

Presenter Name



Agenda

- 1. Market Insights & Challenges
- 2. The 'Value First' customer approach
- 3. Service overview
- 4. Next steps
- 5. Why Columbus
- 6. Q&A

Go-live isn't an end state, it's a new beginning

BUSINESS PRIORITIES



Make the most of your current solution

Keep pace with changing business needs and create ongoing value

CONTEXT

Understanding where the value lies starts with understanding today's business challenges and market opportunities.



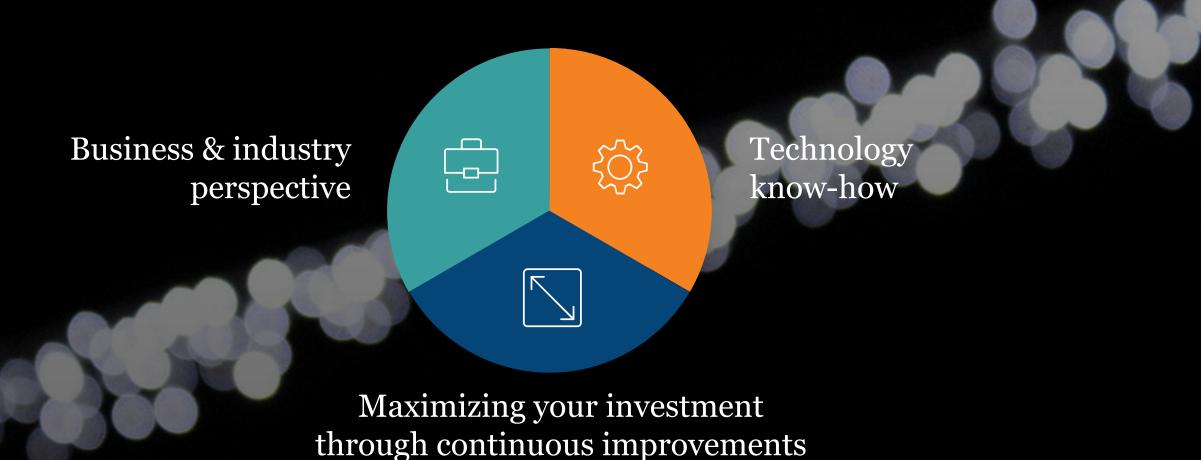
SOLUTION



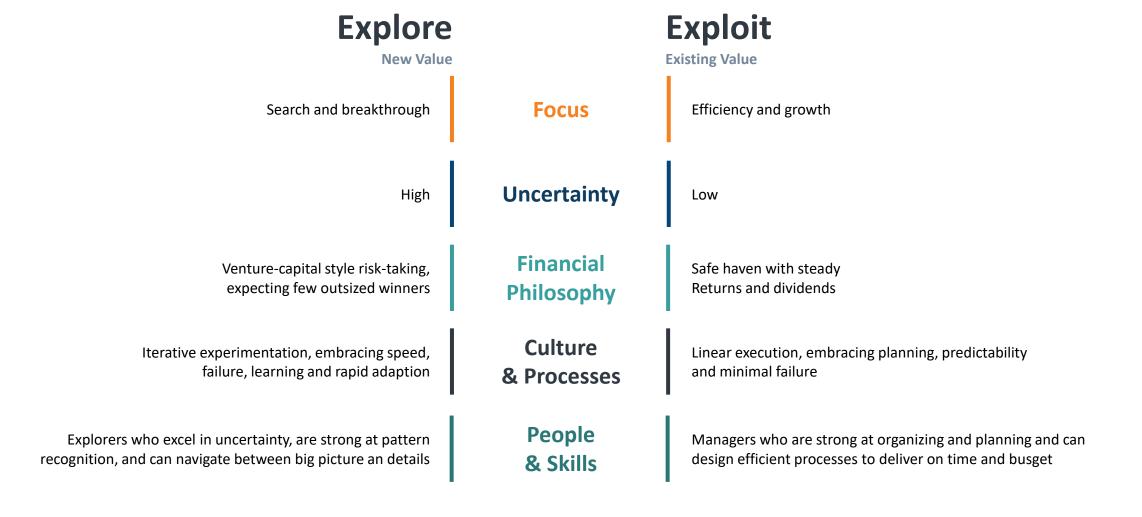
IT teams lead
the alignment of business
priorities and technology
to define initiatives that will
bring more business value



