



eBECS

Total Microsoft Business Solutions

 **DXC.technology**

Strategic Alliance Affiliate

Microsoft Dynamics
Services Partner of the Year
UK 2017 2015 2014 2013 2012 2010
MEA 2017 2016

Microsoft Partner
2013 **Global Partner of the Year**
Enterprise Resource Planning **Winner**

Microsoft Partner
Gold Cloud Platform
Gold Data Analytics
Gold Enterprise Resource Planning
Gold Customer Relationship Management
Gold Cloud Customer Relationship Management

Microsoft Partner of the Year
2016 Winner
United Kingdom

Microsoft Partner of the Year
2017 Finalist
Cloud CRM

2017/2018
INNER CIRCLE
for Microsoft Dynamics

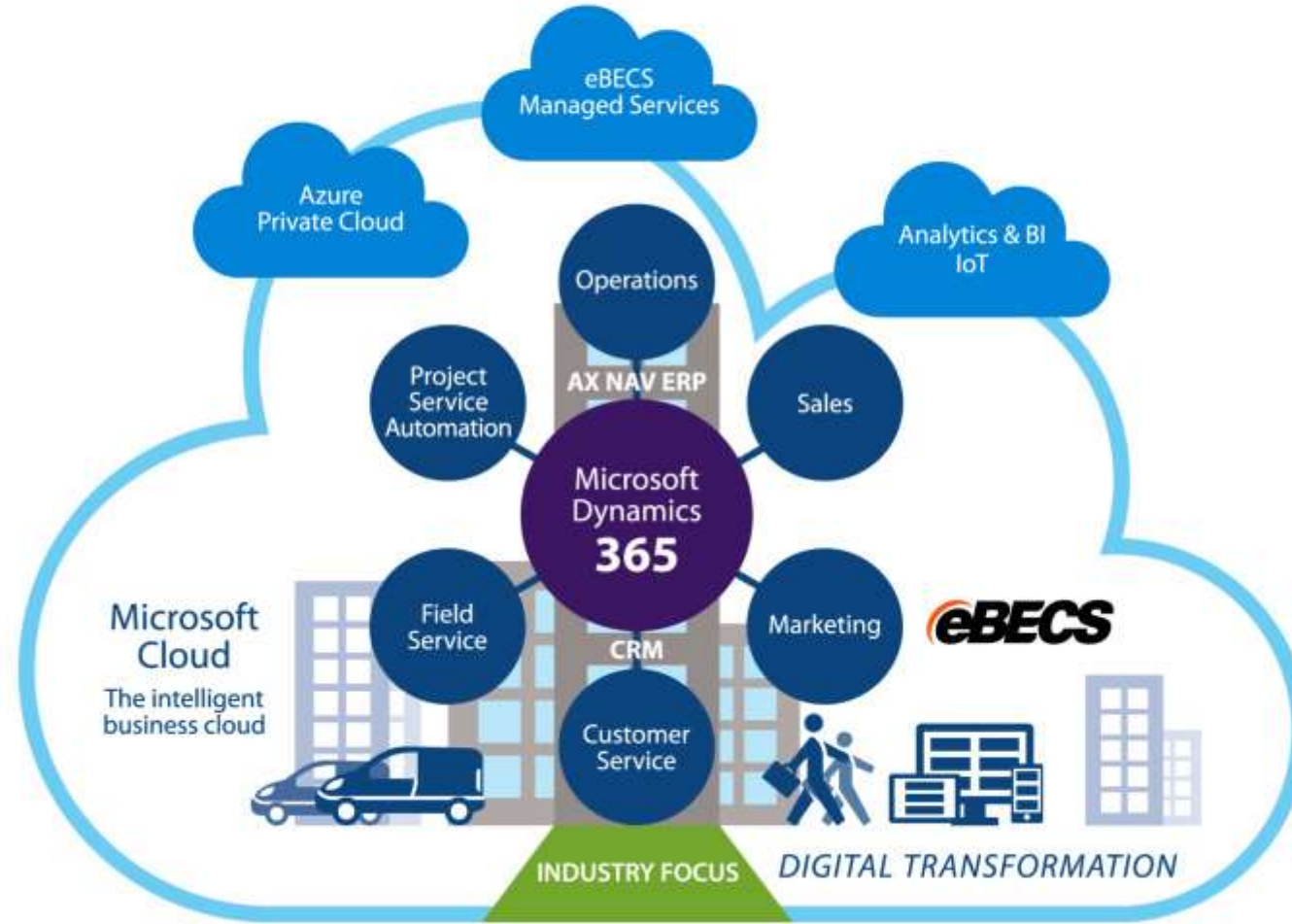
Total Microsoft Business Solutions *Delivered Globally*

