



Kupp Software

CI/CD for Microsoft Dynamics 365 CE



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Key Discussion Points

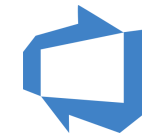
1. Partner Introduction
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About Kupp

Kupp Software was founded in 2013 in Linz, Austria - with the mission to help enterprises increase their productivity and maximize the full potential of Microsoft Dynamics 365.

With more than 10-year expertise and hands-on experiences in several enterprise projects, we are proud to be chosen as the preferred supplier of Microsoft.



Productivity Tools

We develop productivity software for Microsoft Dynamics 365. Our products are designed to handle from daily manual tasks to complex error handling. Better solutions for D365 just right at your fingertips!

Productivity Consulting

With 10-year experience in developing and supporting our clients to maximize their efficiency of Application Lifecycle Management infrastructure, we commit to provide real solid expertise without any gimmicks.

Why Automated Deployments?

#1 LESS DOCUMENTATION EFFORTS

Planning and executing a manual deployment is often a time-consuming, thankless task. Developers and testers who could instead spend their time producing the new features and improvements to the software

#2 AVOID HUMAN ERRORS

Manual deployments are error prone because it involves humans doing stuffs. Important steps in a release can be accidentally missed and broken software ends up going live.

#3 COMPLIANCE POLICIES

Made-for-enterprise software works in highly restricted environments even under complex infrastructure requirements such as multi-level proxy authentication.

#4 RELEASE MORE OFTEN

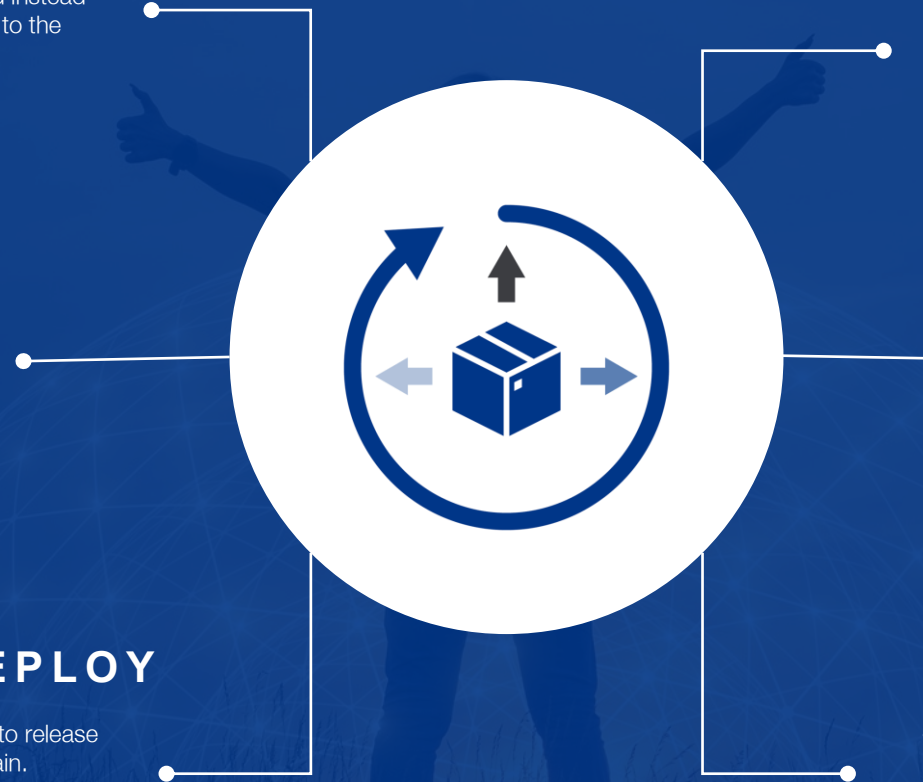
Teams that release frequently can deliver valuable features to their users more often and in incremental steps. In doing so they can gather continuous feedback from these users on the software they are creating and adapt their approach as a result.

#5 ANY MEMBER CAN DEPLOY

With an automated deployment process, the knowledge of how to release your software is captured in the system, not in an individual's brain.

#6 DEPLOY ANYWHERE

Automated deployments are not only repeatable, but they are configurable too. Although the underlying release process is permanent, the target environments and machines can be changed easily.

