

Revolutionise the Way you Access your Microsoft Dynamics AX/365 Data Using Atlas

Webinar



Winner
Microsoft Partner
2017 Partner of the Year
Enterprise Resource Planning (ERP)
Award

2017/2018
INNER CIRCLE
for Microsoft Dynamics



WELCOME & INTRODUCTIONS – SAGGLOBAL

SAGlobal – Overview

100,000

Well over 100,000 Microsoft Dynamics AX users supported worldwide

100

100% focused on Microsoft Dynamics

76

The number of countries we've done implementation in

Implementation experience in over 76 countries.

Delivered through our 500 employees spread across 6 continents, 18 countries and 25 offices.

27

27 years of experience in ERP and Business Financial Software

25

25 offices across 18 countries globally

14

Average number of years of ERP implementation experience of our consultants

7

1 of 7 'Microsoft vetted ISV Development Center'

6

Represented in six out of seven continents (Antarctica is the final frontier)

1

The Winner of the Global Microsoft ERP Partner of the Year



SAGlobal - Agile, Capable and Committed



Agile

- Deliver rapid value and business results
- Pragmatic approach based on:
 - Proven methodologies
 - Best practices
 - Real-world experience
- We adapt our approach to what works best for you

Capable

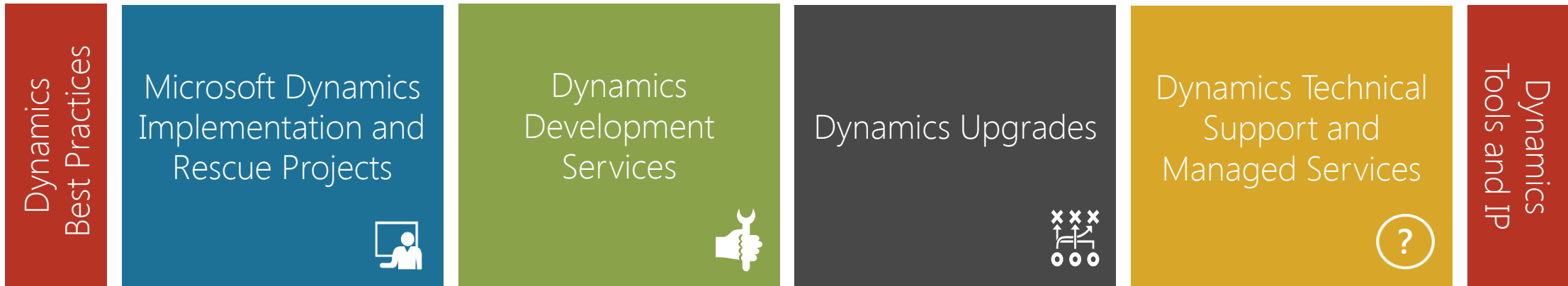
- A consulting company run by consultants
- Most experienced Microsoft Dynamics team
- 500+ team members average
 - 22 years professional experience
 - 14 years ERP experience
 - 12 years Dynamics experience
- Deep expertise in Global, Professional Services, Non-Profit, and Manufacturing sectors

Committed

- To meeting your business needs, project timescales and budget
- To building a long-term trusted advisor partnership
- Financially independent, so we can make the right long-term decisions for our customers

SAGlobal – What Do We Do?

Microsoft Dynamics Global Centers of Excellence



- End-to-end service offerings for Microsoft Dynamics ERP and CRM
- Extensive experience with new implementations
- Extensive experience with takeover (rescue and escalation) projects
- Dedicated in-house Technical Support and Managed Services teams
- Large development centers catering to large scale development projects
- Experts in upgrading across Dynamics versions and to the cloud

Awards & Recognition

- SAGlobal's Microsoft Dynamics Practice has been recognized for providing outstanding service and leadership for over a decade
 - Largest Dynamics Practice worldwide - 500+ team members
 - Global ERP Partner of the Year in 2017
 - Country Partner of the Year – multiple times across various countries
 - Professional Services Industry Partner of the Year – 2012 to 2015, finalist 2016
 - President's Club at a country level 7 times Top 5% of Partners
 - Inner Circle at a Global level twice – Top 1% of Partners
 - Gold Partner for ERP, Cloud Services, Application Development

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Microsoft Partner
2013 Partner of the Year **Winner**