Microsoft Dynamics
Services Partner of the Year
 UK 2017 2015 2014 2013 2012 2010
 MEA 2017 2016

2016/2017 Global
 Microsoft Dynamics
Services Partner of the Year
 (DXC Technology)

Microsoft Partner of the Year
2017 Finalist
 Cloud CRM

2017/2018
INNER CIRCLE
for Microsoft Dynamics



Microsoft Partner

- Gold Cloud Platform
- Gold Data Analytics
- Gold Enterprise Resource Planning
- Gold Customer Relationship Management
- Gold Cloud Customer Relationship Management

Microsoft Partner of the Year
2016 Finalist
 Internet of Things (IoT)

Microsoft Partner of the Year
2015 Finalist
 Customer Relationship Management (CRM)

Microsoft Partner
 2013 Global Partner of the Year
 Enterprise Resource Planning **Winner**



Atlanta

Swindon

Chesterfield

Swindon
London
Dublin

Jordan

Saudi
Arabia

Sri
Lanka

300+ staff

Over 350
Customers

Founded 1999

Privately
Owned &
Managed

100%
Microsoft
Focused

\$40M Annual
Revenues

Constantly
Profitable

eBECS Sessions at AXUG

| Session Title | eBECS presenter | Date | Time |
|--------------------------------------------------------------------------------------------|-------------------------------|------------|------------------|
| Decoding Different Manufacturing in Dynamics AX2012 | Jeremy Schmid | 11/10/2017 | 8.00am - 9.00am |
| "What's New in D365 Warehouse Management?" | Andrew Lencsak | 11/10/2017 | 9:15am - 10:15am |
| Optimize Your Distribution Delivery Control Using ATP | Jeremy Schmid | 11/10/2017 | 1:30pm - 2:30pm |
| Ensuring a Successful Cutover for a Successful Go Live | Laura Tipper, Ruhee Ukani | 11/10/2017 | 4.00pm - 5.00pm |
| Data Sourcing 101 | Jeremy Kingry/Melonie Plofsky | 12/10/2017 | 8:00am - 9:00am |
| Using Projects in a Mfg Environment with Labor Tracking | Darren Hogg/Elysse Heyman | 12/10/2017 | 1:15pm - 2:15pm |
| Mobile-only CRM and how it impacts design and deployment | Wayne Walton | 12/10/2017 | 2:30pm-3:30pm |
| SCM/Warehousing Roundtable | Jeremy Schmid | 12/10/2017 | 3:45pm - 4:45pm |
| Lean Manufacturing Roundtable | Darren Hogg | 12/10/2017 | 3:45pm - 4:45pm |
| Essentials for Data Modelling | Jeremy Kingry/Melonie Plofsky | 12/10/2017 | 11.15am-12.15pm |
| Implementing Demand Forecasting | Andrew Lencsak | 13/10/2017 | 8:30am - 9:30am |
| "Aleviate Your On-premises to Online Migration | Wayne Walton | 13/10/2017 | 8:30am - 9:30am |
| Process Manufacturing for Beginners | Jeremy Schmid | 13/10/2017 | 9:45am - 10:45am |
| The Partner Professors: Strategic Insight from the Adoption PhD's | Wayne Walton | 13/10/2017 | 9:45am - 10:45am |
| Ask The Experts: Master Planning | Andrew Lencsak | 13/10/2017 | 1:15pm - 2:15pm |
| Discover Lifecycle Services in Dynamics AX2012 and Dynamics 365 For Finance and Operations | Laura Tipper | 13/10/2017 | 2:30pm - 3:30pm |
| Training for Go Live and Beyond | Ruhee Ukani | 13/10/2017 | 2:30pm-3:30pm |

