
Microsoft Dynamics 365

Like to start small, add as you go, and pay only for what you need? We offer you secure cloud-based apps. Accessible on mobile devices with offline capabilities.

Fellowmind

Become future-proof and agile with Dynamics 365

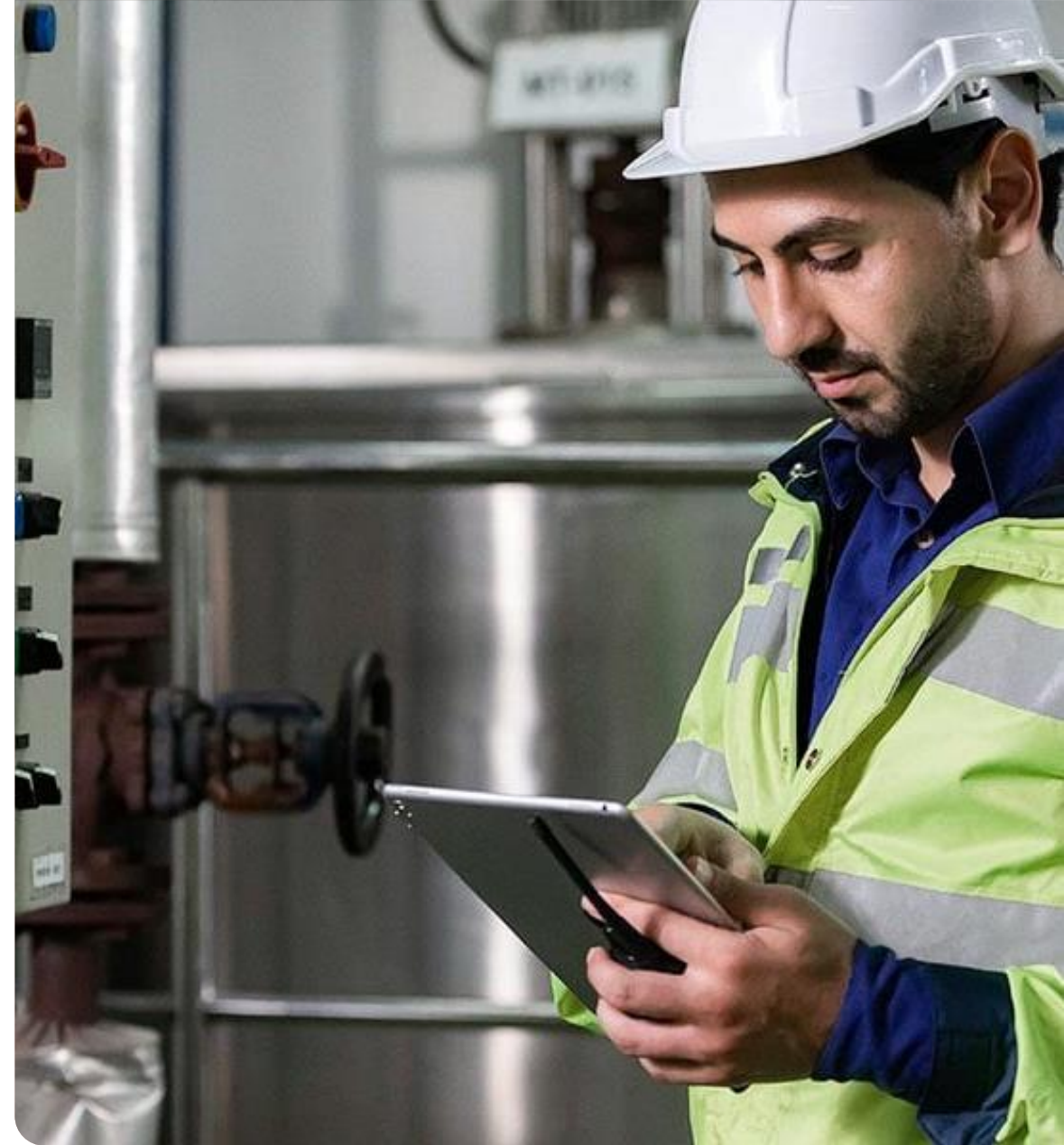
To manage and optimize your financial, logistics, and industrial processes, you require reliable business software. Microsoft Dynamics 365 offers a complete toolbox for ERP, CRM, and Business Intelligence. This enables you to optimize production, planning, and operations, save costs through automation, and better meet customer demand. In addition, the platform gives you the ability to mobilize data for better, data-driven decisions.

