X + XPLUS

INDUSTRY CLOUD FOR CONSTRUCTION WITH DYNAMICS 365

History

2022/2023
INNERCIRCLE
for Microsoft Business Applications
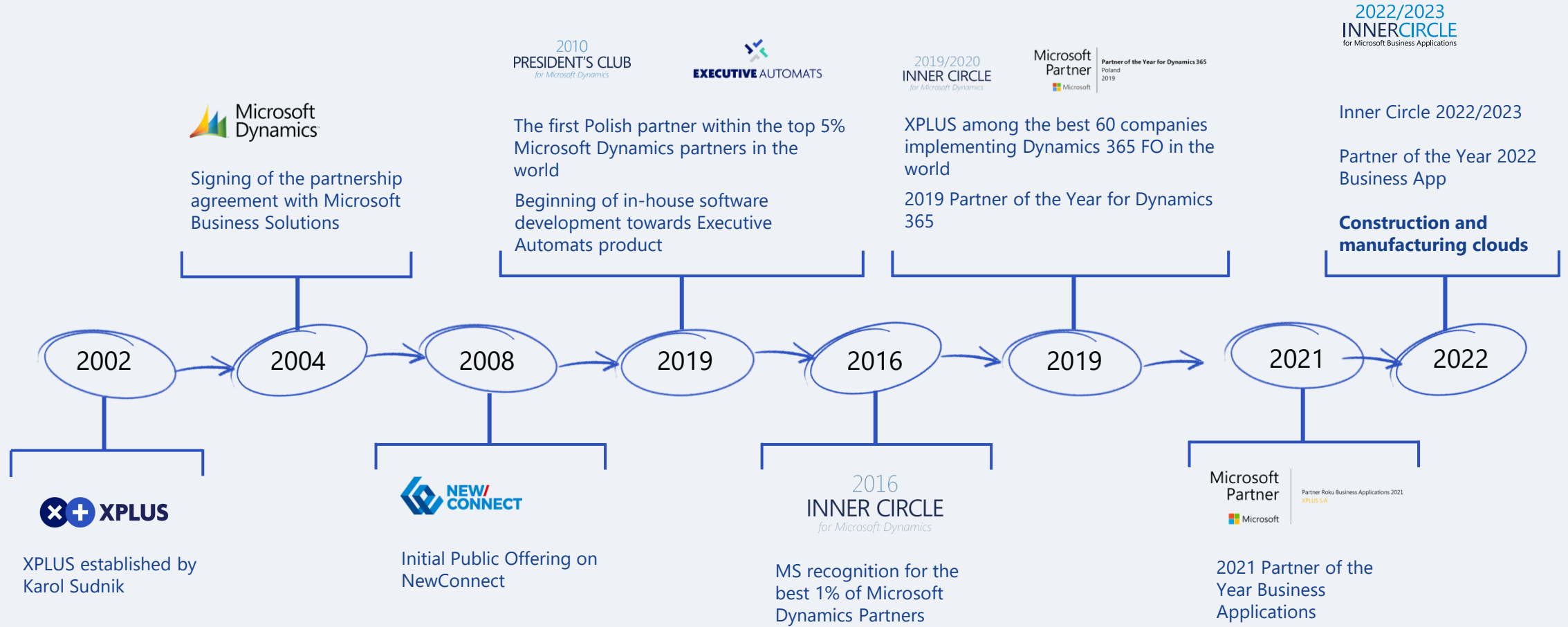
2010
PRESIDENT'S CLUB
for Microsoft Dynamics

EXECUTIVE AUTOMATS

2019/2020
INNER CIRCLE
for Microsoft Dynamics

Microsoft Partner | Partner of the Year for Dynamics 365
Poland 2019
Microsoft

Microsoft Dynamics

Inner Circle 2022/2023

Partner of the Year 2022
Business App

Construction and manufacturing clouds

The first Polish partner within the top 5% Microsoft Dynamics partners in the world

Beginning of in-house software development towards Executive Automats product

XPLUS among the best 60 companies implementing Dynamics 365 FO in the world

2019 Partner of the Year for Dynamics 365

Signing of the partnership agreement with Microsoft Business Solutions

2002 → **2004** → **2008** → **2019** → **2016** → **2019** → **2021** → **2022**

