



Rapid Discovery Session



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Agenda

- Introduction About Folio3
- Folio3's Microsoft Dynamics Expertise
- Customer Success Stories
- Rapid Discovery Session
- Microsoft Dynamics 365 Ecosystem
- Why Microsoft Dynamics 365 Finance & Supply Chain ?
- Methodology
- Q/A Session





18+

Years Experience

With large enterprises, SMEs and startups



500+

Clients

From 2-person startups to Fortune 500 companies that love us enough to be our best spokespersons

At a Glance

We are Silicon Valley entrepreneurs, MIT techies, Fortune 500 alums, and user-obsessed designers.

We are big believers in technology's potential.

We are bigger believers in human potential.



2000+

Solutions

AI, Cloud, Web, eCommerce, IoT, and Mobile



800+

Employees

Across USA, UK, Canada, Mexico, Pakistan, Bulgaria, UAE and Australia



Adnan Lawai

CEO

Silicon Graphics,
Clickmarks
BS & MS, MIT



Umair Khan

Executive Chairman

UC Berkeley,
Mentors Fund
BS & MS, MIT



Shahid Azeem

Managing Director

UK/EU



Gareth Potter

Sales Director

UK/EU

Meet Us

Over 800 people
across 8 countries



Charles Thevenet

US Sales



Estela Gil

Mexico Operations



Muhammad Abdullah

Canada Operations



Anwar Rizvi

UAE Operations

Every company is a digital company.

Every company exists to build and sell solutions, and to scale.

Folio3 helps you build and sell and scale – digitally.



Entrepreneurial

Your Tech Co-founder

Value Obsessed

Lean Startup Approach



User Centric

User-focused Design

“Must-have” Innovation



Holistic

Strategy, Design, and

Implementation in ONE place



The 3 in **folio3**



1. Digital Innovation

We help innovators **BUILD** world class products and solutions:

- we help entrepreneurs take their idea to MVP and beyond
- we help companies digitally transform their businesses for customers and employees

Expertise

- Mobile and Web Apps Solutions
- AI & Machine Learning
- Data & Analytics
- Cloud Computing
- Dev Ops
- Internet of Things (IoT)

BUILD



2. Digital Sales & Marketing

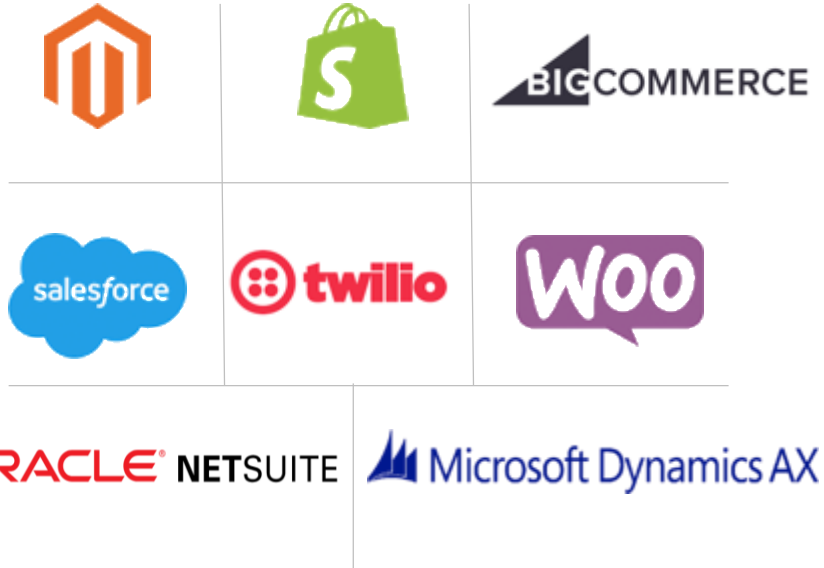
We help companies **SELL** their offerings more effectively:

- we help your marketing team reach, excite and understand customers
- we help your sales team win clients

Expertise

- eCommerce Implementations
- CRM Platforms
- Sales & Marketing Analytics
- SEO/SEM
- Content & Email Marketing
- Social Media Marketing

SELL



3. Digital Infrastructure

We help companies **SCALE** their business with growth platforms:

- Implementation, integration, and customization of ERP, CRM, Ecommerce, and BI platforms
- Your one stop, cost-effective, highly experienced partner in cloud-based growth infrastructure

Expertise

- Oracle-Netsuite
- MS Dynamics
- PowerBI
- SuiteAnalytics
- Salesforce
- Magento
- BigCommerce
- Shopify
- WooCommerce
- Twilio

SCALE

Some of Our Clients





Microsoft Dynamics Expertise



What We Do

A global Microsoft Gold Partner with over 12 years of experience and a one-stop shop for all your Microsoft Dynamics needs.



Gold
**Microsoft
Partner**



Gold Enterprise Resource Planning
Silver Data Analytics
Silver Application Development
Cloud Solutions Provider



Mobility

6 Apps
20+ Custom Apps



Integration

31 Connectors
22+ Custom Integrations



Implementation & Customization

Expertise on AX 2009,
2012 & 365
Multiple Deployments
Business
Central
F & O

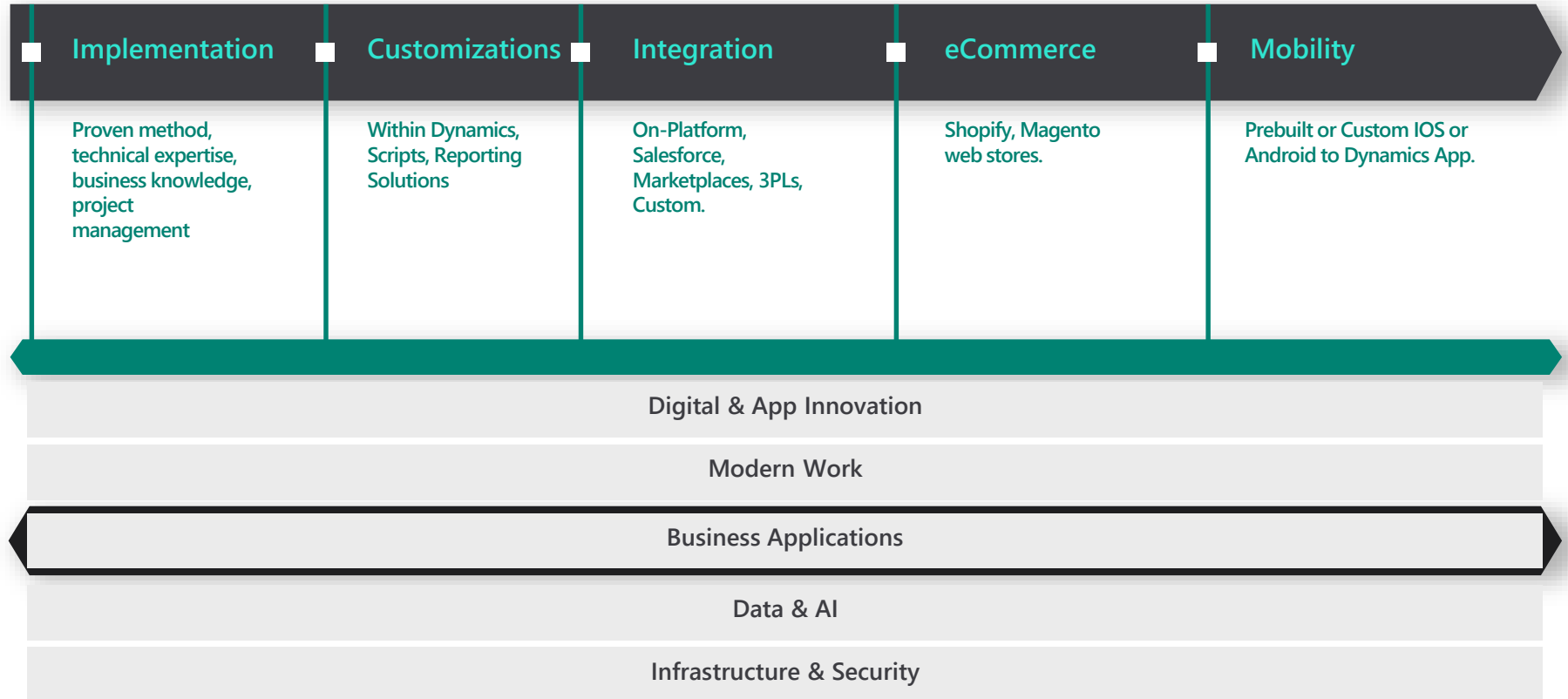


Business Intelligence

6 Pre-built Dashboards
20+ Custom Cubes
Developed



Dynamics Practice Areas



folio3 Solutions and Products Offerings

Microsoft Dynamics

ERP



Finance & Supply Chain



Business Central



Power Apps



Expense



Timesheet



Purchasing



Approvals



Warehouse

Microsoft Solutions



Connectors Burq.IO



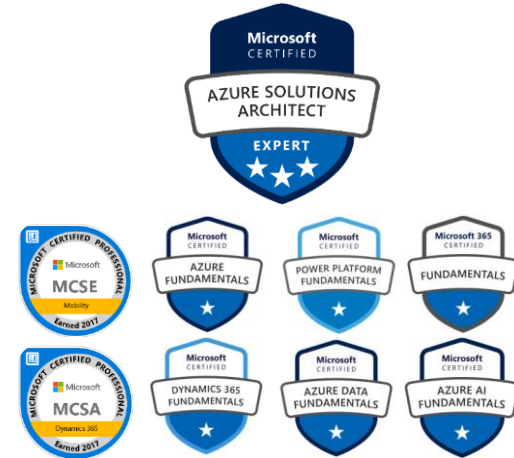
Folio3's Microsoft Team



A global Microsoft Gold Partner with over 12 years of experience and a one-stop shop for all your Microsoft needs. Folio3 is a Global Cloud Solution Provider for Microsoft with resources across the world.

With a Team of More than **200+** Microsoft Certified Professionals.

- ✓ 20+ Solution Architects
- ✓ 20+ Technical Architects
- ✓ 30+ Project Managers
- ✓ 40+ Dynamics Technical and Functional Consultants
- ✓ 50+ Quality Assurance Engineers and DevOps
- ✓ 50+ Certified Microsoft Dynamics Developers



Cloud Solutions Provider (6)
Gold Enterprise Resource Planning
Silver Data Analytics
Silver Applications Development

Solution by Folio3

Microsoft Dynamics 365 and Postmodern ERP Implementations with Integrations & Mobility

Apps

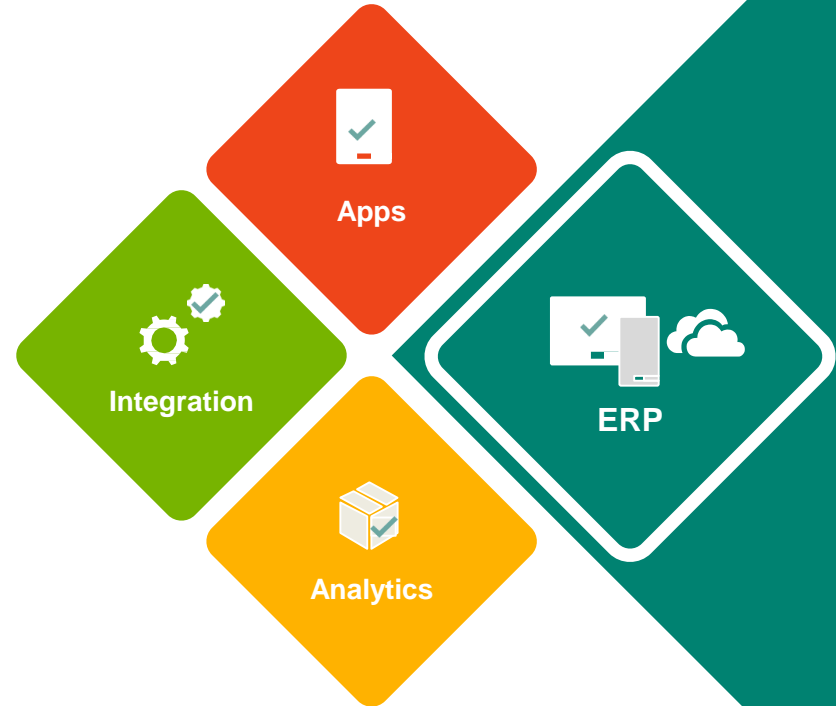
Leveraging the supremacy of Microsoft PowerApps or Native Apps. Folio3's suite of mobility solution covers, workflow approvals, expense, timesheets and CRM. It supports AX/D365 Security framework and also support for offline data and role based authorization.

Integration

Folio3 has a proprietary integration middleware framework, which lets you connect Dynamics 365 with any platform outside system. It is an easy-to-setup, light-weight & smart EDI framework. Based on a highly scalable and reliable architecture.

Analytics

PowerBI and custom reporting features let you have a real-time monitoring advantage. With deep expertise in Data Warehousing and PowerBI. We have Pre-built, ready to be deployed Reports/Dashboards suited for different roles.