Microsoft Dynamics 365 is a bundling of Dynamics AX and CRM, solutions that were previously offered separately. This holistic cloud solution grows with your business and needs. Start only with what you need and scale up or down at any time. By default, the platform offers practically everything you need. We continuously expand the comprehensive standard feature set with industry-specific apps.



“With Microsoft Dynamics 365, you can start small and roll out targeted applications for each business unit to pick up users where the specific pain lies.”

Dennis Istel, Senior Consultant Microsoft Dynamics - Fellowmind Germany



Ready for your digital journey

The capabilities and versatility of Dynamics 365 meet the digital transformation challenges more and more companies are facing. It offers a scalable, flexible, online platform with applications you can easily switch on or off.

Would you like to start small, expand when required, and only pay for what you really need? We help you achieve more with secure applications in the cloud. Accessible on mobile devices and with offline capabilities.

Flexible

Dynamics 365 is available in a subscription form, making it easy to scale up or down if needed.

Secure

A team of 3,500+ cybersecurity experts does everything possible to keep your company data secure.

24/7

The cloud is available 24/7. Convenient if you have production locations or offices in different time zones.

Intelligent

You don't need a BI or data science background to mobilize and use data for decision-making.

Holistic offering

In your journey towards being a more connected company you need flexible, scalable, no-hassle solutions that stand the test of time.

Modern work

Intranet
Communication
Document Management
Learning Portal

Customer engagement

Sales
Marketing
Customer Service
Field Service

Optimize operations

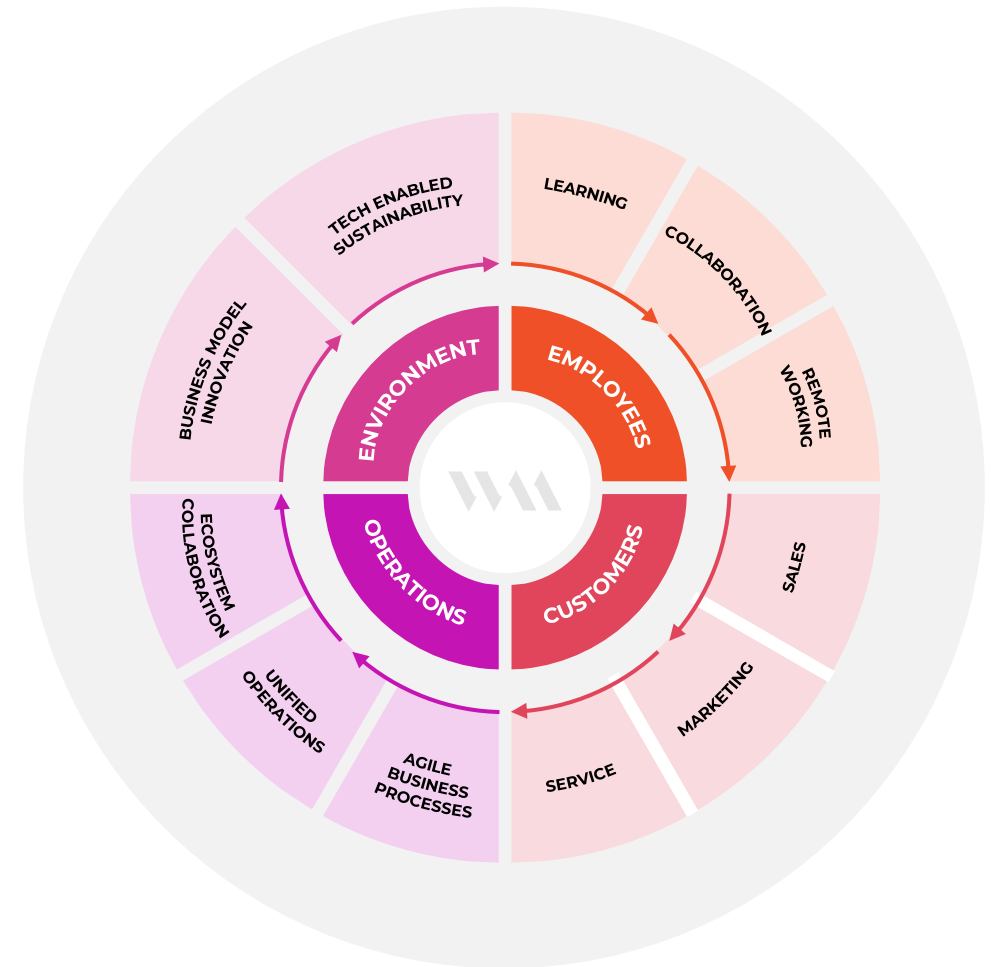
Finance
Supply Chain Management
Project Operations
Commerce

