



CloudFronts Expertise

Join Hands With A Premier
Microsoft Partner With
Solutions Partner Designations
And Proven Commitment To
Customer Success



CloudFronts is a premier Microsoft Solutions Partner helping Teams & Organizations worldwide solve their Complex Business Challenges with Microsoft Cloud. Our head office and robust delivery center are based out of Mumbai, India, and branch offices in Singapore & U.S.



Microsoft
Solutions
Partner



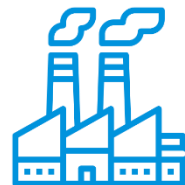
100% Focused on
Microsoft Cloud



10+ years,
100+ Successful
Implementations



Projects across
the U.S., Europe,
Asia & Australia



Sectors: Professional
Services, Financial Services,
Manufacturing, Retail,
Nonprofit



Seamless Project
Delivery
Methodology



Microsoft
Solutions Partner

Business Applications



Microsoft
Solutions Partner

Infrastructure
Azure



Microsoft
Solutions Partner

Data & AI
Azure



Microsoft
Solutions Partner

Digital & App Innovation
Azure

Dynamics 365, Power BI & Azure Powered Customer Success



Island retailer uses data to stand out among a sea of competitors with Dynamics 365 ERP & Power BI

CHALLENGE	SOLUTION	IMPACT
<ul style="list-style-type: none"> ▶ Lack of robust automated sales and customer information management processes led to siloed data making it difficult to gain insights for making data-driven decisions. ▶ Lack of integrated retail operations processes making it difficult to handle multi-location stores, frequently move stocks, manage pricing changes, manage discount offers on products, & more. ▶ Lack of robust platform to manage & track the acquisition and development of its employees. ▶ Lack of integrated POS System leading to friction in sales transactions. ▶ Hefty commissions to their eCommerce payment gateway, PayPal. ▶ Huge revenue loss due to lack of analytics of KPIs and customer data based on segment, store and product. 	<ul style="list-style-type: none"> ▶ D365 Sales enabled them to create a single system of truth & streamline their entire sales pipeline. ▶ D365 F&O unified & automated their finances to gain essential insights and maximize financial visibility & performance. ▶ D365 Commerce enabled them to leverage retail-specific ERP capabilities like seamless management of content, assets, promotions, inventory, and pricing across channels in their chain of stores. ▶ Zoho HRMS enabled them to integrate core and strategic HR functions into one single solution. ▶ Power BI enabled them to analyze, gain actionable insights & leverage store level, brand level, and SKU level data to make data-driven decisions. ▶ Migrated from the existing AX 2012 R3 platform to D365 F&O & Retail on the Microsoft cloud to increase operational efficiency to the highest level. ▶ D365 Sales, Customer Service & Field Service enabled them with Cloud POS (CPOS) & Modern POS (MPOS) making sales transactions faster & easier. ▶ Bank of Maldives (BML) payment gateway replaced PayPal, further eliminating the need for commissions to PayPal. 	<ul style="list-style-type: none"> ▶ Streamlined customer management strategy – lead generation & pipeline management to account management and reporting. ▶ Real-Time and Deep Insights through Power BI. ▶ Seamless Integration ▶ Highly Available Retail Systems ▶ Safe and Secure Platforms ▶ 100% elimination of complex manual processes and errors. ▶ 30% reduction in operational costs due to enhanced financial visibility and better inventory management. ▶ 23.5% increase in profits.

CUSTOMER
Sonee Group

INDUSTRY
Retail

SIZE
201-500 employees

COUNTRY
Maldives

PRODUCTS AND SERVICES
Dynamics 365 Finance & Operations
Dynamics 365 Commerce
Dynamics 365 Sales
Power BI
Zoho HRMS
Shopify Integration
Local Bank Payment Gateway
Azure Hosting

[Read the full story →](#)

“Officially we are live now. Microsoft Dynamics 365 helping us optimize our operations, engage customers and empower our employees. A good partner is the key”

— Maumoon Abdullah, General Manager, Sonee Sports



Tinius Olsen
drives efficient
business
operations,
stimulates
growth &
achieves
organizational
agility with
Dynamics 365

CHALLENGE

- ▶ Lack of coordination among its global field service teams across the U.S. and UK.
- ▶ A shortfall of modern features & functionalities in Dynamics AX 2012.
- ▶ Lack of data Integration between D365 F&O and CRM applications.
- ▶ Need for a robust business intelligence platform to manage & track KPIs and analytics for making informed decisions.
- ▶ Absence of security and business continuity process in case of disasters.