Integration Solutions: F3 Connectors

E-Commerce Platforms



Marketplaces



Shipping Software



Other Supported Integrations



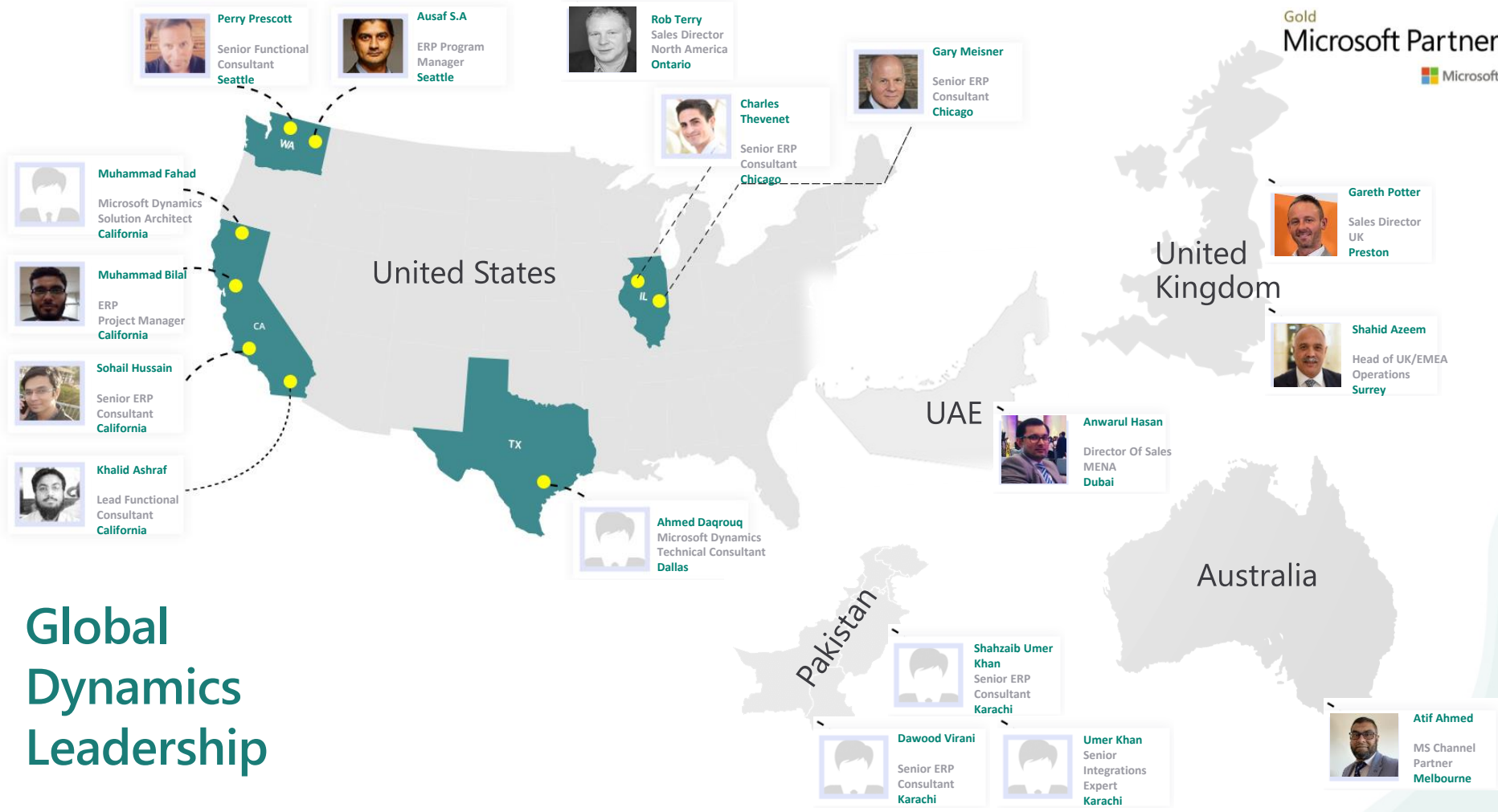
Payment Integration



Folio3 Clients



Dynamics Clientele



Perry Prescott
Senior Functional Consultant
Seattle

Ausaf S.A
ERP Program Manager
Seattle

Rob Terry
Sales Director
North America
Ontario

Gary Meisner
Senior ERP Consultant
Chicago

Charles Thevenet
Senior ERP Consultant
Chicago

Gareth Potter
Sales Director
UK
Preston

Shahid Azeem
Head of UK/EMEA Operations
Surrey

Anwarul Hasan
Director Of Sales
MENA
Dubai

Ahmed Daqrouq
Microsoft Dynamics
Technical Consultant
Dallas

Muhammad Fahad
Microsoft Dynamics
Solution Architect
California

Muhammad Bilal
ERP Project Manager
California

Sohail Hussain
Senior ERP Consultant
California

Khalid Ashraf
Lead Functional Consultant
California

Shahzaib Umer Khan
Senior ERP Consultant
Karachi

Dawood Virani
Senior ERP Consultant
Karachi

Umer Khan
Senior Integrations Expert
Karachi

Atif Ahmed
MS Channel Partner
Melbourne

Global Dynamics Leadership



Customer Success Stories



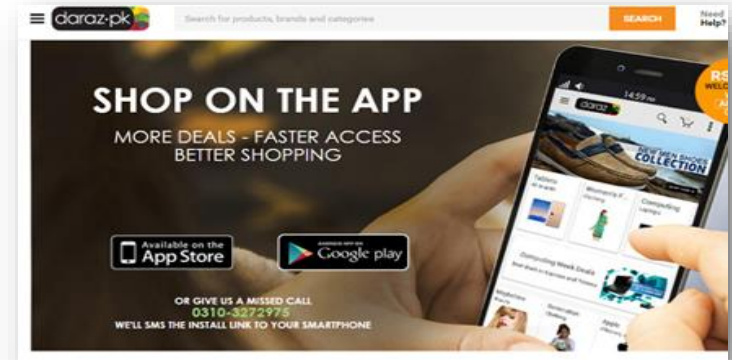
Daraz – A Rocket Internet Company later acquired by Alibaba Group



Daraz is South Asia's largest online marketplace that connects sellers and buyers on one platform, it facilitates the exchange of millions of products between millions of customers and thousands of sellers via its app.

Among early adopters of Dynamics 365 for Finance & Operations in the EMEA region.

Running operations in 5 countries with 1600 employees.



Products and services

Microsoft Dynamics 365
Finance & Operations
Implementation

Organization size

Large (1,001-5,000) employees

Industry

Information
Technology &
Service

Location

Srilanka, Nepal,
Pakistan, Bangladesh
& Myanmar

Company Type

Private Limited

Among early adopters of Dynamics 365 for Finance & Operations in the EMEA region. Folio3 successfully implemented Microsoft Dynamics 365 Finance and Operations for Daraz, which was a multi-country implementation spanned in 5 countries in the South Asian region with Supporting Finance, Sales, Supply Chain and HR teams for their functional and technical support issues.

Digital transformation for a UK based pharmaceutical company for their end-to-end business operations



NATURALIS
LONDON

CBD Capital

CBD Capital is a global CBD supplier distributing internationally-accredited, pharmaceutical-grade, wholesale phytocannabinoid products to leaders in the global cannabidiol industry.

Folio3 provided them with an end-to-end implementation of Microsoft Dynamics 365 Business Central along with Sales, Marketing and Customer Service. To streamline their business activities from a complete production to sales cycle.



Products and services	Organization size	Industry	Location	Company Type
<p>Microsoft Dynamics 365</p> <ul style="list-style-type: none">• Business Central• CRM<ul style="list-style-type: none">• Sales• Marketing• Customer Service	Small (50 - 100) employees	Pharmaceutical	Surrey, UK	Privately Held

Folio3 provided CBD Capital and Naturalis London with the core implementation of Microsoft Dynamics 365 Business Central, Sales, Marketing and Customer Service as part of a complete Digital Transformation for their business operations which includes end-to-end CRM capabilities of Microsoft Dynamics 365 including Sales, Marketing and Customer Service. The whole Microsoft Stack will act as a seamless enterprise-wide application.

Enabled the app users to have a more streamlined and enjoyable experience

The Savills logo consists of the word "savills" in a lowercase, red, sans-serif font, set against a yellow rectangular background.

Savills (UK)

Savills is a global real estate services provider with a network of more than 35,000 people in over 600 offices across the Americas, Europe, Asia Pacific, Africa and the Middle East.

Savills found itself facing various issues with their Timesheet App for iOS, as it had very limited functionality. While the software was lacking basic attributes that Timesheets need, Savills further needed additional features to handle their nature of work.



Products and services

Folio3's Suite of Apps

Organization size

Large (10,000+) employees

Industry

Real Estate

Country

London,
UK

Company Type

Public Company

Savills Timesheet App Upgrade and Improvements by Folio3 Enables App Users to Have a More Streamlined and Enjoyable Experience, Considerably Boosting Productivity. With the increased streamlining and efficiency provided by Folio3, Savills has been able to improve their Timesheet app considerably. Enabled service lines associated with a particular instruction so that they can be downloaded from central Timesheets to the Timesheets app.

The World's First Connected License Plate

REVIVER™

Reviver Auto is hard at work on an innovative connected car platform with the potential to connect millions of vehicles to a new class of fully integrated transportation services. Reviver Auto's mission is to bring new and far-reaching efficiencies, revolutionary marketing & unprecedented connectivity to the auto industry through disruptive technology.

Their patent-pending Platform-as-a-Service mobility solution delivers messaging, telematics, & electronic fee collection functionality to all vehicles on one device. <https://www.reviverauto.com>

For Reviver Autos, we implemented Microsoft Dynamics 365 Finance & Operations.



Products and services	Organization size	Industry	Location	Company Type
Microsoft Dynamics 365 Finance & Operations Implementation	Medium (200 - 500) employees)	Computer Hardware	Foster City, CA USA	Privately Held

Folio3 successfully completed Microsoft Dynamics 365 Finance & Operations Implementation for Reviver Auto in the following modules; Purchasing & Sales, Order Fulfillment and Financials.

World View® - An Aerospace Company



World View® is a private American near-space exploration and technology company headquartered in Tucson, Arizona, founded with the goal of increasing access to and the utilization of the stratosphere for scientific, commercial, and economic purposes. <https://worldview.space/>

Microsoft Dynamics 365 Finance & Operations Implementation for World View:

- Supply Chain
- Financials
- Budgeting
- Fixed Assets
- Inventory Management



Products and services

Microsoft Dynamics 365 Finance & Operations Implementation

Organization size

Medium (Approx. 200) employees

Industry

Aviation & Aerospace

Location

Tucson, Arizona,

Company Type

Private Limited

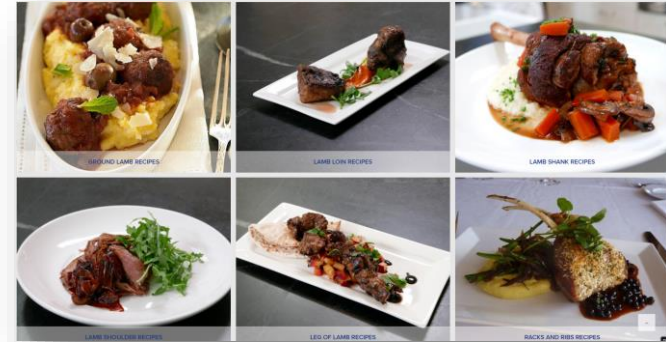
Folio3 successfully implemented Microsoft Dynamics 365 Finance and Operations for World View, which is a NASA contractor and space vehicle manufacturer. The Microsoft Dynamics 365 Finance & Operations Implementation for World View included modules of Supply Chain, Financials, Budgeting, Fixed Assets and Inventory Management.

Implementation of Folio3's Livestock industry Specific Solution; "AgriERP"



Superior Farms, founded in 1964, is North America's top processor and marketer of lamb. The company is the recognized market leader in the retail and food service markets it serves, providing products and services to customers throughout the United States, Canada and more than 10 countries.

Superior Farms were seeking to implement a new ERP system for its core Livestock Management business from Planning to distribution. Folio3 provided them with an end-to-end Livestock Management and ERP solution to consolidate their current systems to a more robust solution to support planned and future business growth.



Products and services

- Folio3 AgriERP
- Folio3 Agri Payroll
- Folio3 Agri HRMS
- Folio3 Agri - Apps

Organization size

Large (1001- 5000) employees)

Industry

Food
Production

Location

Sacramento,
California, USA

Company Type

Privately Held

Folio3 will be implementing the AgriERP solution which is powered with Microsoft Dynamics 365 Finance & Supply Chain and also Includes a suite of Folio3's Agri based Web and Mobile Apps with comprehensive HR/Payroll Solution and Power BI based analytics.

A comprehensive solution for improved accessibility and streamline processes



Honda R&D Europe (U.K.) Ltd.

HONDA

One of the largest manufacturer's of automobiles, aircraft, motorcycles and power equipment with global yearly sales in excess of \$120 Billion.

Honda wanted a reliable and customized AX Workflow Approval mobile solution that provided approval / rejection capabilities for all workflow types including purchase orders, purchase requisitions and finance.



Products and services

Folio3 AX Workflow Approvals App

Organization size

Large (1001- 5000) employees

Industry

Automotive

Location

Swindon, UK

Company Type

Public Limited

Folio3 delivered a customized AX Workflow Approvals App that was compatible with AX 2012, this allowed existing Honda users to access and manage workflow approval requests from their mobile devices.



Rapid Discovery Session

Are you outgrowing your current system?



