



Omni Logic  
Solutions, Inc

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# OMNI LOGIC SOLUTIONS, INC COMPANY PROFILE

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## 1.1 HISTORY

Based in Vancouver, Canada since 2007, Omni Logic Solutions (OLS), is a **Tier One Microsoft Gold Partner** that has been offering clients Professional & Reliable services such as, Implementation, Customization, Upgrade, Training, and Support for Microsoft Dynamics Business Central, formerly Navision and several other Microsoft Products.

As a company, we can provide a new approach for our clients, by implementing solutions that will enable enhanced resource management, facilitating the creation of powered and efficient solutions that provide a greater economic benefit.

## 1.2 TEAM & EXPERIENCE



Our experience gives us the edge: We work with various industries providing solutions to a wide range of clients spanning from Retail,

Manufacturing, Distribution, Aerospace, Food Production, Financial Institutions, Education Construction, Equipment Rental Management and many more.

Our Team at Omni Logic Solutions have over 20 years of experience on Microsoft Platform and Products. Our team are experts in the field, incorporating only the highest standards of integrity, corporate governance and regulatory compliance into every aspect of the business. We believe in it because it has been proven time and time again with numerous implementations across multiple industries that it's the best medium to deliver an effective business solution for your company.

Our staff possesses thousands of hours of implementation, programming, and training experience. We provide the confidence our customers are looking for when dealing with challenging situations

## 1.3 OUR VISION & MISSION

The vision of the company is to be a trusted and efficient partner and focus on fulfilling the needs of its customers, whilst maintaining the highest levels of integrity and honesty in every business transaction and ensuring full compliance with applicable regulatory requirements.

Our Mission is:

- To use the most appropriate technical capabilities and skills required to deliver the best possible solution
- To work with customers that share the same values of integrity and ethics as our company
- To provide timely and effective services to our customers
- To maintain a high level of integrity and honesty in all internal and external business transactions
- To ensure full compliance with applicable regulatory requirements.

## 1.4 COMMITMENTS TO OUR CLIENTS

### PROVEN TRACK RECORD

We strive to give our customers a positive experience and with a 100% customer retention rate, you don't have to take our word for it we're more than happy to have you speak with our satisfied customers.

### APPROACH

Our approach is to compliment the skills and knowledge of our clients and we want our clients to leverage the expertise that our teams provide so that they get the maximum value for their consulting dollar.

### RESPONSIVENESS

Time is valuable and we believe your business requirements are urgent. We go out of our way to help you anytime and our customers appreciate it.

## 1.5 THE DIFFERENTIATORS

- We are a Tier One Microsoft Gold Partner
- Cost effective compared to other service providers
- ROI focused for our client's success
- Experienced in a wide variety of Industries
- Hands on Finance and Technical knowledge
- Direct contact and availability with Consultants
- Expertise in Microsoft Dynamics and other products is second to none
- Ability to bring in other local experts as needed – Financial Reporting, Jet Reports, SQL, etc
- Advisors to client's vs just Implementor
- Local presence in North America
- Servicing clients Globally in North America, Europe, Middle East and Australia
- Advocate for productivity tools
- Big picture focused, not just the current opportunity



## 2.0 SERVICE OFFERINGS

### MS Dynamics Business Central

Microsoft Dynamics Business Central (NAV) is the world's leading mid-range ERP software. Over one and a half million users attest to its advanced technology and Microsoft familiarity and ease-of-use. As part of the Microsoft stack of applications, Microsoft Dynamics Business Central (NAV) works seamlessly with all Microsoft applications such as Excel, Word, Outlook, SharePoint, PowerBI etc. This powerful system is an integrated database whose functionality consists of complete financials, sales, CRM, distribution, service management, supply chain, advanced warehouse management, manufacturing, business analytics, and more.

## Omni Logic Solutions specializes in the following services for Microsoft Dynamics Solutions

- Implementation
- Development and Customization
- Support & Training
- Integration to 3<sup>rd</sup> party solutions
- E-Commerce Solutions B2B/B2C
- Upgrade & Maintenance
- Azure Migration
- Migrating from other ERP and CRM solutions to Microsoft platform
- Project Management

## Some Industry Specific Solutions we work with

- **BI360 from Solver**  
A Reporting Solution for Business that require extensive reporting and budgeting
- **Netronics**  
Visual Production & Job Scheduler for Microsoft Dynamics Business Central (NAV)
- **Serenic Software**  
A complete payroll solution designed for and fully integrated with Dynamics NAV.
- **LS Central**  
An end-to-end POS solution for Microsoft Dynamics
- **Project Pro**  
Designed for construction firms and powered by Microsoft Dynamics NAV/Business
- **Jet Reports**  
All of Your Financials Inside Excel with the Click of a Button
- **Armada Dynamics**  
Premier solution for companies who rent, sell or service equipment
- **Sana Commerce**

Excel your Microsoft Dynamics ERP system as the engine of your web store.

