

**Presentation & value  
proposal**



# SMB Assessment Microsoft Dynamics

minsaït

An Indra company

- 01.- Minsait an Indra Company**
- 02.- Offering**
- 03.- Capabilities**
- 04.- Projects**
- 05.- Teamworkers**
- 06.- Methodology**
- 07.- Assessment**
- 08.- Accelerators**
- 09.- References**



**World leading provider** of proprietary solutions in the transport and defense markets and in the **Information Technology sector**

**+3.204M€**

Sales

**+144**

Countries

**+49.800**

Professionals

**5%-8%**

Of annual sales invested in R+D+i

**indra**

Transport &  
Traffic

Defending  
&  
Security



**minsait**

An Indra company

Financial  
services

Public  
administrations  
& Health

Telecommunicati  
ons & Media

Energy &  
Industry



Digital Transformation

Comprehensive offer that covers all the technological needs of a company

# Offering



# Capabilities

Set of capabilities that make us unique

## Optimization



Professionals with extensive knowledge of Microsoft Dynamics 365 Business Central, which allows us to make **proposals for optimizing the solution.**

## Expert team



We propose a **team with experience in implementation projects** with Microsoft Dynamics cloud solutions.

## Important references in Microsoft Dynamics



We have **references of Microsoft Dynamics** implementations both in Spain and internationally.

## Adapted maintenance service



**Different dynamic maintenance modalities** to adapt to the needs of our clients, offering an optimal service adapted to each phase of implementation.

Collaboration to ensure that the solution is aligned with the business objectives set by the client

# Projects



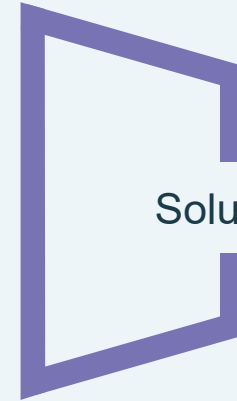
## Scope

365° vision of the needs of each business, optimizing the performance of Microsoft Dynamics to the maximum



## User Experience

Solutions with user-centered designs, providing the best usability practices. Ensuring a natural and intuitive experience that materializes in effectiveness and efficiency



## Solution


We have experience in Microsoft Dynamics, as a result of which we can propose the best technical solution for each of the functionalities identified in the scope of each project.

Projects that optimize business profitability

# Teamworkers

+150 

professionals with certifications and experience in many successful projects

**Microsoft Support** 

- Premier Support (Partner Advantage Plan)
- 24x7 coverage
- Account management services

+ 20 

Years of experience in implementing Microsoft Dynamics solutions



**Strategic area**

**Steering Committee**



**Tactical area**

**Monitoring Committee**



**Operational area**

**Follow-up meetings**

**Minsait**

**Project Management**

**Project manager**

**Functional Team**

**Technical team**

**Change Management Team**

**Customer**

**Project Management**

**Project manager**

**Key Users**

## Functions

Body responsible for decisions on the scope and scope of the project, strategic decisions and possible modifications in its planning. Functions:

- lead the project
- Evaluate the analyzes and proposals presented
- Progress Review
- Decision making on work team proposals

Body responsible for the project and the day-to-day of the work teams and the project. Principal functions:

- monitor the project
- Ensure the quality of work
- Adhere to the schedule and established amplitude
- Operational Decision Making
- Lead and motivate the team