Siloed
systems

Duplicate
data

Manual
processes

Insufficient
reporting

Security
issues



Microsoft Dynamics 365 Ecosystem

Microsoft cloud

Intelligent business applications

Productivity and collaboration

Open, flexible, enterprise-grade cloud computing platform



Microsoft 365



Microsoft Dynamics 365



Microsoft Azure

Harness the power of unified and intelligent data

Dynamics 365 + Office 365 + LinkedIn + Partner Solutions



Leverage the power of the Microsoft Dynamics 365



Modern

Unified

Intelligent

Adaptable

Power platform



Power BI



Flow



PowerApps

ERP SOLUTIONS



DYNAMICS 365 FINANCE

Finance management for medium and large sized companies



DYNAMICS 365 SUPPLY CHAIN MANAGEMENT

Supply chain management for medium and large sized companies



DYNAMICS 365 PROJECT OPERATIONS

Project management



DYNAMICS 365 COMMERCE

Retail management



DYNAMICS 365 HUMAN RESOURCES

Human resource management



DYNAMICS 365 BUSINESS CENTRAL

Enterprise resource management for small and medium sized companies



DYNAMICS 365 INTELLIGENT ORDER MANAGEMENT

Order management solution



CRM SOLUTIONS



DYNAMICS 365 SALES

Sales management solution



DYNAMICS 365 CUSTOMER SERVICE

Customer service management



DYNAMICS 365 CUSTOMER SERVICE PROFESSIONAL

Customer service management for professionals



DYNAMICS 365 FIELD SERVICE

Field service and maintenance management



DYNAMICS 365 MARKETING

Marketing management



AI SOLUTIONS



DYNAMICS 365 CUSTOMER INSIGHTS

Power personalized engagement with customer insights



DYNAMICS 365 CONNECTED SPACES

Real-time observational data to improve in-store operations



DYNAMICS 365 SUPPLY CHAIN INSIGHTS

AI-driven insights in supply chains



DYNAMICS 365 CUSTOMER SERVICE INSIGHTS

AI-driven insights and virtual agents in customer service



SERVICES



DYNAMICS 365 PLANNING OPTIMIZATION

External micro service for planning



INVENTORY VISIBILITY ADD-IN

External micro service for inventory



GLOBAL INVENTORY ACCOUNTING

External micro service for inventory accounting



REGULATORY CONFIGURATION SERVICE

Designer and lifecycle management service for no-code/low-code globalization functionality



ELECTRONIC INVOICING

External micro service to process & configure invoice documents



TAX CALCULATION SERVICE

External micro service for taxes



FINANCIAL DIMENSION SERVICE

External micro service for financial dimensions



RESOURCE SCHEDULING OPTIMIZATION ADD-IN

Extended schedule optimization solution



INTELLIGENT FULFILLMENT OPTIMIZATION

External micro service for fulfillment



YEAR-END CLOSE MICRO-SERVICE

External micro service for year-end closing

POWER PLATFORM



POWER AUTOMATE

Robotic process automation



POWER BI

Business intelligence solution



AI BUILDER

Artificial intelligence solution



POWER APPS

Business solutions tool



POWER VIRTUAL AGENT

Intelligent virtual agents



POWER APPS PORTALS

Portal management



MICROSOFT DATAVERSE

Cloud-based, low-code data service and app platform



POWER APPS MOBILE

Mobile solution for Power Apps



POWER PAGES

Low-code software as a service (SaaS) platform

Microsoft's Business Applications are built on **Azure**, using a **Common Data Model** that unifies data in **Dataverse**. **Power Platform** is the low code development platform for Microsoft's **Office 365**, **Teams**, **Dynamics 365** business applications (CRM & ERP) and integrates with **400+ services**.



64K+ Partners

Analyst Recognition:

- 1) Analytics & BI
- 2) API Management (Full Lifecycle)
- 3) Cloud DBMS
- 4) Cloud Infrastructure
- 5) Content Services Platforms
- 6) CRM Customer Engagement
- 7) CRM Customer Service Solutions
- 8) CRM Lead Management
- 9) CRM Sales Force Automation
- 10) Data Integration Tools
- 11) Data Science & ML
- 12) ERP (Cloud)
- 13) IoT (Industrial)
- 14) Low-Code App Platforms
- 15) Meeting Solutions
- 16) Robotic Process Automation (RPA)
- 17) Security: Access Management
- 18) Security: CASB
- 19) Security: Endpoint Protection
- 20) Security: Ent. Info Archiving
- 21) Security: Unified Endpoint Mgmt

1 AI Platform & MS Research (25+ years)

18,000+ AI Patents

2020 R&D: \$19.2B

Human Parity Cognitive Services

Decision, Language, Speech, Vision, +

2 LinkedIn

720M+ Professionals

Sales Navigator

3 Microsoft 365 135M+ Users

Identity Outlook Teams 150M+ Daily Active Users Office Sharepoint OneDrive Excel

4 Dynamics 365

Marketing Sales Customer Service Virtual Agents Field Service Product Visualize Remote Assist Commerce Connected Store Fraud Protection Supply Chain Guides HR Finance Project Operations Business Central

5 Power Platform

Power BI 7M Users Power Apps Power Automate Power Virtual Agents Power Portals

Customer Data Platform (CDP)

Customer Insights Customer Voice

6 Dataverse

Dataverse for Teams Common Data Model Cloud Services APIs 400+ Connectors



7 Azure (600+ Services)

AI & ML Analytics Blockchain Compute Containers Databases Dev Tools DevOps IoT Media Networking Security Storage

←----- 200+ Microsoft Services -----→ **Microsoft Security Response Center** ←---- 7 Trillion cyber events daily = Threat Intelligence ----→

Security

Microsoft Trust Center

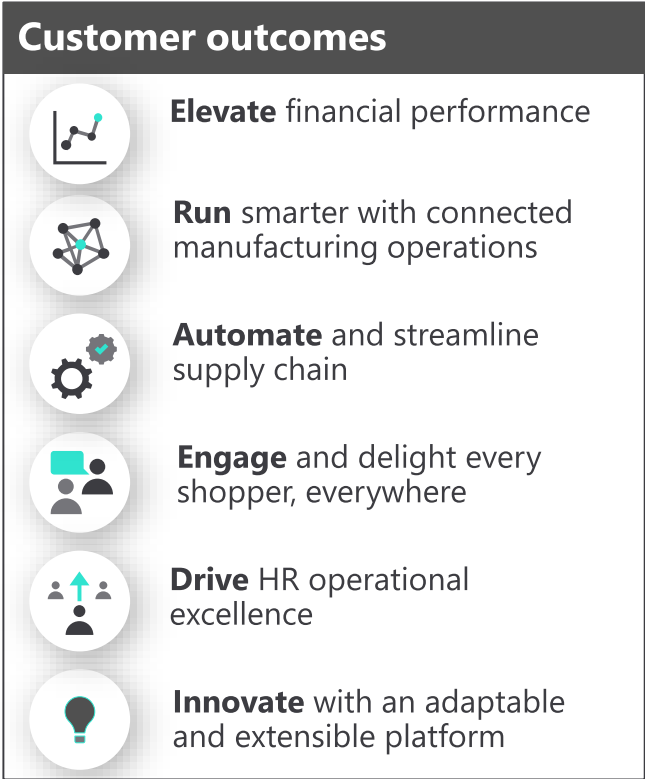
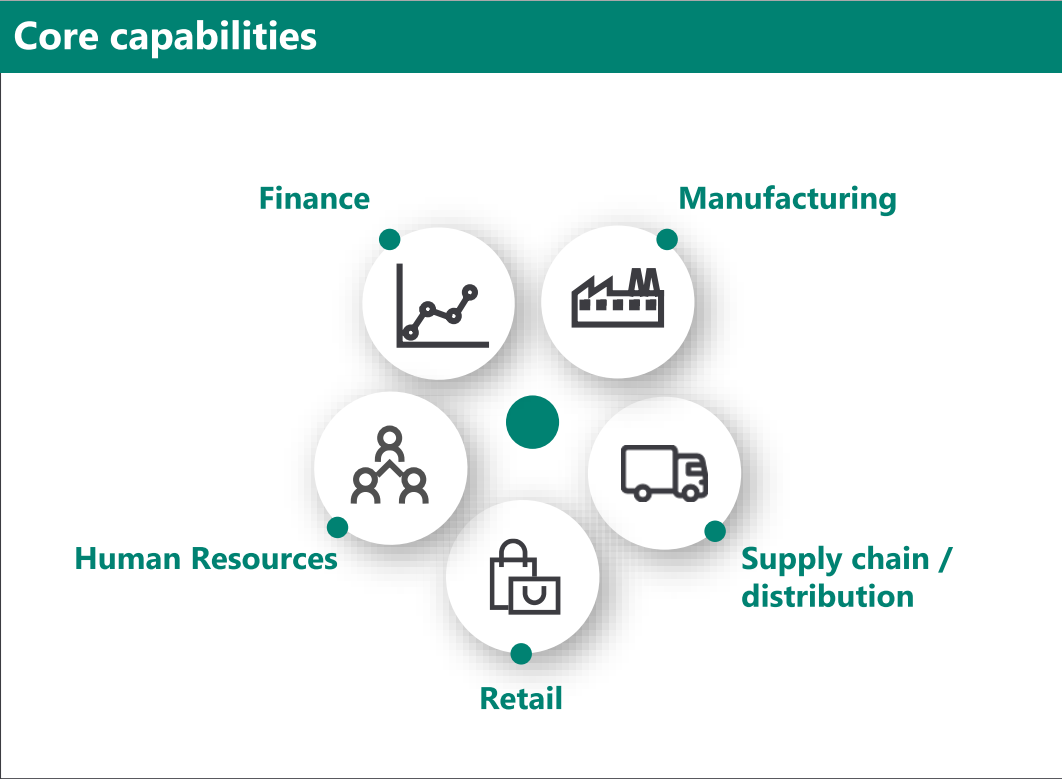
Compliance

Transparency



Why Finance & Supply Chain ?

Modernize Finance and Operations



Core product priorities

FINANCE



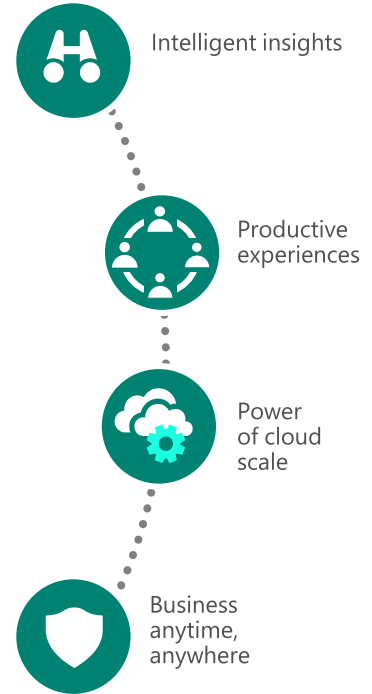
MANUFACTURING



SUPPLY CHAIN / DISTRIBUTION



RETAIL



Rapid adoption across the globe





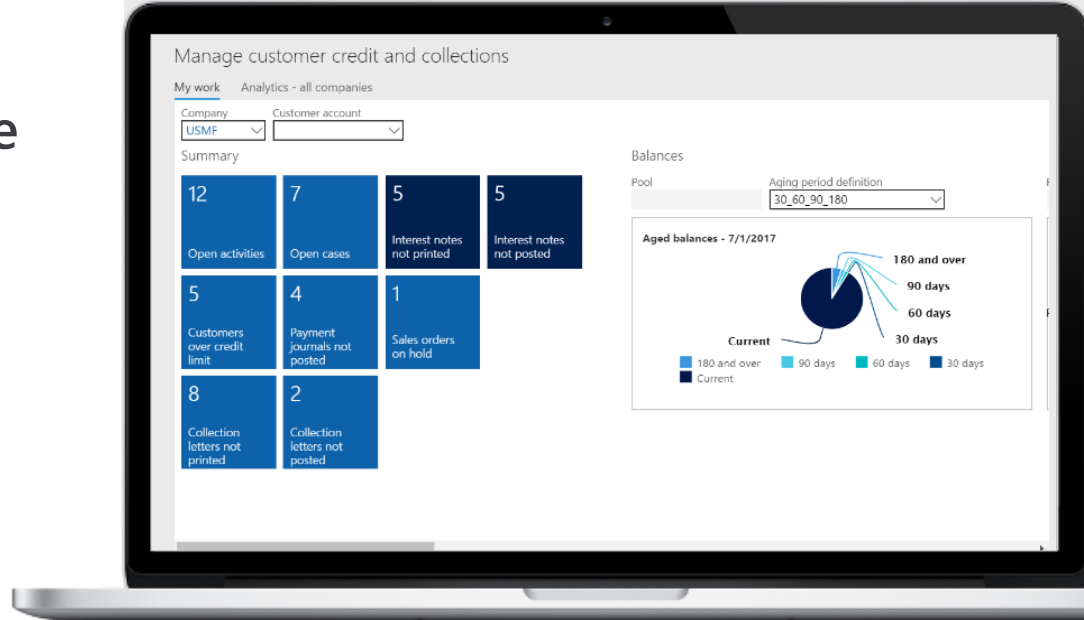
MODERNIZE
FINANCE

Optimize your team's productivity with seamless, integrated processes and tasks



Single source of intelligence

- Drive productivity from assets and resources and align employees toward strategic goals
- Take advantage of deep data and process integration across Dynamics 365, Microsoft 365, LinkedIn, and third-party applications for a centralized source of intelligent information that saves your employees time
- Collaborate across your organization and supply chain to make better and faster decisions



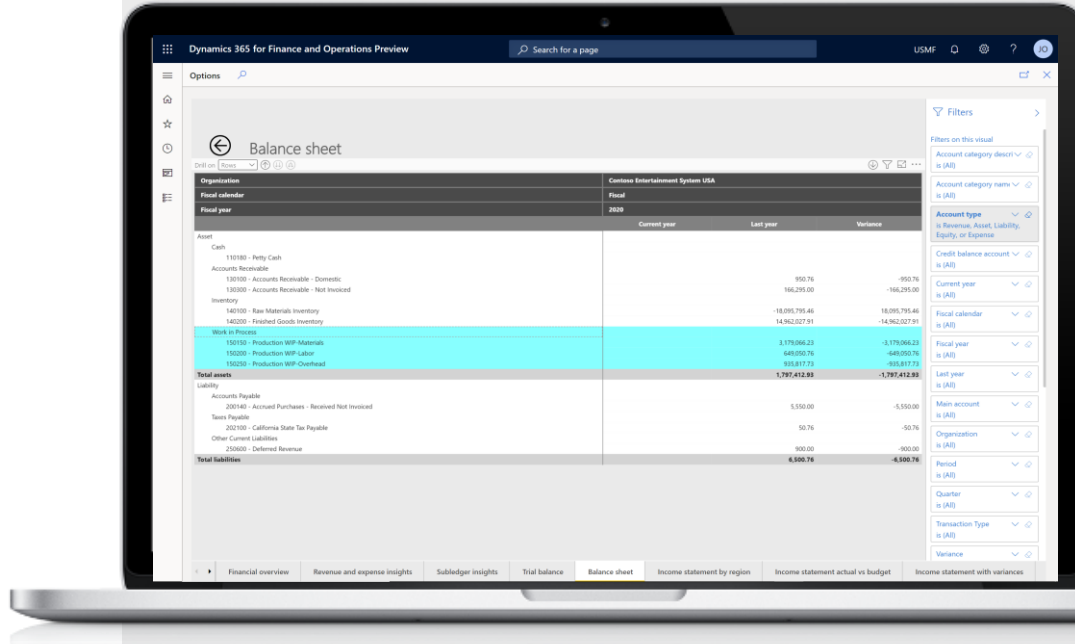


MODERNIZE
FINANCE

Centralize or distribute financial management with embedded reporting and financial analytics

