

# Delight Customers and Manage Finances with Microsoft Dynamics 365 and Microsoft Cloud

ACL Digital's Microsoft Practice consists of trained, certified technology and business consultants, practitioners and SMEs. We help organizations accelerate their innovation, migration and modernization journey by leveraging our deep domain expertise blended with Microsoft's future ready enterprise-grade offerings. The partnership enables us to co-invest in the industry domain services focused on Data, Analytics, Security, Dynamics 365 (SCM, F&O, Business Central, CRM) and Digital Customer Experiences.

## What We Offer



Finance 365



Supply Chain 365



Highly Scalable Analytics



Platform Agnostic



Integrated Cloud



AI-driven Forecasting

## Microsoft Dynamics COE

MS Dynamics Center of Excellence (COE) at ACL Digital caters to the digital transformation needs of both large and mid-size organizations by providing solutions on MS Dynamics 365 F&O, MS Dynamics Business Central (Navision), MS Dynamics 365 CRM, MS Dynamics 365 Marketing, and MS Dynamics 365 Sales. These solutions help enterprises:

- Spot trends, anticipate demand, gain insights about customers, improve operational processes
- Boost productivity, improve customer insights, enable anywhere, anytime work across all devices
- Integrate business applications, data, documents, and devices—with one unified user experience, greater control over finances & operations
- Be more flexible, lower total cost of ownership, enable security



## E2E Service Offerings

- Consulting & Advisory – Cloud Readiness & Assessment
- Industrial Best Practices, CXO Advisory
- Program & Project Management
- Preconfigured frameworks and Templated Solution
- Integration & Data Migration
- Modernization, Implementation, Customization & Rollouts
- System Reengineering & Upgrades
- Deployment and Managed Services
- Organizational Change Management

## Dynamics Focus 365 F&O

The new digital age demands technology solutions and platforms that can address enterprise mandates like agility, innovation and efficiency. Starting from Sales, Procurement, Warehousing, and Forecasting to Integration, Financials can be deployed to any business using our templated Focus 365 Fast Track Implementation.

ACL Digital leverages Dynamics Focus 365 Framework to offer Agile-based customizable implementation workflows specially designed to deliver quicker deployments with significant cost savings. Some of the key highlights of the Focus 365 framework include:

- Best practices, Phase wise approach and sprints to achieve milestones that enable speedy Dynamics 365 cloud transformations
- Predictive data models, low code capability workflows
- More than 50K man hours of experience to deliver solutions catering to global enterprise
- Knowledge Management-Templates, Checklists, Process Aids, Guidelines to ensure Quality and Efficiency at each step
- ACL Digital-Microsoft 360-degree partnership involves Consultancy & Advisory with Microsoft experts on execution plan and executive cadence
- Forecast using Azure Machine learning provides more accurate results

## Why Should You Consider Moving to Cloud (Dynamics Focus 365 in A Box)

### A Cost-efficient Driver of Innovation

- Engages customer stakeholders (from the CXO level to end users) for the smooth transition to D365 across all phases of implementation
- Closely works with customer stakeholders to understand requirements, pain areas following best practices like predefined questionnaires, brainstorming sessions
- Has inbuilt workflows to understand client's business needs and pain points. Focus 365 enables ACL to handover fully functional solution, including rich reporting/insights capability, future enabled technology and better user experience
- Has agile-based delivery sprints which enables clients to derive early and painless adoption of D365 modules
- Improves efficiency and reduces TCO via our global delivery model-a framework for distributed project management and multi-location engagement teams

### Seamless Data Migration & Management

- Allows import/export of data without writing code, real time integration with other applications like Office integration, Mobile and asynchronous integration through scheduled jobs
- Easy and secure movement and sharing of data across apps, thus increasing the productivity and streamlining business process workflows
- Data engineering and integration platforms leveraging home grown Power BI, Analytics

### Packaged SCM Capabilities

- Inventory, Master Planning, Warehouse, Transportation, Production, Procurement, Project Accounting, HCM, Retail, etc.

## MS Dynamics Practice

- Strong ACL Digital-Microsoft Alliance with Geo-based mapping for Service Delivery
- 10+ Years of Mature Practice
- 100+ Technical & Functional Consultants
- 25+ Completed Engagements

### D365 Finance

- General Ledger
- Accounts Receivable
- Accounts Payable
- Cash & Bank
- Fixed Assets
- Budgeting
- Financial Consolidation

### D365 Supply chain

- Warehouse Management
- Customer Order Fulfillment
- Inventory Management
- Master Planning
- Cost Accounting & Management
- Procurement & Sourcing
- Production Control
- Sales and Marketing
- Vendor Collaboration
- Transportation Management
- Quality Control

## MS Dynamics 365 F&O Value Proposition

Our Dynamics 365 solution offerings connect Sales and purchasing processes with logistics, production, and warehouse management to provide visibility and management throughout the supply chain with integrated data security.

