



A PROUD MICROSOFT INNER CIRCLE PARTNER  
(TOP 1% GLOBALLY)

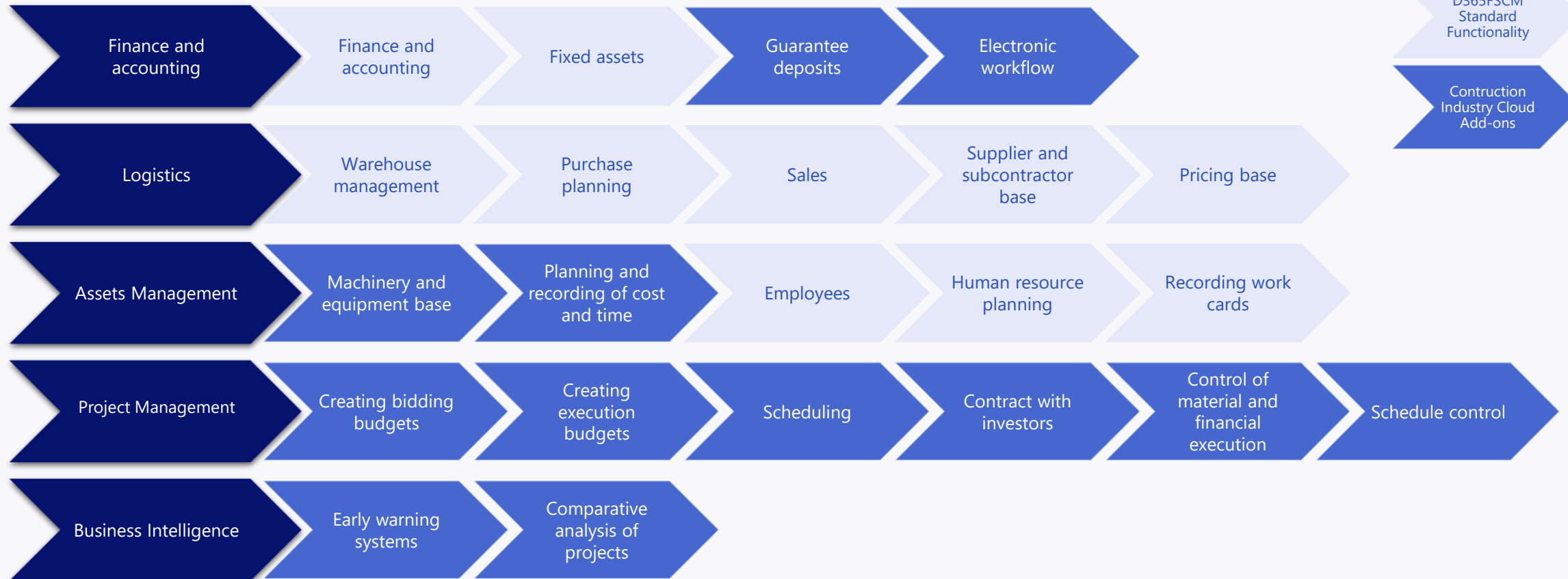
# INDUSTRY CLOUD FOR **GENERAL CONTRACTORS** WITH MS DYNAMICS 365



# What are challenges for general contractors?

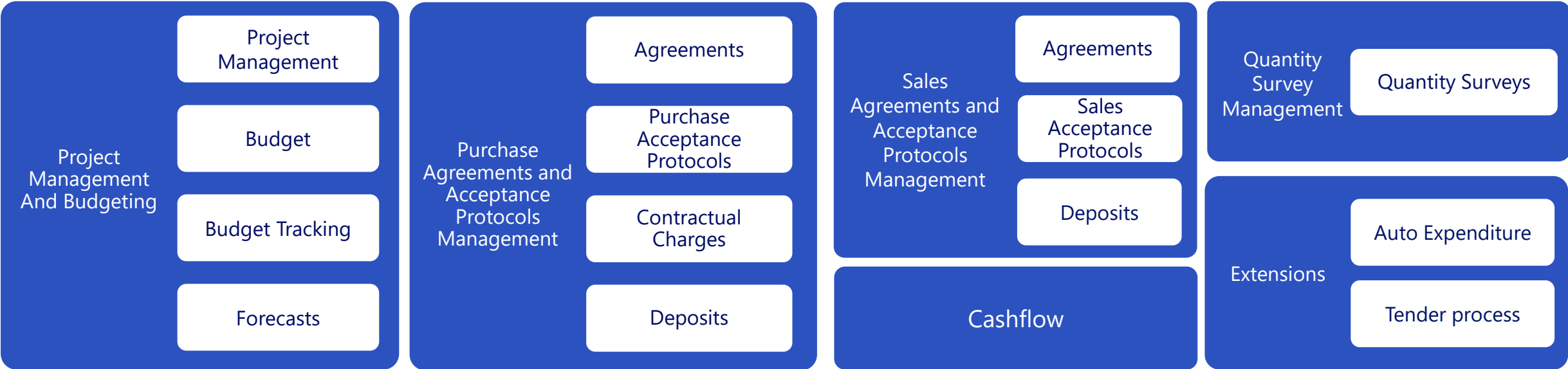
- Scattered information and documentation about ongoing **projects and their budgets**
- Lack of **margin control** on an ongoing basis
- **Analysis** of construction sites and the ability to compare them
- Control of the settlement process with **subcontractors**
- Lack of control over the process of **guarantee deposits**
- Document **approval processes** for budget documents, budget revisions, purchase orders, contracts, etc.
- **Project Cashflow**
- The lack of **reliable subcontractors** and **unfavorable contract terms**
- Settlement with the **investor**
- Management information sourced and periodically merged from **multiple systems**
- Lack of a central, electronic **contract storage** location
- **Circulation of invoices** on construction sites
- Management **cost control**
- **Inventory overruns**
- **Working on a schedule**
- The lack of **skilled workforce**
- Problem with **equipment management**
- **Rising cost** of materials
- Unrealistic Expectations/Bad budget **Forecasting**
- **Unpaid work** - Subcontractors are not receiving payment for their completed work on time