DXC Technology at a glance

DXC
LISTED
NYSE

\$25B
GLOBAL IT
SERVICES LEADER



250+
PARTNER NETWORK WITH
BEST-OF-BREED PARTNERS

14 STRATEGIC PARTNERS




~6,000
CLIENTS

200+ Fortune 500 companies



60+
YEARS OF INNOVATION



170,000+
EMPLOYEES
WORLDWIDE



91
DATA CENTERS



37
STRATEGIC
DELIVERY
CENTERS



70+
COUNTRIES



3,600+
CERTIFIED PROJECT
MANAGERS



Microsoft Dynamics Practice at a glance

DXC
LISTED
NYSE

#1
MICROSOFT
DYNAMICS
GLOBAL LEADER



1 TEAM
1 SINGLE GLOBAL TEAM
FOR PROJECT
IMPLEMENTATIONS



~1,700
DYNAMICS CLIENTS



16
YEARS OF DYNAMICS
IMPLEMENTATION
EXPERIENCE



1,400+
DEDICATED DYNAMICS
RESOURCES
WORLDWIDE



98%
CUSTOMER
RETENTION RATE




24 x 7 x 365
UNLIMITED SUPPORT
CALLS
FOLLOW THE SUN



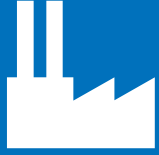
**HIGHLY
AWARDED**



700+
MICROSOFT
CERTIFICATIONS



Dynamics AX Focus



Manufacturing



Distribution



Service



Retail, Commercial Goods



Dynamics CRM Focus

eBECS Accelerator

Field Service Accelerator for Microsoft Dynamics Field Service

Multi-day appointments

Site Surveys

Vehicle Weight Tracking

Sales

Guides sales process to enable teams to sell faster and better

Mobile Sales

Social Sales

Guided Sales processes

360 client lifecycle visibility

Customer Service

Quick and responsive customer service to enhance customer satisfaction

Case management

Customer Support Portal

USD for call centers

SLA tracking

Field Service

Mobile-first fleet management to track resources and work

Resource and work order calendaring

Customer Asset Management

IoT Connectivity for automated service

Project Service

Project management and delivery, integrated to sales

Gantt charting

Time and expense tracking

Opportunity-to-project reporting

Data Analytics Focus

| eBECS Accelerator | Microsoft | ZAP | Globe Atlas | HALO |
|------------------------------------------------|---------------------------------------------------------------------------------|---------------------------------------------------------------------------------|------------------------------------------------------|------------------------------------------------------------------------------|
| Power BI Accelerator for Microsoft Dynamics AX | The most comprehensive platform empowering employees to make informed decisions | ZAP for Dynamics is a single BI application to meet business intelligence needs | Reporting and Data Migration product for Dynamics AX | single BI application to meet business intelligence needs and data analytics |
| eDM | SQL Server | ZAP Modeller | Data Migration | HALO source |
| Power BI Dashboards | IOT | ZAP Analytics | Reporting | HALO Prism: self service business portal |
| Subscription | Power BI | 200+ Reports | License | Multiple, optional AX accelerator packs |
| | License | License | | License |

eBECS CRM IP

Field Service

Field Service Accelerator for Microsoft Dynamics Field Service

Multi-day appointments

Subcontractor Portal

Vehicle Weight Tracking

Warranty Management

Site Assessment

Mobile site assessments to enhance safety of field services

Risk Assessment

Inspections

Fully Mobile

Template-based

Event Management

Manage events directly from Dynamics 365

Sessions

Group Registration

Online Portal

Registration Invoicing

PSA Accelerator

PSA Accelerator for Microsoft Dynamics

PowerBI Dashboards for various roles

Customer Portfolio Management

Expense Policy Management

Lean Sales

Accelerate Sales Quality and continue your Lean Journey

Opportunity Stage Management

Track Efficiency Versus Efficacy

eBECS Field Service Accelerator for Microsoft Dynamics 365 Field Service

eBECS IP

Overview
Factsheet

Faster implementation and greater functionality

Based on decades of industry experience, eBECS has created the Field Service Accelerator for Dynamics 365 Field Service. It can significantly reduce your delivery days, with extra functionality to easily help implement the solution.

In addition you get extra features that include contract management, cost and revenue tracking, portal jump start pack, and a Power BI model for useful reporting.

Key benefits

- Reduce your delivery days by more than 100
- Unique extra functionality alongside rapid implementation artifacts
- Carry out contract management inside of Field Service
- Tracks costs and revenue at case and individual visit level
- Portal jump start pack provides you with sub-contractors, client and resident portal
- Power BI tabular model to give you the level of reporting needed by Field Service managers.



