

Columbus by the numbers



8,600

Business applications
implementations



28 years

of business



45

countries with clients
running our business
applications & services



1,700,000

hours of consultancy
every year



50+

award winning
solutions



4,200

Customers world-wide



2,000 employees
across 18 countries



1.8bn

DKK Market Cap in
2017



24/7

global support

Presence across 18 countries

Global reach with local presence in:

Denmark	Russia
Sweden	Spain
Norway	Poland
United Kingdom	Latvia
USA	Lithuania
Germany	Estonia
Switzerland	Chile
Czech Republic	China
The Netherlands	India



2,500 employees world-wide

Strategic partnership with Microsoft

- 5X Microsoft Global Partner of the Year
- 2X Microsoft Dynamics ISV Partner of the Year
- 3X Microsoft Global ERP Partner of the Year
- 1X Services Partner of the Year – Western Europe



Gold Customer Relationship Management
Gold Enterprise Resource Planning
Gold Cloud Platform
Gold Data Analytics

2016/2017 Microsoft Dynamics
Services Partner of the Year

Western Europe

2017/2018
INNER CIRCLE
for Microsoft Dynamics

Microsoft Dynamics
Global Partner
of the Year

ERP

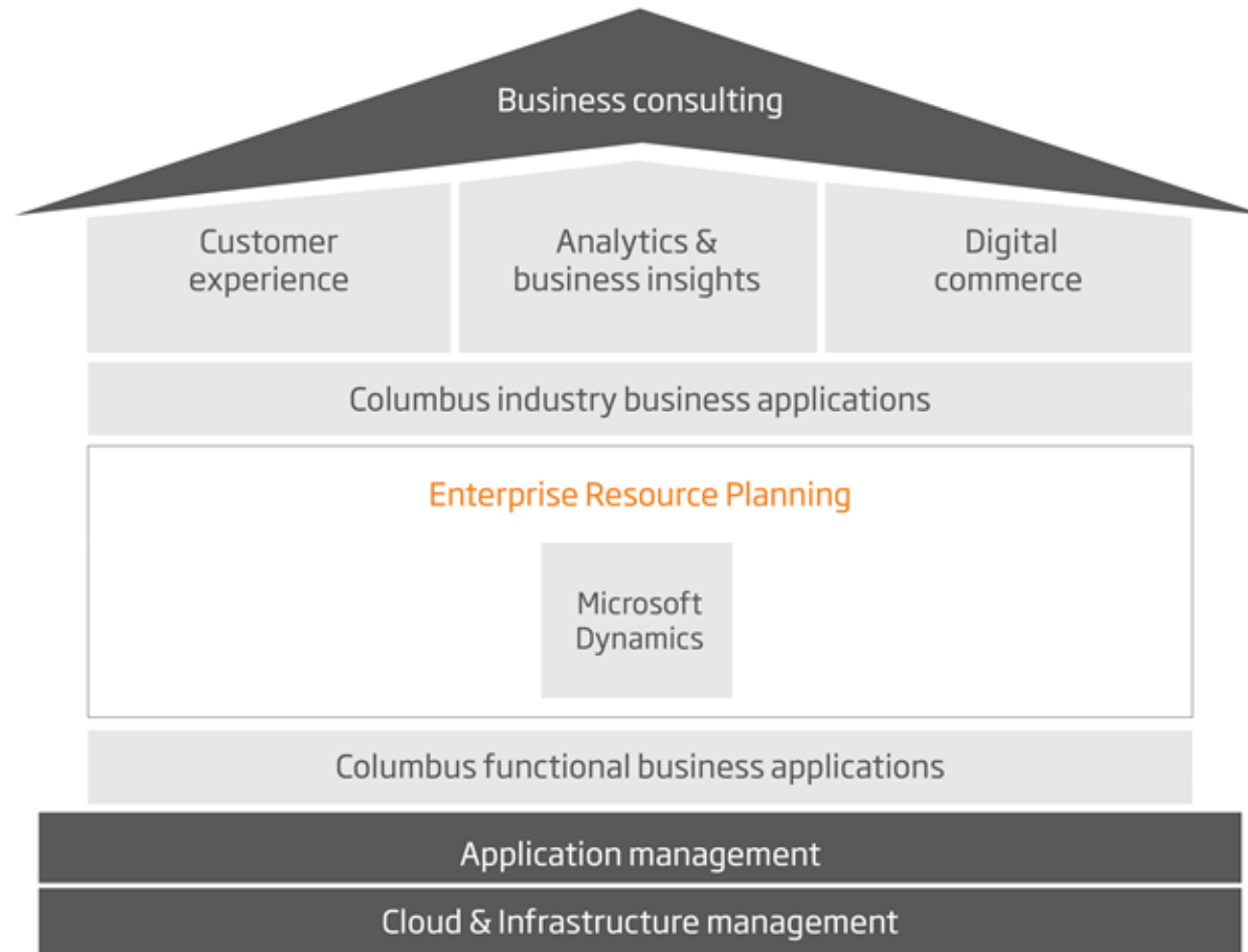
Microsoft Dynamics
Global Partner
of the Year

