



KONICA MINOLTA

# INTRODUCTION



> **Konica Minolta IT Solutions Czech a.s.**'s customers are unique and that is why they deserve a unique approach and exceptional agents of this approach.

In 2015 Konica Minolta IT Solutions Czech has become part of Konica Minolta group, it gained access not only to new markets but also to the newest technologies, development tools and also to modern methods to implement software solutions.

We have long figured among the TOP 60 global companies and the TOP 3 Microsoft Dynamics solution providers in Central and Eastern Europe.

Being a GOLD Enterprise Resource Planning Partner, we belong to the group of Microsoft Dynamics partners with the highest competence in ERP domain. In the field of CRM we comply with the requirements on a SILVER Relationship Management Partner.

Konica Minolta IT Solutions Czech gained the Master VAR status (Value Added Reseller) for the Czech Republic and Slovakia. Due to this new business model Konica Minolta IT Solutions Czech will be able to distribute basic and professional Microsoft Dynamics solutions branded as Konica Minolta IT Solutions Czech Dynamics Network in its own distribution channel. Outstanding Microsoft Dynamics solutions will be then available even for midmarket and small business companies with all the high quality of functionality, services and support retained.

Konica Minolta IT Solutions Czech newly established training centre called **Education Point** offering trainings and education programs focused to Microsoft technologies. Capacity of the centre enable to train as much as 9500 people annually.

Konica Minolta IT Solutions Czech delivers business information systems on the Microsoft Dynamics 365 platform (AX, NAV and CRM). They implement Business Intelligence solution providing interactive visualization of results. They develop their own solution and deliver software that is tailor made to specific needs of customers.

**Konica Minolta IT Solutions Czech provides a wide range of solutions focused on Microsoft platform customization. Our values include segment approach, dynamic expansion and total customer satisfaction:**

- Implementation of ERP systems based on Microsoft Dynamics NAV and AX.
- Customer Relationship Management systems (CRM).
- Additional applications:
  - Manager Information Systems (MIS)
  - Document Management Systems (DMS)
  - Salary and Human Resources
  - And other System Integration
- Development of customized solutions on Microsoft .NET platform.
- Development of customized solutions on Microsoft SharePoint platform.

**Konica Minolta IT Solutions Czech develops unique vertical solutions with a strong penetration on the market:**

- Automotive – producers and suppliers
- Chemistry
- Development and Investment companies
- Distribution
- Engineering and machinery industry
- Financial Groups
- Health care and hospitals
- Machinery
- Public administration and local authorities
- Retail including POS solutions
- Utility

## Konica Minolta IT Solution Czech Partnerships

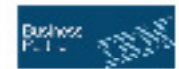
We are the leading partner of Microsoft Czech Republic for Microsoft Dynamics.



UMAX – business solution for integrated utilities. We are an Exclusive Partner of the company Itineris for integrated utilities in the Czech and Slovak Republics.



We are an IBM Business Partner for the domain of IBM servers. We could help you in securing the funding of your projects.



We are an Atos certified partner for the Automotive Supplier extension of Microsoft Dynamics AX for supplies of industry-specific solutions to manufacturing companies in the automotive sector.



We are a DynamicsPact Partner. DynamicsPact ensures your Microsoft DynamicsPact member will ensure quality and maximise your return on investment.



## Konica Minolta IT Solution Czech Awards



We confirmed our achievements of past years and we are again awarded by Microsoft Dynamics President's Club membership and even in 2016 we are still members of the most prestigious group of Microsoft Dynamics partners.



We are the winners of the prestigious Microsoft Awards 2016 for the best IT project of the year in the category "Solution for automation, integration and business processes management" with the project "The strategic projects in the CPI Property Group are run by Microsoft Dynamics AX".



In the area of implementing Microsoft Dynamics ERP (Microsoft Dynamics AX and NAV) we meet the criteria of the top Microsoft Gold ERP category. We have reached the Microsoft Gold competency for Cloud Platform.



We have reached the Microsoft Silver competency for Cloud Customer Relationship Management, Small and Midmarket Cloud Solutions, Collaboration and Content, Data Platform and Data Analytics.



Konica Minolta IT Solutions Czech has defended its position as a significant Microsoft Dynamics partner, and in 2014 it was not only included in the prestigious international Microsoft President's Club, but was also recognised among the best partners worldwide and received the Inner Circle award.



In 2014 Konica Minolta IT Solutions Czech Company becomes again one of three Microsoft partners who reached the award „Reseller of the Year Finalist“ for Central and Eastern Europe.



We confirmed our achievements of past years and we are again awarded by Microsoft Dynamics President's Club membership and even in 2013 we are still members of the most prestigious group of Microsoft Dynamics partners.



We were awarded the Microsoft Awards 2013 prize in the category of Microsoft Dynamics CRM for our project "The ORCO PROPERTY GROUP use Microsoft Dynamics CRM solution" which obtained the prize for the best and most significant in the category in this year.



We were awarded the Microsoft Awards 2012 prize in the category of Microsoft Dynamics ERP for our project "The BOCHEMIE Group in Central and Eastern Europe and its use of Microsoft Dynamics AX" which obtained the prize for the best and most significant solution in the category in this year.



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You will be convinced by our **RESULTS**