Get **ahead of your competitors** with **Dynamics 365**

A cloud suite that combines ERP + CRM, with everything that a company may need for its management

There is no turning back. **Digital transformation** is mandatory for all organizations, regardless of their sector and market segment. The issue is to wait to see it implemented in our competition or to get ahead of it by taking advantage of the opportunities of the new ways of doing business it provides. Organizations taking the initiative first, have greater opportunities to be the market **leaders of tomorrow**.
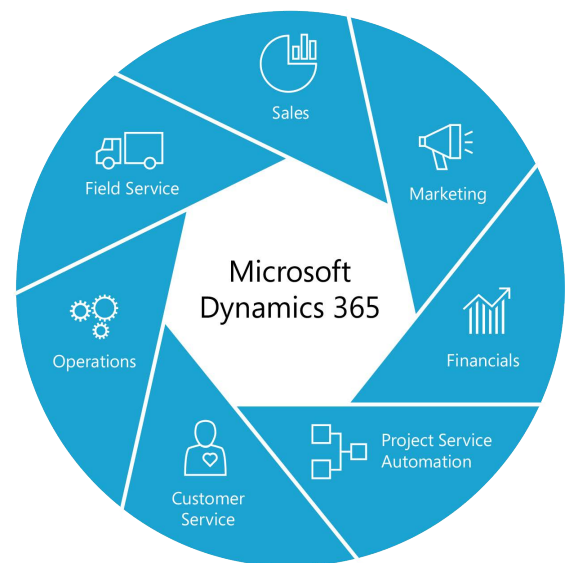
New technologies are the support of digital transformation, with tools that support multichannel contact with clients, partners and suppliers, optimising the entire value channel being more productive and efficient or with new services or business models. Dynamics 365 is Microsoft's next generation of smart business applications.

What is Microsoft Dynamics 365

Microsoft Dynamics 365 is the new generation of cloud-based business applications that combine traditional **ERP** and **CRM** functionality with modern Business Intelligence features, integration with **Office 365**, and optional applications to meet specific business and industry requirements. A broad set of pieces to support your business needs today and adapt to your future needs.

A complete set of solutions

Before Dynamics 365, Microsoft offered its **Microsoft Dynamics ERP and CRM solutions** as standalone solutions that could be integrated if necessary. With Dynamics 365 we offer a full range of cloud solutions that can be used as modules, tailored to the needs of each company.

Microsoft Dynamics 365

Sales · Marketing · Financials · Project Service Automation · Customer Service · Operations · Field Service

Dynamics 365 Applications

- Sales
- Marketing
- Projects
- Operations (ERP)
- Field Service
- Customer Service
- Finance (ERP)
- Power Apps

Integration with Office

Dynamics 365 integrates seamlessly with Office 365, connecting structured data from business applications to unstructured day-to-day tasks, improving communication and productivity. **Using Excel without leaving the ERP** or CRM or **accessing order or product data from Outlook** or simply creating automatic offers in Word are some examples of the facilities offered thanks to the Office integration.

Common data model

Dynamics 365 has an important new feature: the common data model (CDM), a **common entity database that allows applications to exchange information without the need for additional integrations** or developments.

Extend your solution with the AppSource

The functions of Dynamics 365 can be extended with applications for specific needs. In the "*AppSource*", the Dynamics 365 applications Marketplace, complementary applications can be obtained to extend **your global solution**. You can start using the solution on a small scale, paying only for what is needed, and add new functions as needed.

Microsoft Flow & Power Apps

Cloud Dynamics 365 Apps are available and can be used - online or offline. The Enterprise edition allows you to use innovative tools such as PowerApps, which allows users to **develop their own Apps** very simply from Dynamics 365 data.
Microsoft Flow allows you to **automate workflows** between different applications.

Customised licensing

Dynamics 365 is available in two editions: **Business & Enterprise**; the Business Edition is designed for SMEs with up to 250 employees, and has Financial, Sales and Marketing functionality. The Enterprise Edition has the same applications and it also includes Operations (ERP) and applications for Service Projects, Customer Service and Field Service.

Dynamics 365 Advantages

- ERP & CRM Microsoft Dynamics proven solutions
- Full integration of all platform solutions, through a common data model
- Access to Office & Power BI from contextual ERP & CRM menus
- Predictive analysis and machine learning with Cortana
- Secure technology with Cloud Microsoft Azure
- Fast implementation, software & services always updated
- Complementary solutions Marketplace (AppStore) from Microsoft Partners
  - Multiple options of licensing, pay only for what you use
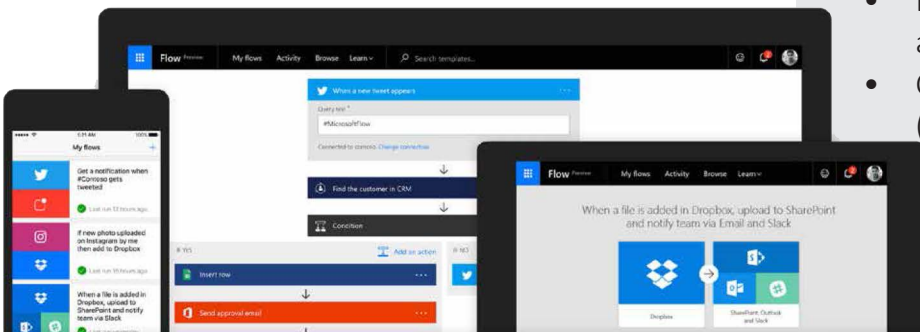
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