Cloud & security infrastructure

Cloud Migration
Application Innovation
Security & identities

Data & Artificial Intelligence

Business Intelligence & Advanced analytics
Artificial Intelligence & Machine Learning
IoT
Blockchain



Optimized operations

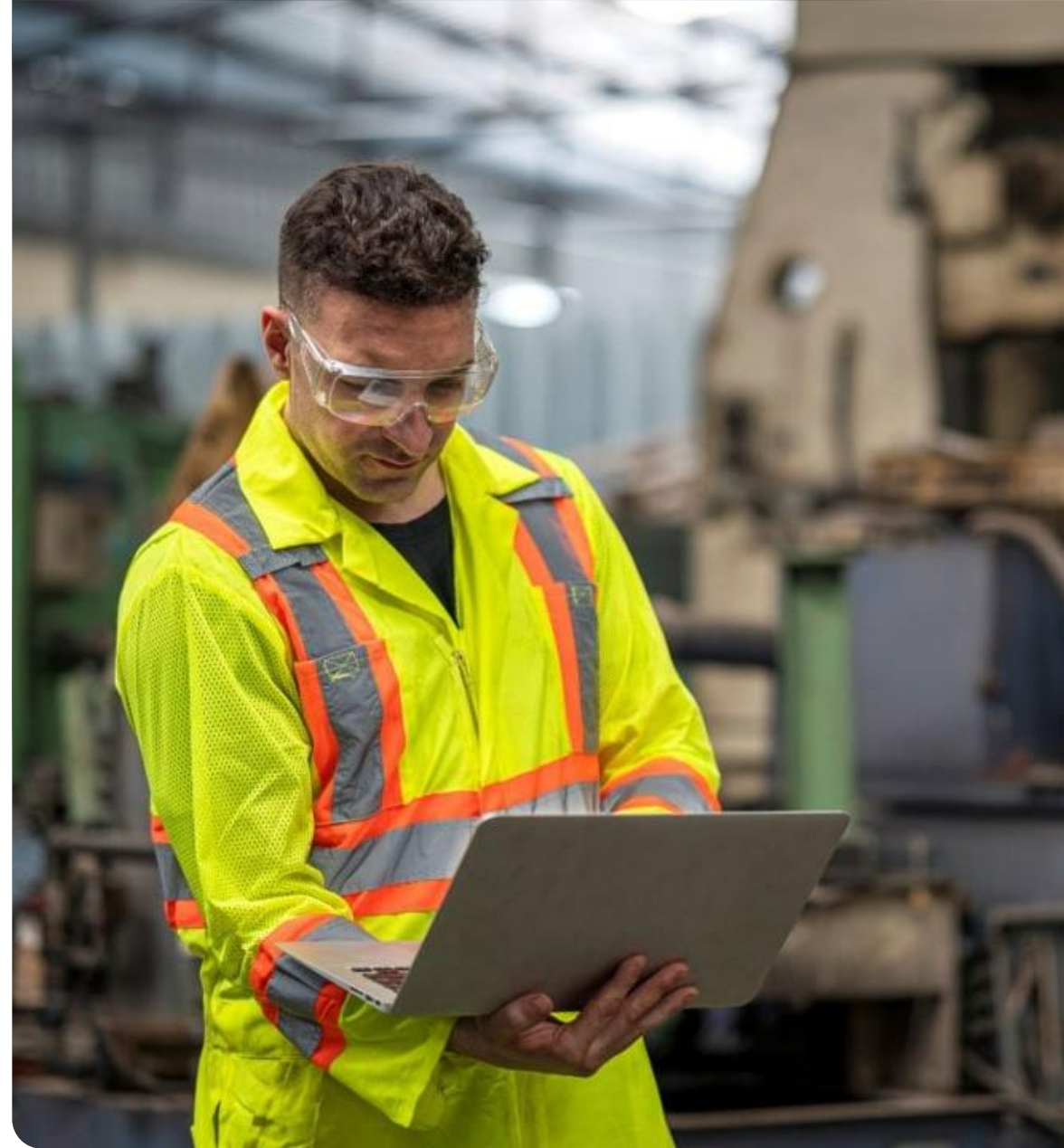
Experience smooth operations from start to finish. Topped off with better service, more efficiency, and lower cost. We help you modernize your ERP system and bring it to the cloud so you're ready for the future.