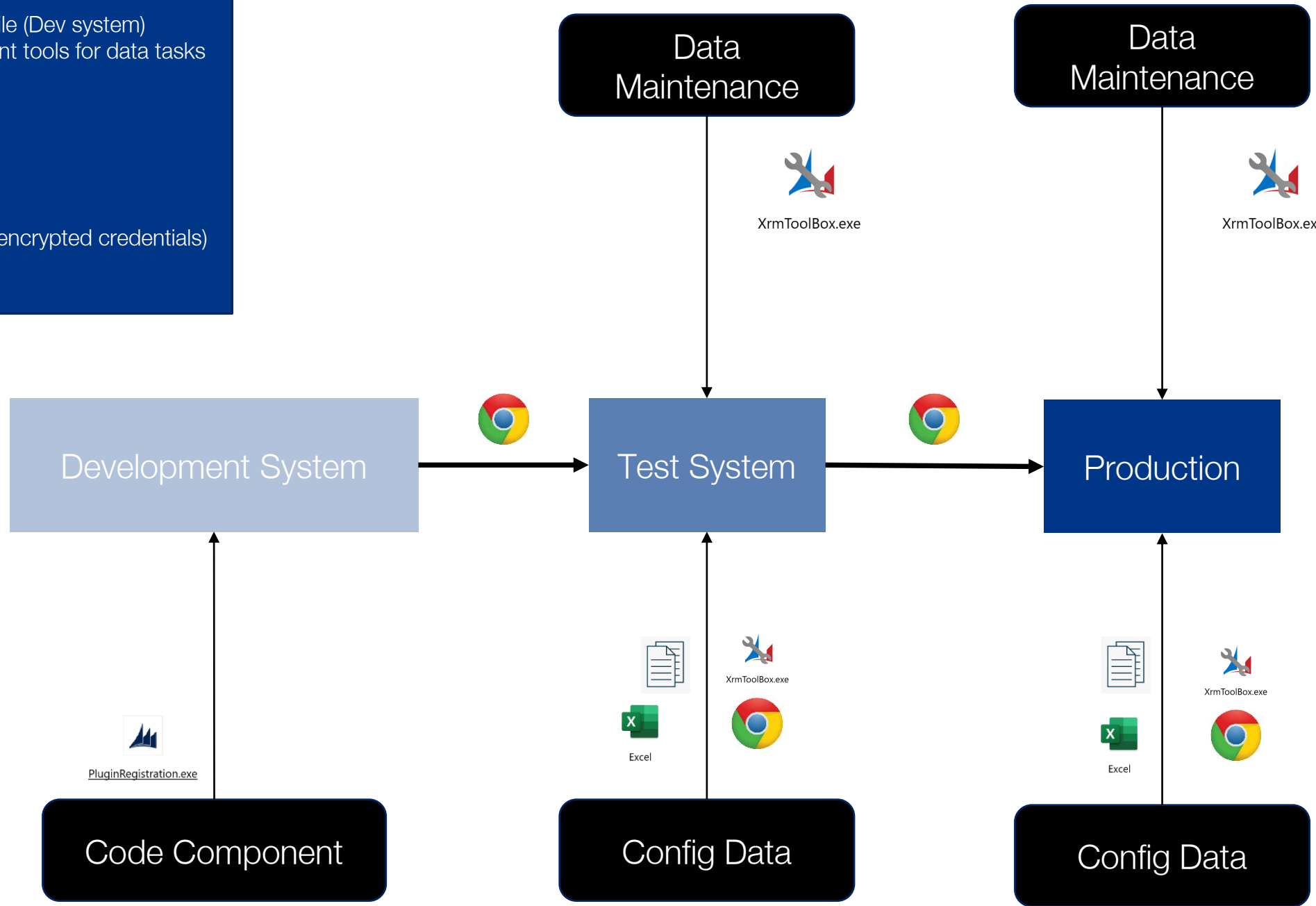


Common Situations:

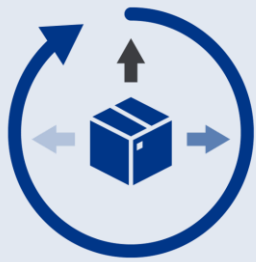
1. Export Solution and data to a file (Dev system)
2. Import Solution and use different tools for data tasks
3. Repeat for prod

Issues:

- Many different tools
- No SLA
- High Documentation efforts
- Compliance Issues (Proxies, unencrypted credentials)
- Many Post deployment tasks







KDTooling
Deployment Manager

D365 deployments made easy

The first **made-for-enterprise** deployment solution dedicated to Dynamics 365 CE which include:

- component updates,
- dynamic data transfer,
- source control integration, user access management