XPLUS

NEW/CONNECT

2016
INNER CIRCLE
for Microsoft Dynamics

Microsoft Partner | Partner Roku Business Applications 2021
XPLUS S.A.
Microsoft

XPLUS established by Karol Sudnik

Initial Public Offering on NewConnect

MS recognition for the best 1% of Microsoft Dynamics Partners

2021 Partner of the Year Business Applications

XPLUS

Facts and figures

21 years on the market

Construction and manufacturing industry

5000+ supported users

Implementation in over 30 countries

200+ Clients all over the world

Among the top 1% Microsoft partners around the world
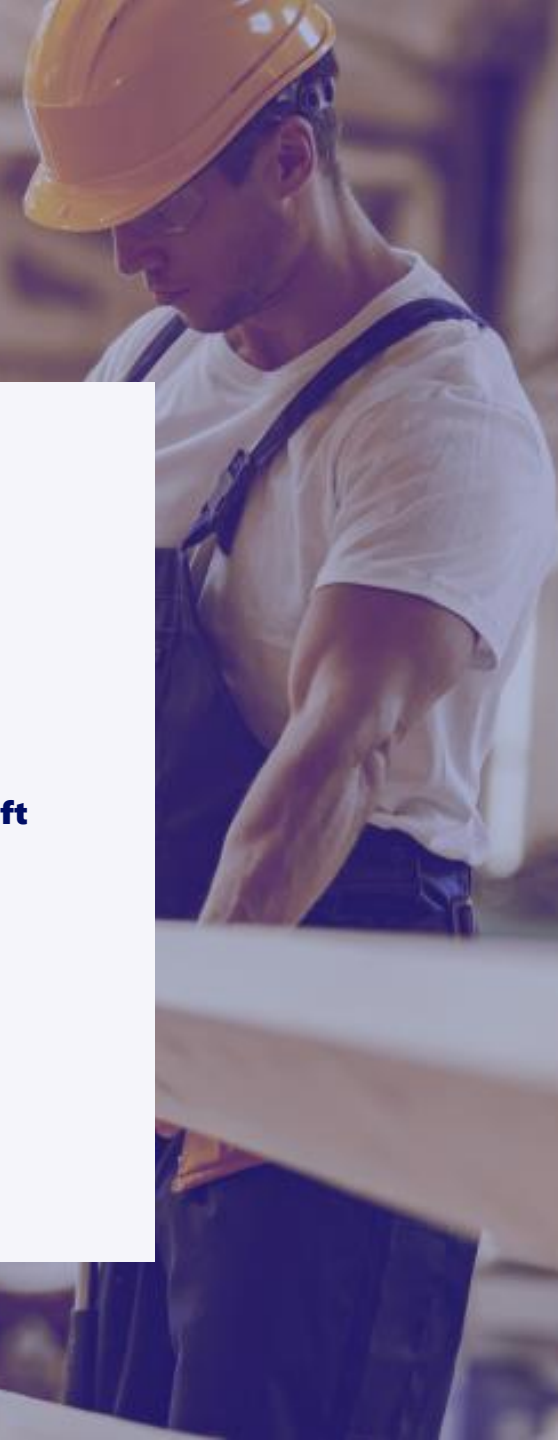
Over 100 000 working hours for our Clients

Listed on NewConnect since 2008

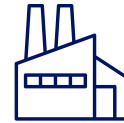200+ qualified workers and co-workers

Vertical solutions

CONSTRUCTION

- Project Management And Budgeting

- Purchase Agreements and Acceptance Protocols Management

- Quantity Survey Agreements

- Sales Agreements and Acceptance Protocols Management Quantity Survey Agreements
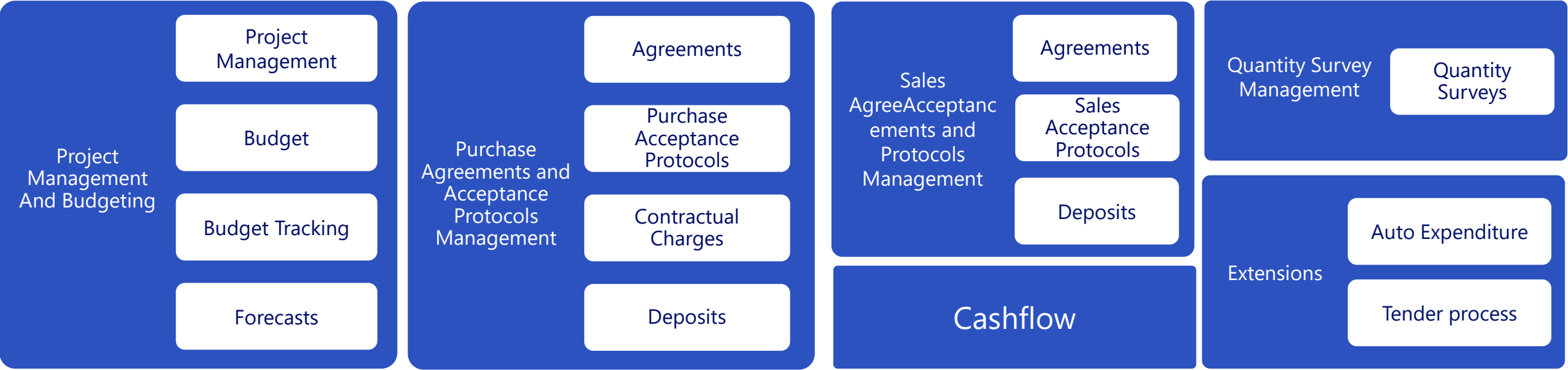
- Cashflow

- Extensions

MANUFACTURING

- Project Management And Budgeting

- Purchase Agreements and Acceptance Protocols Management

- Cashflow

- Extensions

XPLUS

What are construction industry challenges?