Fellowmind

All in one solution

To manage and optimize your business processes, you need good software. Microsoft Dynamics 365 offers a complete toolbox in the cloud for ERP, CRM, and Business Intelligence. It enables you to optimize production, planning, and operations, save costs through automation, and better satisfy customer demands. It also allows you to mobilize data for better, data-driven decisions.

Microsoft Dynamics 365 grows with your business and needs. Start with only what you need and scale up or down in capacity and applications at any time. The platform has everything you need as standard, and we continuously expand the broad range of standard capabilities with industry-specific add-ons.





We know your industry

Enterprise Resource Planning (ERP) software enables you to optimize your business processes and activities, making your operations more efficient and flexible. It offers benefits to various industries and types of organizations: from manufacturing to commerce and from SMEs to large corporations.

With a team of dedicated tech and industry experts, we support you to get the most out of your ERP system. We help you do more with less, implement industry best practices, and adopt tools that enable agility.

A partner to rely on

We believe that a modern ERP system must meet several basic requirements. First, it needs to fit in well with the existing business processes and integrate with (cloud) applications that your organization uses. It should be scalable and continuously developed so that you can respond to market developments. After all, if you want to tap into new markets in the future, you don't want to be limited by software.

Our solutions will not restrict you in your aspirations. Because we know the Microsoft platform as well as your industry, we can perfectly support you before, during, and after implementation. By focussing on continuous value creation and implementing practical optimizations, we help you reach your full potential.



“Implementing Dynamics 365 is like open heart surgery - you need the right expertise, a lot of trust, and absolute precision in the operation.”

Dennis Istel, Senior Consultant Microsoft Dynamics - Fellowmind Germany



The benefits of cloud-based ERP

There are several reasons why Microsoft Dynamics 365 is an attractive ERP system to consider for small and large businesses in various industries. Just a few of the benefits:

- **Flexible and scalable:** The advantage of a modern ERP system like Dynamics 365 is that upfront investment in licenses and hardware is a thing of the past. In fact, Dynamics 365 is available in subscription form, which includes hardware and related matters such as backups. It is possible to cancel monthly or adjust the subscription and the number of users, ensuring you stay flexible, only pay for what you need, and avoid having to renew your hardware every year.
- **Available 24/7:** The cloud is never switched off, which is convenient if you have multiple production locations or sales offices in different time zones around the world. In such cases, it is essential to be able to work 24/7 and from anywhere on any (mobile) device. Microsoft guarantees an uptime of 99.5 percent, but in our experience, the actual uptime amounts to 99.95 percent. To achieve this with local servers is virtually impossible.
- **Secure:** A team of 3,500 cybersecurity experts is constantly working to improve the security of your data in the cloud, with Microsoft investing more than a billion dollars each year. Physical and digital security is provided at multiple layers: from infrastructure and operational systems to applications and data exchange. What's more, you decide where your data is located, in Europe or elsewhere.
- **Intelligent:** Dynamics 365 lowers the threshold for everyone in the organization to get started with business intelligence. You no longer need a background in BI, data mining, or data science to extract value from data. Through clear dashboards and powerful analytics around business processes, you gain new insights that were previously not possible.