SOLUTION

- ▶ Dynamics 365 Field service was deployed with functionalities like workflow automation, scheduling capabilities and mobility enabling their field service team to manage maintenance services over the lifetime of the machines.
- ▶ Dynamics 365 F&O replaced their legacy platform and connected its processes and departments, including procurement, sales, logistics, productions, projects, financial, service and business administration in the cloud.
- ▶ Data Integration between CRM & ERP system for seamless data flow.
- ▶ Power BI integrated with D365 F&O to analyze & visualize the data related to customer billing, inventory, finance and operations etc.

IMPACT

- ▶ Modern features in D365 F&O increased organizational efficiency by **40%**
- ▶ Guaranteed **99.9%** uptime in case of service outages and disasters.
- ▶ **60%** increase in the decisions due to the enhanced visibility across the core operations.
- ▶ Hassle-free workflow and coordination among the finance, accounting, CRM and operations teams due to the integration of the exchangeable data.
- ▶ **30%** improvement in productivity of the Field services teams across the U.S and U.K.

CUSTOMER
Tinius Olsen

INDUSTRY
Manufacturing

SIZE
51-200 employees

COUNTRY
US

PRODUCTS AND SERVICES
Dynamics 365 Finance & Operations
Dynamics 365 Field Service
Power BI
TIBCO Cloud Integration
Azure Hosting

[Read the full story →](#)

“Tinius Olsen and CloudFronts worked together on implementing an integrated AX 2012 R3 on Azure, CRM Online and Field Service solution and Power BI analytics for our global operations. CloudFronts’ technical and functional depth across the Microsoft Dynamics platform and round the clock post go-live support ensured a successful Go Live for this mission-critical implementation”

— David Wheeler, VP, Operations, Tinius Olsen



Invoke streamlines Sales to Billing Process & drives professional services excellence with Dynamics 365

CHALLENGE

- ▶ The current version of D365 PSA was not designed to handle their expanding Customer Relationship Management demands and Business Intelligence requirements efficiently.
- ▶ Dynamics 365 Sales application lacked essential sales-oriented adaptations to consolidate and simplify their sales workflow.
- ▶ The use of separate systems for Accounting (QuickBooks) and Operations (D365 Sales) resulted in compromised data integrity.

SOLUTION

- ▶ Revamped the Sales to Billing procedure for their D365 PSA (now Project Operations) setup, streamlining the entire process.
- ▶ Customized D365 to optimize their workflows and deliver comprehensive reports that provide detailed insights into their projects and billing.
- ▶ Introduced customizations on top of the OOB PSA to execute Allocation Reports, Billing Reports, AR Reports in Power BI, and customize Project and Time Entry, Pay Run and Commission, Commission reports, and other functions.
- ▶ Established a bi-directional integration between QuickBooks and D365, enabling synchronization of Invoices and Accounts/Customers.
- ▶ Automated the Sales to Billing process and implemented automatic notifications for key stakeholders.
- ▶ Developed a Sales Canvas App for initial scoping.

IMPACT

- ▶ The bi-directional integration of QuickBooks and D365 allowed them to access accounting data from within D365, resulting in a smoother process and enabling the Sales Team to make informed decisions.
- ▶ Customizations, enhancements, and modifications made to their Project Operations tool, specifically for sales purposes, led to the optimization of their entire sales process and improved organizational productivity.
- ▶ Power BI reports such as Allocation Reports, Billing Reports, Commission Reports, and AR Reports provided them with the ability to analyze and visualize their data, gaining actionable insights for a data-driven strategy.

CUSTOMER

Invoke

INDUSTRY

Professional Services

SIZE

11-50 employees

COUNTRY

US

[Read the full story →](#)

PRODUCTS AND SERVICES

Dynamics 365 Project Operations
Power BI
Azure

“The CloudFronts team goes over and beyond when it comes to their work. They make themselves available when we need them and quickly and precisely execute on the action items set out before them. They pay great attention to detail and do not disappoint on their deliveries.”