- Scattered information about ongoing projects and their budgets

- Lack of margin control on an ongoing basis

- Analysis of construction sites and the ability to compare them

- Control of the settlement process with subcontractors

- Lack of control over the process of guarantee deposits

- Paper approval processes for budget documents, budget revisions, purchase orders, contracts, etc.

- Cashflow

- Management information sourced and periodically merged from multiple systems

- Lack of a central, electronic contract storage location

- Circulation of invoices on construction sites

- Settlement with the investor

- Management cost control

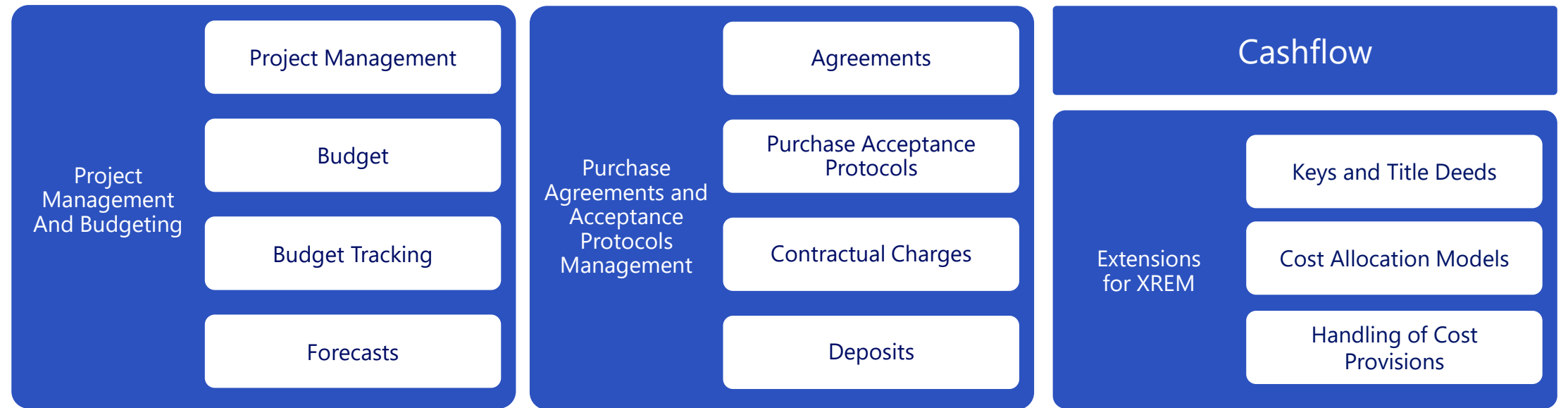- Precision in cost calculations

- Inventory overruns

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Industry cloud for Construction on Dynamics 365

Industry Cloud XCM embedded in D365 for Construction
[end-to-end solution]

Project Management And Budgeting
- Project Management
- Budget
- Budget Tracking
- Forecasts

Purchase Agreements and Acceptance Protocols Management
- Agreements
- Purchase Acceptance Protocols
- Contractual Charges
- Deposits

Sales AgreeAcceptancements and Protocols Management
- Agreements
- Sales Acceptance Protocols
- Deposits

Cashflow

Quantity Survey Management
- Quantity Surveys

Extensions
- Auto Expenditure
- Tender process

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Industry cloud for Construction on Dynamics 365

Industry cloud XREM embedded in D365 for Real Estate
[end-to-end solution]

Project Management And Budgeting		Purchase Agreements and Acceptance Protocols Management		Cashflow	
	Project Management		Agreements		
	Budget		Purchase Acceptance Protocols	Extensions for XREM	Keys and Title Deeds
	Budget Tracking		Contractual Charges		Cost Allocation Models
	Forecasts		Deposits		Handling of Cost Provisions

XPLUS

How XPLUS deals with it?

