PA GROUP USA

PA GROUP
LEADING BUSINESS INNOVATION

PA GROUP USA

Software and Professional Services Offerings

ERP

D365 Finance and Operations
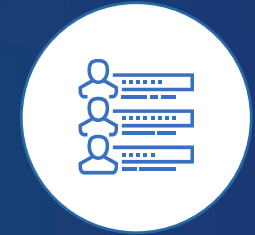D365 Business Central
D365 Industry ISVs

MES

JUST Monitoring
JUST Planning
JUST PLM
JUST Quality Control

CRM

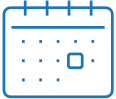Dynamics 365 Sales
Dynamics Customer Service
Dynamics Marketing

IT Services

Implementations
Upgrades
Office 365 Migrations
Azure Services Managed
IT Services

Gruppo PA
Milan, Italy

Microsoft Gold Partner

1998
YEAR OF ESTABLISHMENT

14
OFFICES WORLDWIDE

7
COMPANIES

700+
EMPLOYEES

$80 million
IN REVENUE (2018)

4
INDUSTRY VERTICALS

Manufacturing

Distribution

Industry Solutions

Retail

Why choose **Microsoft Dynamics 365**

Microsoft is making huge investments in **Digital Transformation**

Flexible **scalable platform**

$15 billion in annual **R&D investment**

Developed with **Industry in mind**

Richer, pre-packaged out-of-the-box **analytical capabilities** (PowerBI, AI, machine learning)

Repeatedly proven, **lower TCO**

Increased productivity - leverage your investment in Microsoft technology

Robust partner ecosystem

Microsoft Dynamics 365 Business Central

Office 365

Project Service Automation

Business Central

Cortana Intelligence

Power BI

Azure IoT

Sales

PowerApps

Microsoft Flow

Common Data Service

Talent

Retail

Marketing*

Customer Service

Field Service

AppSource

*Brought to you by Adobe Marketing Cloud

The Last ERP Upgrade!

All customers on the latest product version

Customer value

Eliminates costly upgrades

Stay current with consistency & predictability

Reduce risks and increase compliance

Drive efficiency, productivity, and innovate with the latest capabilities

Backwards compatible

ONE version

How

Microsoft managed continuous updates

1,000+ extension points

Default monthly | pause up to 3 months

Opt-in model to enable new features

Ring-based validations and release

Predictable   **Continuous**

One destination to extend the capabilities of Dynamics 365 with functionality-specific applications