Aptean Food & Beverage ERP Enterprise Edition

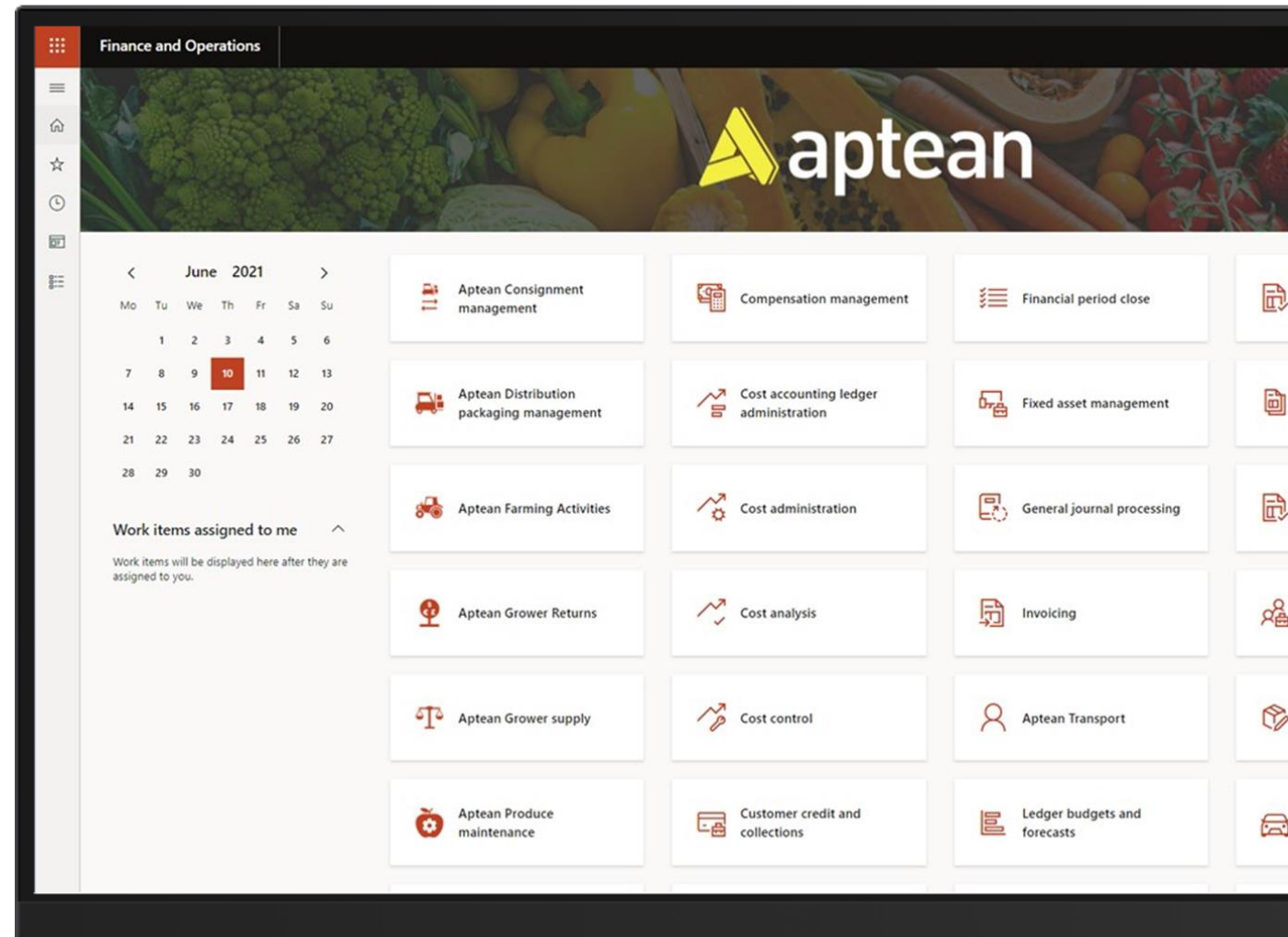
Aptean Food & Beverage ERP Enterprise Edition is powerful enterprise management software designed to solve the complex business processes of the world's largest and fastest-growing food manufacturers and retailers.