What it takes to create ongoing value



How to create ongoing value





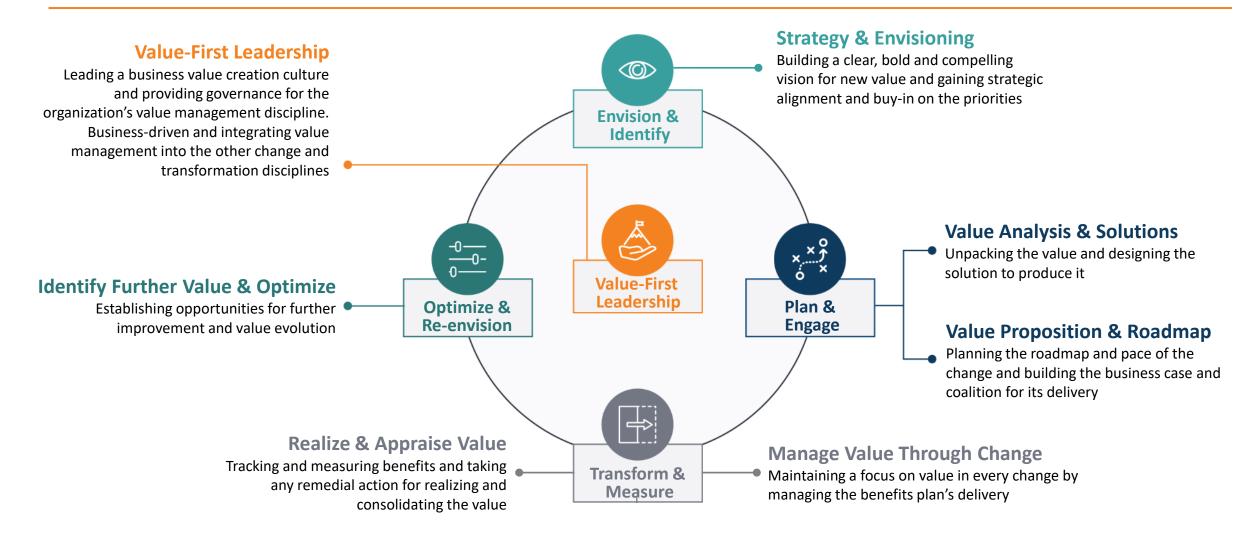
The 'Value First' customer approach & framework

The Columbus Value First approach helps you discover how digital technology can unlock your company's opportunities to create new business value. It features a mix of modern techniques to help mitigate common business transformation challenges and more niche challenges specific to other disciplines necessary to gain new value.

Our aim is to help you:

- Build a clear, bold vision
- Create engaging value propositions
- Execute value-driven change
- Measure your success
- Reveal more benefits as your business continues to transform and optimize

The Value First Framework



Evolve

Smart approach to continuous improvement

Service Overview

Want to optimize your investment and continuously improve?

1

Strategy & Discovery

 Analysis of the business strategy, stakeholders' priorities, operational solution, usage, current journey maps, backlog of initiatives, etc



2

Optimization & Re-envision

- Minimum of two half-day Workshops
- Envisioning the Value & priorities
- Capabilities to successfully deliver

