



# Envision what your future in manufacturing looks like

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

- Account + Contact Management
- Key Account Management
- Customer Value Scoring & Segmentation
- Visit Planning & Visit
- Process Management
- Lead to Opportunity Process
- Quote to Order Process
- Sales Process Management
- Dealer + Partner Management
- Organization & Territory Management
- Social Engagement
- Analytics: Social Analytics; Sales & Account Planning

## Manufacturing a better future.

Manufacturing is rapidly transforming from production to product-as-a-service which is creating a need for more efficient responses, sustainable supply chains, responsible and compliant practices, and a growing skills gap in workers. This is pushing manufacturers to create new business models and rethink the entire manufacturing value chain.

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 the Manufacturers' for the past 35 years, our team of highly qualified Specialists have an in-depth knowledge of the Manufacturing Industry. Let us help you reduce the Sales Cycle time, increase transparency of your processes. Let us ENVISION your management strategy.



**ORBIS MANUFACTURING 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 MANUFACTURINGONE

Dynamics 365 for Customer Engagement

The CRM industry solution ORBIS ManufacturingONE is ideally adapted to the specific requirements of companies in the mechanical engineering, electronics and high-tech industries, as well as in the production and service-oriented industries. ORBIS ManufacturingONE offers industry-specific functionality for the efficient handling of your business processes in marketing, sales and service.

# Get Started

Request an envisioning workshop today!

For more information visit us at: [www.orbis.de](http://www.orbis.de)

<https://www.orbis.de/en/microsoft-by-orbis/industry-expertise/discreet-manufacturing.html>

