



Company Profile

Microsoft
Partner

Gold Application Development
Silver Windows and Devices
Silver ISV



SALESFORCE
PLATFORM DEVELOPER I

Microsoft
CERTIFIED
Professional

Microsoft
Preferred Vendor





Introduction





About Us



Hello, we are **Cynoteck Technology Solutions Pvt. Ltd.**

More than 10 years of strong industry exposure

Clients in North America, Europe, Australia, Middle East and India

100,000+ man-hours worked on projects with global clients

Multiple Industries Exposure

Cynosure + Technology = Cynoteck

Cynosure stands for something that is the center of attention or admiration and our technology innovations keep up with our name to create a WOW factor for our clients.



Industry Affiliations



Certifications



SALESFORCE
PLATFORM DEVELOPER I

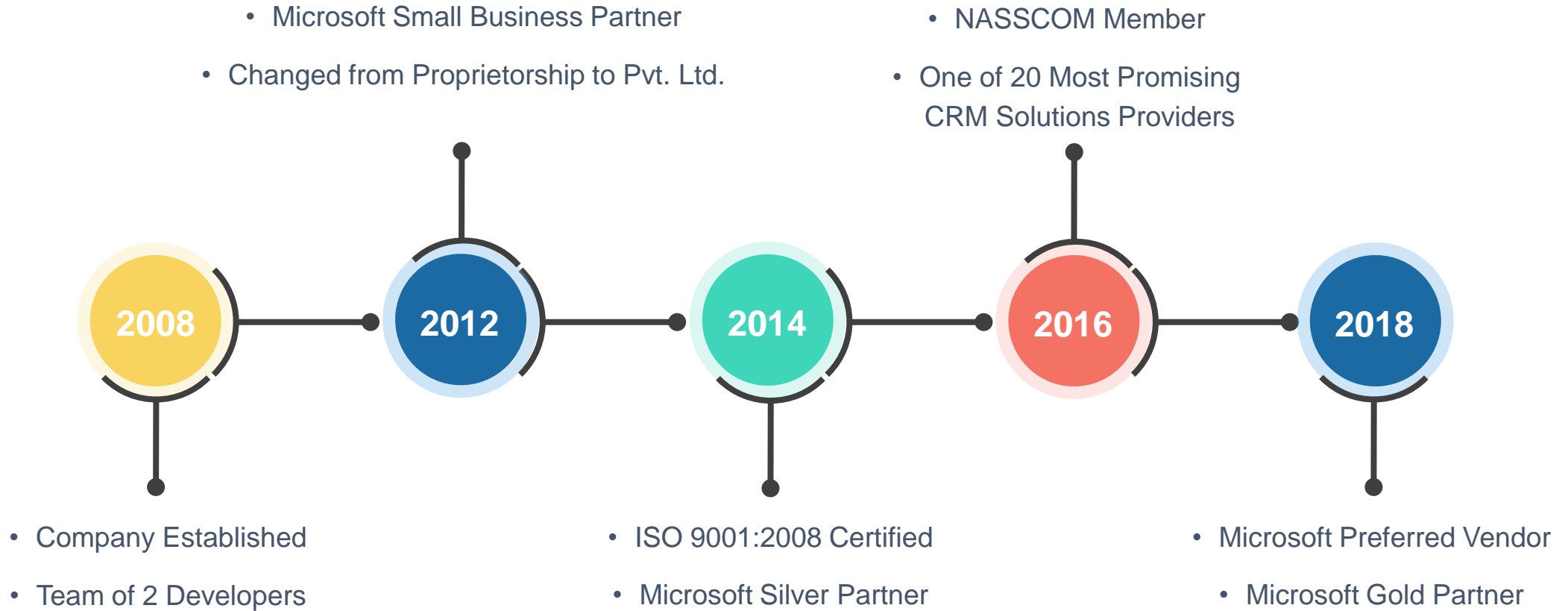


Partnerships





Company Timeline











Experience



Industry Exposure



 Real Estate	 Travel	 Education	 Utilities	 Finance	 Services
<u>Clients:</u> 5	<u>Clients:</u> 12	<u>Clients:</u> 8	<u>Clients:</u> 12	<u>Clients:</u> 14	<u>Clients:</u> 20
<u>Projects:</u> <ul style="list-style-type: none">• CRM• Website	<u>Projects:</u> <ul style="list-style-type: none">• CRM• Mobile App• Website	<u>Projects:</u> <ul style="list-style-type: none">• CRM• Mobile App• Web App• Website	<u>Projects:</u> <ul style="list-style-type: none">• CRM• Website	<u>Projects:</u> <ul style="list-style-type: none">• CRM• Website	<u>Projects:</u> <ul style="list-style-type: none">• CRM• Mobile App• Web App• Website