# XPLUS Industry Cloud for general contractors



# Industry Cloud for Construction on Dynamics 365

## XPLUS Contract Management for General Contractors [XCM]



# XPLUS Industry Cloud for General Contractors and Real Estate in a nutshell

- **Central hub** for maintaining projects and their budgets
- Project billing view (**plan vs. execution**) with current margin
- **Material and financial protocols** as a basis for accepting purchase invoices from subcontractors
- Full support of the **process of guarantee deposits** along with their refunds
- Electronic document **approval workflows**
- **Integrated management** information
- **Central register** of contracts, addendums, agreements, and assignments
- Electronic workflow on the Power Platform
- **Managerial cashflow**
- Settlement **protocols with the investor** based on throughputs
- Dedicated **projects and cost allocation mechanisms** for projects
- **Plan vs. execution updated automatically** from ongoing transactions
- **Warehouses per project** and current information about the value of the warehouse
- **Power BI** reporting

# Construction industry experience



XPLUS Construction and Real Estate  
(selected customers)

SKANSKA

VINCI

JLL

DAN-WOOD  
HOUSE

MOTAENGL

DORACO

PBGERIGO  
DEVELOPER

warbud  
WARTO BUDOWAC

unihouse

ROBYG  
*the Art of Building*

PGNiG | GAZOPROJEKT

EURO STYL  
GRUPA DOM DEVELOPMENT

DOM  
CONSTRUCTION

INTOP  
WARSZAWA

UNIBEP

GRUPA ZUE

DOM  
DEVELOPMENT

POLENERGIA

MVGM

ECHO  
investment



# Experience



XPLUS selected customers  
(other industries)





## Case Study

Dom Development cares about customer satisfaction with the support of the management system in the cloud.

1

### The purpose

- The leader of the development market in Poland needed a new ERP system to standardize and automate their processes

2

### Solution

- Implementation of Dynamics 365 Finance and Operations in the cloud
- XCM:
  - Project management and budgeting
  - Purchase agreements and acceptance protocols management
  - Sales agreements and acceptance protocols management
  - Quality survey management
  - Cashflow
- Integration of CRM Dynamics 365 Sales and Marketing with D365 FO

3

### Results

- Easy budgeting and monitoring of project execution
- Faster document workflow
- Accessible and fast reporting



**Client**  
Dom Development

**Country**  
Poland

**Business size**  
Average (50 - 999 employees)

**Partner**  
XPLUS

**Products and services**  
Dynamics 365 Finance  
Dynamics 365 Supply Chain Management  
Dynamics 365 Sales  
Dynamics 365 Marketing  
Power BI  
Project Online

[aka.ms/DomDevelopment](https://aka.ms/DomDevelopment)





**“We are able to check any aspect of the business at any time. Budgeting and monitoring the implementation of projects has become easier.”**

**Tomasz Chudzik**

Chief Information Officer, Dom Development

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# Among Top 1% Microsoft Partners Worldwide

2010  
PRESIDENT'S CLUB  
*for Microsoft Dynamics*

2016  
INNER CIRCLE  
*for Microsoft Dynamics*

2019/2020  
INNERCIRCLE  
*for Microsoft Business Applications*

2022/2023  
INNERCIRCLE  
*for Microsoft Business Applications*

Microsoft Partner  
Gold Enterprise Resource Planning  
Gold Application Development  
Gold Windows and Devices  
Gold DevOps  
Gold ISV

Microsoft Partner  
Partner of the Year for Dynamics 365  
Poland  
2019

Microsoft Partner  
Partner Roku Business Applications 2021  
XPLUS S.A.



21 years on  
the market



Implementation in  
over 30 countries



200+ AX/D365FSCM  
professionals





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