Get Trial

Demo Video

MONITORING

Real-time monitoring of solution imports

CONFIGURATION

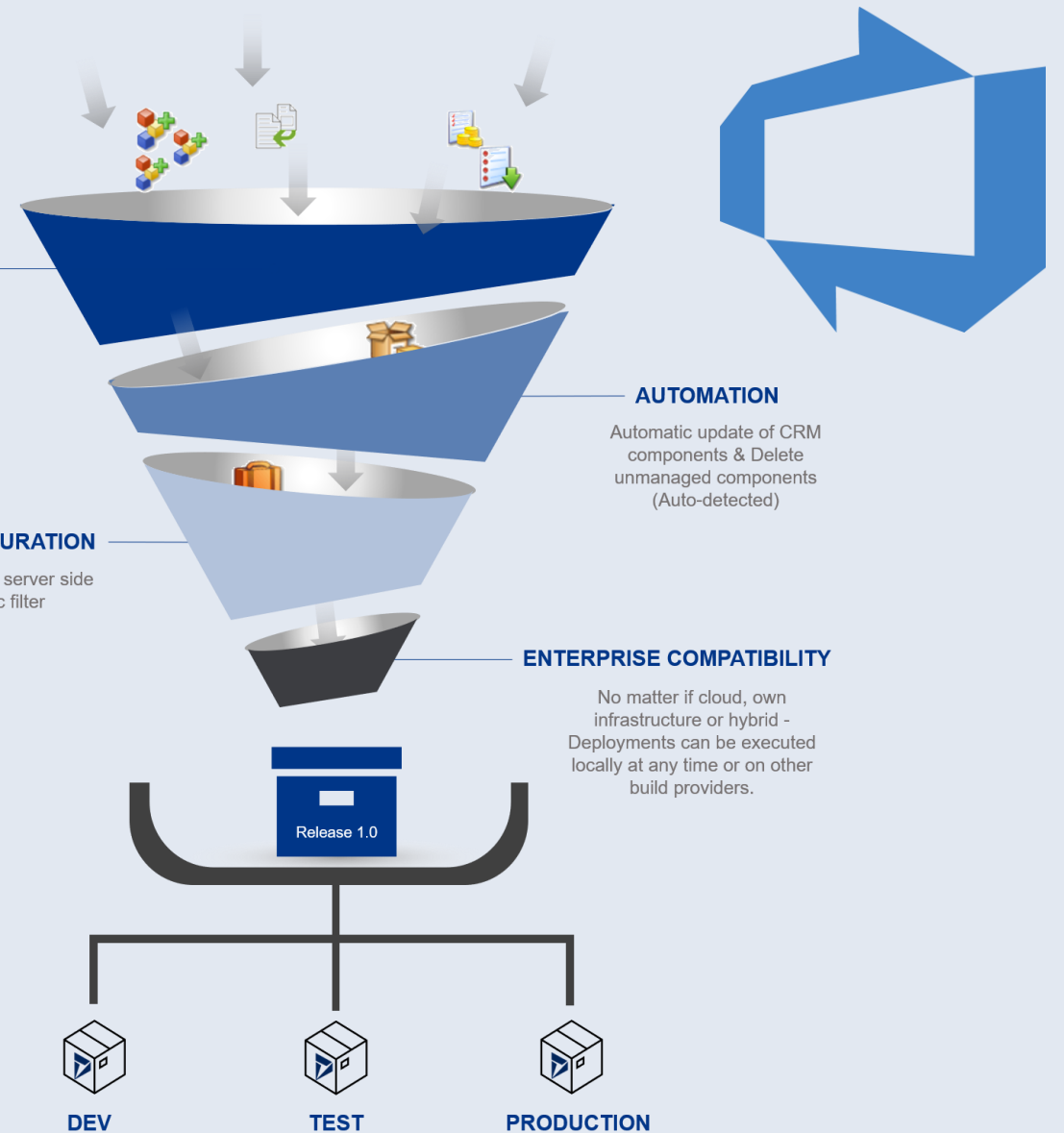
Configure server side sync filter

AUTOMATION

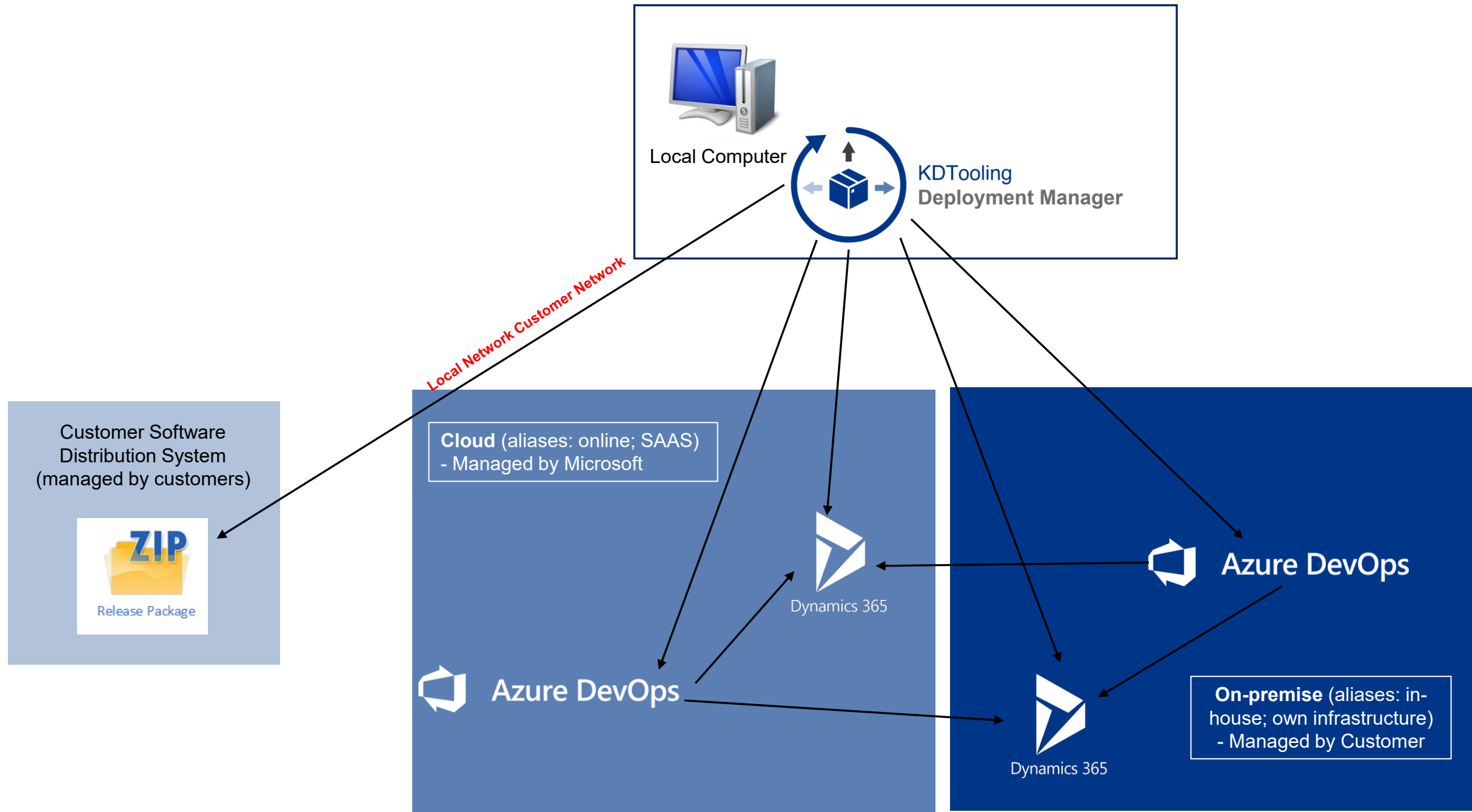
Automatic update of CRM components & Delete unmanaged components (Auto-detected)

ENTERPRISE COMPATIBILITY

No matter if cloud, own infrastructure or hybrid - Deployments can be executed locally at any time or on other build providers.



Perfect solutions for large-scale enterprise projects or consulting companies who are running short on DevOps resources



OUR TECHNOLOGY



Config Data Transfer

As many config entities are hard to transfer (e.g., product catalog, portals, business units, etc.), our approach is to obtain 3-level config process:

- *Entity (filter, update or create)*
- *Attribute (e.g., static, environment specific, hierarchical, hierarchical-multiple-root, AutoResolve etc.)*
- *Entity Specific Behavior (e.g., DocumentTemplates: Adjust ETC for .docx etc, adx_*, etc.)*



Compliance Restriction

Custom scripts are often not ideal for enterprise requirements (e.g., proxies, no plain connection strong/PW, etc.). Our tool fully supports proxy auth., Service Principles, Release Note generation, deep components versioning (JS, C# Assemblies, ..) out-of-the-box.



Data Maintenance