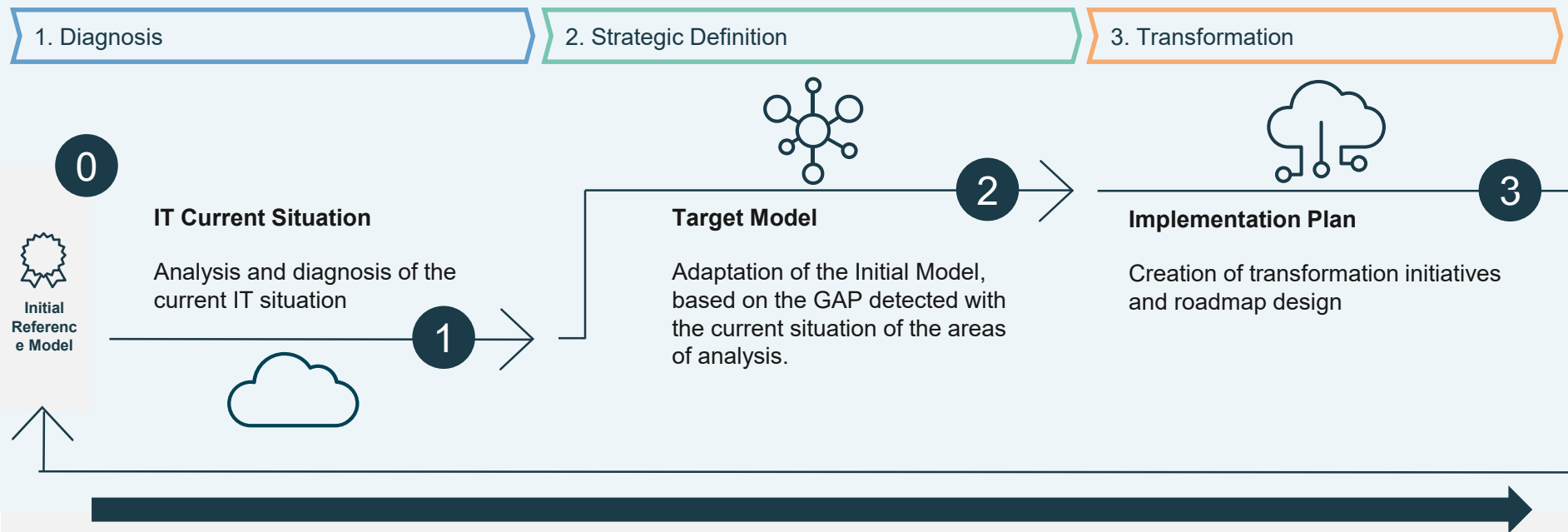
Responsible for the execution of the activities and tasks planned during the project:

- Develop day-to-day activities of the project
- Perform analyzes and draw conclusions
- Carry out the development and configuration of the tools
- Carry out the tasks associated with their validation
- Initial training on the capabilities of the solution
- Definition of good practices and quality assurance of deliverables

The success of a project is based on monitoring and control structures with the active participation of all the actors



We have a methodology that allows us, starting from an initial **Reference Model**, to contrast it with the needs of the different areas involved in the scope of the project, until we reach the definition of the **Core Model**, on which the proposed implementation plan must be based.