Financial reporting

- Allow financial and business professionals to create, maintain, deploy, and view financial statements
- Design reports with more flexibility using out-of-the-box Report Designer
- Manage the generation and distribution of reports using financial report collaboration capabilities
- Use interactive report viewing to change different attributes and filters and find the report data you need



Dynamics 365 for Finance and Operations Preview

Balance sheet

Contoso Entertainment System USA

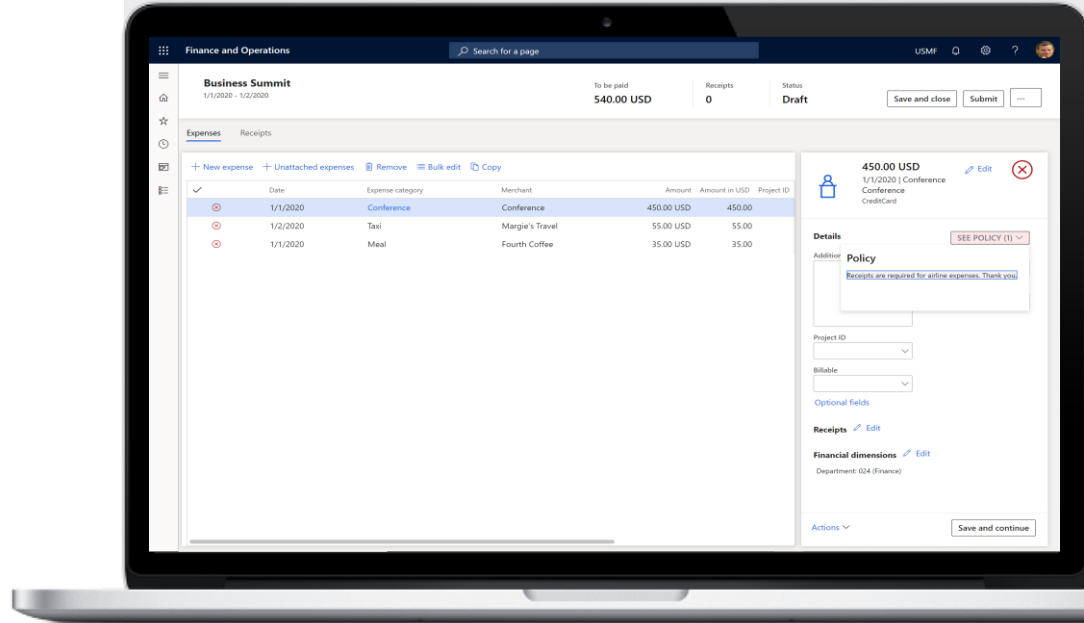
Organization	Contoso Entertainment System USA		
Fiscal calendar	Fiscal		
Fiscal year	2020		
	Current year	Last year	Variance
Asset			
Cash			
110100 - Petty Cash			
Accounts Receivable			
130100 - Accounts Receivable - Domestic	902.76	-902.76	
130300 - Accounts Receivable - Not Invoiced	166,295.00	-166,295.00	
Inventory			
140100 - Raw Materials Inventory		18,095,793.46	18,095,793.46
140300 - Finished Goods Inventory		14,962,027.91	14,962,027.91
Work in Process			
150100 - Production WIP Materials		3,179,066.23	-3,179,066.23
150200 - Production WIP Labor		649,095.76	-649,095.76
150300 - Production WIP Overhead		403,817.73	-403,817.73
Total assets	1,797,412.93	1,797,412.93	
Liability			
Accounts Payable			
200140 - Accrued Purchases - Received Not Invoiced	5,550.00	-5,550.00	
Taxes Payable			
202100 - California State Tax Payable	50.76	-50.76	
Other Current Liabilities			
210000 - Deferred Revenue	900.00	-900.00	
Total liabilities	6,500.76	6,500.76	



Optimize your team's productivity with seamless, integrated processes and tasks

Expense Management

- Expense management enables intercompany, financial management, control through per diems and policy controls.
- Clear and simplified user experience enables quick processing of expense claims.
- Credit card statement import and reconciliation
- Utilizes AI to categorize expense claims, which improves productivity of employee processing claim
- Approval workflows seamlessly integrated
- Power BI dashboards provide both personalized and manager perspectives.

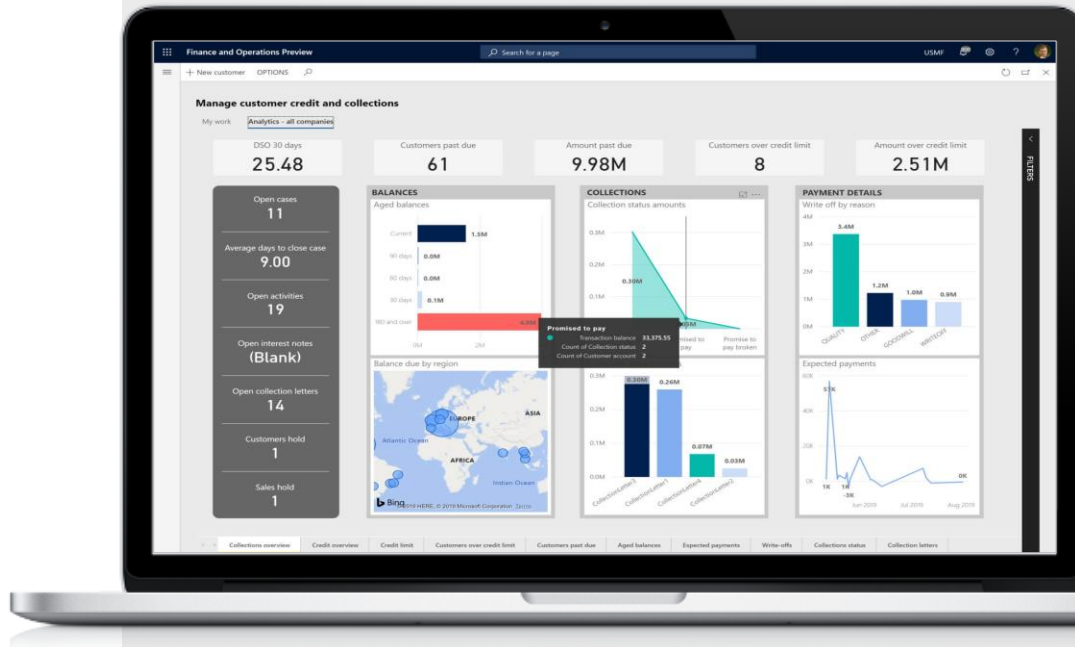




Optimize your team's productivity with seamless, integrated processes and tasks

Role-based workspaces

- Enable fast user actions and decisions with over 50 role-based workspaces
- Gain global visibility into the financial health of your business
- Optimize workforce productivity



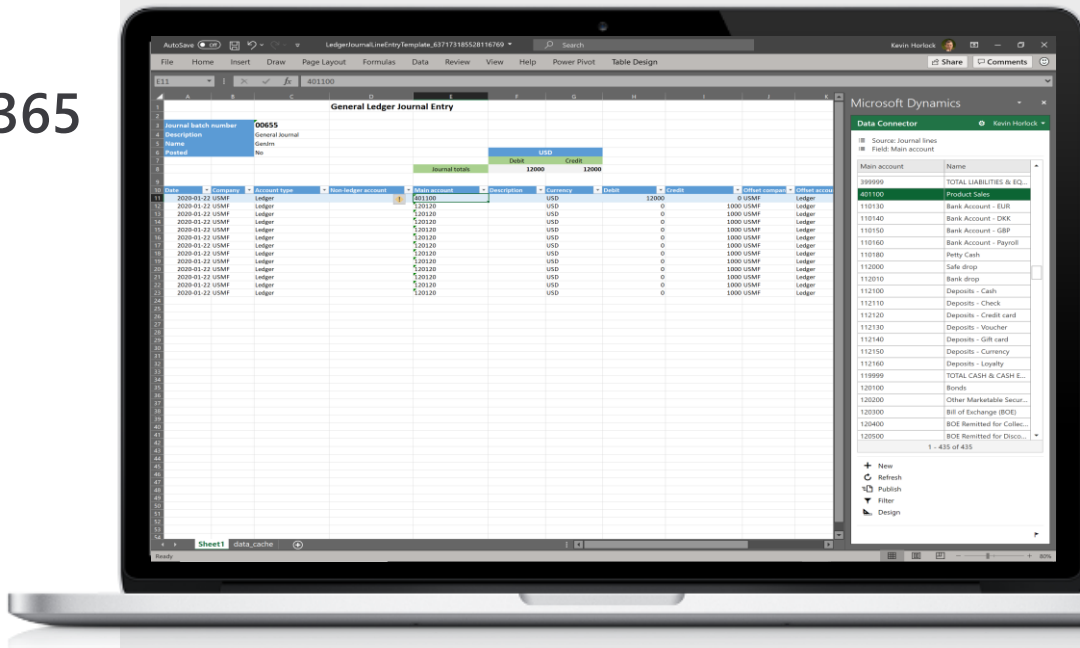


MODERNIZE
FINANCE

Optimize your team's productivity with seamless, integrated processes and tasks

Integration with Microsoft 365

- Create a more productive environment and empower your employees to get work done
- Interact with Microsoft Excel workbooks and data services using the Excel Data Connector
- Using the Workbook Designer page, design editable custom export workbooks that contain an entity and a set of fields
- Save record attachments in Microsoft Azure Blob storage and SharePoint Online through document management support





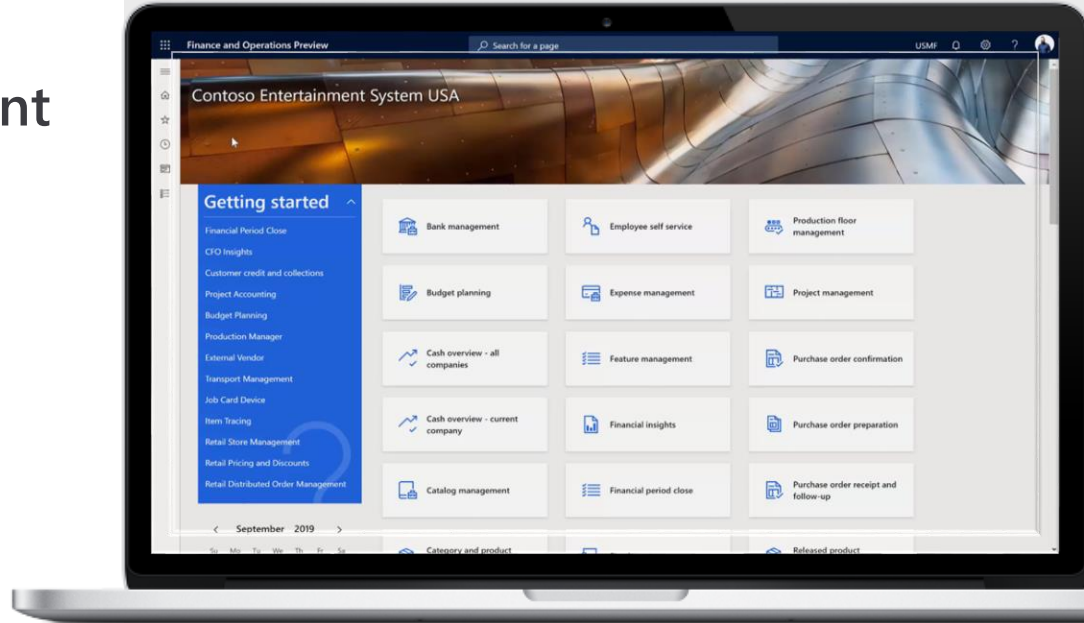
MODERNIZE
FINANCE

Elevate financial capabilities with
intelligent processes



Proactive credit management

- Get enterprise-grade credit management capabilities to proactively suggest credit control activities
- Manage credit risks while ensuring that customers have the flexibility to take advantage of promotions and make the purchases they need.
- Supported functionalities such as:
 - Management of risk scores
 - System-suggested credit limits
 - Configurable blocking rules
 - Automation of credit cases and more

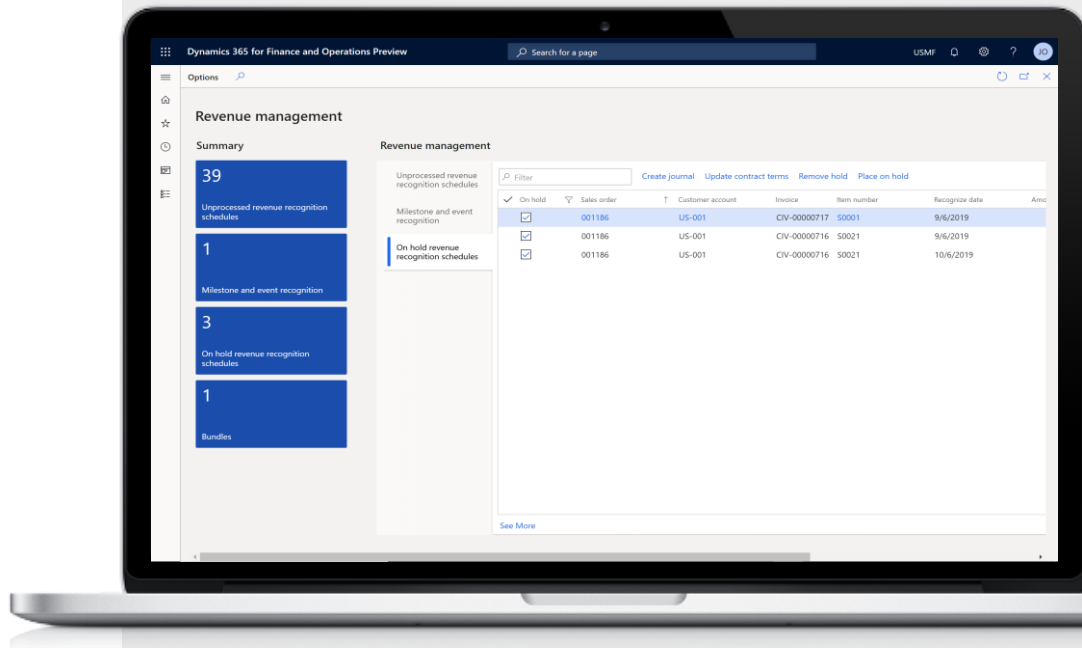




Elevate financial capabilities with intelligent processes

Revenue recognition

- Manage revenue pricing, schedule, sale order reallocations, reporting, and more
- Enable users to enter prices recognized as different from what the customer is charged
- Use revenue schedules to determine the number of months for the revenue deferral
- Reallocate multiple sales orders
- View the status of schedule records created for deferred revenue
- Comply with IFRS 15 and ASC 606.