— Ryan Durbin, Director of Operations, Invoke



Buggy (Fast Track Mobility) streamlines operations with unified, integrated systems powered by Azure

CHALLENGE

- ▶ Difficulty in managing driver and car on-boarding processes manually.
- ▶ Tedious and time-consuming manual calculation for amortization schedules and accounting.
- ▶ The need to integrate with Fleetio App to track vehicles and streamline fleet management.
- ▶ Lack of an efficient system to create rental and lease contracts, automatically generate invoices and manage documents.
- ▶ Inability to analyze data and gain insights.
- ▶ No mobile application to enable drivers to access the system on-the-go.

SOLUTION

- ▶ The challenges of managing driver and car onboarding, creating rental and lease contracts, and automating invoice creation were addressed by deploying a customized solution using Microsoft Dynamics 365 on the Azure platform. This solution effectively eliminated errors and saved valuable time.
- ▶ To seamlessly integrate the functionalities of Dynamics 365 Business Central and Customer Engagement, TIBCO Cloud Integration was utilized as the integration platform. This resulted in a unified and efficient system.
- ▶ To gain actionable insights into their ongoing business operations, data from Dynamics 365 was leveraged by Power BI to provide sophisticated analytics. This enabled faster and more accurate decision-making.
- ▶ CloudFronts developed a sophisticated mobile application for drivers. The application seamlessly communicates with the company and enables drivers to carry out their operations using features like viewing payments, contracts, reporting, referrals, updates, and activities history.

IMPACT

- ▶ Since deploying the integrated platform on Azure, Fast Track has achieved significant efficiency improvements across the organization.
- ▶ Management can now easily measure the gains from the platform, and key systems challenges have been successfully resolved.
- ▶ To further enhance operations and drive greater driver engagement, Fast Track harnessed the power of the mobile application.
- ▶ This enabled them to unlock the full potential of their business and drive even greater success.

CUSTOMER
Buggy

INDUSTRY
Automotive Fleet Mgmt

SIZE
51-200 employees

COUNTRY
US

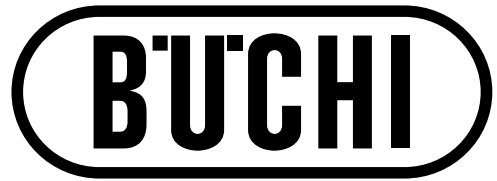
PRODUCTS AND SERVICES

Azure Hosting
Azure Data Factory
Azure Functions
Dynamics 365 Business Central
Dynamics 365 CE
Microsoft 365
TIBCO Cloud Integration
Power BI

[Read the full story →](#)

“The benefits to Fast Track has been measurable. As far as working with them is concerned, it has been really a great experience. You can track and operate the business at all levels after deployment of CRM and NAV into one single platform.”

— Joshua Bleiberg, General Manager, Fast Track Leasing LLC (Buggy)



Büchi's customer-first vision accelerates innovation using Azure Integration Services

CHALLENGE

- ▶ Being a global organization, they had siloed, disparate systems with a massive repository of data coming in from multiple branches, affiliates and subsidiaries across the world.
- ▶ Lack of integration between disparate systems made it difficult to analyze data and gain actionable insights to make informed business decisions.
- ▶ Time & resource-intensive process of updating the same data across multiple systems hampered organizational productivity.

SOLUTION

- ▶ Azure Integration Services unified API Management, Logic Apps, Service Bus, and Event Grid as a reliable, scalable platform for integrating on-premises and cloud-based applications, data, and processes across their enterprise.
- ▶ The integration enabled a seamless flow of data across Financial Management, CRM, and Sales Management systems.
- ▶ To leverage the goldmine of business data across multiple systems, Microsoft Power BI will be deployed, and we will source the data from multiple client applications, customize and consolidate it into interactive reports & dashboards to enable them with business intelligence & data analytics capabilities to drive data-driven strategies.

IMPACT

- ▶ **Reduction in Costs** – Due to the replacement of SQL Server Integration Services (SSIS) with Microsoft Azure Integration services, they will incur significantly lesser costs, since now they will have to pay only for data transferred and services will be run only when required.
- ▶ **Scalability & Reliability** – With the introduction and usage of a new framework called Azure Integration Services, they are now able to scale up to any number of applications thus increasing their scalability hugely.
- ▶ **Transparency** – They are now able to track and monitor the path of data on a real-time basis from creation to consumption transparently.
- ▶ **Enhanced productivity** – With Azure Integration Services, they can now connect any new applications within their business to accelerate time to market with ease and enhance productivity greatly.
- ▶ **Robust Data Analytics** – The Power BI report will help BUCHI management to access valuable insights they need from all over their affiliates, subsidiaries across the globe to make timely and accurate decisions, subsequently increasing their operational efficiency and revenue

