



# Microsoft Services



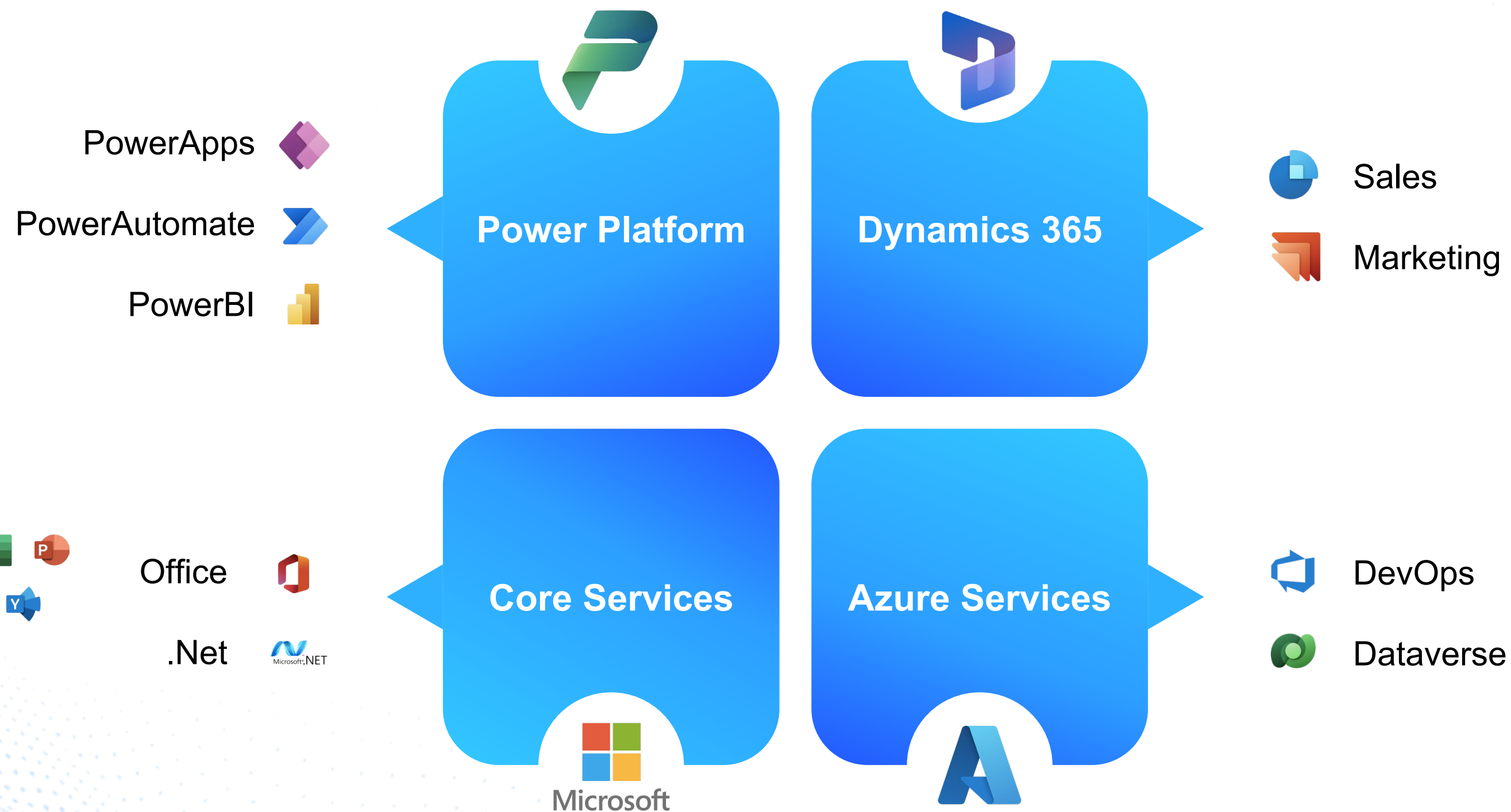




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# 1 Microsoft Competency





## 2 Case – Pharma publishers

- e Global pharmaceutical publishing company headquartered in Germany
- e Full process implementation of Dynamics 365 Sales for 100+ users
- e Customer and Opportunity Data load from disparate sources
- e Custom-developed features for Orders and Contract Management
- e Power BI platform for visualisations and reports
- e Cloud adoption of Dynamics 365 and Dataverse
- e Adherence to strict IT and Data Security rules in compliance to GDPR
- e Website visitor data monitoring through Azure Data Store
- e Master Data Management through Kafka and Stibo
- e Implementation of PowerApps and PowerAutomate solutions
- e Teams Chat and Telephony integration
- e Periodic semi-automated product master loads from ERP



# 3 Case – Manpower providers

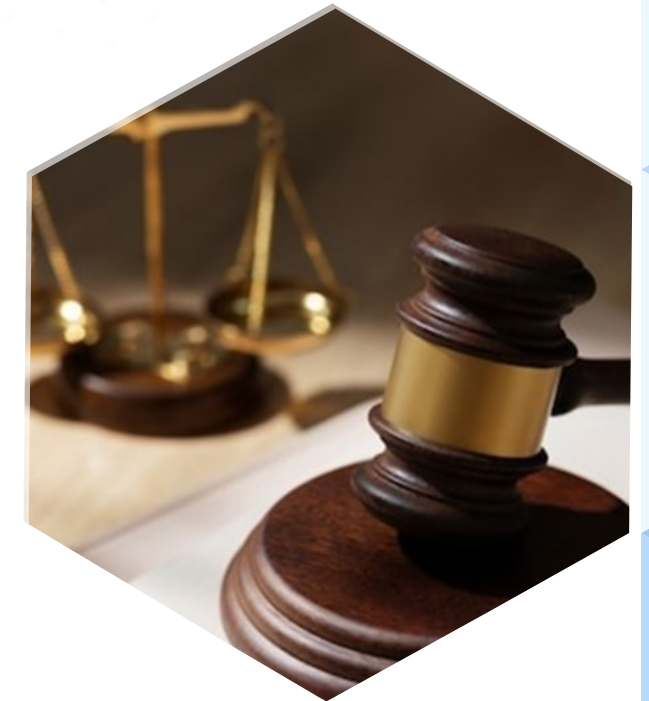
- e High-end business and IT consultancy headquartered in Denmark
- e Implementation of business process with MS CRM 2011 for 150+ users
- e Migration of existing data from Oracle DB to SQL Server
- e Silent migration without affecting daily business operations