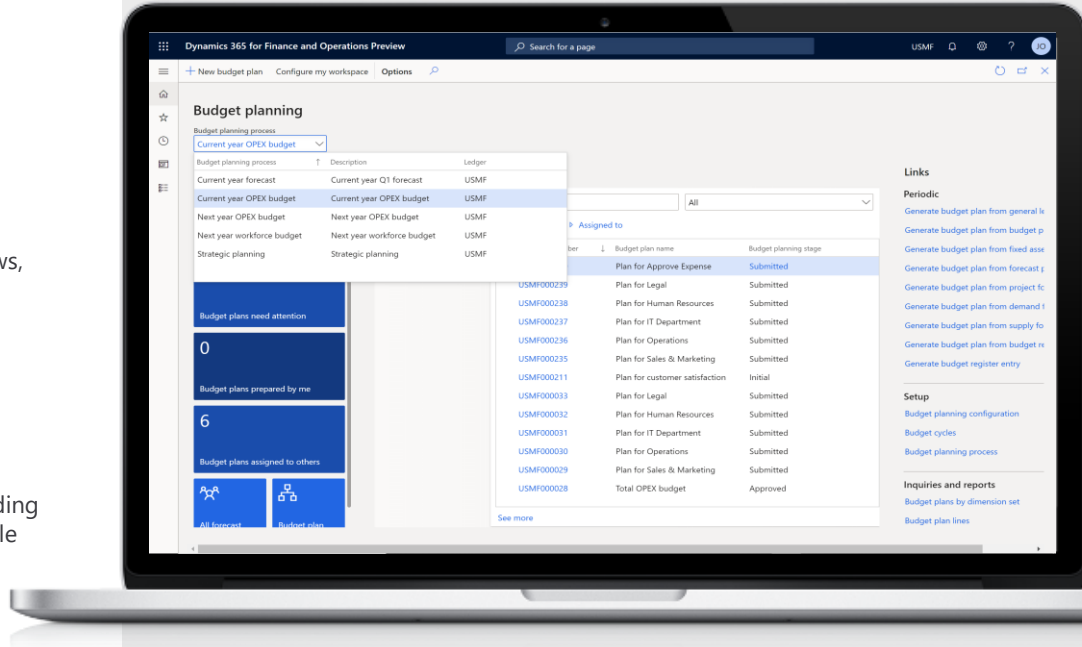




Elevate financial capabilities with intelligent processes

Budget planning and forecasting

- Manage your financial resources using account charts, workflows, source documents and journals, configurable calculation of available funds, budget cycles, and thresholds
- Configure unlimited monetary and quantitative scenarios and define a budgeting organizational hierarchy to support top-down and bottom-up budgeting methods
- Convert the budget plan to a budget register entry while providing tools for maintaining the budget and keeping amounts traceable through budget codes
- Get started setting up budget planning on the budget planning configuration page
- Compare budgets to actuals and identify trends using rolling forecasts, which are supported through budget plan documents as initial planning activities

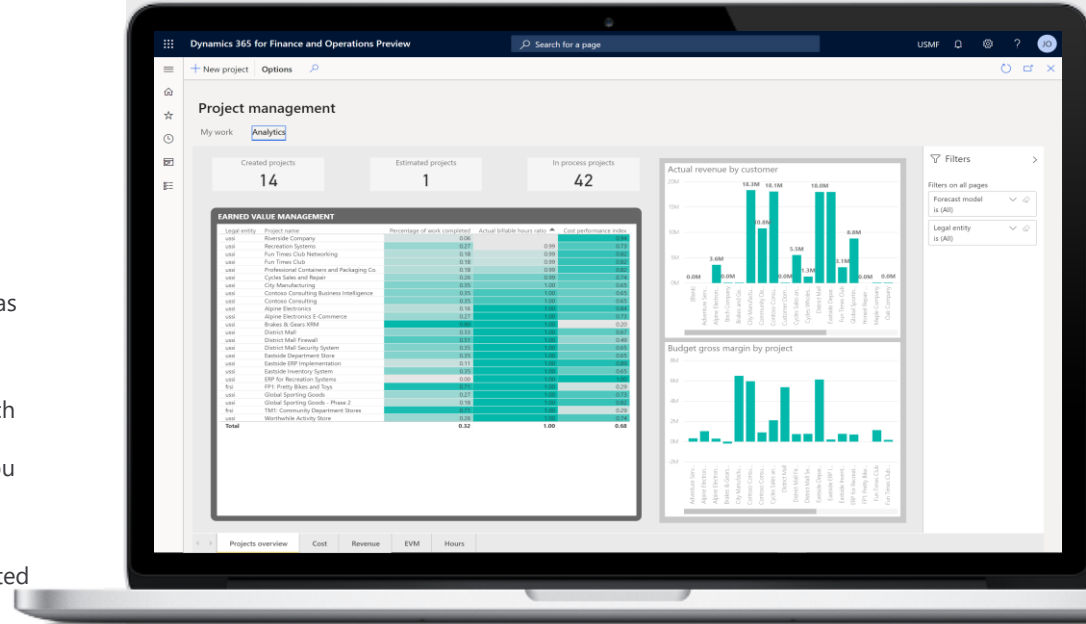




Elevate financial capabilities with intelligent processes

Project accounting

- Build accurate project estimates using embedded cost and bill rates, estimate templates, and WBS tools
- Create industry-focused projects by drawing on features such as contract management, quotations, budgeting, project policies, project parameters, and categories
- Manage and control your projects using project forecasts, which provide an operational perspective, and project budgets, which help you focus more on the financial amounts
- Maintain project cost control by summarizing actual cost, committed cost, and remaining budget to discover total expected cost and compare with the original budget
- Use cash flow monitoring to review both the forecasted cash flows and the actual cash flows for a project





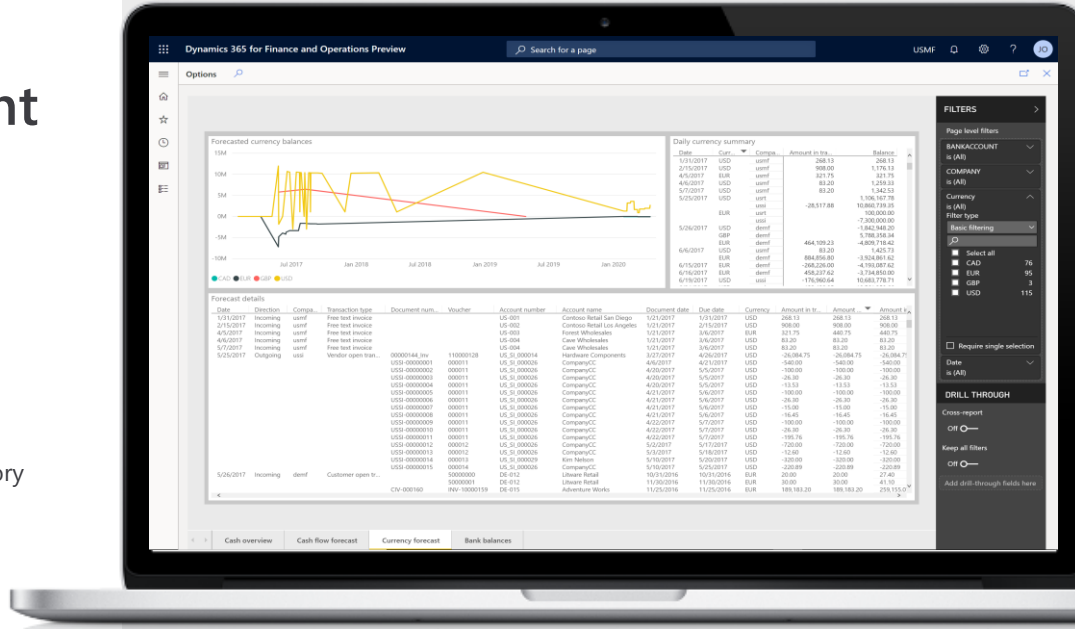
**MODERNIZE
FINANCE**

Elevate financial capabilities with intelligent processes



Cash and bank management

- Maintain financial instruments like deposit slips, checks, bills of exchange, and promissory notes
- Reconcile bank statements and print bank data on standard reports
- Analyze upcoming cash flow and currency requirements to estimate the company's future need for cash
- Integrate cash flow forecasting tools with general ledger, accounts payable, accounts receivable, budgeting, and inventory management
- Get a summary view of your bank management, including summary tiles, bank account information, balance chart, and related information
- Import electronic bank statements and automatically reconcile with bank transactions through advanced bank reconciliation

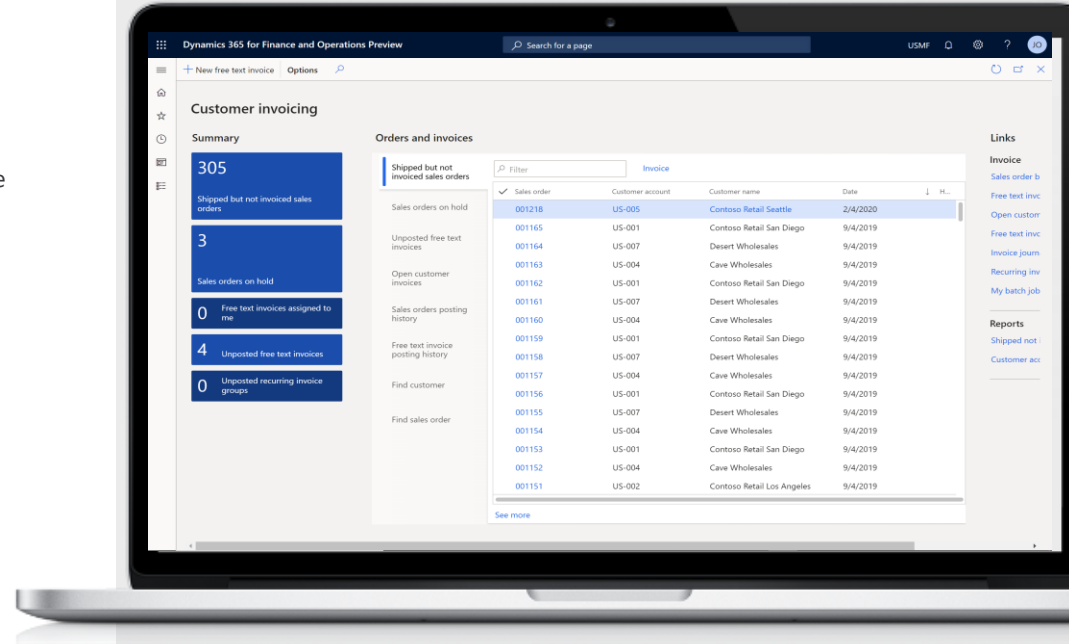




Keep up with regulatory requirements

E-invoicing

- Generate secure, confidential, authentic, and legally acceptable invoices electronically
- Ensure that international standards are applied to your electronic invoices
- Create electronic invoices for the following documents:
 - Sales order
 - Free text invoice
 - Credit note
 - Return order
 - Project invoice
 - Project sales order



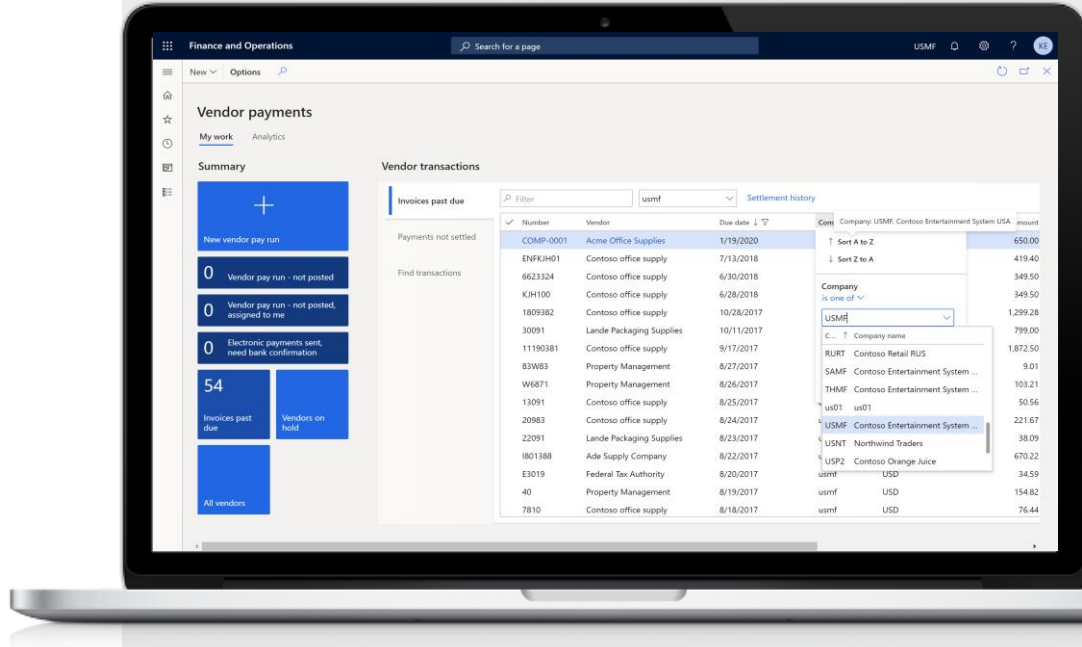


MODERNIZE
FINANCE

Keep up with frequently changing
regulatory requirements

Centralized payments

- Create and manage payments by using a single legal entity that handles all payments—so the same transaction doesn't have to be entered in multiple legal entities
- Streamline processes for payment proposals, settlements, and editing open and closed transactions