- Central hub for maintaining projects and their budgets

- Project billing view (plan vs. execution) with current margin

- Power BI

- Material and financial protocols as a basis for accepting purchase invoices from subcontractors

- Full support of the process of guarantee deposits along with their refunds

- Electronic document approval workflows

- Integrated management information

- Central register of contracts, addendums, agreements, and assignments

- Electronic workflow on the Power Platform

- Managerial cashflow

- Settlement protocols with the investor based on throughputs

- Dedicated projects and cost allocation mechanisms for projects

- Plan vs. execution updated automatically from ongoing transactions

- Warehouses per project and current information about the value of the warehouse

XPLUS

Construction industry experience

Construction and development brands

SKANSKA · VINCI · JLL · DAN-WOOD HOUSE · MOTA-ENGIL · DORACO · PBG ERIGO DEWELOPER · warbud WARTO BUDOWAĆ · PGNiG | GAZOPROJEKT · ROBYG the Art of Building · INTOP WARSZAWA · EURO STYL GRUPA DOM DEVELOPMENT · DOM CONSTRUCTION · Morska Stocznia Remontowa GRYFIA · UNIBEP · GRUPA ZUE · DOM DEVELOPMENT · POLENERGIA · MVGM · ECHO investment

XPLUS

Experience

Another global brands

suez environnement · Pallas FOODS · EURONEXT · brakes · eneris ochrona środowiska

ecco · SCANIA · ITP Aero · CCC SHOES & BAGS · X-KOM

DANONE · Aflofarm · AVON Cosmetics Polska · TIKKURILA · JSW SA

Carletti · TAURON POLSKA ENERGIA · UNIVERSAL FIBERS · synthos chemical innovations · Brunswick

Gatta · GRYFIA · dSPACE · JLL · BURY TECHNOLOGIES

MELON FASHION GROUP · Weco-Travel · Reader's Digest · TOPSIL · SCHÜCO

XPLUS

Microsoft

"We are able to check any aspect of the business at any time. Budgeting and monitoring the implementation of projects has become easier."

Tomasz Chudzik
Chief Information Officer, Dom Development

aka.ms/DomDevelopment_PL

XPLUS

Case Study

Dom Development cares about customer satisfaction with the support of the management system in the cloud.

Microsoft · XPLUS · DOM DEVELOPMENT

1 **The purpose**
- The leader of the development market in Poland needed a new ERP system to standardize and automate their processes

2 **Solution**
- Implementation of Dynamics 365 Finance and Operations in the cloud
- XCM:
  - Project management and budgeting
  - Purchase agreements and acceptance protocols management
  - Sales agreements and acceptance protocols management
  - Quality survey management
  - Cashflow
- Integration of CRM Dynamics 365 Sales and Marketing with D365 FO

3 **Results**
- Easy budgeting and monitoring of project execution
- Faster document workflow
- Accessible and fast reporting

Client
Dom Development

Country
Poland

Business size
Average (50 - 999 employees)

Partner
XPLUS

Products and services
Dynamics 365 Finance
Dynamics 365 Supply Chain Management
Dynamics 365 Sales
Dynamics 365 Marketing
Power BI
Project Online

aka.ms/DomDevelopment_PL

Support & maintenance services

KEY BENEFITS:

Insurance-like contract:
Unlimited number of service and incident requests

Defined and **guaranteed SLA** from XPLUS

Sanctioned by with Premier Support Agreement:
Defined and guaranteed **SLA from Microsoft**

Dedicated team for Service Project incl. Architects

Dedicated tools and a fully flexible support model
developed during the **Knowledge Transfer** cooperation

Errors and Omissions insurance
(E&O) up to USD **1,000,000.00**

SERVICE CATALOG

- Service Desk with 24/7 support availability
- One Version policy compliance support
- Version control and release management
- Bug Fixing
- Changes and modifications implementation
- Consulting, training sessions, workshops
- Performance audit
- Scaling up of IT infrastructure
- System configuration audit
- User access management
- Installing application and database components
- Administration of application and database components
- Compatibility audit of dedicated software with Microsoft standard software

XPLUS

Our products

DEDICATED SOLUTIONS

Solutions dedicated to all Clients and Dynamics AX/365 applications

4 main solutions

6 additional minor or regional solutions

Officially available on AppSource

Microsoft certified

Complementary and proprietary

EXECUTIVE AUTOMATS

Remarkably increases the efficiency of D365 test automation projects and allows you to prepare for Dynamics 365 One Version updates.
www.ExecutiveAutomats.com

AUTOMATED BOOST

Executive Automats white-label solution created with www.Epista.com and dedicated to Life Science regulated companies. Introduced in Q1, 2020.
www.AutomatedBoost.com

EXECUTIVE EXPLORER

Automated business process discovery platform. Automatically creates Dynamics 365 application "usage heatmaps" based on real users' behavior.

EXECUTIVE AUTOMATS SECURITY SETUP

Creates precise "process-based security" model in Dynamics 365 FO. Roles, Duties, and Privileges perfectly matched with real user needs. Everything fast and without coding.