



# Introduction

---

Founded in Chicago by three long time Microsoft consultants, Kumo Partners is an Office 365 consulting services company with a passion for building innovative solutions on the Power Platform.

We believe in innovation that drives value and have proven expertise leveraging the Power Platform for our clients with references from leaders across multiple industries.

<https://kumopartners.com>

# What We Do

---



## Automation & Integration

Bring data from disparate systems into one centralized location and save time by accessing information that's relevant to you.



## Line-Of-Business (LOB) Applications

Develop tools that simplify and centralize how you interact with your data, no matter where it lives.



## Analytics & Reporting

Create dashboards that provide insight & measure performance of key processes & profit/cost-centers.



## Modern Intranets

Our modern intranet solutions are built to ensure that your employees can manage content, find relevant information, and collaborate effectively.

# MSFT Licensing Upsell Strategy

## Prove Value Through POCs and Quality Solutions

If a client is apprehensive to purchasing licenses, we can prove the value of the platform with our quality solutions.

## Comprehensive Vision of an Integrated and Centralized Platform on Dataverse

We show our clients the true business value of a centralized and integrated application portal built on the Power Platform.

## Remove Unnecessary 3<sup>rd</sup> Party Licenses

We can save our clients money by convincing them to remove unnecessary 3<sup>rd</sup> party licenses and replace them with MSFT licensing that supports our vision of a modern workspace built on the Power Platform.

**% of Kumo Clients moved to Power Platform or Dynamics Licensing**

**85%**

# Ideal Engagement

---

## **Client Size**

500 – 5,000 Employees

## **Industry**

Manufacturing, Logistics,  
Government

## **MSFT Technology**

Power Platform, SharePoint

## **Client Needs**

Business Applications,  
Automation, Integration,  
Modern Intranet

# Clients & Industries

---

**FENDI**  
ROMA

**CADMUS**

**MAXAR**

**COMPASS**



whittsturtevant



Manufacturing

Government

Logistics

Healthcare

Professional Services

Retail

Real Estate

Finance

Legal

Engineering

Brand Licensing

Construction

# Past Work

Check out case studies on our website: <https://kumopartners.com/casestudies/>

**FENDI** Power Apps | FAST HUB

Product Loss / Recovery

Report #SBO0001 - Product Loss / Recovery

Report Details | Recorded Items | Report Narrative | Related Files

Total Loss: 4 \$11,570.00 Total Recovered:

RECORDED LOSS ITEM TABLE

Qty	Unit Price	Category	SKU/UPC	Description	Loss Amt
1	1190	Women's LG Ac	7AR993AHJ6FOH43	Peekaboo Nano Charm Rose Plaster She	\$1,190.00
1	4200	Women's Bags	8BN244AF2WF1DUE	-	\$4,200.00
1	980	Women's LG Ac	8AV134AHM5F1FNT	Strap You Truffle/Yellow FF	\$980.00
1	5200	Women's Bags	8BN327AFQ8F1B10	Peekaboo ISeeU Small Mimosa Selleria	\$5,200.00

RECORDED RECOVERY ITEM TABLE

Qty	Unit Price	Category	SKU/UPC	Description	Loss Amt
-----	------------	----------	---------	-------------	----------

My Past Reports

- Product Loss / Recovery  
Created: 10/25/2021 10:49 AM  
Store: FENDI SOHO
- Product Loss / Recovery  
Created: 10/20/2021 7:11 PM  
Store: FENDI MEXICO CITY MOLIÈRE EL PALACIO DE HIERRO
- Product Loss / Recovery  
Created: 10/17/2021 1:09 PM  
Store: FENDI SAKS BOCA RATON
- Product Loss / Recovery  
Created: 10/11/2021 3:54 PM  
Store: FENDI DESIGN DISTRICT
- Product Loss / Recovery  
Created: 10/8/2021 5:05 PM  
Store: FENDI BELLAGIO
- Product Loss / Recovery  
Created: 9/29/2021 12:13 PM  
Store: FENDI KING OF PRUSSIA

Agent Dashboard

Agent: [Dropdown] Month: [All] Year: [All]

Sales by Team Lead

Active Deals Count: 43  
Total Active Deals Price: \$714.09K

Average Closed Deal Price: \$462K  
Average Time to Sale (Days): 446

Goal Breakdown

Kumo vs Personal

Month by Month Sales