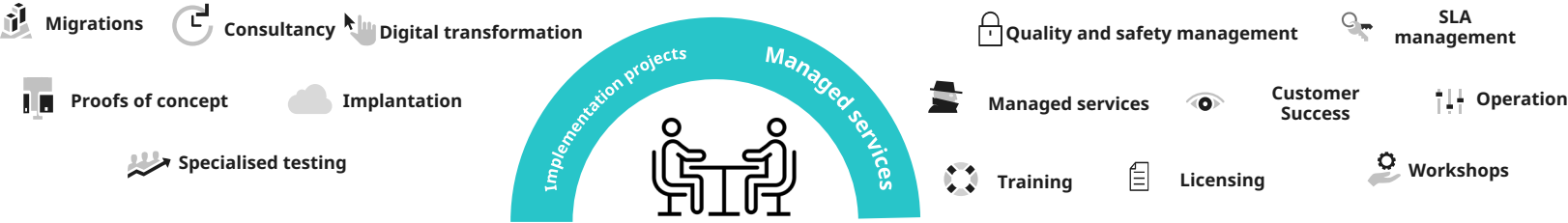
4
professionals
recognised as
MVPs

100%
of Microsoft
products covered

Sectors



Types of services

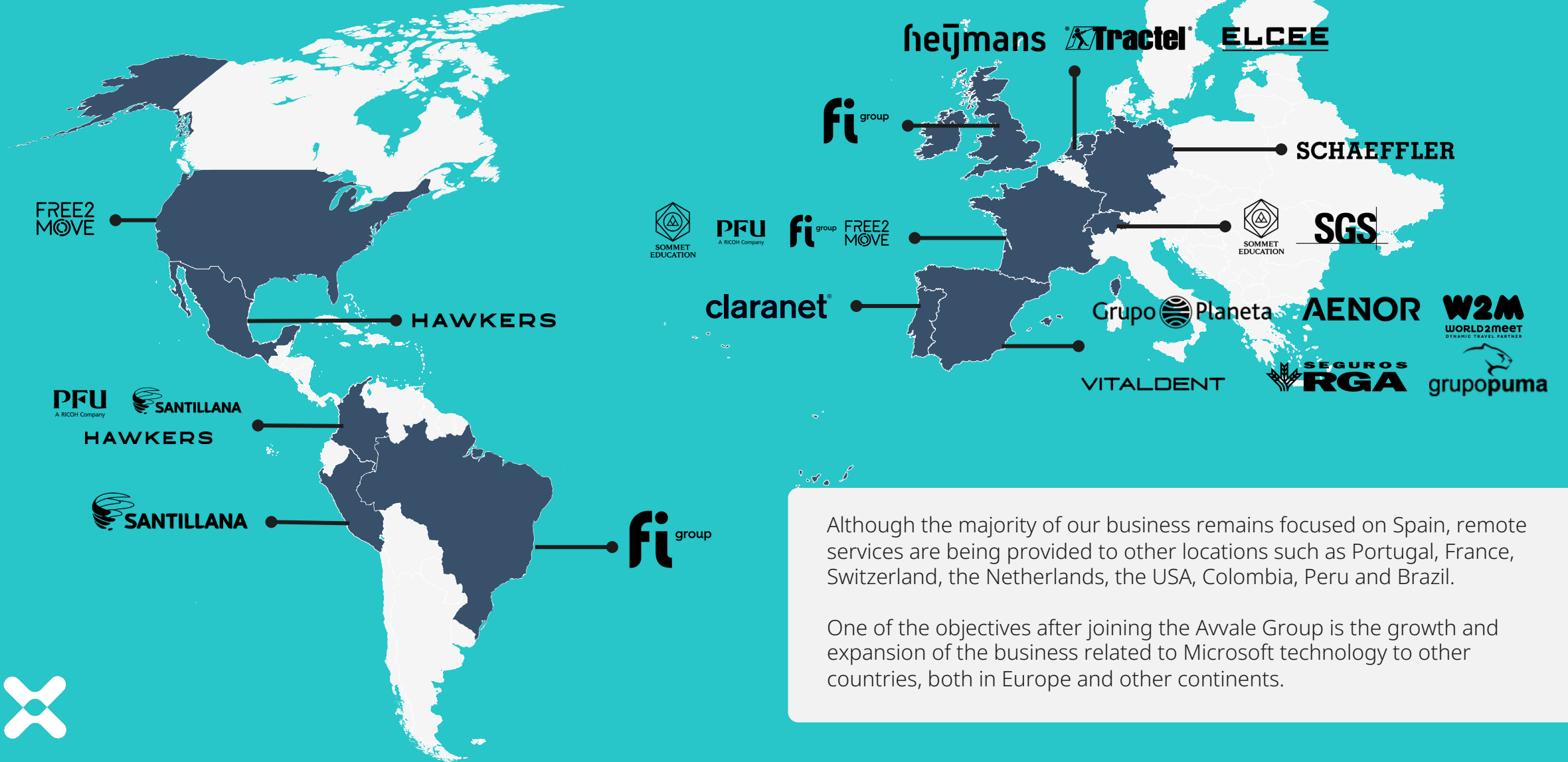


Products

- Microsoft 365**
 - Microsoft Teams
 - SharePoint
 - Microsoft Lists
 - Forms
- Microsoft Dynamics**
 - Finance & Operations
 - Customer Service
 - Sales Marketing
 - Field Service
- Power Platform**
 - Power Apps
 - Power Automate
 - AI Builder
 - Power BI
 - Power Pages
- Azure**
 - Cognitive Services
 - Machine Learning
 - DevOps
 - Copilot
 - Databricks



Expansion



Although the majority of our business remains focused on Spain, remote services are being provided to other locations such as Portugal, France, Switzerland, the Netherlands, the USA, Colombia, Peru and Brazil.

One of the objectives after joining the Avale Group is the growth and expansion of the business related to Microsoft technology to other countries, both in Europe and other continents.



Alianza Microsoft | AWARDS

Both **Axazure** and Avvale currently hold Microsoft awards for excellence, commitment, skills and experience in their technologies, which recognise their expertise in the different areas of their products.

Winner

Microsoft Italy
Partner of the Year
Award 2023.

Microsoft CLOUD



Ganador

Premios
Partner del Año
España 2023

Microsoft Dynamics 365
