



IntegrYS Partnership Process...

Bringing People, Processes and Technology Together



Our approach

From our initial contact, IntegrYS aim to develop a close and long term relationship with our customers. Following initial meetings and discussions, during which we gain a clearer understanding of our customers' objectives and associated business initiatives, a Microsoft Dynamics AX overview demonstration is organised. This is not specific to any particular area of functionality - the purpose of this overview is to demonstrate Microsoft Dynamics AX's ease of use, flexibility and overall general capabilities.

Following the overview demonstration, IntegrYS will have prepared a customer specific demonstration based on a typical business process as discussed with our customer. For example, this could be the process from an initial estimate being produced, converted to a confirmed order and then processed through to production, manufactured, despatched, invoiced and paid. During this process various enquiries, reports and options will also be demonstrated.

Using sample data such as our customers' product details, this demonstration provides an excellent snapshot of Dynamics AX's capabilities to cater for our customer's requirements as standard.

Typically, at this stage, our customers will be very positive about Dynamics AX in terms of the ease of use and flexibility. Based on our knowledge of the requirements discussed to date, IntegrYS will prepare budgetary indicative costs in terms of the Microsoft Dynamics AX Software Licence and the associated Professional Services for training, implementation support and project management.

Initial Contact and Introduction

- Identify Key System Requirements and Business Initiatives
- Microsoft Dynamics AX System Overview & Demonstration
- Provide Budgetary Indicative Costs
- 99+ Evaluation Workshop Process
- Provision of Proposal
- Customer Acceptance
- Project Planning
- Setup of Training Environment
- Focussed Training Sessions
- Onsite Implementation Support
- Go Live - Phased Project Implementation
- Regular Project Progress Reviews

99+ Evaluation Workshop Process

For the majority of our customers, Microsoft Dynamics AX should be able to cater for over 99% of their requirements AS STANDARD. In order to ensure Microsoft Dynamics AX is an excellent solution for our customers' requirements, IntegrYS firmly recommend that our customers form a Project Team to further evaluate the STANDARD features and functionality during a series of Evaluation Workshops. This team will typically consist of key personnel from each business division or department. Their role will be to verify that Microsoft Dynamics AX is a good fit for their department, together with gaining a clear understanding of the potential benefits that a modern fully integrated system would have when implemented across the

business as a whole.

These Evaluation Workshops are based on logical areas of the business and the associated functionality of Microsoft Dynamics AX. Based on customer specific requirements, these workshops include:

- Sales & Purchase Order Processing
- Stock Control
- Job Costing
- Project Management
- Production Control
- Service Management
- Financials

This is an extremely vital stage for our customers to invest their time. Based on our previous experience and the in depth business and application knowledge of our consultants, Integrys are able to add significant value to the workshops.

Prior to each workshop, a framework agenda is issued which will be tailored depending on individual customers' requirements. The following points summarise some of the key benefits of the Evaluation Workshop Process:

- Customers can see their own business processes on a modern system
- Users can contribute to system selection and therefore feel involved
- Users are made aware of the facilities of a modern fully integrated Windows system
- Experiences from our previous Microsoft Dynamics AX implementations can be shared
- Users spend time with experienced consultants and develop their knowledge
- Workshops stimulate new ideas and many current practices disappear
- Simple solutions to specific requirements can be formulated and agreed
- Workshops minimise or eliminate the need for bespoke development
- The customer project team gains confidence in the solution and is committed and enthusiastic
- Overall scope, system usage and achievable benefits will be well defined
- Realistic project timescales and milestones can be identified
- Investing the time now eliminates assumptions and surprises in the future

For an information pack and to find out more about how other companies have benefited from our Partnership Process, please contact info@integrys.co.uk

To learn more about Integrys Solutions, contact our Marketing department marketing@integrys.co.uk or call us on ++44 (0) 141 578 2240 to arrange a FREE CD with case studies, product demonstrations and details of how **Microsoft Dynamics AX** will fit you business needs. We look forward to hearing from you.



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