Large datasets are difficult to fix after changing field types (e.g., Timeouts, Trigger or Workflows, etc.). Things like setting global filter for server side-sync or sync of view states can be fully automated with just few clicks.

COMPARISON

<u>APPROACH</u>	<u>PROS & CONS</u>
Manually	<ul style="list-style-type: none">• Free• High manual efforts => Time-consuming• High human-error risks => Risk of failed deployments
Community Tools	<ul style="list-style-type: none">• Multiple tools• Automated deployments• Dynamics config data not supported.• Limited to DevOps, not always compatible with customer infrastructure
KDTooling DM	<ul style="list-style-type: none">• One-stop shop solution• Enterprise-focused (see next slide)• Enterprise SLA

Product Comparison

[Click here for full article](#)

Business

			PPBT	KDDM
Automatic Backup	High		X	X
Release Notes for D365 & DevOps	High			X
Support for Azure Pipelines	High		X	X
One Click Deployment	Medium		X	X
Run Locally	Medium			X
Self executing package	Medium			X
Fully automated Deployments	Medium			X
Immediate Data Fix Package	Medium			X
Scheduled Deployments	Medium		X	X
Single Tool	Medium			X

Solutions

Solution Versioning	High		X	X
Solution Components Versioning	High			X
Import (Deep Error Analysis)	High			X
Import (Retry Configurations)	High			X
Update of Solution Components	High			X
Pack Solution	Medium		X	
Solution Verify Checks	Medium		X	
Uninstall Solutions	Medium		X	X
3rd Party Solutions	Medium		X	X
Detect & Apply Staging	Medium			X
Unpack Solution	Medium		X	