2012
INNER CIRCLE
for Microsoft Dynamics

W I N N E R
Microsoft Dynamics
Service Industries Partner
2012 - 2015

Microsoft Partner of the Year
2016 Finalist
Microsoft Dynamics Industry Award

2010
PRESIDENT'S CLUB
for Microsoft Dynamics

2011
PRESIDENT'S CLUB
for Microsoft Dynamics

2012
PRESIDENT'S CLUB
for Microsoft Dynamics

2013
PRESIDENT'S CLUB
for Microsoft Dynamics

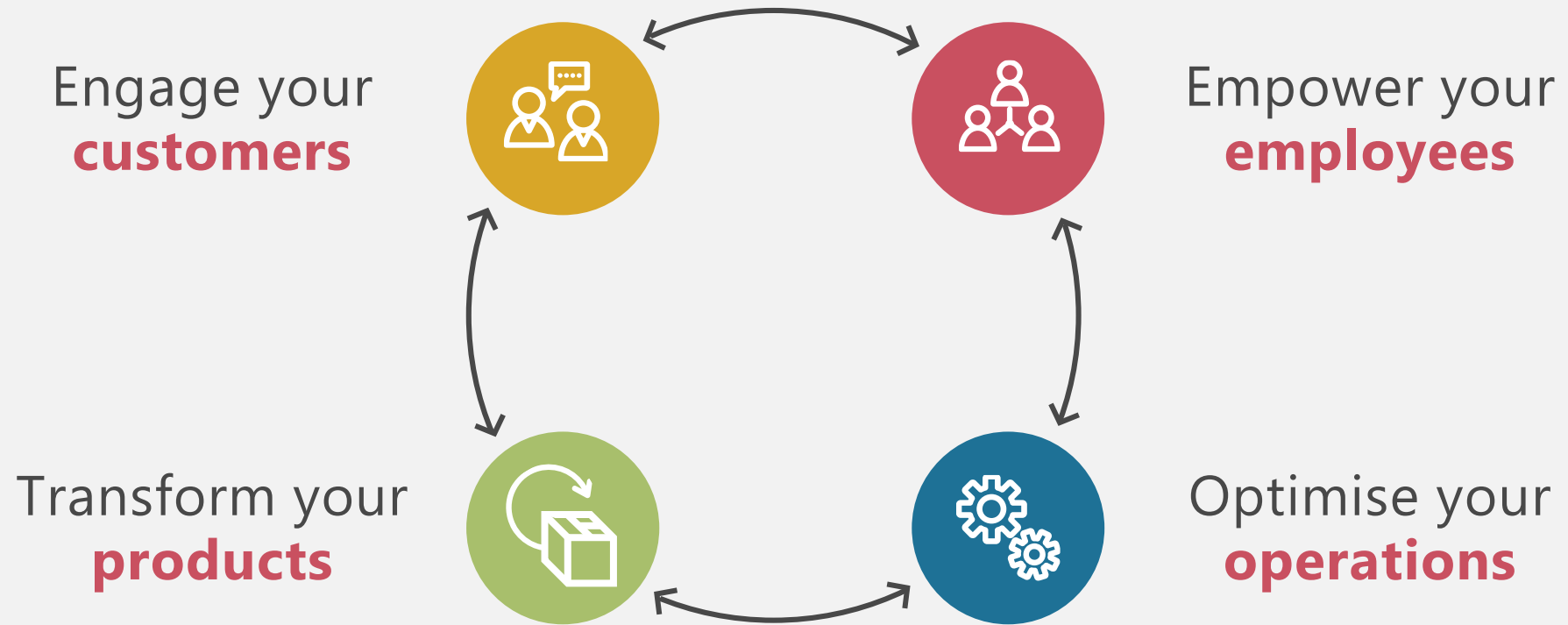
2014
PRESIDENT'S CLUB
for Microsoft Dynamics

2015
PRESIDENT'S CLUB
for Microsoft Dynamics

What makes Microsoft different

MICROSOFT'S VISION

Digital Transformation



Finding new ways to adopt through innovations new markets and customer value network

Microsoft Dynamics 365 Digital transformation

Microsoft Dynamics 365



CUSTOMER CASE STORY – KUONI

 **South Africa**

It all starts with a conversation

INDIVIDUAL HOLIDAYS TAILOR-MADE BY EXPERTS >

We believe the best advice comes from personal experience, from someone who knows the destination inside out because they've travelled there themselves.



Solution

- AX 2009 + Atlas + exFlow integrated in AX
- Complete global system platform integrated with multiple transaction systems-booking systems integrated through BizTalk interfaces
- AX Rollout: Sweden, Norway, Denmark, Holland, UK
- AX Users- 50
- SAGlobal Reference Customer

Highlights

- Complex integration with multiple booking systems
- Custom developed 100% travel industry fit invoice and payment management
- Complex integration with Biztalk interfaces, document management system, exFlow used around their operations
- Atlas reporting used for finance report consolidations
- High transaction volumes and banking integration
- Extremely High Technical complexity
- Provided full end to end support- Level 1,2 and 3
- Fully hosted on cloud SaasPlaza

Company

Kuoni is a leading premium global travel and destination management services company. Kuoni aims to be a trusted partner for people all over the world - for holidays, and as a business partner for providers and resellers of destination services.

12000 employees
60 Countries
5 continents

Industry: Leisure, Travel & Tourism

www.kuoni.co.uk/

GLOBAL SOFTWARE - ATLAS DEMO

Global Software Quick Facts

- Founded in 1973, with worldwide corporate headquarters in Research Triangle Region of North Carolina
- North American Sales and Support Offices in NYC and Seattle
- EMEA Headquarters in London, UK
- APAC Headquarters in Perth, Australia
- No. 1 provider of Microsoft® Excel-based automation solutions
- 5,000+ supported customers in 120+ countries



START
IN
EXCEL

STAY
IN
EXCEL



Demonstration

KUONI – ATLAS REPORTING EXPERIENCE

Kuoni – Process Prior to Atlas

- Reporting and Analytics process:
 - Standard Financial reporting and bespoke development for static reports
- Time spent on manual report creating:
 - Repetitive manual work
 - Periodic printing and manual distributing reports

Kuoni – Process After Atlas

- Changes in Kuoni processes post Atlas implementation:
 - Free format formula based reporting
 - Secure customised Excel reports inheriting the core AX Finance security settings protecting unauthorised data extraction from users
 - Specific report per cost center (Marketing, IT, ...), filter all transaction per cost center and link with the cost center budget against it
- Enabling report generation from different KUONI Finance entities within AX in combination with data pulled in from internal travel booking systems
- Change for the user
 - Link to filters within Excel gives complete flexibility to the report
 - Users to drill down on balances and customise without having to look into different systems

Atlas Benefits

- Ease of use, reduced need for specific AX or IT knowledge
- No additional software or bespoke code programming needed
- Automation in timely reporting based on single source of AX live and real time data
- Savings through optimisation
- Insights into the organisation - Trustful information and proactive reporting and simulations

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Q&A