Finance and Operations (F&O)



Microsoft Italy selects Avvale as Partner of the Year 2023 for its ability to combine sustainability and cost-effectiveness through technology

Microsoft's words:

"This award is a testament to their extraordinary efforts and commitment to delivering exceptional services and solutions in the Dynamics 365 space."





OUR offering



Adding it up TOGETHER



REIMAGINE
the model

Digital Journey
Plus



PREPARE
the foundation

Azure
architecture



ACTIVATE
the backbone

D365 Finance &
Operations



CAPTURE
the value

D365 Customer
Engagement
D365 Dataverse
Power Platform
Data Platform (Front
& Analytic)



LEVERAGE
the advantage

D365 AMS

Dynamics 365

BizApps Universe

D365 Customer Engagement

CUSTOMER INSIGHTS
MARKETING
CUSTOMER SERVICES
INSIGHTS
CUSTOMER SERVICES
FORMS
SALES
FIELD SERVICES

Power Platform

POWER AUTOMATE
AI BUILDER
POWER APPS
POWER VIRTUAL AGENTS

D365 Finance & Operations

FINANCE
COMMERCE
PROJECT
OPERATIONS
HUMAN RESOURCES
SUPPLY CHAIN
MANAGEMENT

Data Platform

POWER BI ADVANCED
AZURE DATA LAKE
AZURE SYNAPSE
ARTIFICIAL
INTELLIGENCE
MACHINE LEARNING

Azure Architecture

IAAS
OAAS
IT GOVERNANCE



IMPLEMENTATION



CONSULTANCY



TRAINING



Microsoft Dynamics 365

Our main goal is to ensure complete satisfaction during the deployment and training of Dynamics 365 projects for each of our clients.