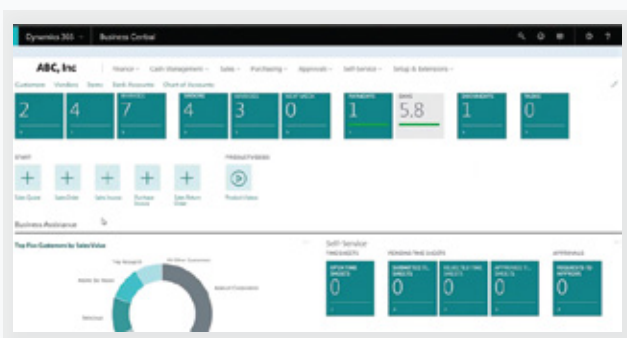
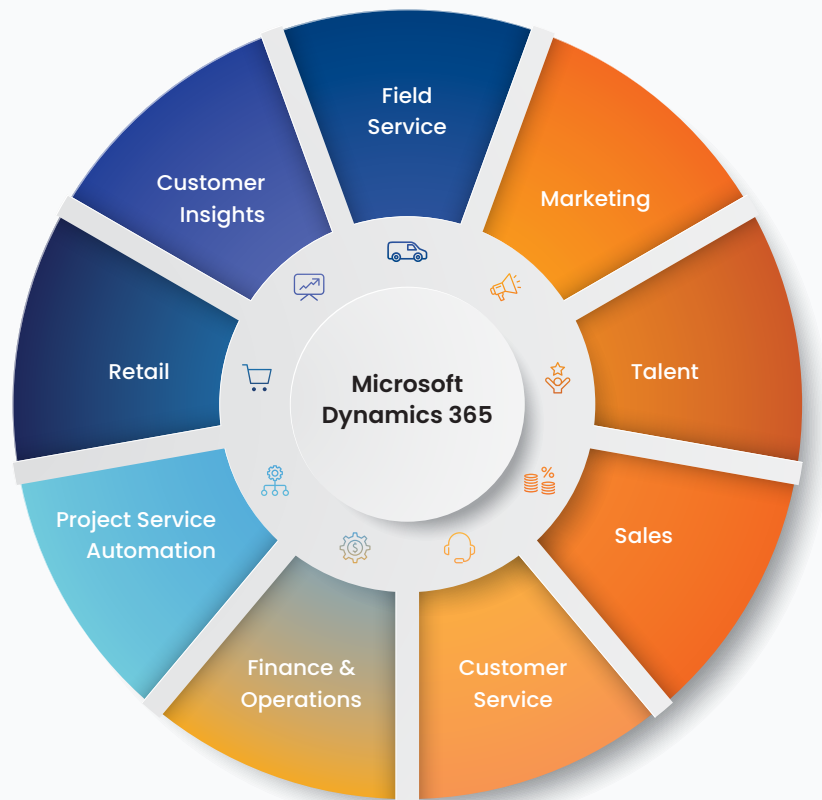
The synchronized Operations and Finance provides the real time data-driven reports for quicker decisions with intuitive role-based workspace, intelligent budgeting, forecasting, and holistic financial reporting and analytics.

- Based on the dynamic master plan and delivery date forecasting, calculate available-to-promise (ATP) and capable-to-promise (CTP) across multiple sites
- Real time visibility into inventory using inventory dimensions, cycle counting and replenishment strategies
- Advanced inbound algorithms using multiple warehouse zones
- Trade Agreements with Vendor, Broker and Royalty contract management, Vendor rebate
- Complex Warehouse operations - Inbound and Outbound, label printing and label routing
- Demand Forecasting that improves the accuracy of forecasts, product availability and minimizes inventory costs
- Execute multiple production strategies, including configure-to-order, assemble-to-order, make-to-stock, and make-to-order. Use both push and pull production control mechanisms
- Anytime, anywhere access from any device ensuring productivity and confidentiality of user data
- Seamless Data Migration approach between Legacy and target systems

## Predictive Intelligence for the Consumer Products Business with Accelerated Digital Transformation

ACL Digital helped a leading manufacturer and distributor of essential consumer packaged goods in the US to meet the growing market demands by accelerating digital transformation with Microsoft Dynamics 365. As part of the engagement ACL offered the following solutions:

- Client was unsure of which ERP to implement as they had big growth plans. ACL Digital conducted a detailed study to analyse and compare multiple ERP platforms with the business goals captured
- Part of the digital transformation agenda was to bring better visibility into the real time intelligence, one click reporting on multiple devices, improve customer engagement and enhance digital experience, seamless operations and financial reporting, efficient forecasting for all product segments, enable rapid future business expansion, and seamless integration
- Built to take full advantage of the capabilities in Power BI, Office 365, Microsoft Azure and Cortana Intelligence with Dynamics 365 scale on demand to deal with bigger business challenges



## Why ACL Digital




ACL Digital accelerates business growth, enhances productivity through innovative, on-demand, personalized experiences designed for a mobile, Cloud & AI-first world. Our approach includes assessing your existing IT environment using discovery-led approach to recommend "Revive – Reinvent" strategy that focuses on reviving existing enterprise applications/platforms, business processes, workflows while reinventing newer capabilities such as Platform Rationalization, Optimum Migration, Cloud Readiness Assessment along with Workload assessment & timelines. We help companies design the "best experience moments" and craft the "next big innovation". Our strategic partnership with industry pioneers like Microsoft, SAP, NetSuite, AWS, Google, and Oracle has played a key role in making us a mature and trustworthy IT partner who understands the value of business process automation. We have domain and technology expertise in the Manufacturing, Retail, Healthcare & Life Sciences, Travel, Logistics, Hospitality, Education, and High-Tech Industries.

With our Headquarters in Santa Clara and presence across 40+ locations in the US, our customer base extends across multiple geographies viz., Middle East, APAC, Europe and the US.



ACL Digital is a design-led Digital Experience, Product Innovation, Engineering and Enterprise IT offerings leader. From strategy, to design, implementation and management we help accelerate innovation and transform businesses. ACL Digital is a part of ALTEN group, a leader in technology consulting and engineering services.

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