



Brochure

aec360
— by sa.global —

aec360 overview

What is **aec360**?

The aec360 business management platform is the Architecture, Engineering, and Construction (AEC) industry's broadest business application suite. Purpose-built for AEC firms, it offers industry-specific applications that span the entire value chain – helping your firm find and win more work, efficiently deliver and account for your work, and hire and retain the best possible talent. Built on the industry-leading Microsoft Dynamics 365 cloud platform, aec360 leverages your other Microsoft investments such as Office 365, Power BI, and LinkedIn to drive productivity, collaboration, and real-time insights across your firm.

What can you do with **aec360**?

- Find new ways to win business and successfully deliver complex client projects
- Attract and hire the right talent pool to support the operation and execution of projects
- Drive productivity, collaboration, and real-time insights across your business

What does **aec360** offer?

- A comprehensive and integrated solution with a set of business development, marketing, project management, accounting, recruitment, and talent management capabilities – all to give you a 360-degree view of your clients, projects, finances, and people
- A native Microsoft cloud service that takes advantage of the best Microsoft has to offer including advanced analytics, artificial intelligence, and collaboration technologies

What makes **aec360** unique?

A single platform

- aec360 brings together systems and functions across your firm's value chain – from marketing and business development, to project management, accounting, and talent management
- It offers a unified platform underpinned by a single database
- You get a comprehensive set of business intelligence and reporting capabilities to facilitate your end-to-end business processes

The best of Microsoft

- aec360 benefits from Microsoft's unmatched investments in annual R&D
- It provides all the benefits of the Microsoft platform, including a familiar Microsoft user experience and powerful integration across Microsoft Office, LinkedIn, and the Power Platform.

Modern

- aec360 is the AEC industry's most modern business management platform built as a native cloud service on the Microsoft Azure platform
- It takes advantage of Microsoft's unmatched security, privacy, and compliance portfolio
- It is designed to leverage Microsoft's leading-edge advanced analytics, artificial intelligence, and collaboration technologies

Expertise

- sa.global is the leading provider of Microsoft Dynamics 365 solutions to AEC firms and other professional services organizations
- We have 25+ years of experience working with professional services organizations

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engage



Relationship Management:

Client and contact management, Automated data harvesting, Relationship scoring



Business Development:

Lead tracking, Pipeline management, Go/No-go automation, Pursuit budgets; Job setup forms



Marketing:

eMarketing, Events and campaigns, Document assembly, SF330s and govt forms, Employee experience



optimize

Project Management & Operations



Project & Contract setup



Budget management



Consultants & subcontractors



Purchasing & Requisition



Field Service



Manage Progress

Financials



Manage cash and bank operations



Manage accounts receivable and collections



Process accounts payable and expense



Perform planning and budgeting



Perform general accounting and reporting



empower



Hire to retire



Manage recruitment



Manage compensation and benefits



Manage performance



Manage leave and absence

Workspaces

Insightful analytics

Microsoft Power BI

 Office 365

 Microsoft Dynamics 365

 Microsoft Azure

Our solutions

aec360 engage, optimize, empower



aec360 engage

Marketing, Business Development, Experience Management, and Relationship Intelligence

The AEC industry is rooted in relationships; hence your firm's relationships and experience must be up front and center. Ensuring that your firm makes wise business development investment decisions, builds proposals that highlight the best possible experience and qualifications, and effectively leverages your network of relationships are critical aspects of winning new business. Your CRM system, therefore, needs to be an integral part of your firm's success.

aec360 engage provides a comprehensive cloud-based marketing, business development, experience management, and relationship intelligence solution – all built natively within Microsoft's industry-leading Dynamics 365 CRM application.

What it can do:

- Provide complete pursuit management, go/no-go decision support, and a full experience management library
- Offer an innovative passive data collection strategy that reduces the need for sellers/doers to enter information into a CRM system
- Maintain a 360-degree view of your clients, contacts, relationships, pursuits, experience, and growth initiatives

aec360 optimize

Project Management, Project Accounting, Financial Management, and Operations

As an AEC firm, you need to effectively manage the complete lifecycle of your projects, optimize the use of your employee and subcontractor resources, efficiently manage back office accounting processes, and provide real-time visibility of important project and financial data to key stakeholders. Having purpose-built tools that can manage these processes in an integrated fashion is, therefore, a necessity.

aec360 optimize is a purpose-built tool that can manage your business processes in an integrated fashion. Built on the industry leading Microsoft Dynamics 365 ERP platform, aec360 optimize puts projects and people at the center of your business.

What it can do:

- Manage the lifecycle of your projects – from project and contract initiation, to task and budget management, to resourcing, to time and expense management and billing
- Integrate with the aec360 engage CRM and aec360 empower Talent applications
- Optimize processes to ensure that data flows seamlessly across your firm

aec360 empower

Talent Acquisition and Human Capital Management

Optimizing talent acquisition and retention strategies is a top priority for AEC firms. Ensuring that your firm can quickly find, hire, and onboard new talent as well as continue to develop and grow its existing talent pool is critical to your firm's ability to meet its growth objectives.

Built on the next-generation Microsoft Dynamics 365 for Talent HCM suite, aec360 empower is a cloud-based HR and talent management solution that manages key scenarios for HR professionals, hiring managers, and employees.

What it can do:

- Combine comprehensive HR management capabilities, innovative recruiting and onboarding tools (including LinkedIn Recruiter integration), and embedded analytics to help your firm empower your employees
- Integrate with aec360 engage CRM and aec360 optimize ERP systems
- Ensure that data flows seamlessly across all areas of your business

Microsoft
Partner

2019 Partner of the Year Winner
Dynamics 365 for Sales Award
2019 Partner of the Year Finalist
Dynamics 365 for Talent Award
Media & Communications Award

2019/2020
INNERCIRCLE
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Let's talk

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