CUSTOMER
Büchi Labortechnik AG

INDUSTRY
Manufacturing

SIZE
501-1,000 employees

COUNTRY
Switzerland

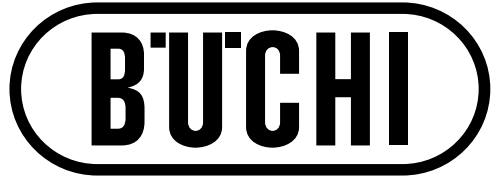
PRODUCTS AND SERVICES

Azure API Management
Azure App Configuration
Azure App Service
Azure Event Grid
Azure Functions
Azure Integration Services
Azure Key Vault
Azure Logic Apps
Azure Monitor
Azure Service Bus
Azure Storage
Azure Virtual Network
Azure Cost Management

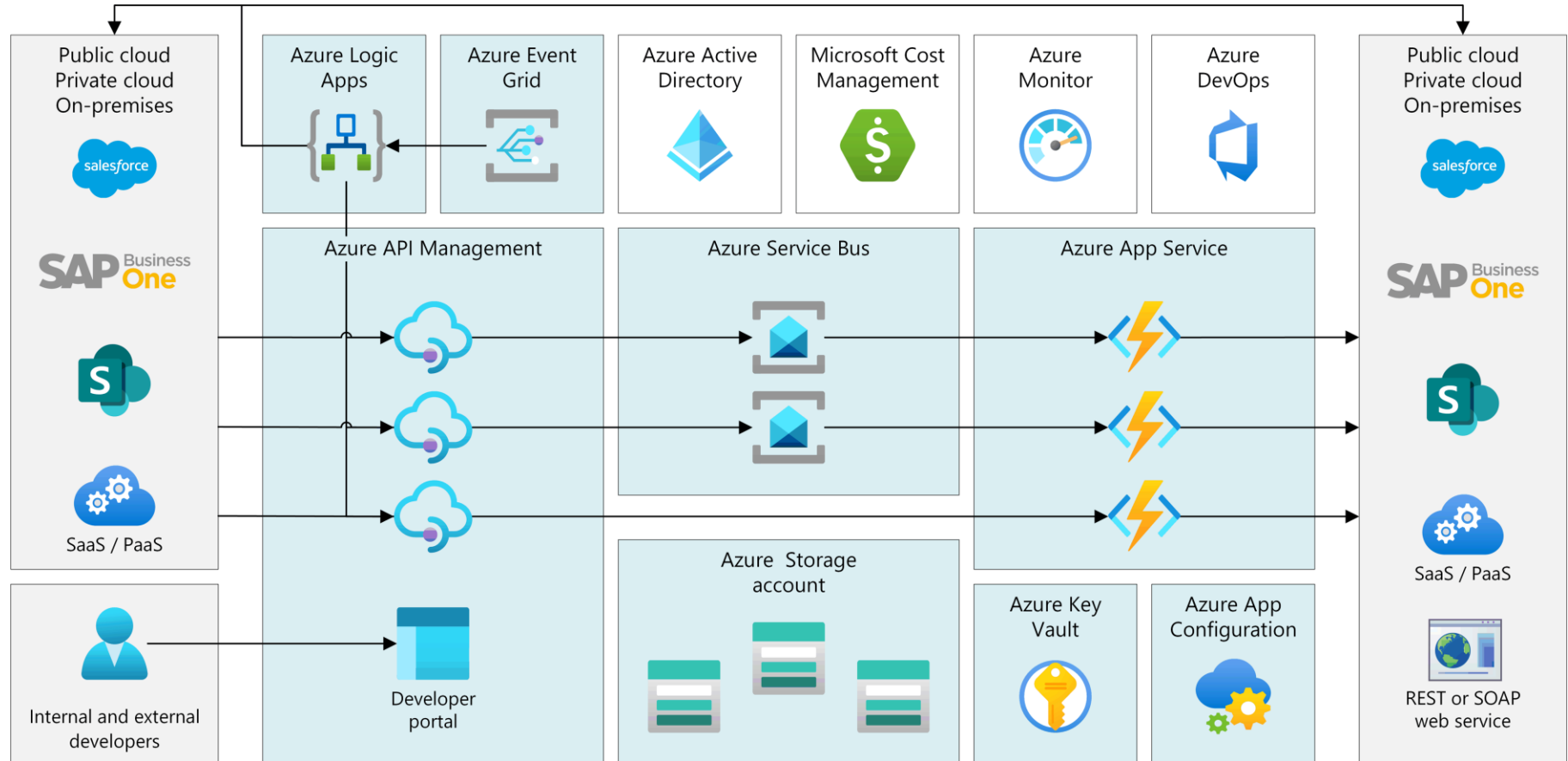
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“The CloudFronts Team has deep Azure & Power BI expertise and hence are an integral part of our strategy to move to the Azure Cloud and the Power BI Analytics Platform.”