ISV

Dynamics Partner of
the year (UK)
2016 WINNER

Microsoft Partner of the Year
2016 Winner
Enterprise Resource Planning (ERP)
Award

Our offerings



3 Customer Wins – D365 SALES

The logo for Orangebox, featuring the word "orangebox" in a lowercase, orange, sans-serif font.The logo for Greg Rowe Limited, featuring the words "GREG ROWE" in a large, bold, white, sans-serif font, with "limited" in a smaller, white, sans-serif font to the right.The logo for Carter Jonas, featuring the words "Carter Jonas" in a white, sans-serif font, set against a dark purple square background.

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- Greg Rowe
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orangebox SALES

orangebox

Who	Orangebox is a leading UK furniture manufacturer designing innovative solutions for today's ever-evolving workplace
Challenge	<ul style="list-style-type: none">• Disparate systems, Data silos, Inefficient working practices• Cross function visibility lacking including sales pipeline• Inconsistent Customer service, no 'one view' of the Customer
Solution	<ul style="list-style-type: none">• Sales, Portal, Service, Field Service, Portal for Agents, Power BI• Auto Work Orders from Sales Order• Load Planning, Vehicle Tracking
Outcome	<ul style="list-style-type: none">• Can see the position for each customer in near real time• Automated load planning,• Mobilised field delivery and installation users



Greg Rowe SALES



Who	GREG ROWE LIMITED is a designer and manufacturer of award-winning kitchen taps. Its 4-in-1 kitchen tap was the first to dispense hot and cold flows of water, filtered 100°C boiling water, and filtered drinking water.
Challenge	<ul style="list-style-type: none">• Rapid expansion demanded efficiency to collect, store and manage lots of customer data in order to maintain the highest possible service levels.• The fragmented legacy systems made this a labour intensive and therefore a costly and inefficient process
Solution	<ul style="list-style-type: none">• Microsoft Dynamics CRM• Upgrade from NAV to Dynamics 365 Business Central
Outcome	<ul style="list-style-type: none">• Full control, from the CRM level through to the recording of information into transactions at ERP level, joining up the whole circle



Carter Jonas

SALES

Carter
Jonas

Who	Carter Jonas has over 700 people working in 33 offices, strategically placed across the UK. Our corporate head office is located in Chapel Place near Oxford Street in Central London.
Challenge	<ul style="list-style-type: none">• To move to an up to date Dynamics 365 Cloud solution in-line with their Cloud Strategy, and at the same time• leverage the additional features and benefits of the D365 Customer Engagement (CE) solution to remove unwanted modifications and be as close as possible to a vanilla.
Solution	<ul style="list-style-type: none">• D365 for Sales, PowerApps
Outcome	<ul style="list-style-type: none">• They were able to remove a number of previous developments from their solution,• Moving to a simpler, more effective solution without compromising their key requirements.• A focus on use cases and what they were actually trying to achieve led to further benefits around integration.