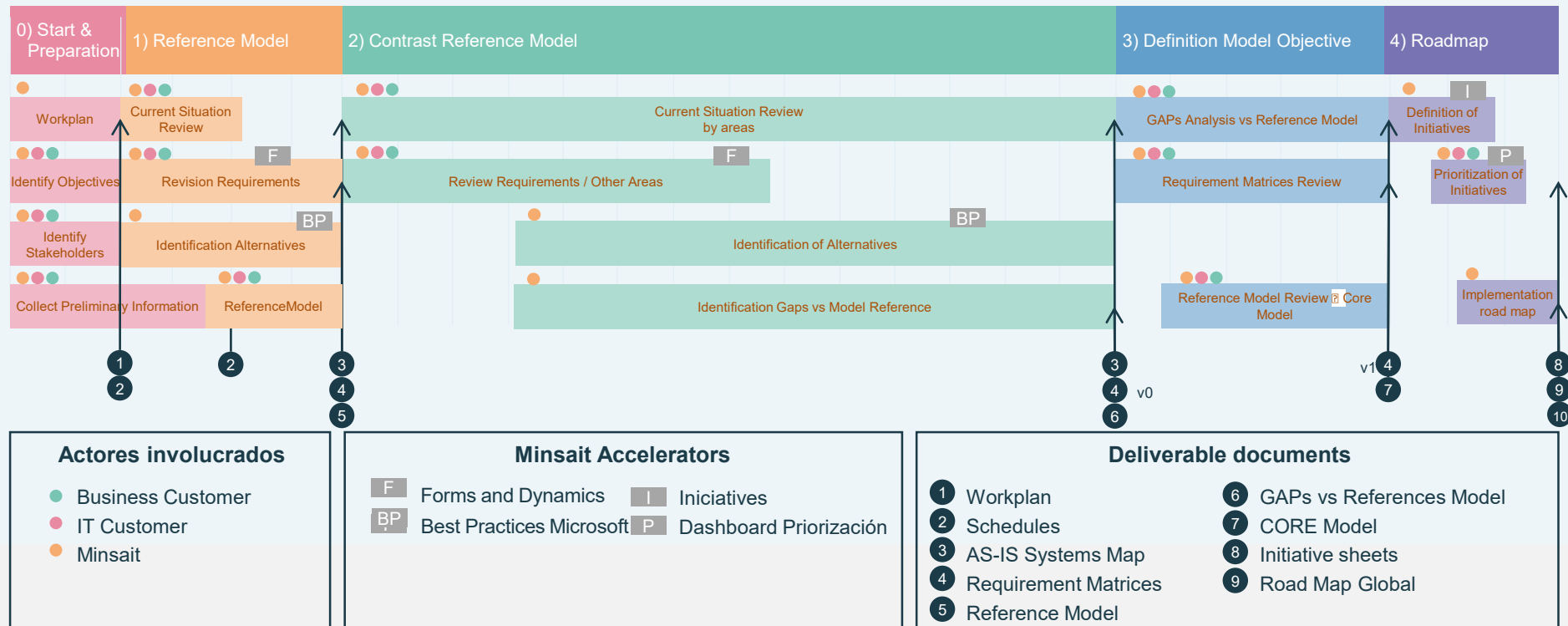


From Minsait we offer to carry out a free study of the current situation of your ERP to show you how to implement Microsoft Dynamics 365 Business Central cloud in your business



# Assessment

Proposal with value results, activities and clear responsibilities

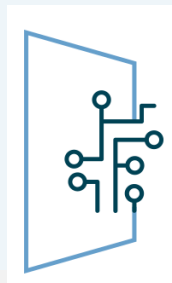


The use of the Best Practices and the Microsoft methodology allows the management of implementation projects throughout their life cycle in a centralized way for both the partner and the manufacturer and the client itself

## Best Practices Microsoft

Following Microsoft's recommendations, we apply the best practices to optimize Microsoft Dynamics 365 solutions..

- **Decrease in the cost** of implementation and maintenance.
- Possibility of incorporating more easily the improvements to the product **periodically released** by the software manufacturer.
- Greater freedom when **selecting companies** capable of maintaining/evolving the system.



Accelerators



# References

We help our clients to optimize their management solutions

## ○ Assessment:



Assessment for migration to Microsoft Dynamics 365 Business Central from the current ERP and changes in company processes in ES and PT



Assessment for the migration to Microsoft Dynamics 365 Business Central performing a reengineering to improve and optimize the current processes of the company in ES, Colombia, MX, USA



General assessment and analysis of group processes for the different countries in Europe and Latam for the future implementation of the divisional ERP



Assessment for the implementation of Microsoft Dynamics 365 Business Central with each of the interested areas, whose objective is to define the parameterization model and the final solution in the ERP



Assessment for the migration of the current ERP Dynamics AX to the new version Dynamics 365 F&O



Assessment for the migration of the current ERP Dynamics AX to the new version Dynamics 365 F&O



Assessment for the implementation of the new ERP Dynamics 365 Business Central based on the current ERP and the new needs of the company



Analysis to establish the general implementation plan, establish a core model valid for all countries and establish a global common base for the group.

# minsait

Mark Making the way forward

An Indra company