Streamline operations and drive growth

Built on the Microsoft Dynamics 365 for Finance and Supply Chain Management platform, Aptean Food & Beverage ERP is the first global, fully future-proof solution for growers, packers, full process manufacturers, shippers and distributors.

Deep business analysis from farm to fork

The Microsoft platform provides the core strengths you need to run day-to-day operations in quality, finance, purchasing, manufacturing, inventory and warehousing, sales, distribution, BI and reporting. Aptean brings our vast food and beverage experience to the table, providing essential food and beverage functionality along with the industry knowledge you need to maximize efficiency and profits, without the need for costly and time-consuming customizations.



Customer engagement

Turn your touch points into personal experiences. Digital technology will get you part way there. We've got you covered the rest of the way.

Fellowmind

Smart(er) convenience with Customer Engagement

Customers are becoming more vocal, and their expectations are increasing. Happy customers are your best ambassadors, but dissatisfied ones can harm your business. More than ever, it is essential to be close to your customers and give them personal attention. We realize that this is more complex than ever as the amount of data available and the number of contact moments increase.

We utilize modern software like Dynamics 365 Customer Engagement to help companies get a grip on marketing, sales, and service processes and implement meaningful improvements. We aim to make relevant customer information available anywhere and anytime, improving collaboration and allowing you to respond to customer questions, sales opportunities, and market developments.



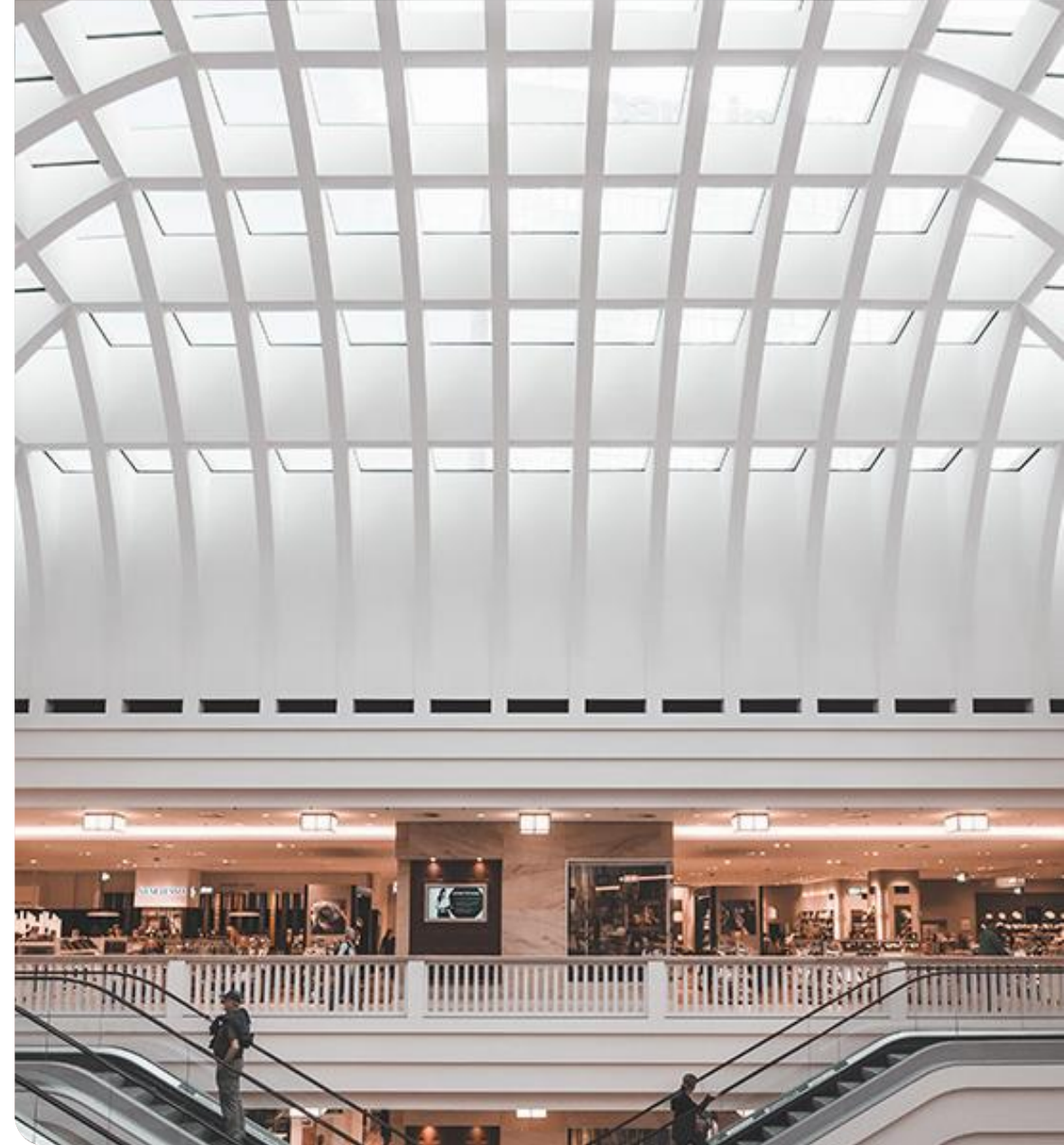
“We want to understand your true needs and how you want things to work. How we can make your customers love you more.”