Partner Differentiation

D365 Business Central for Manufacturing
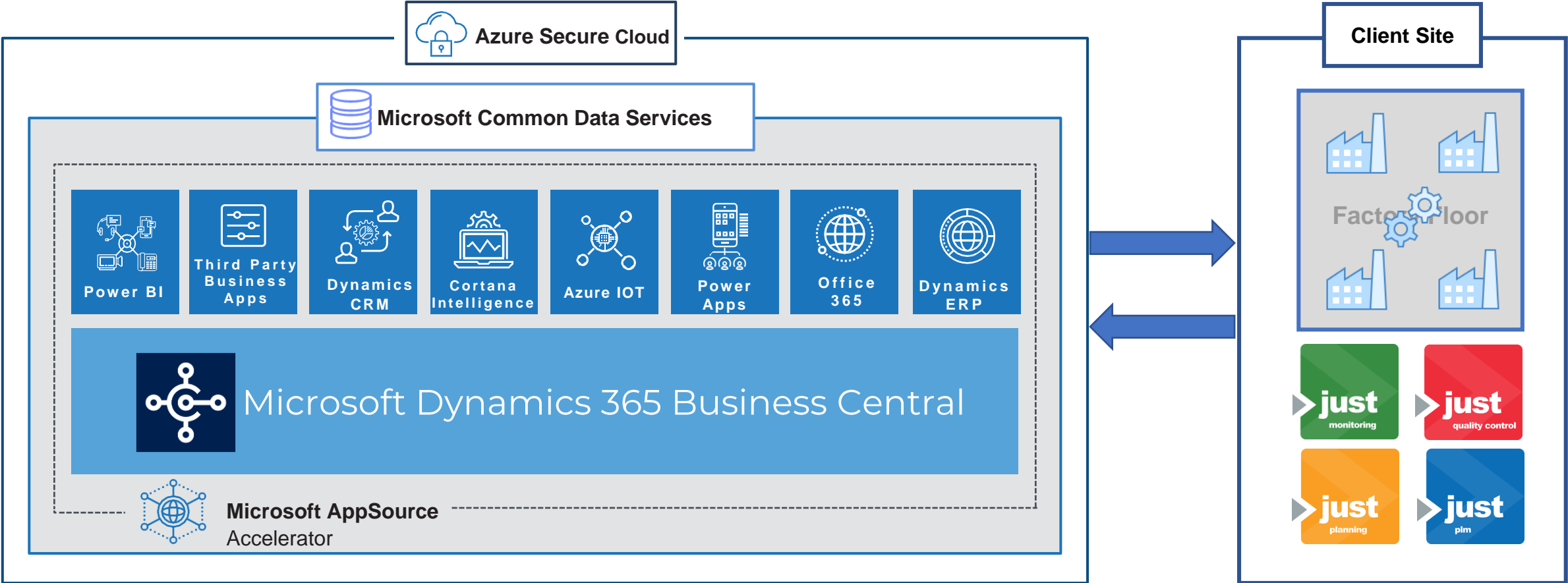
JUST MES
Manufacturing Execution System (MES)
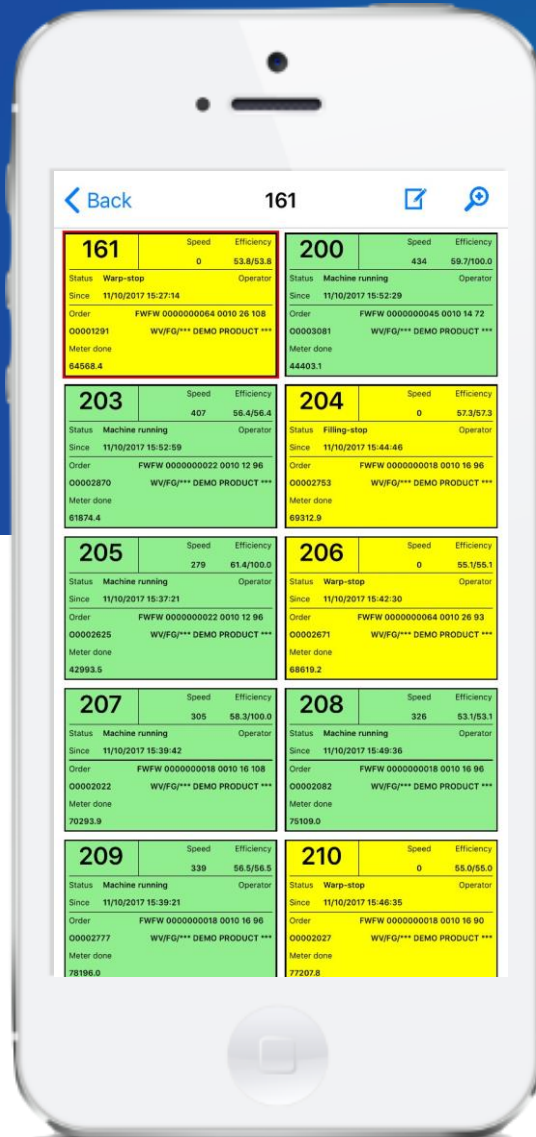
✓ Real-Time Shop Floor Visibility

