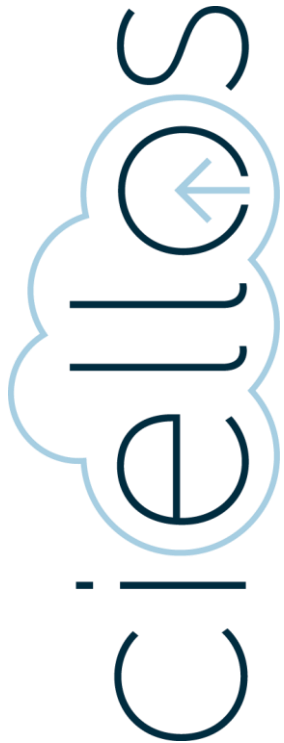




ciellos
Business Systems Consulting

Introduction – Strategic Partnering

Introductions



Strategic Partnering for Microsoft Dynamics

**Partner Centric
Solution Excellence
Passion for Quality**

**Scalable
Accelerated
Experienced**

**Teaming Approach
System Matter Experts
Everything Dynamics**

Ciellos is a proven partner centric business model supporting technical excellence, global project delivery, and repeatable methodology. Our deep experience comes from 20+ years working with Microsoft, Microsoft Partners, and Microsoft technologies specifically in Microsoft Dynamics 365, and all previous versions of Dynamics AX, NAV and CRM.

What makes us successful, is our teaming approach, application of Solution Architects to overall project governance, and a deep seeded passion for solution excellence, high quality standards, and continuous improvement.

USA | CANADA | DENMARK | UKRAINE | BELARUS



Value Proposition

Ciellos brings the knowledge and proven methods for business system change combined with deep technical experience.

We reduce risk and complexity with harmony, trust and predictability, with a proven solution oriented, repeatable and systematic approach to solving business systems requirements. Our global team balances agility and structure, with a commitment to quality and supporting our initiatives.



Our Commitment:

Provide deep experience, and assist with the organization, and success of a project, transferring knowledge, and accelerating deployment

Our Approach:

1. Leverage our System Matter Experts to provide guidance and consulting, technical services, training and support.
2. Add Scalability for individual project initiatives, integrations, upgrades, implementations, and managed support

Ciellos Model

Partner Centric

Our business model is derived from collaboration, communication and harmony, building and maintaining trustful and reliable relationships both with our customers and with our team. We take the time to learn, look for opportunities to provide additional value, and build successful collaboration models together. When there are challenges, we work together with our partners to make the best decisions, and will be there to the end of every commitment.

Solution Excellence

Effective Solutioning is vital to a project, but that does not stop with Design. Our Ciellos Methodology has Solution Architects participating throughout the project lifecycle, overall governance, and qualifying each stage of the project, including signing off on acceptance testing, and committing to customer satisfaction. See also Exhibits for Role description of the Solution Architect.

Passion for Quality

Our processes begin with education, ongoing training and mentoring, and providing continuous support to our staff to achieve the highest success. To provide the best opportunity for our dedicated quality assurance professionals, they are included and contribute to a project during the design phase applying test methodology and risk analysis, and then throughout the project developing and executing test plans, use cases, and supplying metrics and results to ensure quality.

As we commonly say... Your Success is our Success!



Ciellos Topology

Global Delivery | Local Presence

20+ Years Experience working with Microsoft

Solution Excellence | Scalable Project Teams

Averaging 10+ Years Experience working with Microsoft Dynamics

SOLUTION DEVELOPMENT | SYSTEMS MIGRATION | UPGRADES | IMPLEMENTATIONS | CONSULTING | SUPPORT

Project Resources

- Project Management
- Business Process Analysis and Modeling
- Functional and Technical Consulting
- System Matter Experts
- Development and Quality Assurance
- Performance Optimization
- System Engineers

