

Columbus®



# Microsoft Dynamics 365

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## Project Operations

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Connect your project-centric business, from tasks to people, with one application

# Everything you need to run your operations, all in one solution

For today's project-based services, the market is more competitive than it's ever been. The services economy is evolving and organisations need:



**Flexible ways to respond to changing business models in the services world**



**Automation of business processes from lead to billing to insight**



**Optimisation of their workforce and productivity to ensure project success**

Disparate systems and data silos are impacting success - many services organisations run disjointed systems across sales, resourcing, project management, time and expense and financials.

To meet these challenges and to give services organisations a competitive edge, Microsoft have introduced Microsoft Dynamics 365 (D365) Project Operations. It's the single application designed for project-based organisations, giving you the visibility, insight and level of collaboration required to drive project success.

# What is D365 Project Operations?

D365 Project Operations combines key features from Dynamics 365 Sales, Service, Microsoft Project and Dynamics 365 Finance & Operations. For example, Microsoft Project's planning and scheduling features and Project Management Accounting from D365 Finance are part of the unified solution. This makes D365 Project Operations the ultimate end-to-end solution for project-centric companies.

## Why do businesses use this solution?





## Enhanced project management capabilities

D365 Project Operations brings together the best of Microsoft Projects, D365 Sales, Service and Finance into one solution. You gain access to features designed to enable project success, including:



Dashboards, task management, scheduling, Gantt charts and more, so your project managers can use the tools they need to succeed



Being able to accurately estimate expenses and track planned-to-actual consumption as projects progress



Collaborating across departments and storing any conversations and shared data in one place



Built-in analytics so you can better understand how your projects are progressing and make timely decisions on the spot



## Better deal management experiences

Deliver exceptional deal management experiences and win more deals as a result when you can:



Easily customise pricing and costing based on geography and local market economics



Use adaptable billing models to create fixed-price, time and materials, or even retainer-type contracts - whatever meets your customers' requirements



Shorten the deal cycle by using standardised templates to quickly generate estimates, schedule and monetary values for your quotes



Centralise your customer data via the D365 Sales integration and benefit from AI-driven suggestions that will help you personalise customer engagements





## Maximised resource utilisation and profitability

Your resource management process is enhanced with D365 Project Operations' resourcing feature. Now you can:



Assign the right people to the right projects, and improve overall productivity and chances of project success



Better anticipate resourcing needs, thanks to intelligent and relevant skills-based assignments and visibility into resource availability



Distribute workloads across your resources for better project execution



## Simplified time tracking and expense management

Time and expense tracking no longer need to be laborious processes – Project Operations allows you to:



Submit time and expenses while on-the-go with either the mobile app or via a browser



Easily support policy compliance as your team can access user-friendly time and expensive tracking tools



The solution's user-friendly interface can ensure accurate reporting and adherence to your company's expense policies



## Streamlined project financials

Sub-optimal finance performance can be a thing of the past, thanks to the following capabilities:



Empower your global team to adhere to accounting standards and practices, such as revenue recognition that complies with International Financial Reporting Standards (IFRS)



Accelerate your customer invoicing process when you can better manage billing queues, add ad-hoc transactions and customise invoices when necessary



Use the D365 Finance integration or open APIs with another ERP system to access accounts payable, accounts receivable and general ledger features



## Improved visibility

Visibility is where it all starts. D365 Project Operations brings all key aspects of your project-centric business into one solution so you can:



Make quicker, more informed decisions, thanks to intuitive dashboards that help you visualise key insights and rapidly adapt to changing business conditions



Eliminate business silos with Microsoft Power BI, the only tool you'll need to visualise and share business intelligence with your team to drive better customer results



# Why Columbus

Investing in an end-to-end project management solution, like D365 Project Operations, is your first step towards a fully connected, silo-free business. The next? Working with a credible Microsoft partner to ensure you're maximising the ROI of your solution.

The Columbus team have been helping businesses of all sectors and industries realise the business value of digital transformation for over 30 years. We've worked with a variety of businesses of different sizes, many that aimed to enhance their project operations.

To read more about these companies and how we've managed to help them, check out our [success stories](#) page.

**How we've helped businesses like yours**





## Contact:

Do you want to know more about how we can help you?

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## About Columbus

Columbus is a global IT services and consulting corporation with more than 2,000 employees serving our customers worldwide. We bring digital transformation into your business and position you to thrive far into the future. We are experts in designing, developing, implementing, upgrading and maintaining digital business applications that help your business succeed in the digital transformation. Our consultants have experience in developing businesses in many different industries all over the world.

We offer a comprehensive solution portfolio with deep industry knowledge, extensive technology expertise and profound customer insight. We have proven this through 30 years of experience serving more than 5,000 customers worldwide. Let us help you realise the full potential of your business.