Major Achievements



PilotZeus was awarded the best Field Service Mobile App on Windows Phone platform by Microsoft in 2015



Recognized as one of “20 Most Promising CRM Solutions Providers” by ERP Insights Magazine in 2016



Achieved Gold Partner status for Application Development competency by Microsoft in 2018



Clients

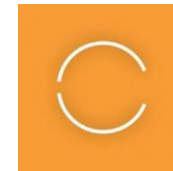




Our Clients



Requestky



Cuttly



Art,
Frankly;





Clients Testimonials



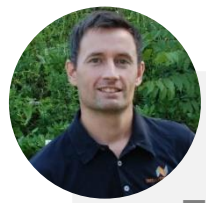
“ Team Cynotek is professional, efficient, and extremely helpful. They all are very proficient in Dynamics CRM and have help guided our firm for the last year. Each of the team members at Cynotek that we have interacted with are a real team player.. ”

Cindy Wyly
Marketing Manager – MGO, LLP



“ We are very thankful for the exceptionally high service level that your team offered and the results that it delivered. The Dynamics NAV system plays a very significant role in our expansion plans and is absolutely crucial to improve our operational efficiency... ”

Daniel Binder
Founder - Superlative Foods



“ The Cynotek team has been great to work since we started more than a year ago. Their work on the project has made a significant difference to daily operations of our business and has made things more efficient and profitable. I’ve been delighted with their innovative approach.... ”

Charles Byrd
President – IntelliStructures, Inc.