- e Non-stop automated process of data migration in 2 cycles each of 48 hours
- e Our CRM Implementation is recognized by Microsoft as one of the largest volumes of data in Germany in 2011 [approx. 6.5 GB of data to CRM and SharePoint]
- e Power BI reports to cover KPIs
- e Tracking of performance reporting of Sales and Delivery teams using MS Power BI
- e Refreshed implementation of Dynamics 365 and SharePoint on Azure
- e Implemented the “Jobs Hub” to integrate different European region-specific job portals
- e Implemented email processing in Dynamics 365 with job application tracking and forwarding to recruiters



# 4

## Case – Legal service providers

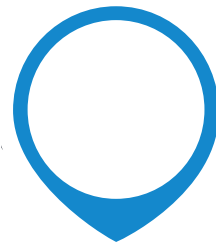
- e Global law firm with practice across sectors in more than 40 countries to deliver legal advice
- e Using a vertical solution on Dynamics 365 for legal practice
- e German subsidiary of eQ has been engaged by the law firm
- e Primary goal is to refine Microsoft Power BI reports
- e Implemented changes in Main KPI dashboards using Microsoft Power BI
- e This covers important dashboards of their business including risk dashboards





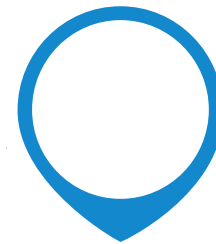
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