3

Co-create solutions & Map the value

Review Backlog,
 Collate & Prioritize ideas

4

Result, Plan & Playback

 Delivery proposal, expected outcomes & recommendations

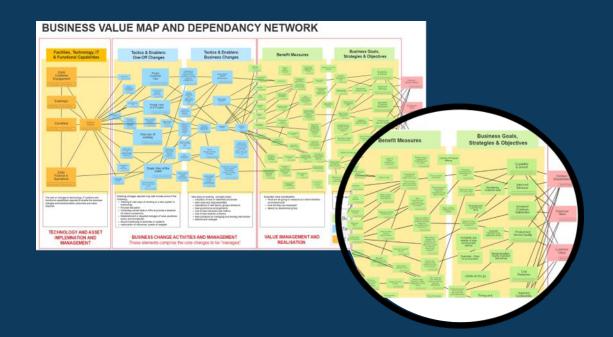


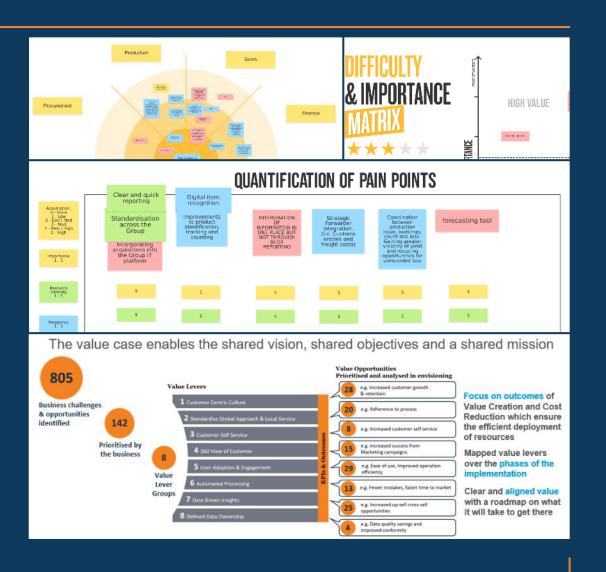




Workshop Details

- Delivered remotely, on-site or hybrid using online workshop and whiteboard tools
- The process is led by the Columbus Strategy&Change team.
- The Envisioning workshops require participation from key stakeholders within your business, such as C-suite, directors and other senior executives, subject matter experts and system end users.
- Ideally, to be conducted it Quarterly or Half-Yearly



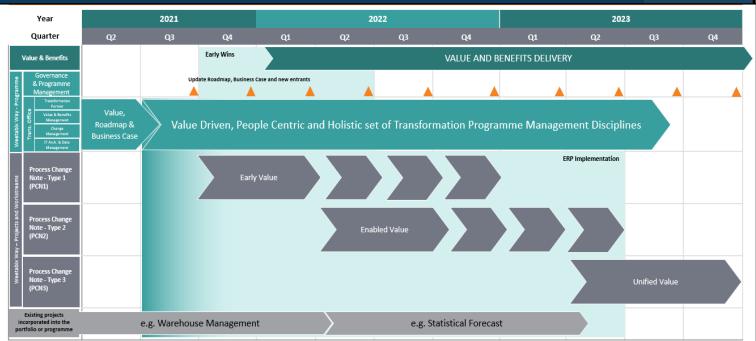


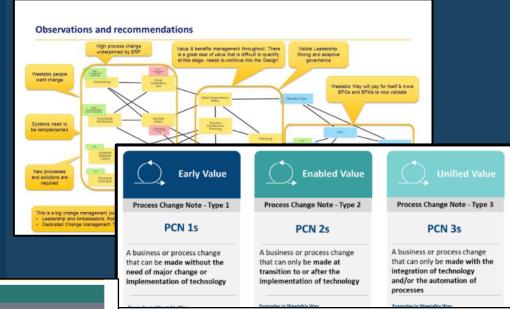
Example: Deliverables

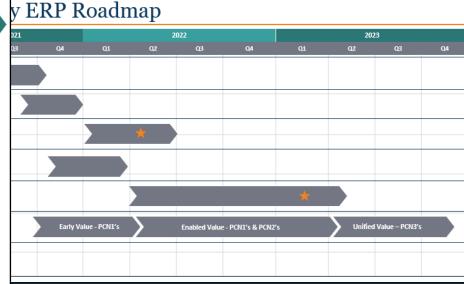
Value driven, people centric and holistic

Recommended governance, approach, capabilities roadmap and Business Case with ROI and the proposed Solutions