— Reto Hossmann, Global Head ICT, Büchi Labortechnik AG



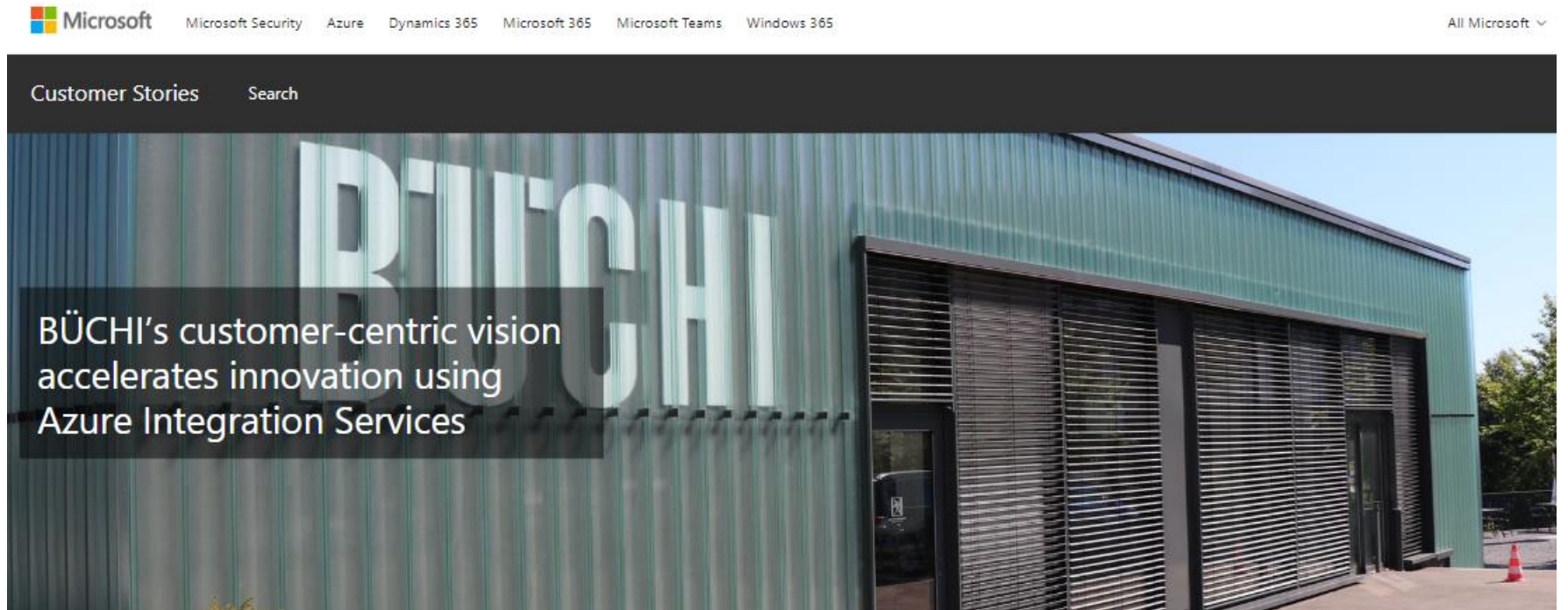
Büchi's customer-first vision accelerates innovation using Azure Integration Services










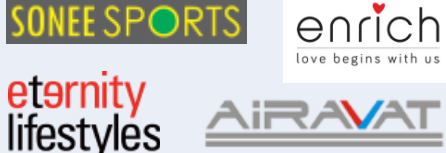

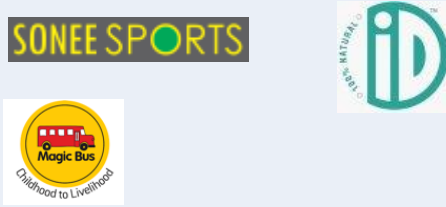


Büchi's
customer-first
vision accelerates
innovation using
Azure Integration
Services

