



Envision what your future in automotive looks like

Our experts are here to help you solve key challenges such as:

- Activating digital selling
- Enabling always-on service
- Account + Contact Management
- Key Account Management
- Request for Proposal Process (APQP)
- Quote to Order Process
- Pipeline-Management based on Quantity Scenarios
- Buying Center
- Interdisciplinary Teams Management

Drive the future.

The automotive supplier industry is transforming, and this is being driven through the OEM's who are increasingly eating away at your margins. The Automotive Suppliers are increasingly challenged to optimize and streamline processes to increase revenue and or adapt to new markets.

In this new reality, how do you envision the future state of your organization? Build your transformation strategy with Microsoft Catalyst, a proven and powerful approach to innovation.

Let's ideate together

As part of Catalyst, meet with our experts and run an envisioning workshop, where we can ideate together using design led thinking concepts and jointly define how to enable the digital transformation of your organization.

This one-day briefing starts with a review of your business objectives, followed by mutual discovery and visualization of solutions, ending with a clear, actionable picture of how we can help you reach your business goals.

How ORBIS can help

ORBIS AG has been supporting Automotive Suppliers for the past 35 years, our team of highly qualified Specialist have an in-depth knowledge of the Automotive Industry. Let us, help you reduce the Cycle time, increase transparency of your processes. Let us ENVISION you with our Interdisciplinary team's management strategy.



ORBIS AUTOMOTIVE ONE

Dynamics 365 for Customer Engagement

What is Microsoft Catalyst?

Build, plan, and execute business transformation strategies with a proven, innovative approach from Microsoft Catalyst—an envisioning and planning program that employs Microsoft Dynamics 365, the Microsoft Power Platform, and the Microsoft Cloud. Your business transformation starts with an I.D.E.A.

Start by finding the transformation strategy that's right for you. Define and prioritize your strategy using development activities, then foster ideation and drive decision making with an envisioning workshop.



Inspire

Imagine a future state solution for your business

➤ Envisioning Workshop



Design

Discover what's possible by aligning technology investments to business goals

➤ Business Value & Solution Assessment



Empower

Empower others in your organization to see the value

➤ Solution Demonstration



Achieve

Achieve business outcomes and improved customer experiences

➤ Transformation Plan

For more information visit: <https://dynamics.microsoft.com/en-us/microsoft-catalyst/>

ORBIS AUTOMOTIVE ONE

Dynamics 365 for Customer Engagement

Based on Microsoft Dynamics 365, AutomotiveONE supports specific information and communication requirements in the area of internal and customer-oriented processes for manufacturers and OEMs as well as tier-1 to tier-N suppliers. On the basis of a central account and contact management, users receive the best possible support in their personal fields of responsibility and daily activities.

Request for proposal & quotation process
Central project management
Product lifecycle management

Costing & pricing
Sales controlling
Document management

Product management
Product data management
Buying center management

Get Started

Request an envisioning workshop today!

For more information visit us at: www.orbis.de

https://www.orbis.de/fileadmin/dateien/de/downloads/MS_CRM/ORBIS_AutomotiveONE_en_web.pdf