✓ Two Way Communication With Microsoft Dynamics 365

just monitoring

just planning

just plm

just quality control

Visibility **Productivity** **Efficiency** **Accountability**

JUST
MES

Intelligent Shop Floor Operations

Optimize Manufacturing at the Machine Level

Advanced Line

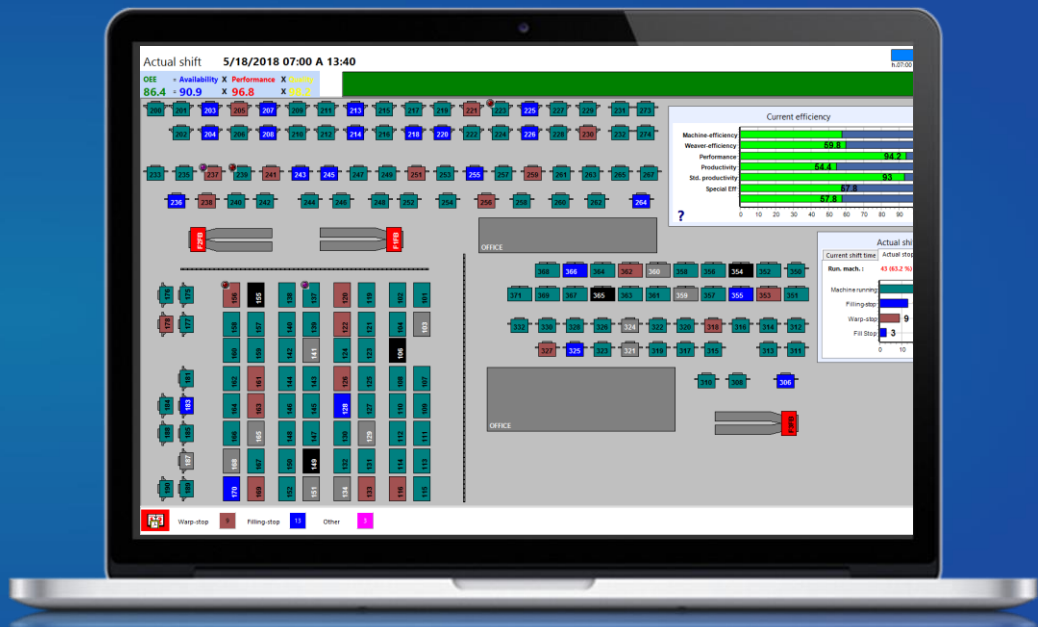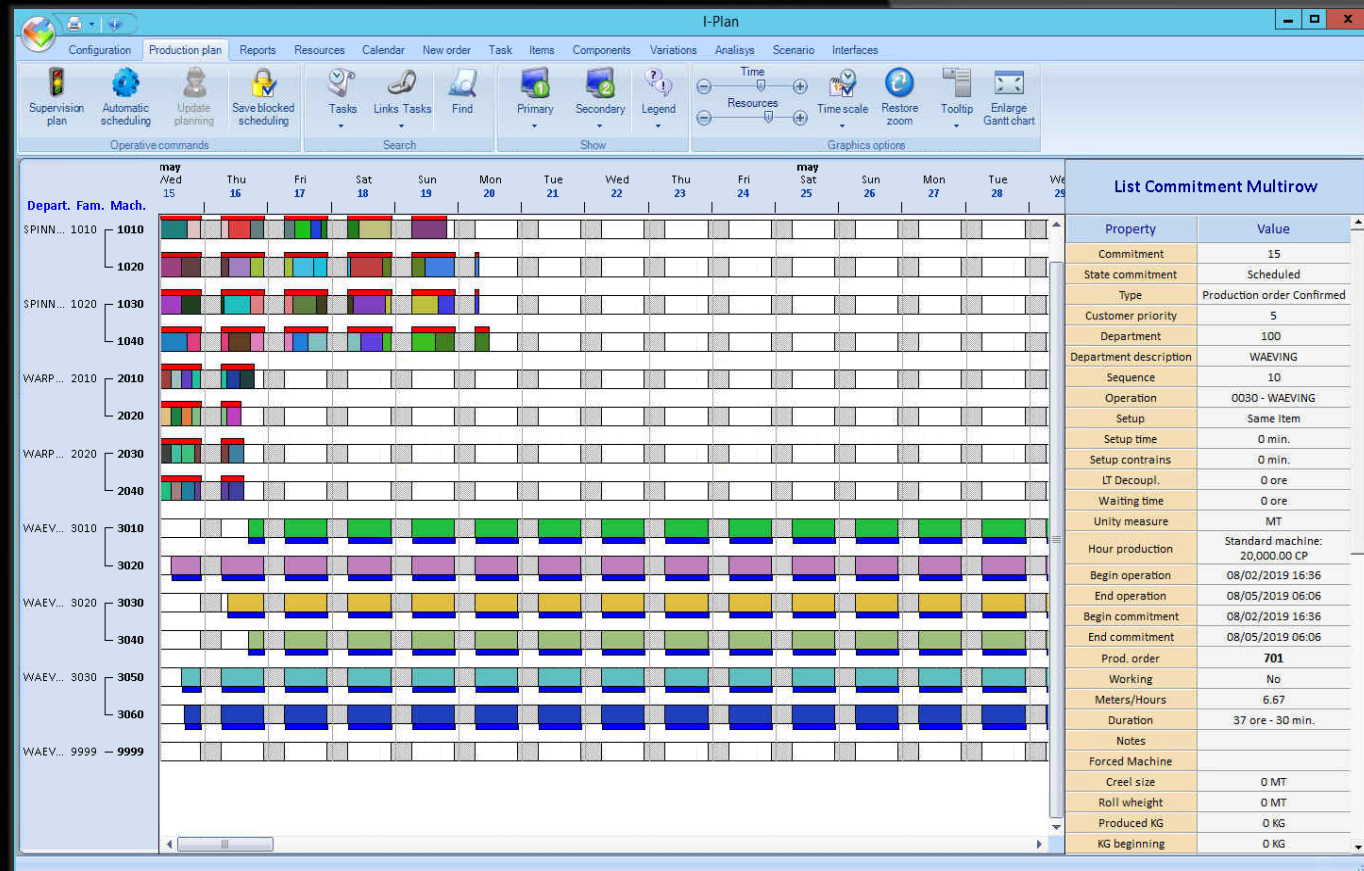# Project Implementation

Project Management

• Project Plan, Weekly Status Reports, Issue Log, Change Request Log, Budget tracking, Steering Committee

Diagnostic	Analysis	Design	Development	Deployment	Operation

Diagnostic
- Proposal
- Contract
- Scope
- SOW

Analysis
- Project Kick-off
- Project Plan
- Communication & Risk Management Plan
- Requirements Document

Design
- Test Environment
- Design Documents
- Customization Specifications
- Technical Specifications

Development
- Completed Customizations
- Integration Plan
- Data Migration Plan

Deployment
- Training Plan
- UAT
- Go Live Checklist
- Production Environment

Operation
- System Operations Documentation
- Project Closure Report
- Post Go Live Support Agreement