Success Story Published on Microsoft Site



Our Customers (By Technology)

	North America	Europe	Australia	Asia
Dynamics CRM				
Dynamics ERP (F&O and BC)				
Microsoft 365				
Power BI & Integrations				

Our Customers (By Industry)

<p>Retail/ Wholesale</p>	     
<p>IT/Professional Services</p>	      
<p>Manufacturing/ Logistics</p>	      
<p>Financial Services</p>	    
<p>Non-Profit</p>	   

Microsoft
Dynamics 365



Power BI



Power Apps



Power Automate



Azure

See our Digital Transformation
Stories covered by **Microsoft**



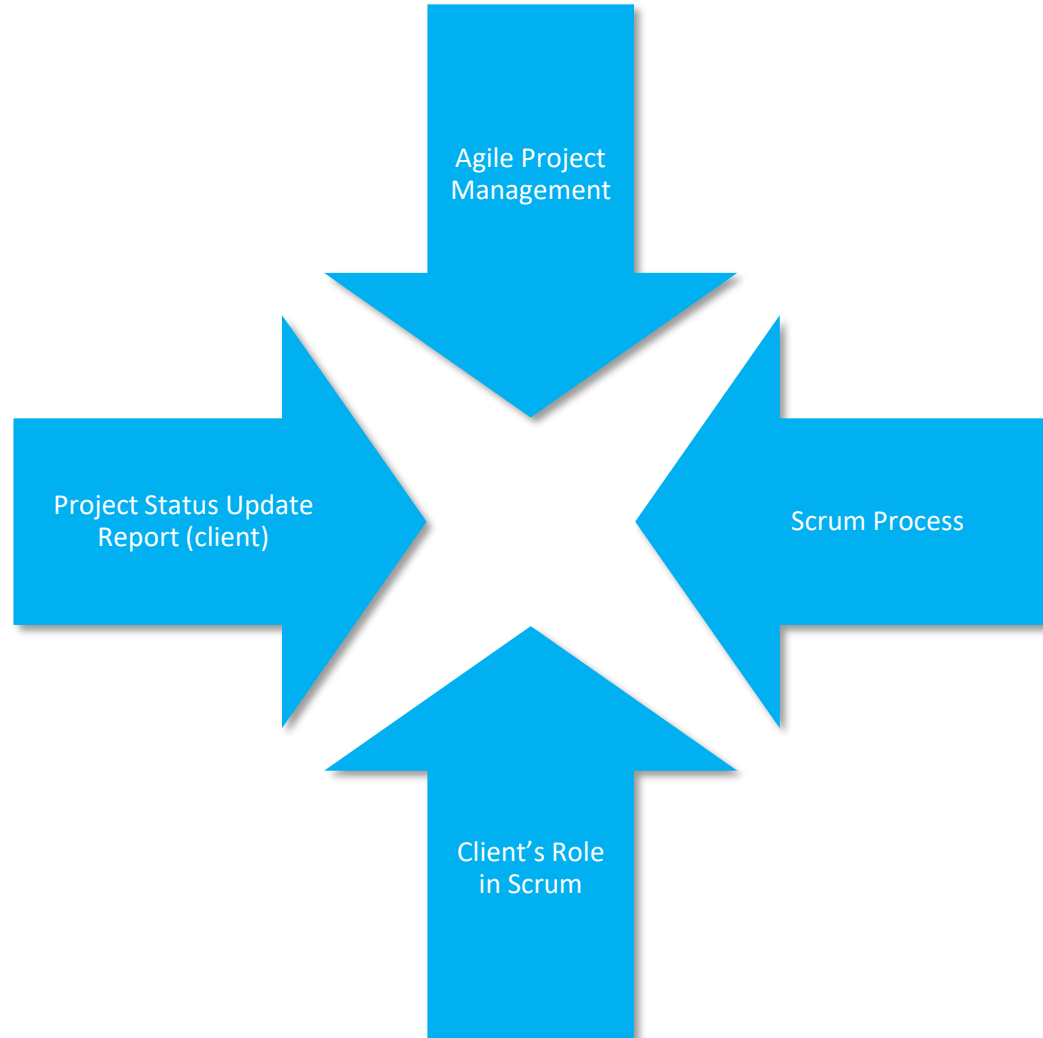
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We believe Customer Success begins with a Proven and **Transparent** Project Delivery Methodology.