Learn more in our video at
www.ebecs.com or email
info@ebecs.com

From a growing range of eBECS IP that enhances and extends the power of Microsoft Dynamics 365:
Field Service Accelerator | Site Assessment Survey | Event, Committee & Membership Management
AutoSave to SharePoint | Expense Policy for PSA

eBECS Site Assessment Survey for Microsoft Dynamics 365

eBECS IP

Overview
Factsheet

Extra functionality for increased customer satisfaction

The eBECS Site Assessment Survey provides powerful extended functionality for Dynamics 365 for Field Service or indeed any Dynamics 365 business app.

With Site Assessment Survey you can enable your technicians or other suitably trained field representatives to conduct interactive surveys and assessments at the customer's site. The solution guides the technician/representative through a particular service, repair or upgrade/upsell process and on completion a report of the results can be generated automatically.

Key benefits

- Quick and flexible, allowing Dynamics users to create complex survey templates without using the configuration tool or development
- Enables extra efficiency and time and cost savings in the field
- Increase customer service and satisfaction
- Runs on iOS, Windows and Android devices
- Helps achieve the goal of removing all paper-based forms.



Learn more in our video at www.ebecs.com or email info@ebecs.com

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eBECS Event, Committee & Membership Management for Microsoft Dynamics 365

eBECS IP

Overview
Factsheet

A unique additional business app for Dynamics 365

eBECS Event, Committee and Membership Management is a unique additional business app for organisations with a particular need to integrate the management of Events and Memberships within Dynamics 365.

This ready-to-use solution includes a customer event portal and rich functionality across three key areas: Committee Management (for managing committee members, roles and documents) Membership Management (for managing Membership, event pricing, promo codes etc), and Table Planning (for drag-and-drop table planning, customer booking of tables and seats, and more).

Key benefits

- Create and manage events natively in Dynamics 365, with no need for CRM development
- Supports sessions, different fee structures for different attendee types, maximum registrations, wait lists and more
- Includes customer portal for customer event registration, with auto-generation of customer invoice.



Learn more in our video at www.ebecs.com or email info@ebecs.com

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eBECS AutoSave to SharePoint for Microsoft Dynamics 365

eBECS IP

Overview
Factsheet

Extends the standard Dynamics 365 connectivity with SharePoint Online

The standard functionality of Dynamics 365 and SharePoint Online integration allows for users to add documents to SharePoint Online manually through the Dynamics 365 interface. However, they cannot update the SharePoint meta-data/tags with details to allow for the document to be easily found by their colleagues.

eBECS AutoSave to SharePoint for Dynamics 365 extends this standard connectivity with SharePoint Online and enables note attachments to be automatically uploaded to SharePoint with custom meta-data that provides SharePoint users with the necessary search capability.

Key benefits

- Find documents quickly and easily by searching for key terms
- Automatically tags a document's meta-data based on details recorded against the related entity in Dynamics 365
- Can be configured to automatically move (rather than copy) documents from Notes in Dynamics 365 to SharePoint to help you stay within the Dynamics 365 storage limit.



Learn more at
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info@ebecs.com

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AutoSave to SharePoint | Expense Policy for PSA

eBECS Expense Policy for Microsoft Dynamics 365 for Project Service Automation

eBECS IP

Overview
Factsheet

Enforce project-specific expense rules

eBECS Expense Policy for Dynamics 365 for PSA allows you to enforce expense rules, including tax rates and mileage/km rules, specific to a project.

Create your own Expense Policy Templates that meet your expense policy requirements. Expenses that do not meet defined policy will be automatically rejected. Users' tax rates, meanwhile, can be automatically populated and mileage/km travel claims and values handled with ease.

Key benefits

- Fits seamlessly with Dynamics 365 for PSA
- Lets you take control of expenses and save time and money
- Automatically reject expenses that do not adhere to your rules
- Automatically populate tax rates
- Continue to record all expenses and approved expenses defined by the Microsoft architecture
- Includes additional functionality for UK customers to calculate VAT on mileage based on vehicle engine size
- Works with eBECS AutoSave to SharePoint for customers who want the power of SharePoint to search and query their receipts.