Data Transfer & Maintaince

			PPBT	KDDM
Hierarchical data	High			X
Missing Values Detection	High			X
Env. Specific Data	High			X
Dynamic Data	High			X
Static Data	High			X
Data Maintenance (Update, Deletion)	High			X
Custom Import Behavior (e.g. Product Catalog)	High			X
Trigger Workflows	High			X
Execute SQL Query	Medium			X
Delta Checks	Medium			X
Templates (e.g. MS Portals)	Medium			X
Remove unmanged Components	Medium			X

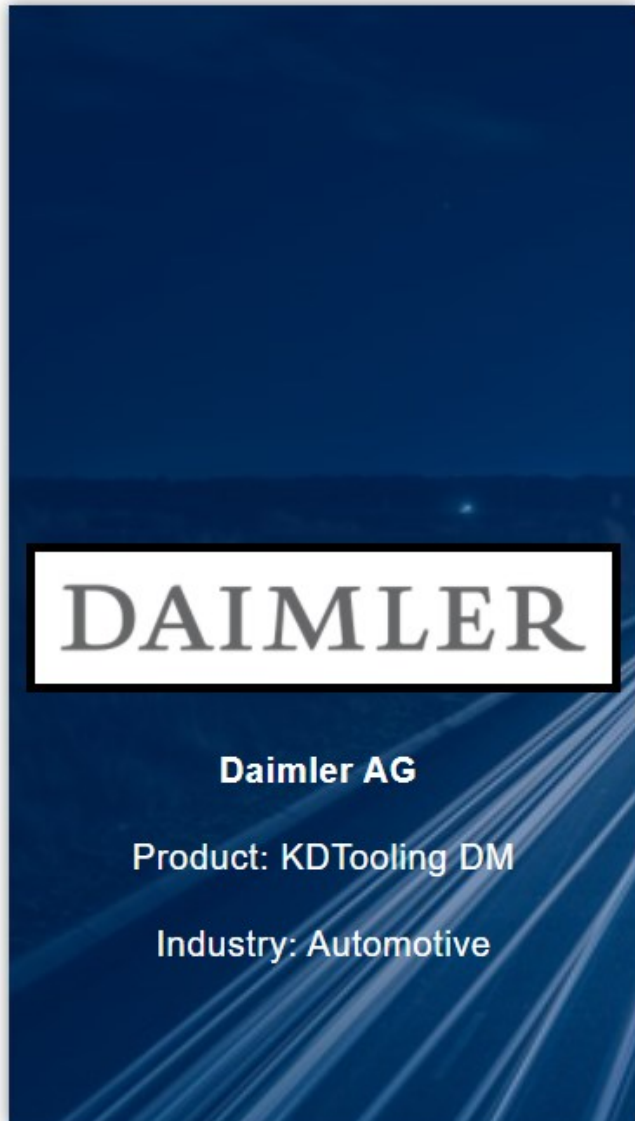
Configuration

Configure Outlook Filters	Medium			X
Activate Mailboxes	Medium			X
Disable/Enable Plugin Steps	Medium			X

Technical

No direct PROD modifications (code updates, settings...)	High			X
Preconfigured Deployment Packages	High			X
Source Control Integration	Medium			X

Case Study: Daimler AG



Project: D365 CE Online / 5 Deployment Stages

Consulting:

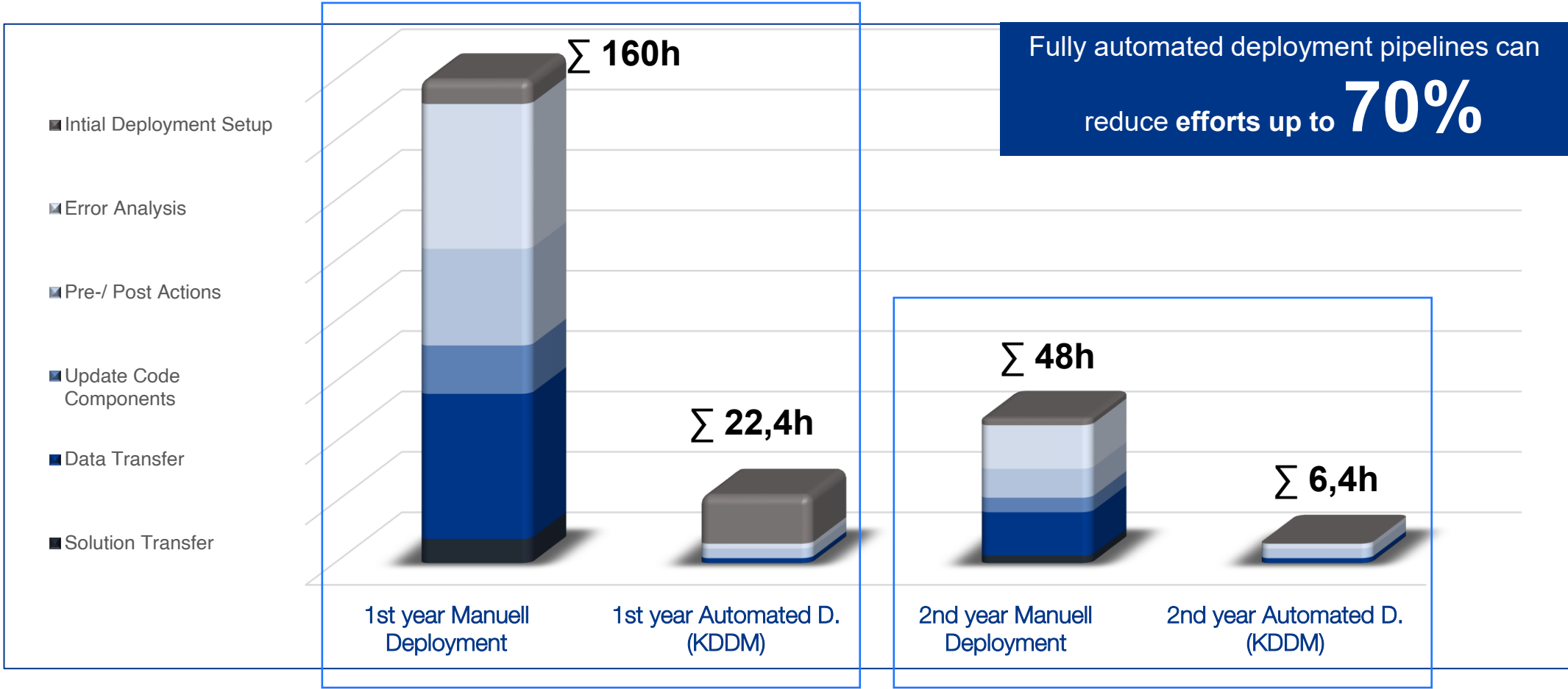
- Microsoft Consulting Services
- CRM Partner AG
- Kupp Software GmbH