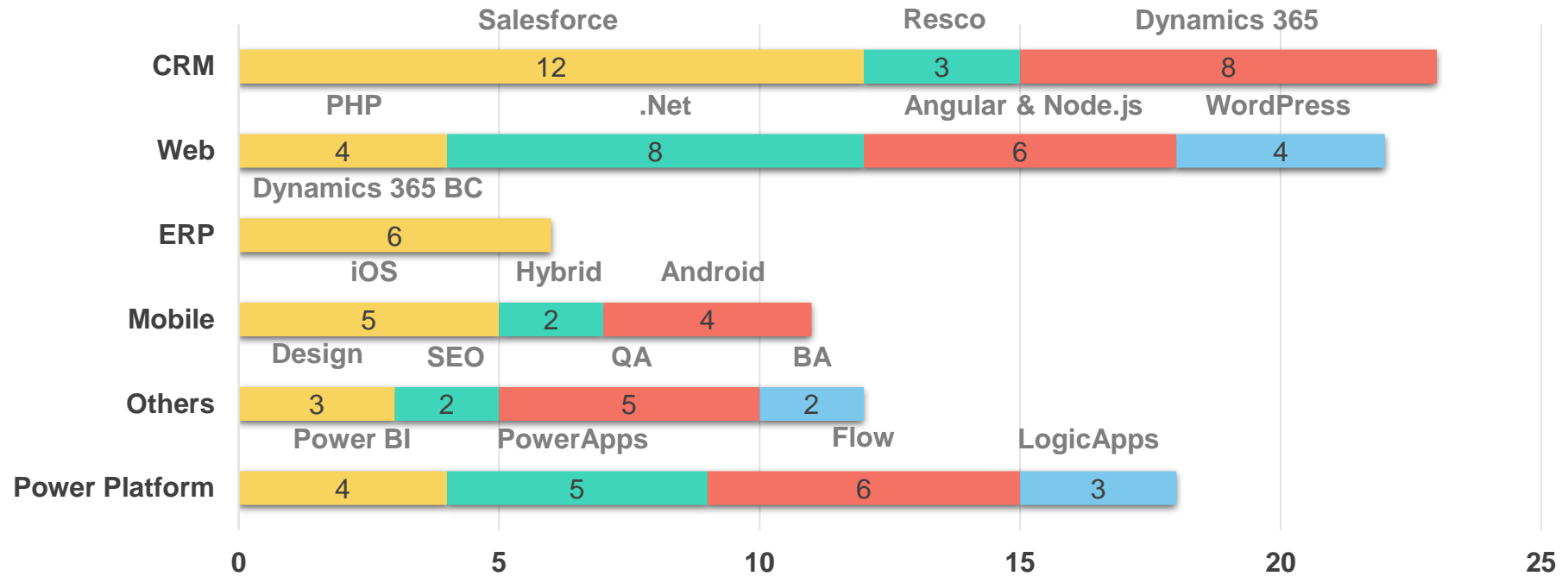




Our Employees



2019



At Cynotek, we encourage learning and our employees keep themselves up-to-date with the latest versions of their respective technologies by appearing for certifications and tests for their technologies.





Implementation Approach



	Discovery	Build	Rollout	Stabilization
Activities	<ul style="list-style-type: none">Discovery workshopsUser InterviewsGap identificationPrototype DevelopmentBlueprint/ Roadmap development	<ul style="list-style-type: none">Plan Development sprintsSprint ExecutionSystem Integration TestingQuality AssessmentUAT	<ul style="list-style-type: none">Deployment Scripts developmentProduction deploymentTrain the TrainerUser setup	<ul style="list-style-type: none">Production SupportIssue analysisFix deployments
Deliverables	<ul style="list-style-type: none">Business Requirements DocumentSolution RoadmapProject plan	<ul style="list-style-type: none">Sprint planSprint Completion reportShow and tell for each phaseQA Test logsWorking functionalities as part of each phaseSource code/ configurations	<ul style="list-style-type: none">Deployment ChecklistLive SystemTraining for Trainers	<ul style="list-style-type: none">Issue Fixes

Service Delivery – Project Management



Planning

- **Milestones** to be defined and tracked. Team to identify and document scope of Release
- **Effort estimation** — estimating the probable duration of individually schedulable tasks and activities

Control

- **Bug Tracking, code versioning and task management** using Zoho Projects
- **Quality:** Make sure the quality objectives are met throughout the project

Communicate

- **Timesheets:** Maintain and share weekly work timesheets with client team
- **Organization & Communications :** Daily reporting on progress via mail, Zoho and weekly meetings on overall status.

Execute

- **Team Management:** Determine roles and responsibilities of the project team
- **Risk Management:** Identify risks, assess impact and identify appropriate risk mitigation plan.