Phased Roadmap to increased Value









Next steps

Areas of consideration to get started

- Business Strategy to Systems Strategy/Roadmap
- Any descoping done in ERP delivery project or at transition
 - Future phased delivery or descope and why?
- Is there a current backlog of delivery, optimisation or enhancements?
- What else is going on in the business?
 - Known business priorities, challenges & opportunities

Our mission

We deliver customer success



Years of in-depth industry, technology, and process experience



5000+
Enterprise & Large SMB customers worldwide in various industries



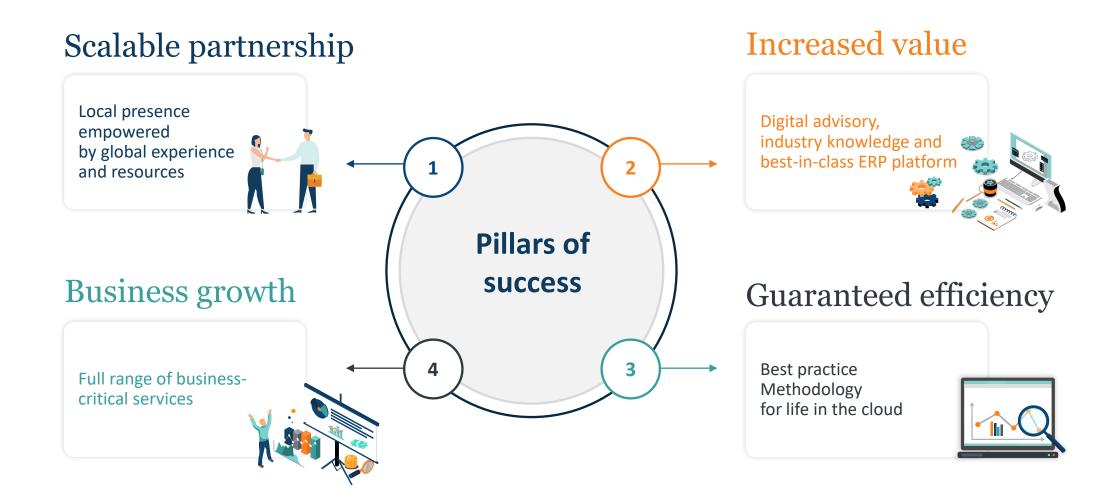


- Columbus is a global digital advisor and IT consulting company
- Part of NASDAQ Copenhagen stock exchange since 1998
- Largest Microsoft Dynamics (ERP) partner in Northern Europe





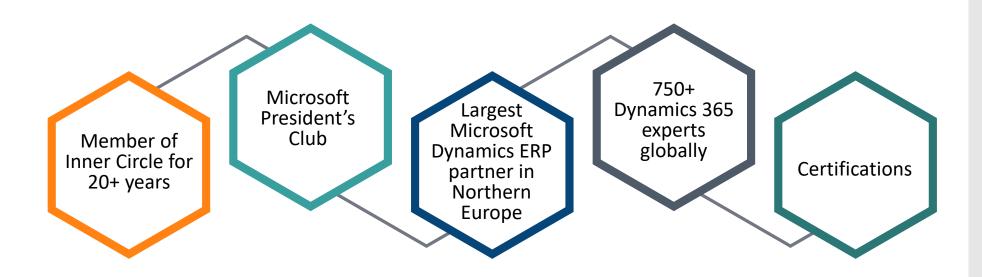
Realize the full potential of your business



