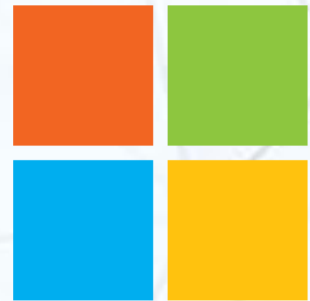




eQUADRIGA



Microsoft Competency





Contents

1. Microsoft Competency

- Dynamics 365
- Power BI
- SharePoint
- .Net Products & Services

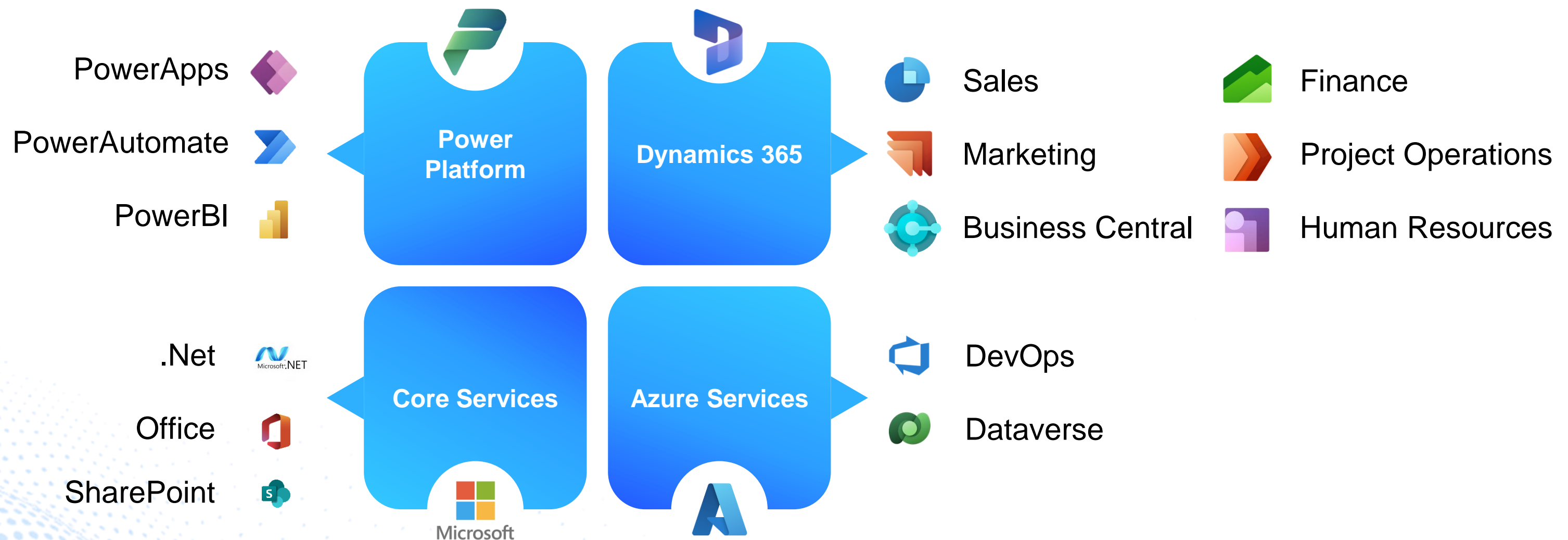
2. Delivery Methodology

3. Case Studies (Microsoft Technologies)

Microsoft Competency

- Offering a wide range of services leveraging variety of Microsoft products including Dynamics 365, SharePoint and Power BI.

- With Microsoft technologies, we help our customers gain deep insights about their business, build better customer relationships and to stay ahead of the competitions.



Microsoft Dynamics 365

Easier and more natural way of how you do Business

- Entire workflows—from a customer enquiry through to the sale and customer service—can be mapped flexibly, with extensive reporting and control functionalities.