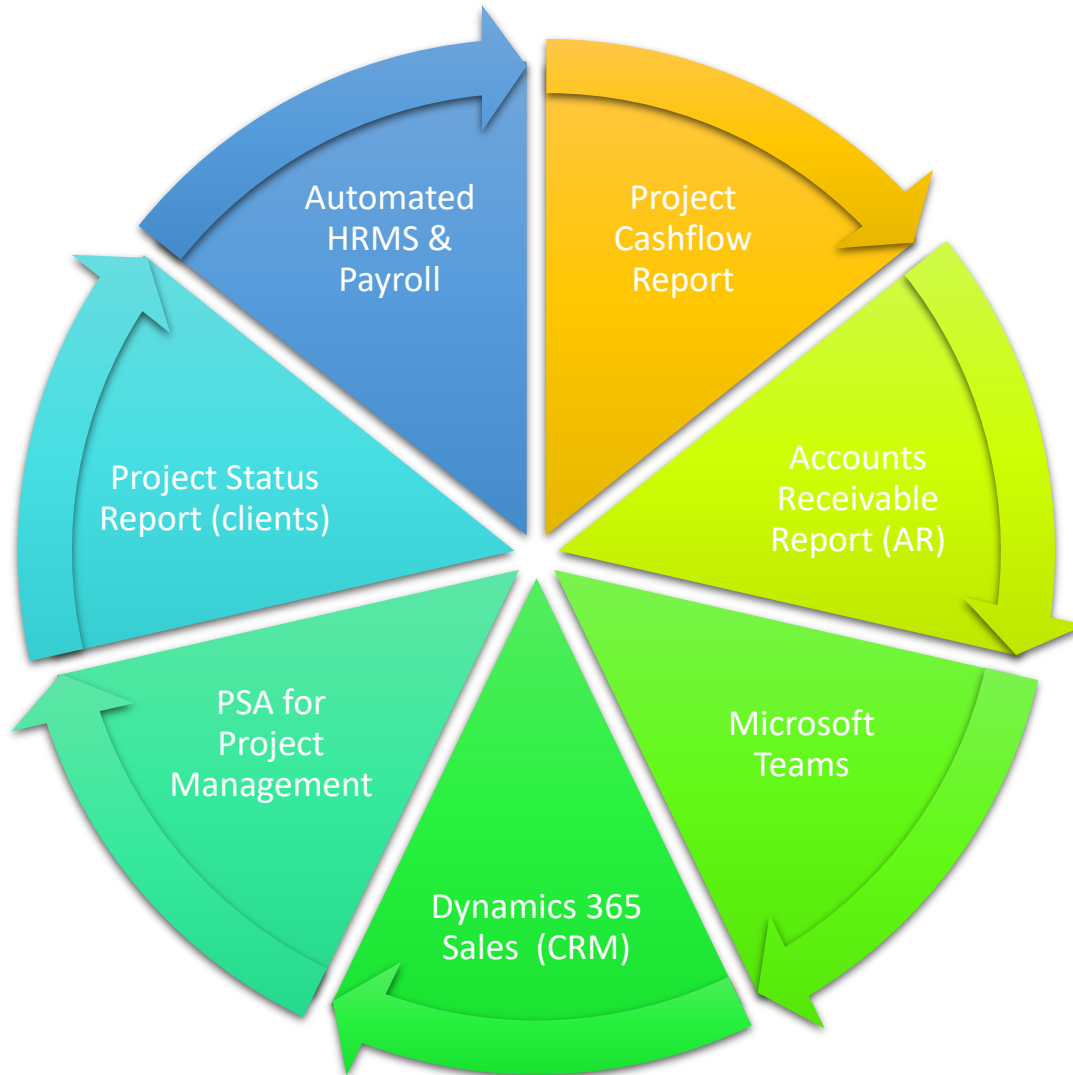
[See how we deliver your project >>](#)



Business Empowering Solutions Team

CloudFronts has a Single Collaborative Team to Solve your Complex Business Challenges using [Microsoft Cloud](#)

[See our team on LinkedIn >>](#)



Dynamics 365 & Power Platform are the backbone of CloudFronts. As they say, we practice what we preach!

[Read more >>](#)



Empowering Teams & Organizations by Solving
Complex Business Challenges with Microsoft Cloud



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