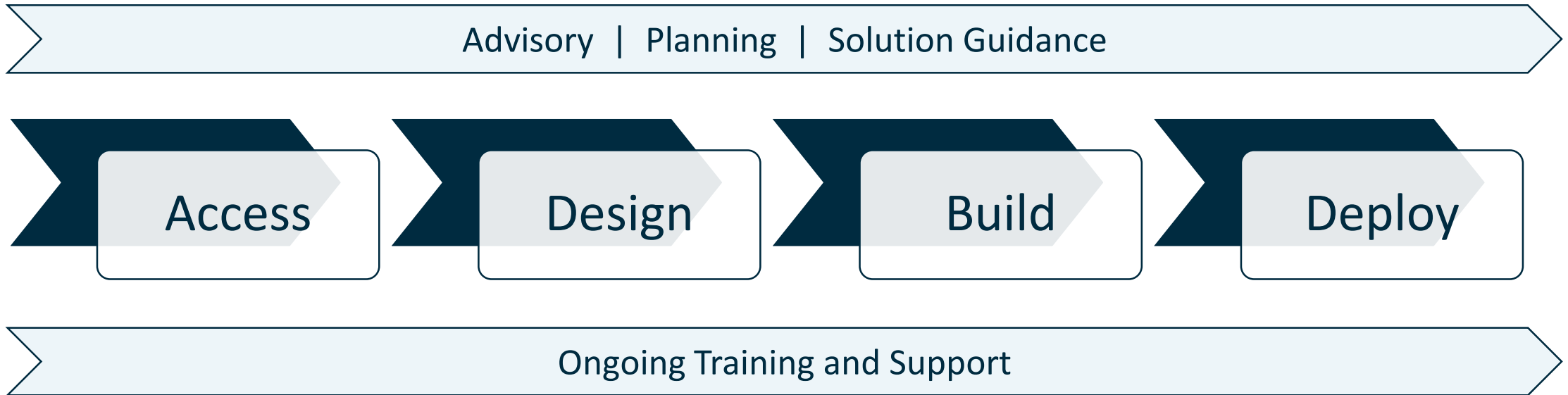
Microsoft Technology Focus

- Dynamics 365 Enterprise - Financials and Operations, Sales, Customer Service, Project Service Automation
- Dynamics 365 Business – Financials
- Dynamics AX | NAV | CRM
- Azure, TFS, LCS, SQL, SharePoint
- Power BI, Power Apps, Flow, CDS

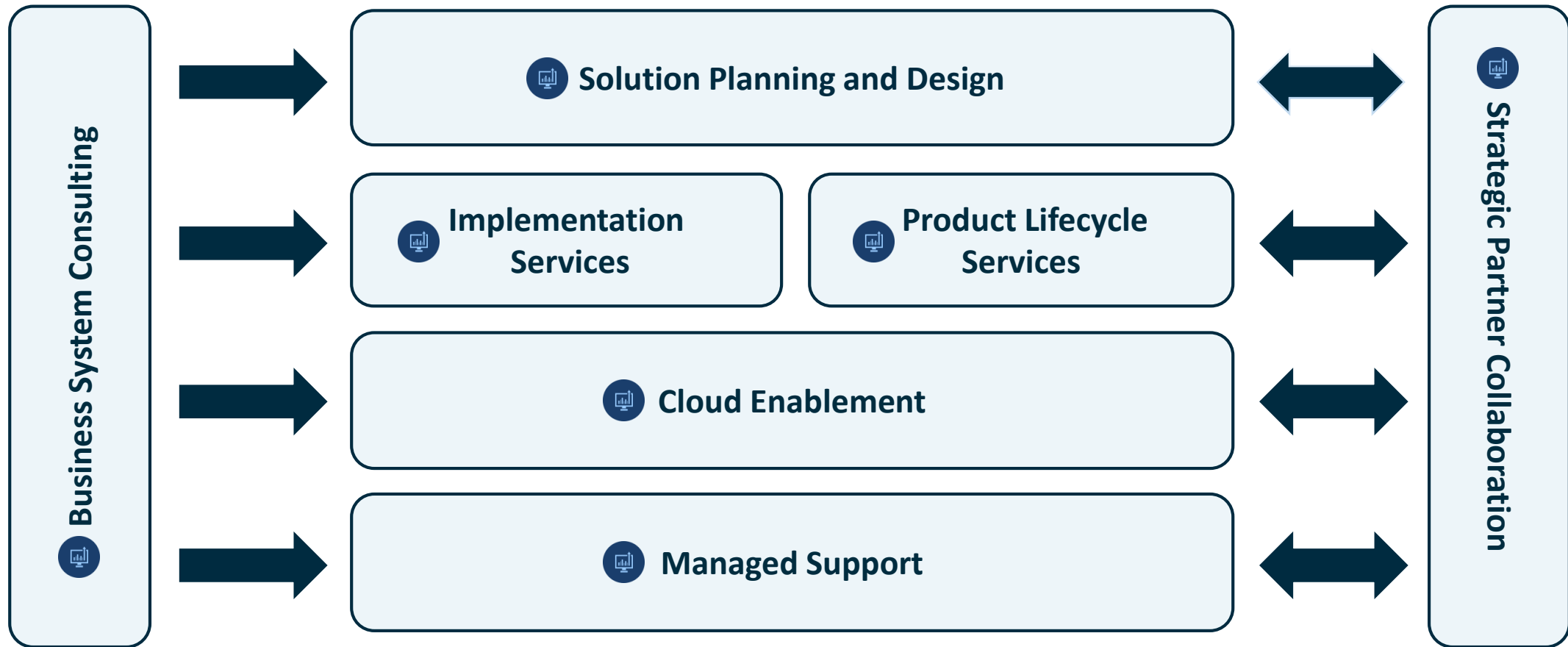


Ciellos Methodology

- Ciellos follows a 4 stage methodology with everything we do, from Solution Builds, Implementations, Upgrades, as well as ongoing Version Enhancements and Support.
- Our processes start with expert Advisory, Planning, and Solution Guidance, coupled with ongoing Training and Support Services to ensure that your Technical Teams, Partners and Customers have what they need to be successful.



Principle Service Lines





Business Systems Consulting

MAIN

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SUPPORT

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