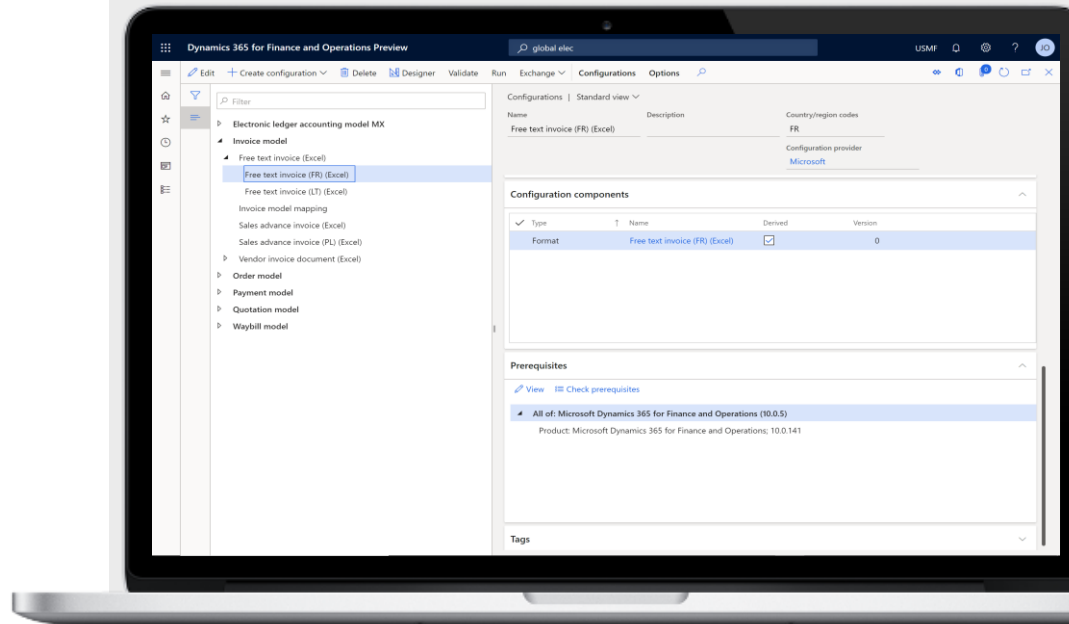




Keep up with frequently changing regulatory requirements

Globalization and taxes configuration

- Take advantage of a customizable and configurable tax engine and rules that determine tax applicability, calculation, posting, and settlement based on legal and business requirements
- Configure features to let partners and customers create extensions and customizations based on their needs, without coding
- Comply with local and regional deployments for government regulations that require data to be stored or serviced differently than other countries/regions
- Offers partner localizations for many locations with availability in 37 countries and 42 languages

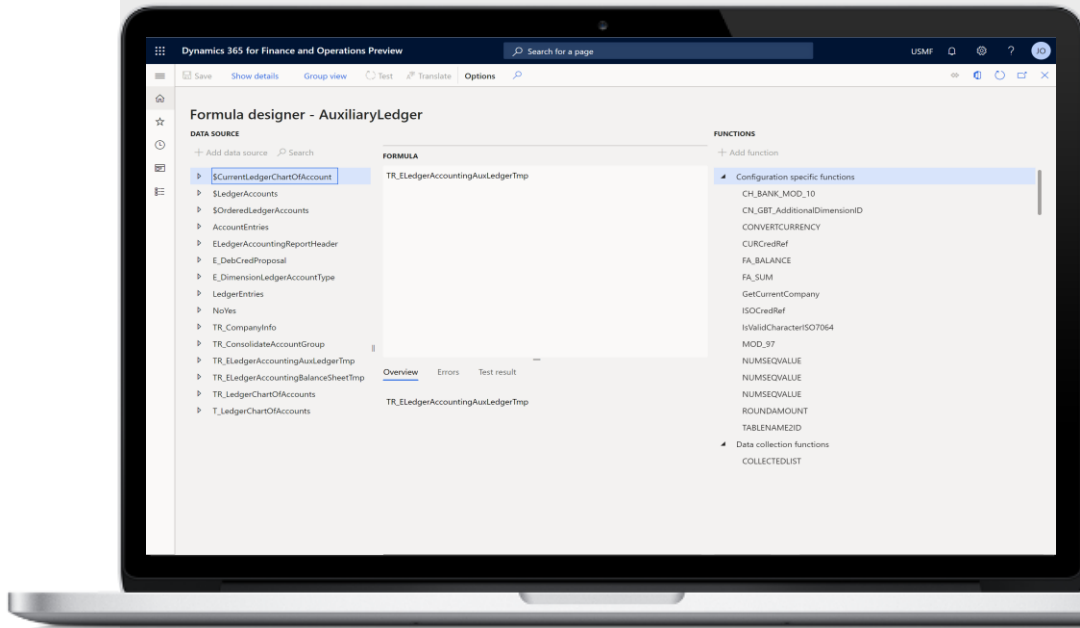




Keep up with frequently changing regulatory requirements

E-reporting formats

- Use the electronic reporting (ER) tool to configure formats for electronic documents in accordance with the legal requirements of various countries/regions
- Adopt new regulatory requirements and generate business documents in the required format to electronically exchange information with government bodies, banks, and other parties
- Allow business users to configure reporting formats instead of code





MODERNIZE FINANCE

Keep up with frequently changing
regulatory requirements



Certification and accreditations

- Adhere to strict privacy and security practices when building features and operating the service
- Pass internal and external audits
- Respond to requirements including:
 - First-priority, cross-industry certifications (ISO 27001, 27017, 27018, SOC 1 [SSAE 18] Type 2, SOC 2 Type 2, PA-DSS)
 - Health- HIPAA BAA
 - Government-EU-US Privacy Shield, EU Model Clauses, UK Official, Spain ENS, Spain LOPD, FINMA (Swiss, FSI), FERPA, New Zealand Gov CIO Fx, Australian CCSL (IRAP), Singapore MTCS

Global



- ISO 27001
- ISO 27017
- ISO 27018

- SOC 1 Type 1
- SOC 1 (SSAE 18) Type 2
- SOC 2 Type 2

- PA-DSS
- CSA STAR Self-assessment

Government



- FedRAMP High
- FedRAMP Moderate
- ITAR

- DoD DISA SRG level 2
- CJIS (State criminal justice)
- NIST SP 800-171

- Section 508 VPATs
- FIPS 140-2
- CJIS
- IRS 1075

Regional



- Australia CCSL (IRAP)
- China GB GB18030
- China GBT 24589
- EU Model Clauses

- EU—US Privacy Shield
- GDPR
- New Zealand Gov CIO framework

- Singapore MTCS
- Spain ENS High
- Spain LOPD
- UK G- Cloud Framework

Industry



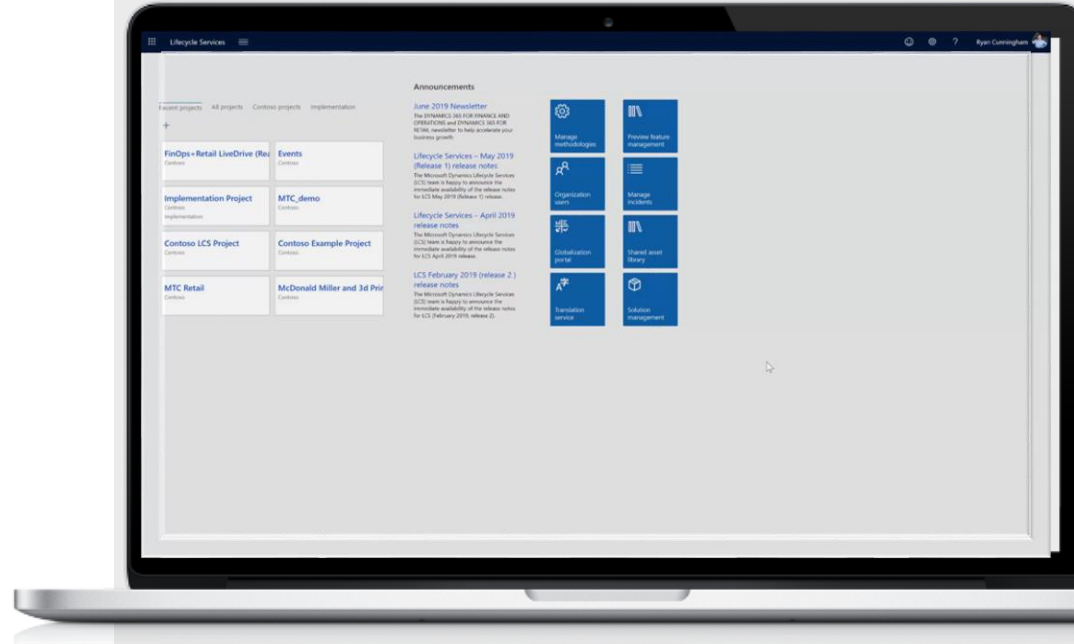
- HIPAA BAA (US)
- FDA CFR title 21 part 11
- FERPA
- FINMA (Switzerland, FSI)



Effectively manage and operate your Dynamics 365 Finance implementation and governance

Lifecycle Services

- Manage Dynamics 365 Finance through a cloud-based collaborative workspace using Lifecycle Services
- Obtain up-to-date project information using an intuitive dashboard from a single location
- Use for projects from pre-sales to implementation and operations





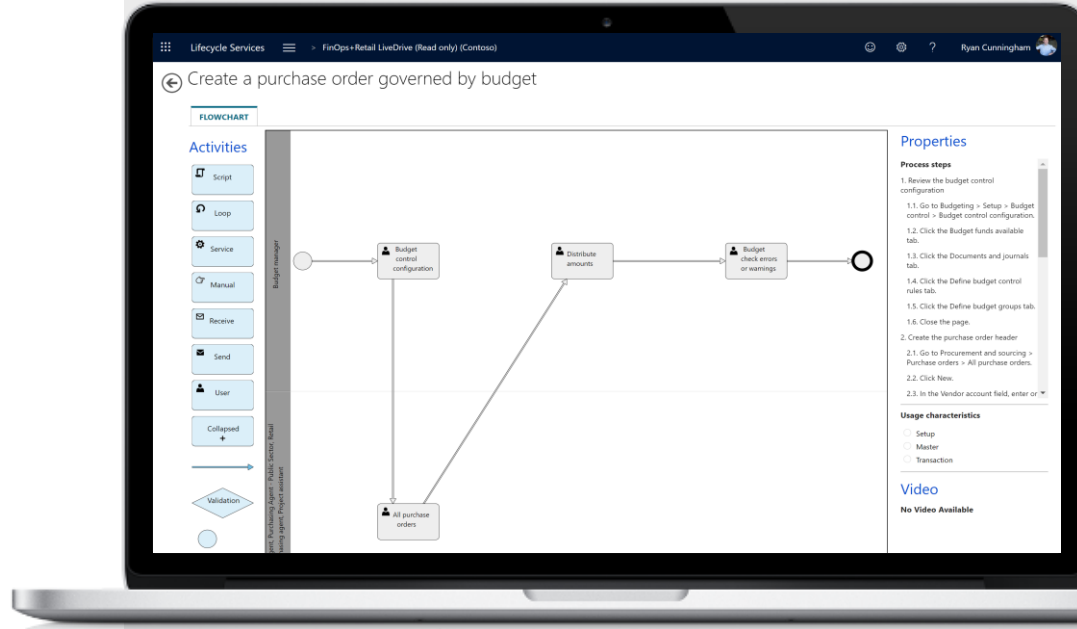
TECHNOLOGY
MODERNIZATION

Effectively manage and operate your
Dynamics 365 Finance
implementation and governance



Business process modeler

- Create, view, and modify repeatable implementations based on business process libraries and flowchart using the business process modeler (BPM) in Lifecycle Services
- Synchronize BPM library with Microsoft Azure DevOps
- Export to Microsoft Word or Visio to expand communication and documentation of processes





TECHNOLOGY MODERNIZATION

Effectively manage and operate your
Dynamics 365 Finance
implementation and governance



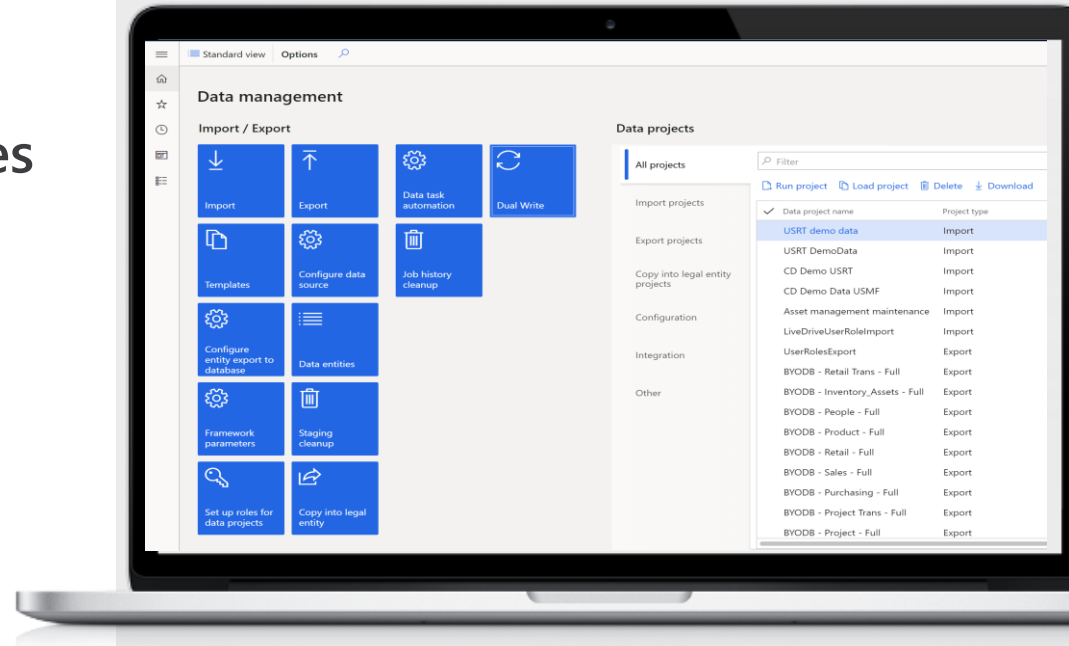
Dual writes & Virtual entities

Dual Writes

- Provides deeper master data relationships, utilizing the Common Data Service (CDS) that provides enhanced data scenarios, on-demand functionality along with streamlining end-to-end business processes

Virtual Entities

- Exposes to the CDS Entities from Finance, with Create, Update and Delete capabilities – empowering deeper functional interaction with the Power Platform such as model driven applications.