Main Challenges:

- MS Portals for different stages
- Execute deployment without deep technical knowledge
- High Efforts for Deployment Guides

Efforts & Costs	<i>Manual</i>	Free Tools (Estimation)	<i>KDDM</i>
Initial Effort (h)	0 h	8 h	8 h
Deployment Effort (h / month)	20 h	10 h	5 h
Documentation Effort (h / month)	10 h	10 h	2 h
Level of Automation	0 %	40 %	90 %

Fully automated deployment pipelines can reduce efforts up to **70%**

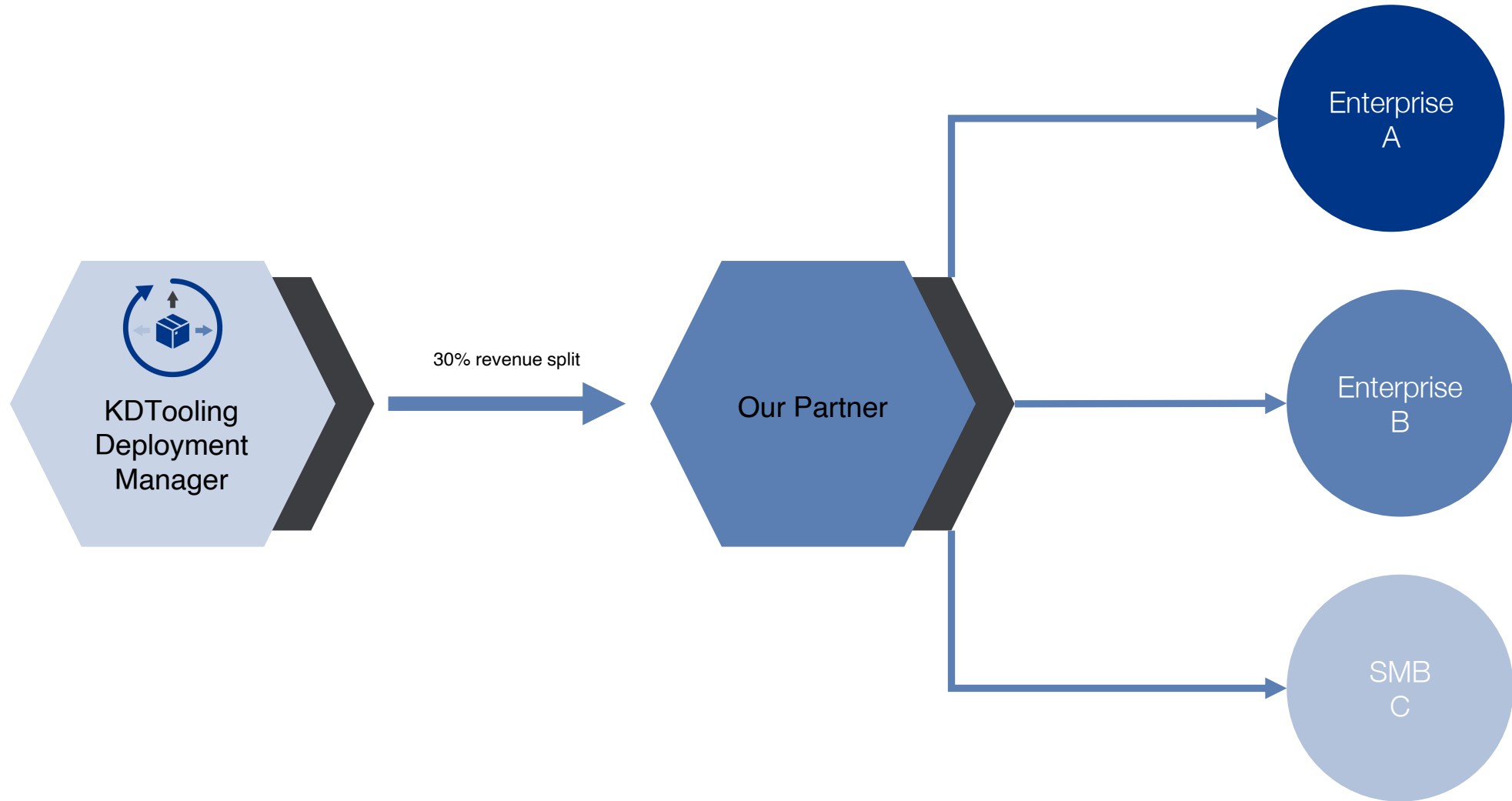


	1st year Manuell Deployment	1st year Automated D. (KDDM)	2nd year Manuell Deployment	2nd year Automated D. (KDDM)
Solution Transfer	8	0	2,4	0
Data Transfer	48	1,6	14,4	1,6
Update Components	16	0	4,8	0
Pre-/ Post Actions	32	3,2	9,6	3,2
Error Analysis	48	1,6	14,4	1,6
Intial Setup	8	16	2,4	0
Total	160	22,4	48	6,4

Partnership Initiatives

- Commission-based Model
- Licensing Model
- Content Contributor
- Suggested next steps

COMISSION-BASED MODEL



LICENSING MODEL – End Customer

License	Community	Professional (SMB's)	Enterprises
Technical			
Run Locally	X	X	X
Azure Pipelines	X	X	X
> 1.000 Users			X
2nd year downgrade option (yearly service fee, without support)		X	
Product Updates	X	X	X
Unlimited Users			X
Trainings on site			X
Limited to one production instance	X	X	X
Basic SLA included		X	X
Enterprise SLA included			X
Price per month			
Price per month	-	€980,-	€2.100,-

Our Service-Level-Agreement (SLA)		
	Professional	Enterprise *
