



Quote it. Fix it. Invoice it. Sounds simple, but it is easier said than done. Eliminate silos and regain control of your shop floor operations with Microsoft Dynamics 365 Enterprise for Finance and Operations. The functionality Dynamics 365 allows MRO organizations to streamline information across quoting, repairing, manufacturing, invoicing and reporting within a single system.

MAINTENANCE, REPAIR & OVERHAUL

Dynamics 365 for Operations and Finance is an enterprise ERP solution for Maintenance, Repair, and Overhaul industry; The benefits are numerous including improved efficiency, standardization, cost savings and predictability across multiple departments. Ultimately your MRO business runs leaner and becomes more competitive.

Clients First has worked with the MRO industry with previous versions of Dynamics 365 (formerly Dynamics AX). We developed additional functionality for this industry within Dynamics AX 2009. Today, Dynamics 365 has the functionality imbedded that was previously a customization. This means that little to no customization is required to setup MRO for internal maintenance or for a customer's equipment.

Project Management and Accounting, Service Management, Case Management, Purchasing, Production as well as Sales and Marketing are just a few of the modules that are often utilized by those who specialize in maintenance, repair and overhaul. With Clients First expertise, Dynamics 365 for Finance and Operations can be configured to assist with both **internal and external** MRO requirements. No expensive add-ons or industry specific software is needed.

We pride ourselves on our ability to successfully harness and advance basic Dynamics 365 functionality, paired with the proper consulting and support elements, to meet your unique business needs.

Customer Profile

Company: Sulzer
Expertise: Turbine Maintenance
Deployment: 45 Locations
Countries: 11
Replaced: SAP R3
Solution: Dynamics AX

"After our successful Houston implementation of Dynamics AX in 2006, Sulzer has since utilized Clients First for other service facilities [currently at 42 locations]."

-Glenn Doerksen, VP of Operations, Sulzer



Gold Enterprise Resource Planning
Gold Cloud Platform

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“Clients First did a great job of setting our expectations of things we could or couldn’t expect and things that would have to be worked out in the implementation process. I found Clients First to be very honorable, they did what they said they would do and when they would do it.”

-Brian Adamik, CEO, RAM Aircraft LP

PUTTING CLIENTS AND THEIR BUSINESS FIRST

Our experienced team combined with a significant number of years of industry knowledge, enables us to help you leverage the power of an enterprise financial, MRO and supply chain solution that can help your business gain a competitive advantage with one business software solution.

- › **Applicable Operations**
Include selling parts, servicing, repair, manufacturing and remanufacturing
- › **Standardized List** of maintenance activities
- › **Project Confirmation** provides a quick print out of items, repair activities, pricing totals and delivery address
- › **Project Quotation** that is automatically populated with items, services, contact information and allows for dynamic quoting based on margin requirements
- › **Automatic Quote Population**
Based on information in the service profile that can be adjusted manually, on the fly
- › **Costing Options** include fixed price or time & Materials
- › **Project Work Scope** provides a work ticket detailing items delivery and installation instructions
- › **Automatic Service Work Order** based on accepted quote predefined services & repair by department breakdown
- › **Part Applicability** & part substitution included in solution
- › **Specific Tracking** to include core, serial number & batch tracking
- › **Planning** to include capacity and resource planning
- › **Expense Cost Capturing** for all labor, inventory and expense costs (on any mobile device)
- › **Outside Processing** includes costs & traceability

Customer Profile

Company: RAM Aircraft
Expertise: MRO, Manufacturer, Engineering & Parts Distributor

Replaced: Spreadsheets
Solution: Dynamics AX

Customer
Since: 2000

Why Choose Dynamics 365 for Finance & Operations?

One software solution for all your business needs.

1. MRO
2. Manufacturing / Engineering
3. Projects
4. Distribution
5. Financials (GL, AP, AR)
6. Easy, friendly user interface
7. Improves operations visibility
8. Ask us for more reasons!