Michael Schmidt, Director, Business Applications - Fellowmind Denmark



Improving your business

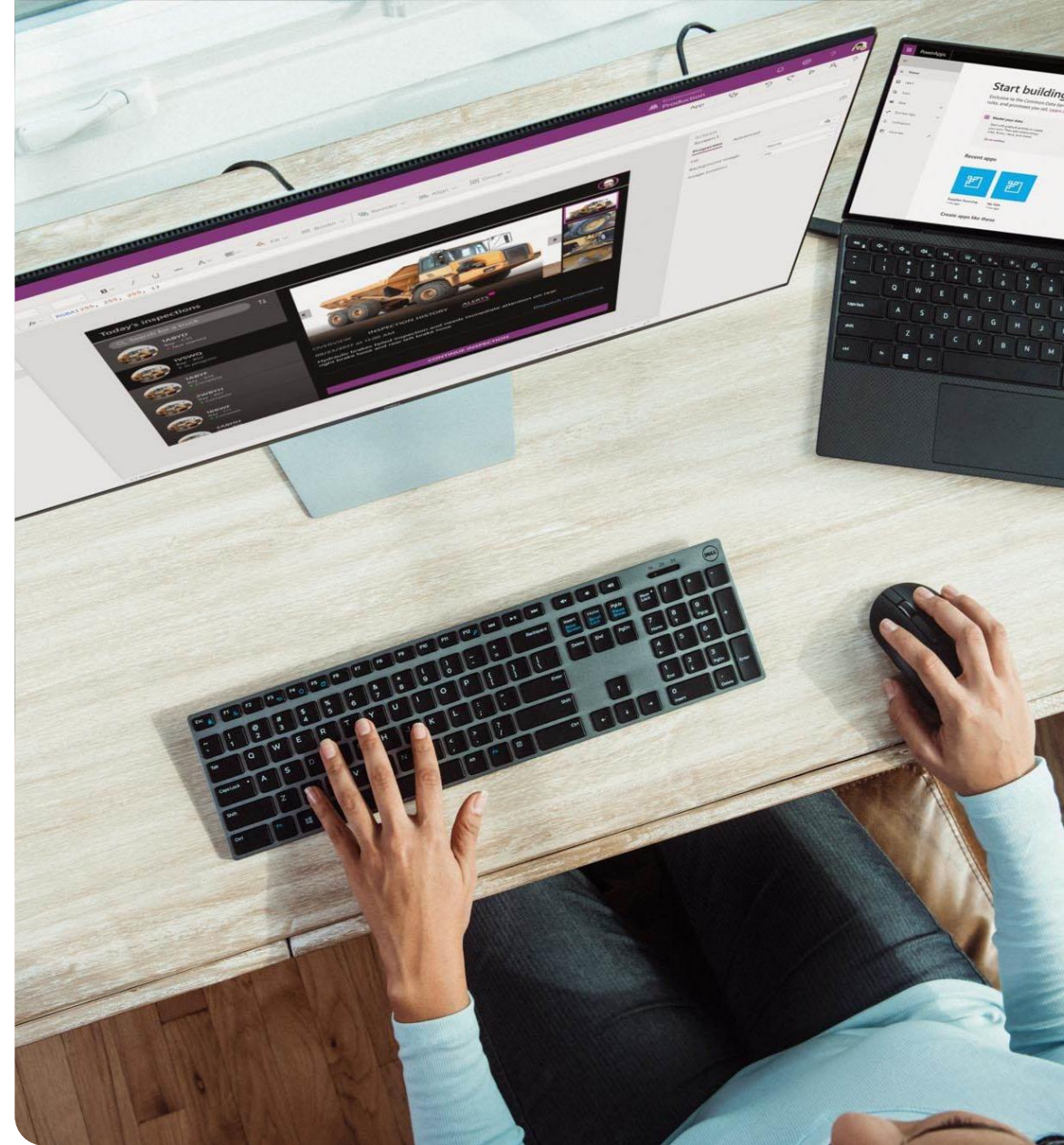
A CRM system is much more than a customer database; it is a place where the entire sales process is streamlined and planned. It enables the business to increase sales and productivity, automate key tasks and leverage a sales funnel. In doing so, customers are better retained, reducing customer churn and the associated cash flow challenges. A modern solution such as Microsoft Dynamics 365 Customer Engagement automates customer support and even provides sentiment analysis, which measures customer sentiments.