Product Incidents	X	X
Non-Product Incidents (extra paid service)		X
Out-of-business-hour Support (OOB)		X
Weekend Support		X
Dedicated Partner Manager		X
SLA Response Time	3 BD	1 BD (reserved in advance 2h*)
Price per month		
Price per month	included	390,-
Consulting Hour (business hour)		110,-
Consulting Hour (none business hour)		160,-

**requires enterprise license.*

- *Valid per project & Paid per year.*
- *OOB Time (max. 5h per month) must be requested 5 days in advance (no costs if not consumed).*
- *Business Hours: Mo-Th 09:00 - 16:00. Fr: 09:00-13:00 CET. (holidays according to Austrian laws)*

LICENSING MODEL – Consulting Partners

License	Community	Professional (SMB's)	Enterprises
Technical			
Run Locally	X	X	X
Azure Pipelines	X	X	X
> 1.000 Users			X
2nd year downgrade option (yearly service fee, without support)		X	
Product Updates	X	X	X
Unlimited Users			X
Trainings on site			X
Limited to one production instance	X	X	
Basic SLA included		X	X
Enterprise SLA included			
Price per month	Free of charge	€980,-	€2.100,-

Our Service-Level-Agreement (SLA)		
	Professional	Enterprise *
Product Incidents	X	X
Non-Product Incidents (extra paid service)		X
OOB Support		X
Weekend Support		X
Dedicated Partner Manager		X
SLA Response Time	3 BD	1 BD (reserved in advance 2h*)
Price per month	included	390,-
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Enterprise Agreement for Product Licensing