Local presence empowered by global experience & resources



Strong partnership with Microsoft worldwide



Profound expertise in Dynamics 365 & Power Platform









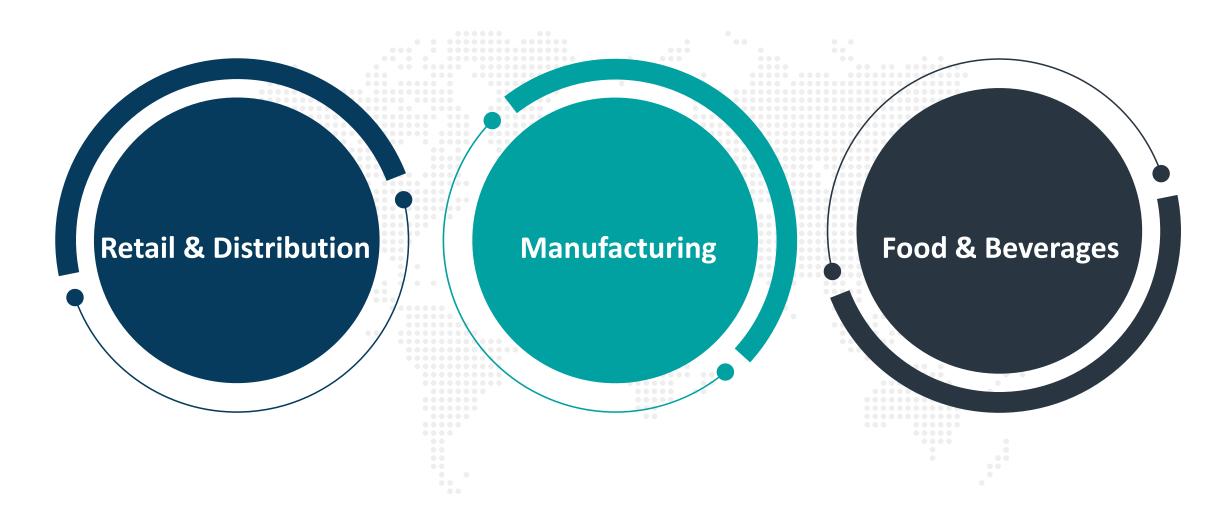
Winner of Microsoft partner of the year award

Gold Statuses

- Cloud Business
 Application
- Enterprise Resource Planning
- Project & Portfolio
 Management
- Application Integration
- Application Development
- Cloud Productivity
- Cloud Platform
- Data Analytics
- Data Platform



Our focus industries



Our Microsoft Dynamics ERP customers globally





















































































Retail & Distribution

Deliver a unified customer experience across all channels and touchpoints:

Unified commerce experiences

Marketing, branding and channel management Order orchestration & fulfilment

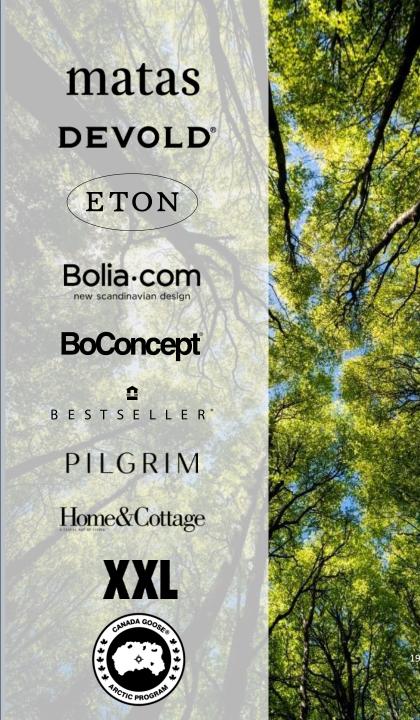
Strategic Planning & Demand Management In store experiences

AI & Data Insights

Inventory Planning & Management

Customer relationships

Commercials
and back-office



Manufacturing

Optimize time to market and transform your business towards servitization

- Design Engineering,ECM
- Statistical DemandForecasting

Enterprise Asset Management

Generic products,
Configuration

MES & Resource management, MR/AR

Asset Service Management

- Product Life Cycle management
- Global S&OP, Load balancing

Preventive & Predictive maintenance





Food & Beverage

Deliver compliant, transparent, efficient & traceable value chain in a highly regulated industry:

Managing expiry and waste

Multiple integrations to Production & MES Sustainability

Track & Trace
End-to-End

Forecast-driven

production

- Complex route planning
- - Unique controls in goods receipt and production

- Preventive & Predictive Maintenance
- Complex Intercompany transaction setup