MICROSOFT DYNAMICS 365 IMPLEMENTATION

Implementation of National and International Projects in all its phases, always starting from exploiting all the standard functionalities that the Dynamics 365 platform brings with it in its entirety to cover the client's business requirements.

MICROSOFT DYNAMICS 365 RECOVERY

If your implementation is suffering unjustified delays or is not on the course that management considers optimal, Axazure offers you the possibility to regain confidence in Dynamics 365 technology.





Dynamics 365 Human RESOURCES

Motivate people, with the employee at the centre.
Are you ready?

- Personnel Administration
- Organisational Management
- Benefits Administration
- Compensation Administration
- Task management
- Learning
- Departures and Absences
- Employee development
- Self-service

Dynamics 365 COMMERCE

We create personalised and seamless shopping experiences
To grow your business

Omnichannel within a few clicks of a button

- Inventory, assortments and hierarchies
- Performance
- Channel management
- Sale
- Unified customer management
- Tariffs and promotions management



Microsoft Power Platform

POWER PLATFORM EXPERTS

Our offer related to the Power Platform is focused on consultancy services, advice and implementation of business solutions using the tools offered by Microsoft.

DIGITISATION

Implementing solutions to evolve business processes.

LOW CODE

Solutions that can be built by business users, allowing them to evolve in a more agile and rapid way.

DATA ANALYSIS

Creation of dashboards to facilitate decision-making.

MODERNISATION

Upgrading of technologically obsolete or outdated solutions to an evolving and evolving cloud platform.

AUTOMATIONS

Optimisation of manual processes in order to improve the efficiency of the work of the different teams.



OUR offer

D365 SERVICIOS

Customised support platform.

COLLABORATIVE **environment**

Direct and agile means of communication with the client.

D365 Customer Engagement

Out-of-the-box integration capability, standard connectors, Azure DevOps and programmatically

PROCESS **management**

Business process flows provide a guide for people to do their work, offering an optimised user experience that guides them through the processes the organisation has defined.

OFFICE 365 **Integration**

Dynamics 365 CE is a Microsoft product and under the premise of compatibility between all Microsoft products it is fully integrated with Office 365, both to import or export data.

INTEGRATED **Audit**

The audit is enabled independently for each entity and even allows you to define which specific fields you want to audit.

The old value and the new value as well as the modified value are recorded.

DATA **analysis**

D365CE provides dashboards that are visual reports in which to include graphs, lists. Power BI is a business intelligence platform that can use D365CE as a data source.

SHAREPOINT **Document Management**

Customers/Suppliers SELF-SERVICE PORTAL



Success stories

Satisfied customers stories



Success stories

Dynamics 365

Dataverse ERP + CRM + PP



Success stories

Dynamics 365

Finance & Operations

AENOR
Confía

ie Reinventing
Higher Education


SOMMET
EDUCATION

 element


HANAGROUP

VITALDENT

HAWKERS

FREE2
MOVE

ARTIFICIAL
SOLUTIONS

advantere
School of
Management

Konecta

VectivBio 



Success stories

Dynamics 365

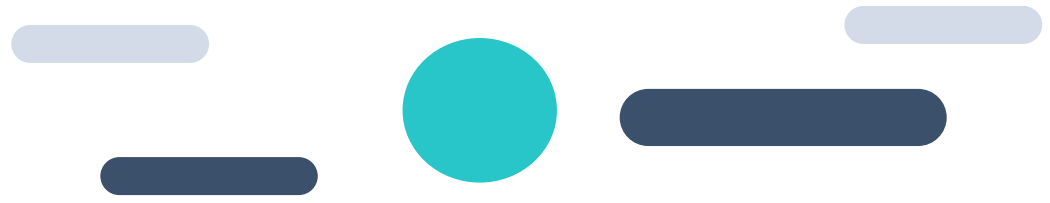
CUSTOMER ENGAGEMENT



Success stories

Dynamics 365

POWER PLATFORM



sup^{ortias}



▶ PHARMALEX



ayesa ♦

Cargobot

 **MERCADONA**





Microsoft

Solutions Partner

Business Applications



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