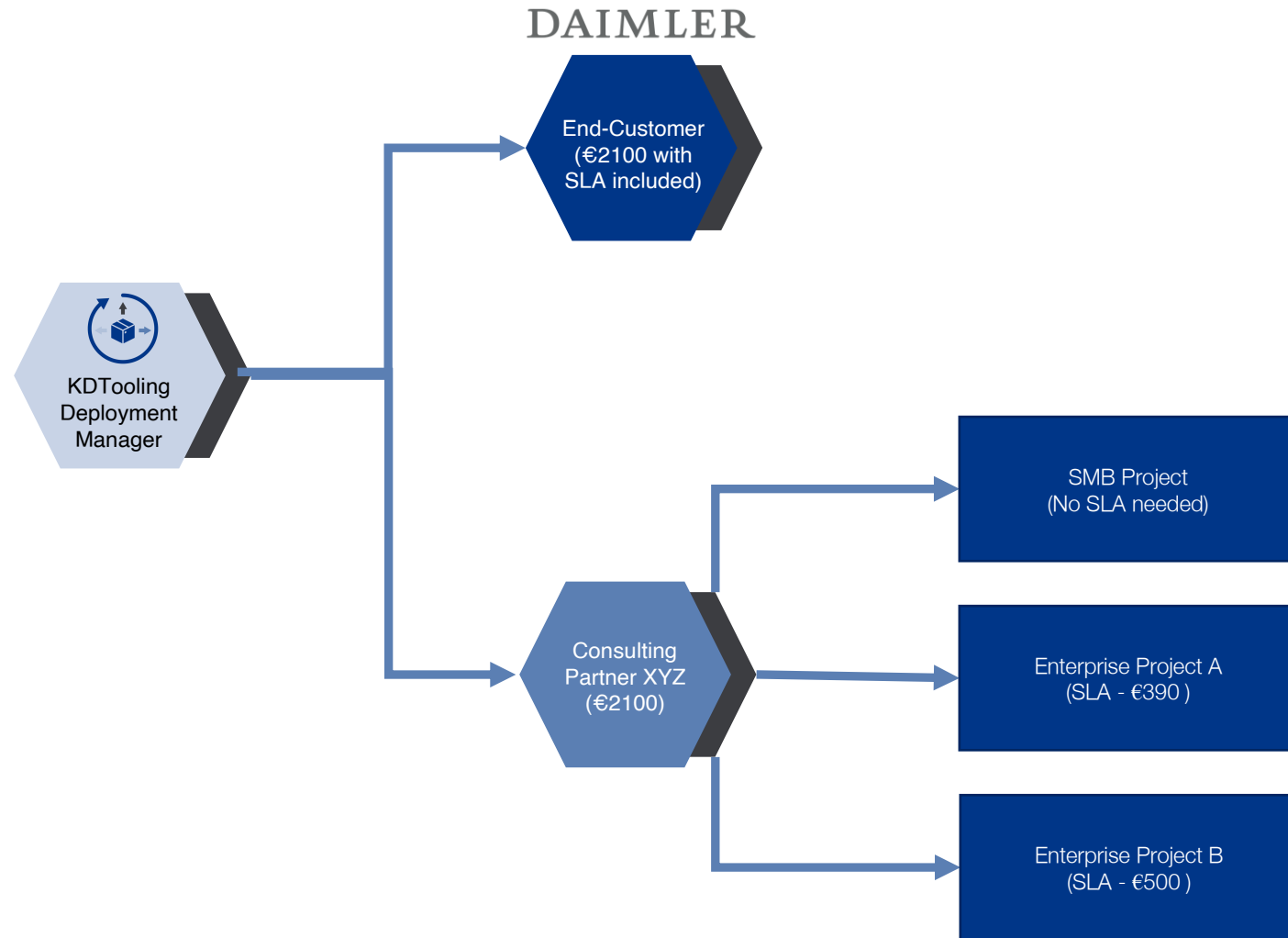
- Unlimited production instances
- Publish Customer Reference
- Support must be via consulting partners
- Enterprise SLA not included. Must be signed for each project (optional)
- Duration: 1 year

Enterprise Agreement for Services

- Time is rounded up to full hours
- Support must be via license owner

LICENSING MODEL

Examples



Why KDTooling Deployment Manager?

(What we can do to meet the market demands that others can't ?)



Maximize Efficiency

1. Most powerful config data features
 - *Different attribute behavior*
 - *Delta checks*
 - *Entity specific import behavior*
2. Data Maintenance
 - *Dynamic value resolution based on related metadata (unlimited)*
3. Automated mailbox & outlook filter configuration
4. Deep component versioning
5. Code component updates
6. Configuration templates for well known modules (e.g. Portals)



Compliance Comparability

1. Support for enterprise infrastructure (Web proxies, Key Vaults etc.)
2. Supports custom software distribution systems
3. Generated Release Notes
4. Not limited to Azure DevOps
5. Supports Impersonation



Security

Isolated deployments via user blocking/access features. This facilitates the user management process more precisely and avoids any miscommunication during the project.

What's in it for you?

Project Efficiency



Our tool is a full end-to-end solution that can save your initial deployment effort up to 70%.

The tool has been proven successfully with gold-standard customer such as Daimler

Customer Satisfaction



From complex large enterprise projects to SMB levels, the tool is game changer with complete automation & no-code approach.

Boost Revenues



We believe in partner-to-partner is the right path to success, and helping our partners to drive more revenue is one of our key strategies

Expert Support



With more than 10 years in the industry, especially with D365 CE, we commit to provide expert support to our partners. This differentiates us from all the current DevOps tools on the markets

SUGGESTED NEXT STEPS

- Send over Kupp & KDDM Deck
- Technical Walk-through
- Product Trial

THANK YOU!