Learn more at
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eBECs Engineering Change Management

Change Management

Solution to manage engineering change control

Engineering Change Order

Impact Analysis

Approval Workflow

Traceability

Revision Control

Revision control across the supply chain

New product dimension

Revision tied to Item/BoM/Route

Revision Mark

Drawings

Engineering Data

Unique engineering data separate from production items

Engineering Items

Engineering BoMs

Engineering Routes

Revisions

Plug and Play

Utilize the Engineering Change Management module

Same look and feel as standard product

Dynamics AX required for implementation

Share across an organization

Easily adaptable to business requirements

PLM/CAD Integration

Integrate to external engineering systems

Excel Export/Import

Integration Framework for mapping

Drive engineering in PLM or ERP

Organizational transparency

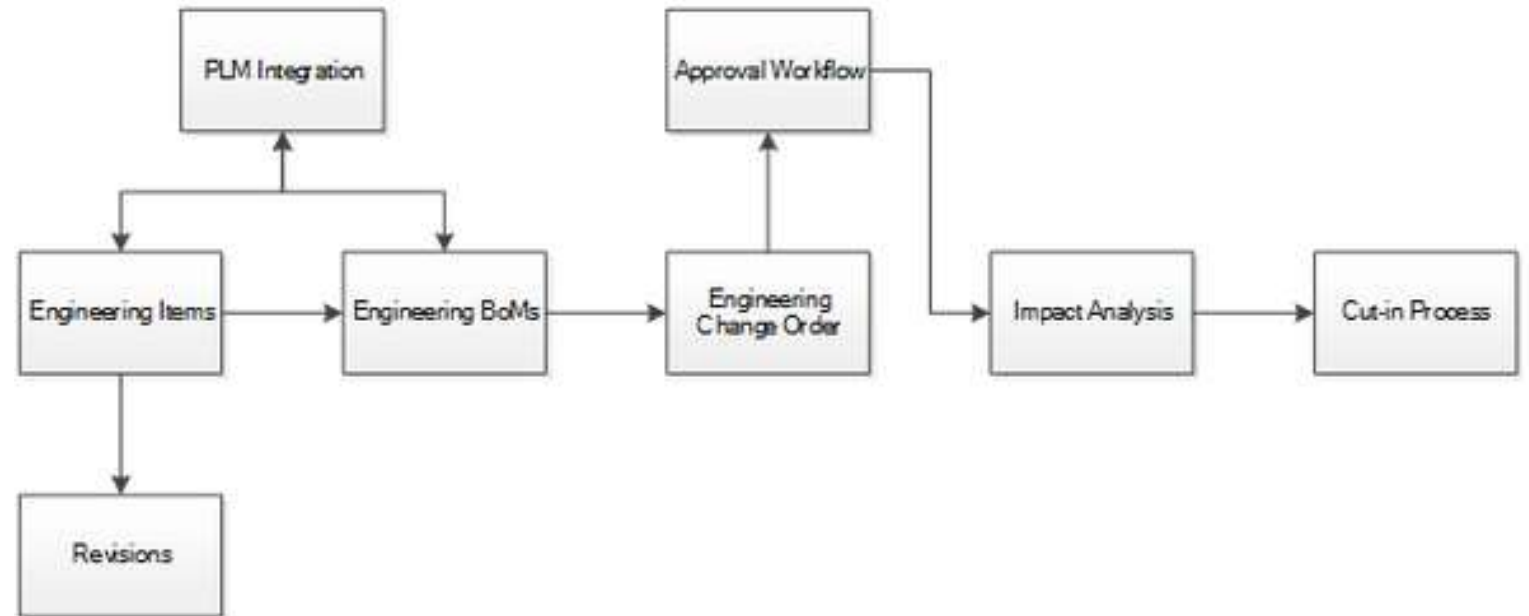
eBECs Engineering Change Management

Provides link between D365 and PLM system

Transparency across the supply chain in a single business system

Revision control

Manage the product life cycle



eBECS Lean Extensions

Lean Kanban

Enhancements for Kanban management

Navigation and usability improvements

Production Instructions, Engineering trial

Kanban split and scrap components

Activity data and timing collection

Lean Supply Chain

Improve efficiency across the supply chain

Purchase Kanban

VMI

Purchase Schedules

Subcontracting

Quality Integration

Expand the quality integration capabilities

Quality orders for Kanban

Skip Lot

Case Management

Usability improvements

MRP Enhancements

Updates to MRP planning functionality

Ignore safety stock

Long term capacity planning

Lean Reports

Improved reports for decision making

Enhanced pick list

All Kanban report

Lean Costing