## 3.0 OUR PRODUCT OFFERINGS

- Microsoft Dynamics Business Central
- Microsoft Dynamics for Sales, Customer Service
- Power BI for Reporting
- Microsoft Office 365
- Microsoft Azure Cloud Solution
- Sage Software Solutions

### Products built and maintained by OLS:

- OmniFY Expense Reports
- OmniFY Concur Expense Integration
- OmniFY Concur Invoice Integration
- OmniFY Barcode Scanning Solutions
- OmniFY Purchase Requisitions





## 4.0 OUR INDUSTRY EXPERIENCE

- Food Manufacturing & Distribution
- Retail Warehouse & Distribution
- Non-Profit & Government Organizations
- Professional Services
- Finance
- Aerospace
- Financial Institutions
- Education
- Construction
- Property Management
- Equipment Rental Management
- B2B / B2C
- Auto Indus

## 5.0 CUSTOMIZATION & DEVELOPMENT EXAMPLES

OLS specializes in Microsoft Dynamics NAV support and providing business solutions for NAV clients, including customization of the application as required. Our philosophy is to fully understand the business processes involved and the rationale for customization before proceeding with any development of custom solutions. It is our experience that Dynamics NAV can often be configured to meet the client's requirement without resorting to customization making it easier to maintain and upgrade the application in the future. However, there are instances where customization is the only answer. Please find below four instances where OLS has worked with the client to provide custom developed solutions which improved their instance of Dynamics NAV and provided tangible benefits.

### 5.1 CURRENCY UPDATE AUTOMATION

#### **Business Challenge:**

A multi-national, multi-currency mining company approached OLS to help them automate the tracking of currency conversion rates. It was vital to the company's business model that the current daily rates be available and that the preceding days exchange rates be recorded for auditing purposes.

Previously, a designated user would manually acquire the exchange rates from the Bank of Canada website, record the rate on a spreadsheet and then enter the rate into Navision. If the employee was ill, on vacation or forgot the exchange rates would not be updated and could result in possible losses to the company.

#### **Solution:**

OLS developed a process where the exchange rates would be automatically downloaded from the Bank of Canada updated in NAV, and the previous day rate recorded in a log accessible in NAV. The solution also allowed the client to specify the time of the download and the option to determine the interval of the download i.e. daily, weekly, and hourly.

### 5.2 BARCODE SOLUTION FOR INVENTORY CONTROL AND TRACKING

#### **Business Challenge:**

Canadian based food manufacturer and distributor wanted to automate a manual inventory control process by assigning bar codes to product to track and manage inventory.

Previously inventory tracking was a manual process which was heavily labor intensive, slowed the manufacture and movement of product and was subject to human error.

**Solution:**

Omni Logic Solutions implemented and integrated a bar-coding solution with Dynamics NAV, which tracked the incoming raw materials through the manufacturing process to finished product and then to shipment to customer. Providing a ``real-time`` inventory tracking system and eliminating the errors in the manual system and saving the client countless man-hours associated with managing and tracking their inventory.

## 5.3 E-COMMERCE SOLUTION

**Business Challenge:**

OLS was approached by a rapidly expanding Vancouver based Canadian manufacturer and distributor to implement a B2B and B2C E-Commerce solution which they wanted integrated in their existing NAV instance. At the time the client was processing orders manually via the telephone which was labor intensive and cumbersome resulting in delays and missed sales.

**Solution:**

After researching the marketplace, OLS selected a product which met not only the current needs of the client but would satisfy their needs for the foreseeable future. For integration to NAV there were two solutions, connect the two systems by purchasing a middleware product adding a greater complexity to the solution or, direct integration to NAV by customizing their existing NAV. The client chose the latter and was rewarded with a robust, stable E-commerce portal which interacts with NAV in real-time providing the client's customers the ability to order and track order status online. It also reduced the amount of manual processing required thereby decreasing the turnaround time for order fulfillment and increasing customer satisfaction.

## 5.4 VENDOR SECURITY

*Note: OLS was approached by a client of another Dynamics partner with the following challenge. Prior to approaching OLS the client was told by their current partner and another partner that the only solution to this issue would involve a ``rewrite`` of the application.*

**Business Challenge:**

Payments to vendors are made by EFT to the bank and account indicated in the Vendor file. Access to the vendor file is restricted but does not preclude any user with access to vendor information being able to edit the Vendor banking information prior to the payment and after the

payment restoring the Vendor banking information resulting in a possible theft of funds via an incorrect transfer.

To counter this security risk the company wanted to introduce an approval workflow for any changes made to the vendor and vendor banking information.

**Solution:**

Omni Logic Solutions developed a solution which required approval of any change to a Vendor be submitted to a designated individual prior to committing the change.

## Customizations & Integration

- NAV Vendor Security Module (record and field level)
- Production and Job Time Entry Module
- Open Source E-Commerce Integration
- EFT export for Electronic Bank Payments
- Direct Debit Solution
- Expense Report Entry Solution
- OmniFY Integration Solutions for Concur/SAP



## OUR TEAM & DIFFRENTIATOR

### **6.0 OLS CORPORATE STRUCTURE**

OLS is comprised of Microsoft Dynamics NAV certified consultants whose expertise extends beyond NAV to many other facets of business and IT. Clients can draw upon the thousands of hours of experience each consultant offers to provide valuable insight into business and IT issues. In addition, OLS has developed exclusive relationships with several strategic partners. These partners are product experts who provide OLS with valued and timely advice and support for non-NAV issues when required.

### **7.0 TEAM THAT DELIVERS**

For every project, OLS provides a dedicated team of consultants for implementation and support projects. The team assigned to your project will be structured as follows a Business Analyst, Technical consultant and a Project Manager. Each member of our team is highly qualified and



experienced in their domain and works diligently with clients to provide highest quality of deliverable and support.

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