Technologies






Technology Expertise







CRM & ERP


- Salesforce
- Dynamics 365
- Resco Mobile CRM




Power BI



PowerApps



Azure Logic Apps




Microsoft Flow

Emerging

- PowerBI
- PowerApps
- Flow
- LogicApps






Development

- ASP.NET MVC
- Node.js
- Angular
- PHP & WordPress







Cloud

- Amazon Web Services
- Microsoft Azure
- Microsoft Office 365





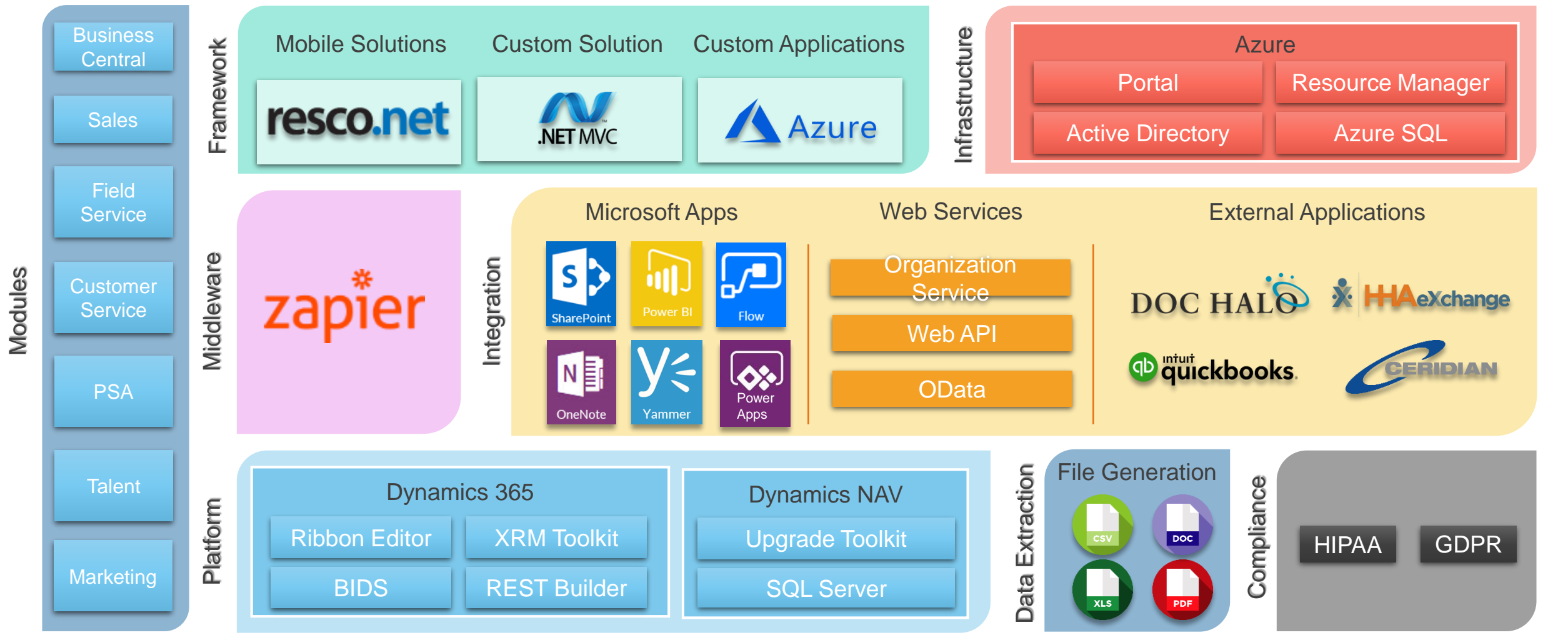
Mobility

- Android
- iOS
- Ionic





MS Dynamics 365 – Technical Landscape





Few D365 B.C. Case Studies

Case Study: 1



Client

Client is from a Retail company based on Australia which deals in purchasing and selling items .

Tools

MS Dynamics Business central online , Power BI

Retail

Team Size: 1

Duration: 1 months

Challenge

- Client was using wave application to manage their financial and accounts. Their sales and purchase processes were maintained manually using different softwares.
- Client envisioned Dynamics BC for:
 - Streamlining sales, purchase and finance process.
 - Better inventory management.
 - Minimize manual banking processes and bank reconciliation.
 - Added functionality via integration with third party applications.

Solution Delivered

- Developed a solution for Dynamics BC along with customizations within MS Dynamics BC and integration to external systems:
 - Setup purchase, payables, sales and receivables.
 - Setup and linked banking to Dynamics BC to minimize manual activity.
 - Setup import/export functionality of bank transactions in Dynamics BC to minimize manual activity.
 - Worked with business to identify automation opportunities and provided new automated features.

Business Value

- ✓ A single streamlined cloud platform which includes all core business processes like sales, purchase, inventory, and finance.
- ✓ Better visibility of business processes.
- ✓ Greater automation in banking and financial processes.
- ✓ Simplified work processes and increased user productivity.
- ✓ Low maintenance cost and reduced overall cost of ownership.
- ✓ Highly scalable to support future business growth.

Case Study: 2



Client

Client's company is a US based software company delivering All-In-One Referral Generation Solutions.

Tools

MS Dynamics Business central online , Dynamics 365 for Sales (CRM), Power BI

IT Services

Team Size: 2

Duration: 1 months

Challenge

- Client was using Dynamics BC and Dynamics CRM to manage there financial, accounts and sales process. But they were not able to streamline there processes.
- Client envisioned Cynoteck for:
 - Streamlining sales, purchase and finance process.
 - For integration with office 365 products.
 - For streamline there banking and payment methods.
 - For integrating their Dynamics CRM with Dynamics BC.