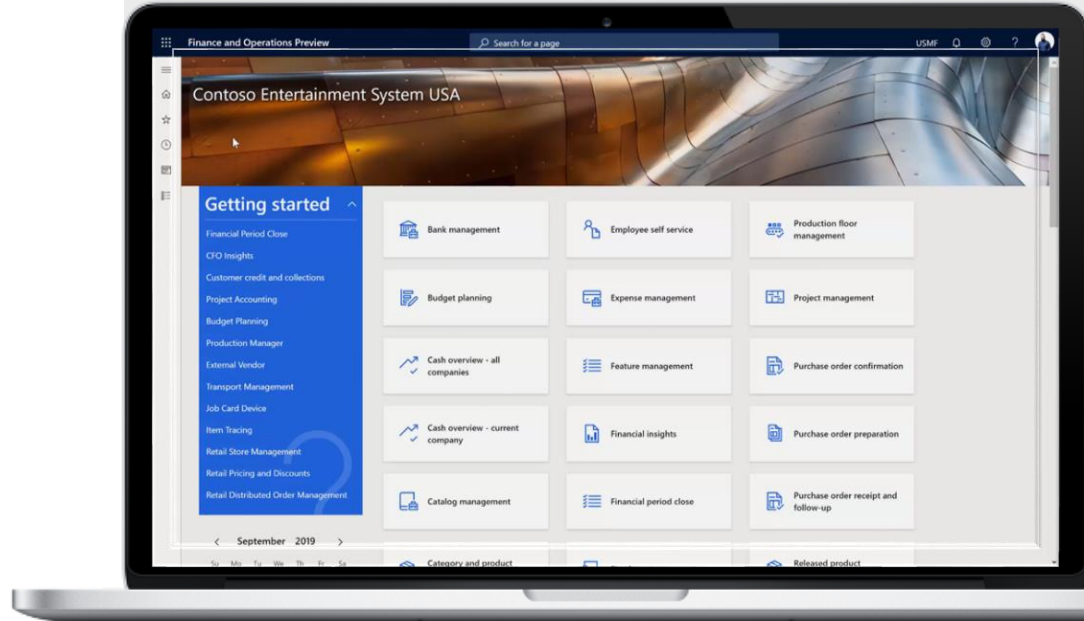
TECHNOLOGY MODERNIZATION

Enable effective financial processes with unified data to promote growth and competitiveness



Business intelligence with Microsoft Power BI

- Derive insights from transactional and observational data and then get those insights into the hands of every employee to support decision making
- Create a data culture where every employee can make decisions based on facts, not opinions
- Create composites of reports from various other Power BI content together with actuals and budget balances from general ledger

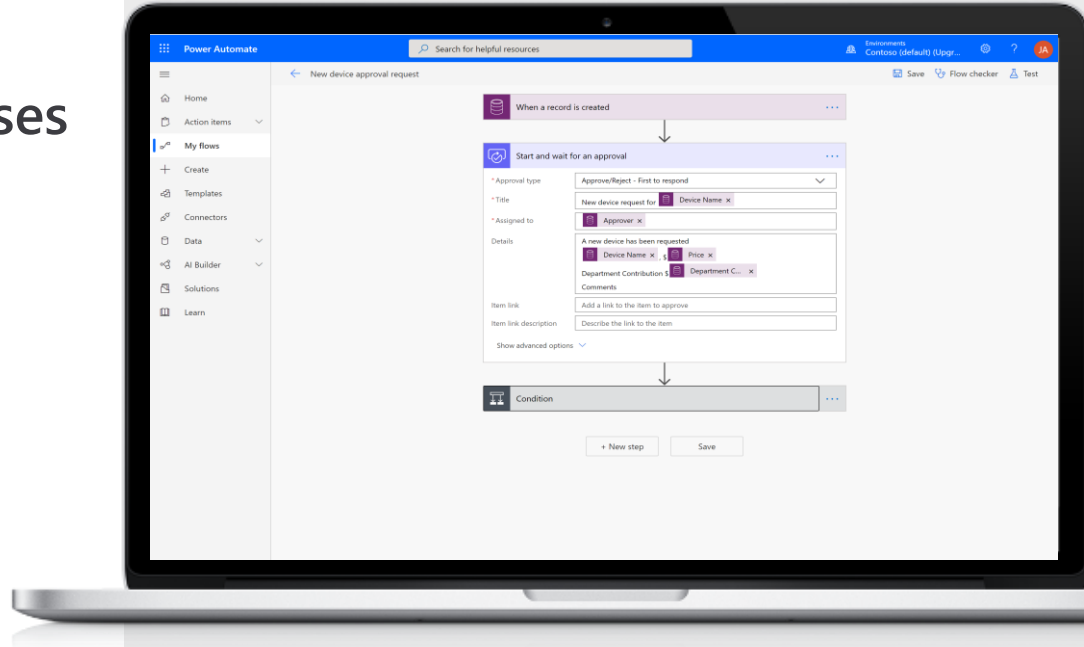




Personalize your finance management requirements

Unify your data and processes across sources using Microsoft Power Platform

- Easily connect and unify your data from popular data sources using prebuilt connectors
- Create custom entities, populate them with business data using Power Query, and build rich applications with PowerApps
- The new dual-write integration service enables a seamless data exchange between Dynamics 365 Finance/Dynamics 365 Supply Chain Mgmt. and CDS, allowing customers to access their data in CDS in real-time

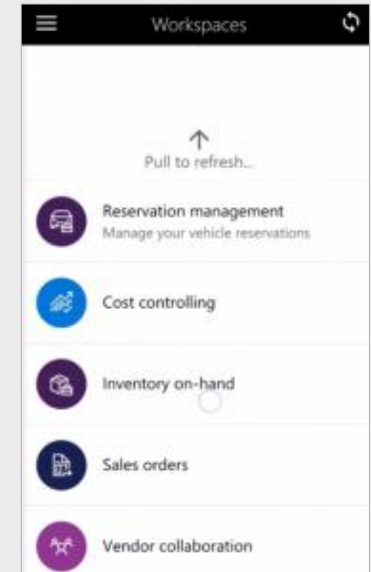
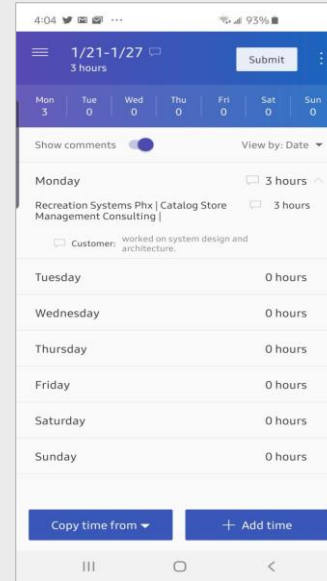




Personalize your finance management requirements

Scalable native mobile apps

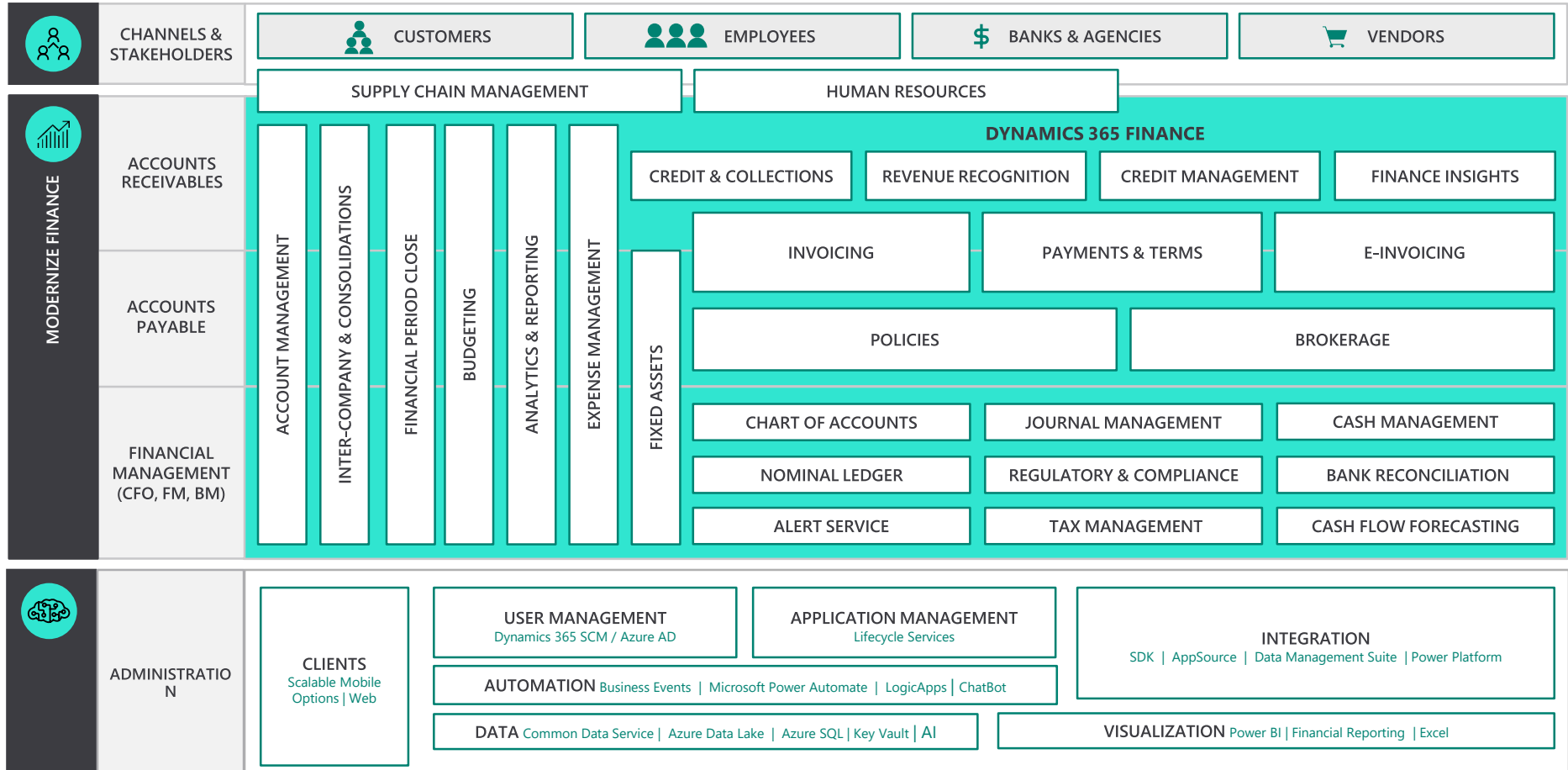
- Empower employees to work from virtually anywhere, anytime with the seamless access and unified experience of mobile apps
- Enable your organization to make its business processes—like sales orders, project timesheets, and vendor collaborations—available on mobile devices
- Use the point-and-click workspace designer included with the web client to easily create mobile workspaces
- Enable access to important reports, wherever and whenever you need them.
- Build no-code or low-code apps within PowerApps or using Azure SDK.
- Ensure data consistency across apps, regardless of how users choose to access data.