A platform for the future

Microsoft Dynamics 365 is a suite of cloud-based business applications. The platform combines ERP and CRM apps and integrates them with Azure and Microsoft 365. Where previously you had all separate applications, now you choose a solution with applications that work together seamlessly. Thanks to this approach, connecting your sales, marketing, service, and production processes is much easier, enabling you to gain better insight into your organizational processes.

The innovations of Dynamics 365 are in line with the digital transformation that organizations are facing. It offers a scalable, flexible, and online platform with standard functionalities in the form of apps that you can easily turn on or off. These components, such as Dynamics for Sales, Marketing, Field Service or Customer Service, and the Microsoft Power Platform, provide optimal support for your business processes.



Our partnership with Microsoft

Fellowmind



“Fellowmind has been very successful over the years in all parts of the Cloud, and we are happy to grow the business together.”

Wim Delbeke, Regional Business Leader, EMEA, Global Partner Solutions, Microsoft

Microsoft Cloud Partner Program

As long-time partner of Microsoft, Fellowmind achieved all gold certifications in the previous partner program. In October 2022, Microsoft upgraded the partner program to the Microsoft Cloud Partner Program and introduced a new holistic partner capability score, where performance, skills, and customer success are all measured to show the true capabilities and expertise of a partner company. These capabilities determine together the achievement of partners to reach specific Solution Partner designations. Fellowmind has achieved all six designations available.

As a result, Fellowmind has also been awarded with the prestigious title of Solutions Partner for Microsoft Cloud as well! This title signifies the capabilities of Fellowmind to support customers in all areas of the Microsoft Cloud.



Microsoft recognizes Fellowmind for its innovations in sustainability

Fellowmind was named a finalist in the category
'Sustainability Changemaker' in Microsoft's annual
Partner of the Year Awards for 2022.

Microsoft
Partner



2022 Partner of the Year Finalist list
Sustainability Changemaker

A woman with long, wavy brown hair, wearing a white button-down shirt, is shown in profile from the chest up. She is looking out a window to the right, smiling slightly. The background is a blurred interior space with warm lighting, possibly a modern office or living area. The overall mood is professional and optimistic.

Creating Connected Companies

Technology connects, People create meaning