Solution Delivered

- Developed a solution to integrate their already setup Dynamics BC modules and other third party tools.
 - Integrated there sales, purchase and finance module.
 - Setup and linked banking to Dynamics BC to minimize manual activity.
 - Setup import/export functionality of bank transactions in Dynamics BC to minimize manual activity.
 - Integrated Dynamics BC with Dynamics CRM.

Business Value

- ✓ Better visibility of business processes.
- ✓ Greater automation in banking and financial processes.
- ✓ Simplified work processes and increased user productivity.
- ✓ Low maintenance cost and reduced overall cost of ownership.
- ✓ Highly scalable to support future business growth.

Case Study: 3



Food Manufacturing

Team Size: 2

Duration: 3 months

Client

Client's company is an organic snacks manufacturer and raw foods importer based in Singapore

Tools

MS Dynamics NAV 2017 (web client, windows client and development client)

Challenge

- Lack of centralized system- Client was using different software's to manage their various business process which they found difficult to update at various levels on frequent basis.
- Client was using manual banking which made the process erroneous and time-consuming .
- Client was using QuickBooks for its financial process that was insufficient without its sales ,manufacturing, production process.

Solution Delivered

- Developed a solution for Dynamics NAV along with customizations within MS Dynamics NAV and integration to external systems:
 - Setup purchase, payables, sales and receivables
 - Setup human resources and warehousing modules
 - Setup bank and bank reconciliation in Dynamics NAV to minimize manual activity
 - Integrated third party tool 'QuickBooks data migration' to migrate data from QuickBooks to the newly developed NAV solution
- Worked with business to identify automation opportunities and provided new automated features

Business Value

- ✓ A single streamlined cloud platform which includes all core business processes like sales, purchase, inventory, and finance
- ✓ Better visibility of business processes
- ✓ Greater automation in banking and financial processes
- ✓ Simplified work processes and increased user productivity
- ✓ Low maintenance cost and reduced overall cost of ownership
- ✓ Highly scalable to support future business growth

Case Study: 4



Client

Client's company is a US based managed IT service provider, they provide support services, design, implementation and maintenance.

Tools

Dynamic 365 for Financials (NAV), Dynamics 365 for Sales (CRM), Power BI

Technology

Team Size: 4

Duration: 2 months

Challenge

- Client was using Dynamics CRM for their sales process and QuickBooks for financial process thus the business process urgently required a centralized system to manage both on a single platform.
- Client was unable to create reports due to distributed software they were using in their business for various processes.
- Client was unable to get a solution in Dynamics 365 for their time entry and worksheets and found a need of customization for same..

Solution Delivered

- Phased approach for business migration to new platform
- Configured Dynamics 365 for Financials (NAV) and Dynamics 365 for Sales (CRM) for added functionality and seamless data flow between modules
- Integrated Dynamics 365 for Financials (NAV) with external systems for better reporting i.e. Power BI.
- Integrated QuickBooks to Dynamics 365 for Financials (NAV) added functionality
- Setup time entry and integrated payroll application from extension marketplace

Business Value

- ✓ Better visibility of Sales and Financials data as the Financial data for the Sales data from CRM is visible in NAV
- ✓ Real-time information regarding expenses and revenue via reports by integrating Power BI with Dynamics 365
- ✓ Better visibility of business processes
- ✓ Simplified work processes and increased user productivity
- ✓ Highly scalable to support future business growth
- ✓ Smooth business transition to new system with zero downtime and negligible business impact



Thank You





Connect With Us



 **Corporate Office** 



**53A,
Rajpur Road,
Dehradun,
Uttarakhand,
248001**

India

 sales@cynoteck.com
info@cynoteck.com

 +91-135-260-8366
+1-415-429-6641

 www.cynoteck.com
<http://www.cynoteck.com/blog/>

 **Marketing Office** 

**445,
Minnesota Street,
Suite 1500,
Saint Paul, MN,
55101**

USA