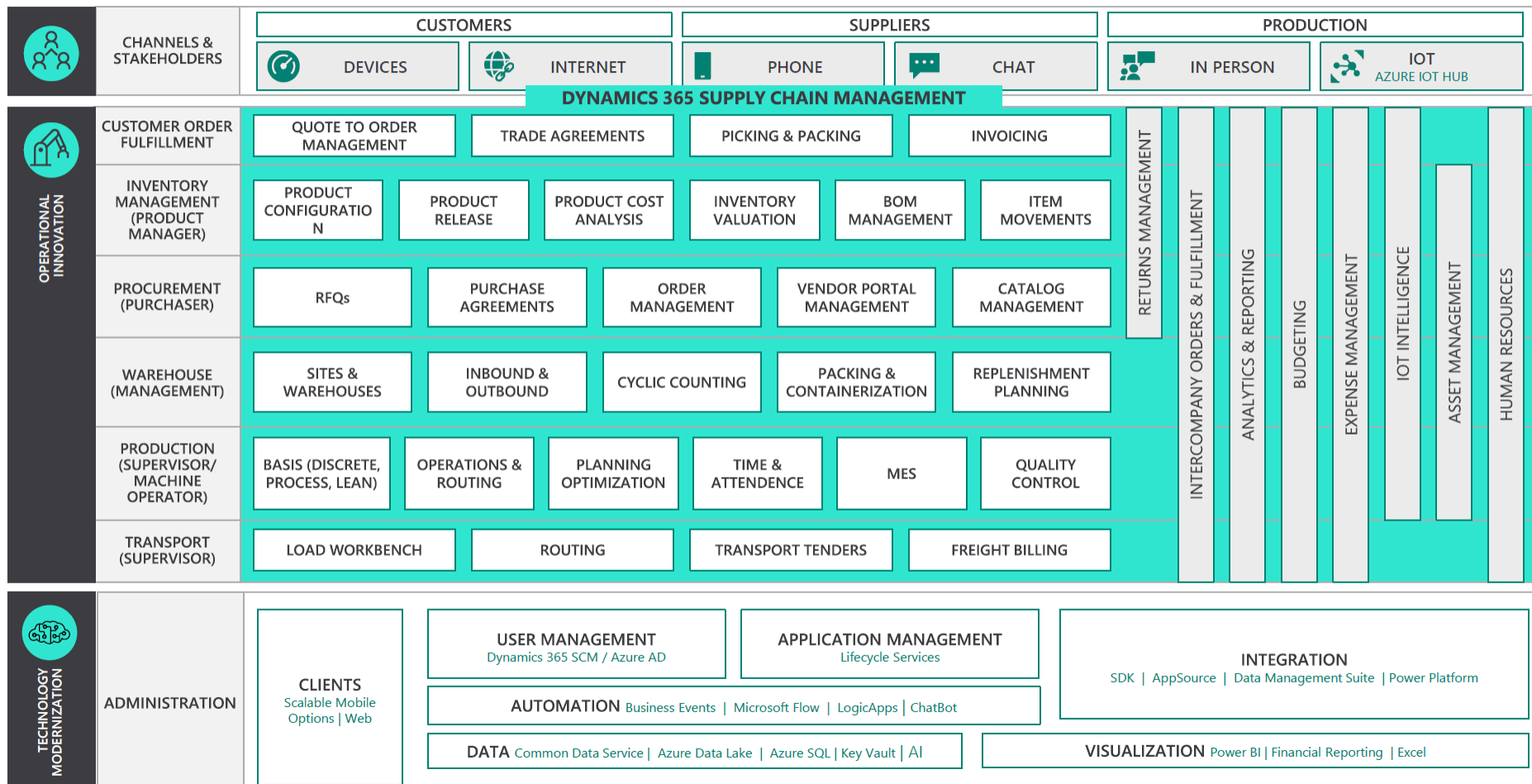


Functional Architecture

Microsoft ecosystem supporting modern finance



Microsoft ecosystem supporting modern supply chain management





Core Capabilities



Core Product Capabilities

FINANCE



General Ledger



Accounts Receivable



Accounts Payable



Budgeting & Forecast



Time & Expense Management



Financial Reporting & Analytics



Credit and Collections



Cash & Bank Management



Fixed Assets



Public Sector Financials



Revenue Recognition



Project Accounting



Cost Accounting



Consolidations



Regulatory Compliance



Configurable E-invoicing & Payments



Configurable Tax & Regulatory Reporting



Regulatory Discovery & Alerting Service

Core Product Capabilities

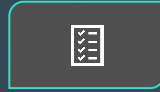
SUPPLY CHAIN MANAGEMENT



Lean, Process & Discrete Manufacturing



Production Control



Production Reporting



Shop Floor Management



Capability & Resource Scheduling



Kanban Management



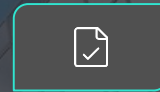
Time & Attendance



Product Information Management



Catalog Management



BOM Management



Route Management



Product Configuration



Master Planning



Inbound Consignment



Demand Forecasting



Inventory Management



Warehouse Management



Transportation Management



Vendor Collaboration



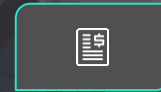
Mobile Warehouse Management



Supplier Relationship Management



Procurement & Sourcing



Sales Order Management



Trade Promotion Management



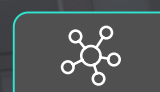
Service Management



Quality Management



Asset Management



IoT Intelligence



Planning Optimization

Core Product Capabilities

RETAIL



Retail Store
Channel
Management



Cross-channel
Order Processing/
Fulfillment



Rules-based
Distributed Order
Management



Product Category,
Catalog & Assortment
Management



Product Price &
Promotions
Management



Offline
Capabilities



Call Center
Channel
Management



Point-of-Sale



Assisted Selling with
Intelligent
Recommendations



In-store Inventory
Management



In-store Cash
Management



Workforce
Managements
Scheduling



Ecommerce
Channel
Management

Core Product Capabilities



Organizational
Hierarchy



Jobs and
Positions



Employee
Profile



Personnel
Management



HR Task
Management



Compensation
Plans



Time and
Attendance



Leave and
Absence



Benefits
Management



Benefits Open
Enrollment



FMLA Case
Management



HR Incident
Management



Goals & Skills
Management



Training &
Certification



Performance &
Feedback



Manager Self-
Serve



Employee Self-
Serve



Compliance,
Health & Safety

**HUMAN
RESOURCES**



Methodology

Development Process, DevOps and Support

Process Overview

folio3

DYNAMICS

From in-depth experience Folio3 has carved out an Optimal Process to ensure ERP repeatable success. Coupled with its experienced and skillful team, ERP Implementations are no more fuzzy but a Success!



UAT, Training, Go-Live
2-4 weeks

Onsite team availability

03

Implementation
12-16 weeks

Onsite weekly meetings

02

Discovery & Solution Design
2-4 weeks

Onsite Discovery Workshops

01

Discovery

Identification of problems and pain points currently faced by the existing system. Proposing a solution according to the end requirements to improve efficiency.



Implementation

Implementing the proposed solution within the proposed timeline with mentioned features and within the budgets.

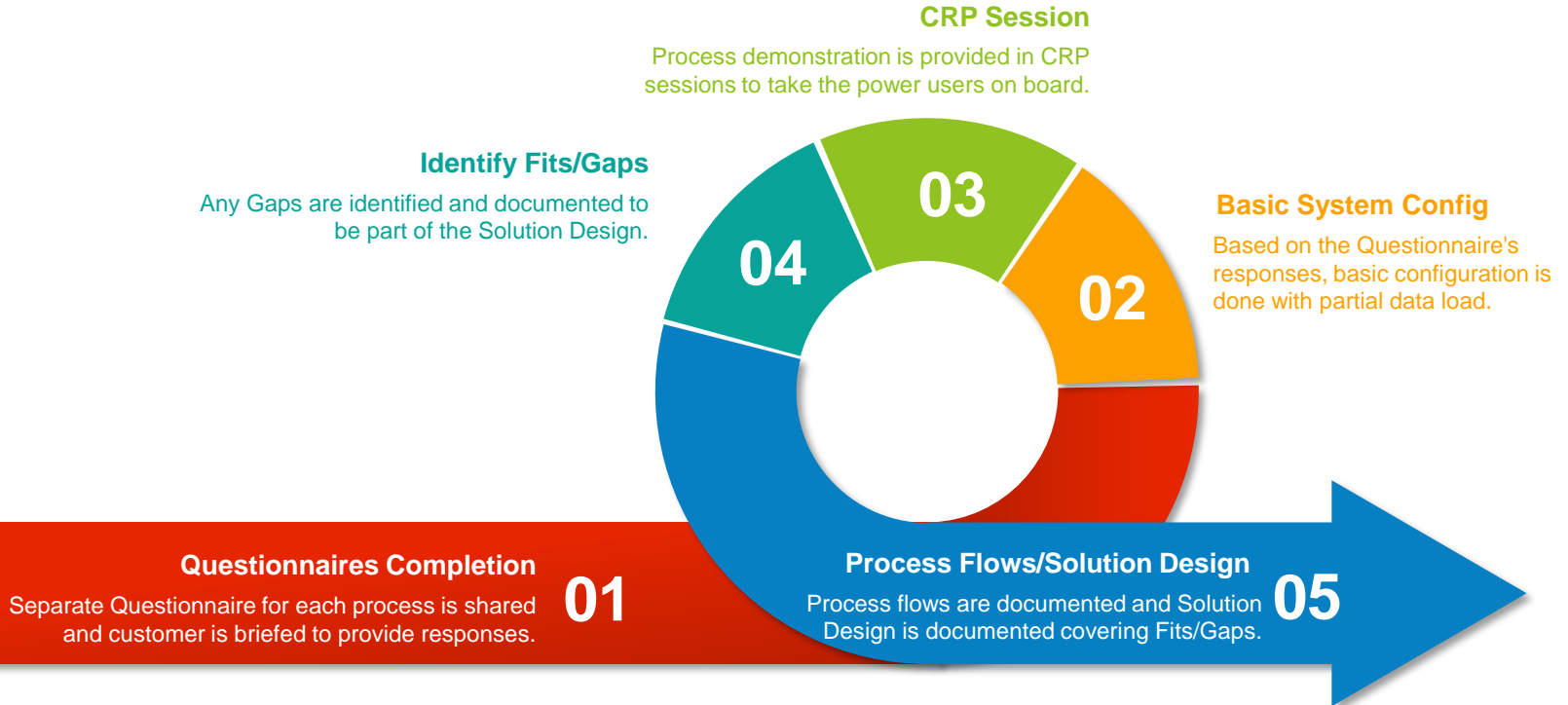


UAT, Training, Go-Live

User Acceptance Testing, with training sessions for awareness and post implementation support.



DISCOVERY PROCESS



Support Levels



Gold
Microsoft Partner



Service Level Agreement – Details

Folio3 proposes to offer the following terms for its Microsoft D365 Support:

Notes	Minor	Major	Critical	Fatal
Priority Description				
Severity	Small degradation. Few or one user affected. Business process can continue.	Limited degradation. Limited number of users or functions affected. Business process can continue.	Significant degradation. Large number of users or critical functions affected. Business process cannot continue.	Complete degradation. All users and critical features of the solution affected. Services completely unavailable.
SLA Conditions				
Response Time	6 hours	4 hours	4 Hours	2 hours
95% must be assigned within	1 day	12 hours	8 hours	3 hours
Workaround	2 weeks	7 days	5 days	3 days

**Support service will be available on a 16 x 7 basis (US Eastern Hours).*



Q/A Session

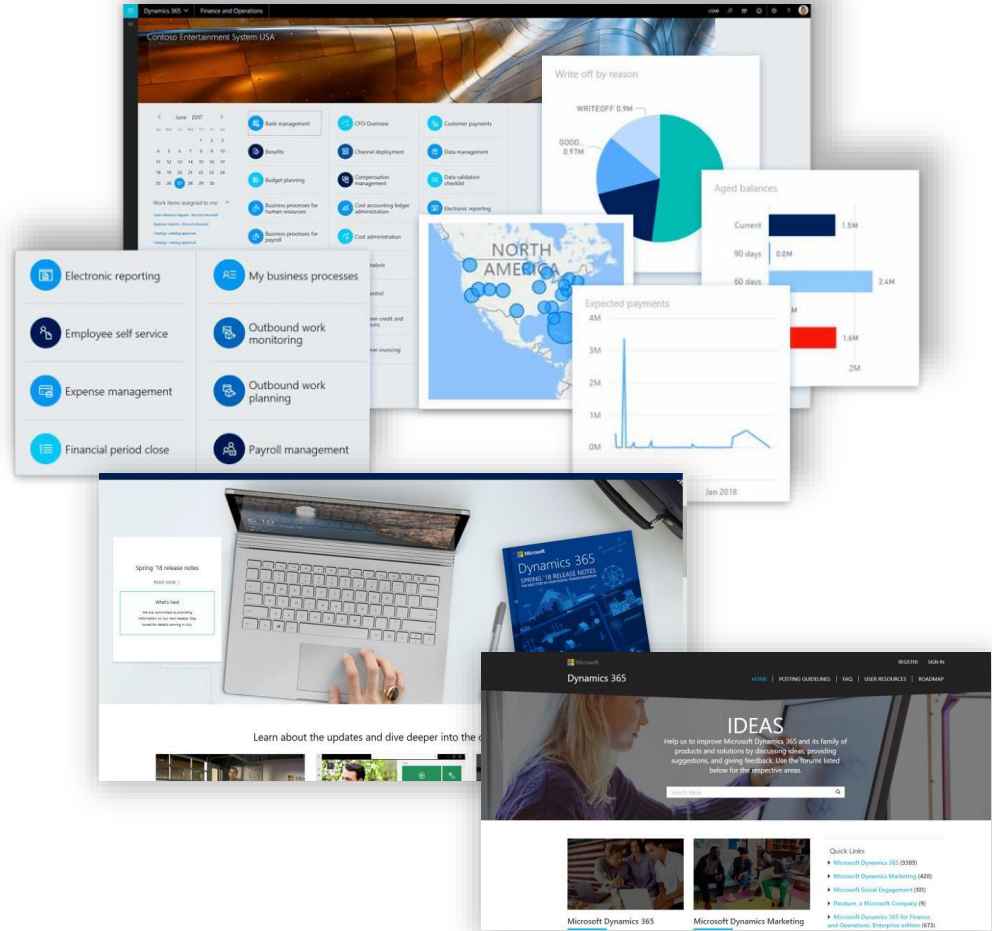
Question and Answers – Discussion Session

Folio3 Advantages



Next steps

- Requirements
- Initial Discovery Phase
- Business Planning & Estimation Letter
- Proposal/S.O.W
- Sign-off
- Project Initiation





Thank You.

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