Good user experience

- Microsoft Dynamics 365 is natively integrated into the Microsoft ecosystem like Outlook and Teams so that employees in Marketing, Sales and Service do not have to switch between business applications.

Technically affordable that fits your Business

- Microsoft Dynamics 365 is also closely linked with Microsoft Office. The integration of the Microsoft Dynamics 365 in a familiar working environment ensures swift familiarization, high levels of acceptance and high productivity.



Microsoft Dynamics 365

Dynamics 365 Finance

Maximize financial visibility and profitability using generative AI and automation

- ✓ Enhance decision making
- ✓ Automate operations
- ✓ Drive growth, cut costs
- ✓ Scale globally

Dynamics 365 Project Operations

Get the visibility, collaboration, and agility needed to drive success across your project-centric business.

- ✓ Improve deal management
- ✓ Increase productivity
- ✓ Optimize resource utilization
- ✓ Simplify processes
- ✓ Drive business performance
- ✓ Improve visibility

Dynamics 365 Human Resources

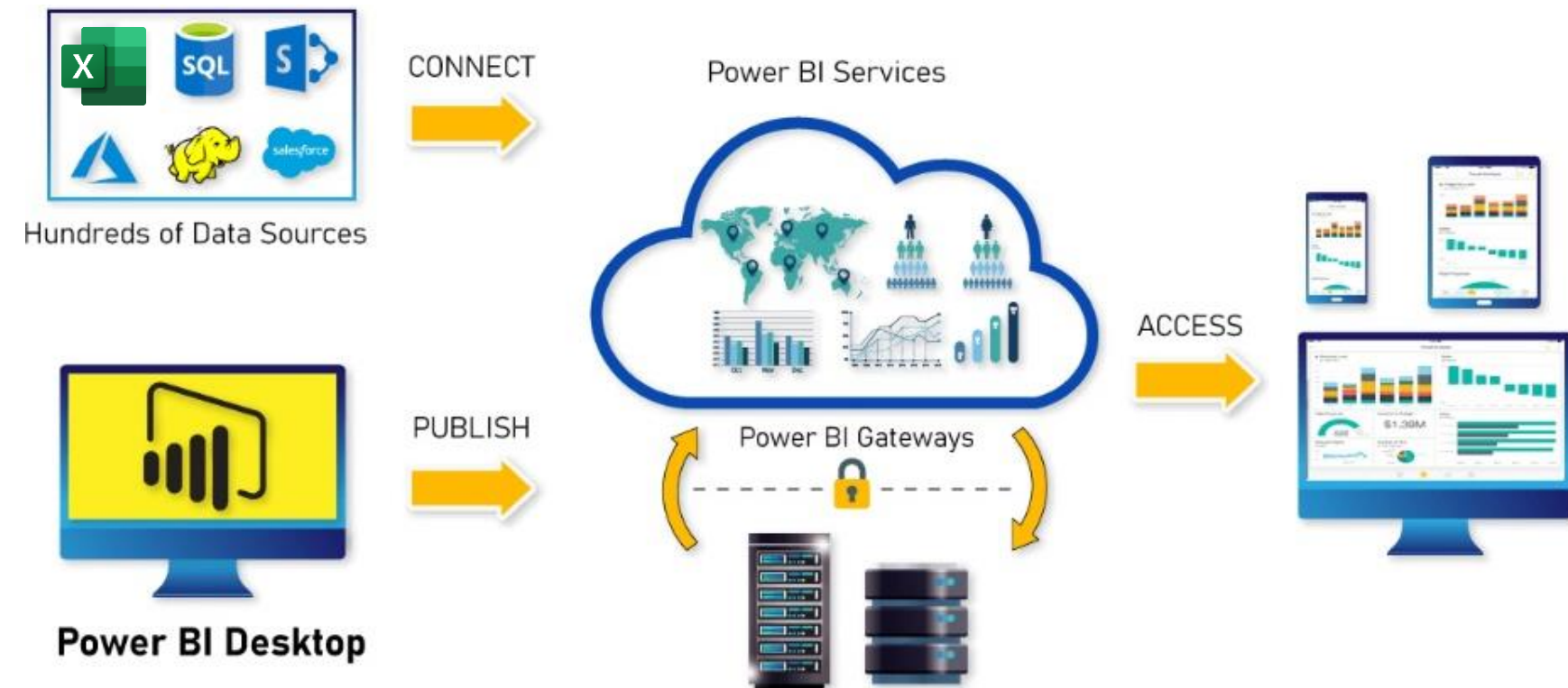
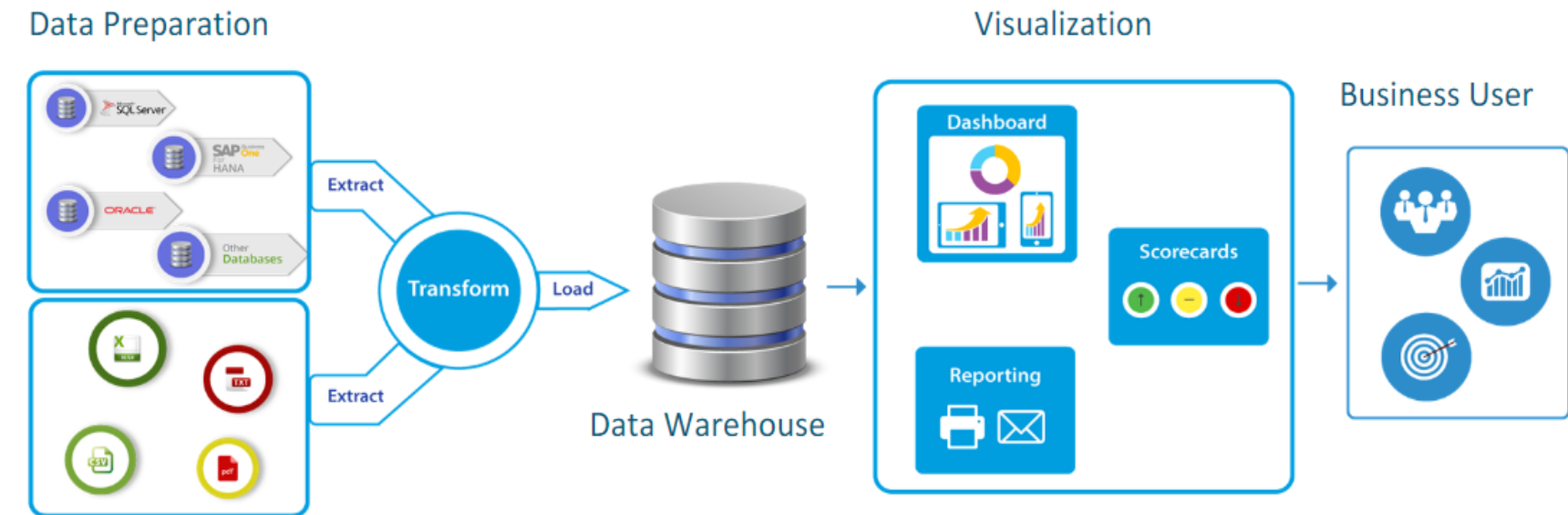
Drive success for your people and your business with a connected HR solution.

- ✓ Transform employee experiences
- ✓ Optimize HR programs
- ✓ Increase agility
- ✓ Discover workforce insights

Microsoft Power BI



- Microsoft's Power BI is a cloud-based business analytics service for analyzing and visualizing the data. Power BI architecture is a service built on top of Azure.
- With the help of the ETL process, data from disparate systems is queried and stored into a data store. With the help of pipelines, the data is loaded into Power BI and represented using visualisation tools for business insights.
- Power BI gateway is connected to on-premise data sources to get continuous data for reporting and analytics.
- Power BI Desktop is a free tool for designing reports from disparate data sources and designing data visualisations on the dataset.

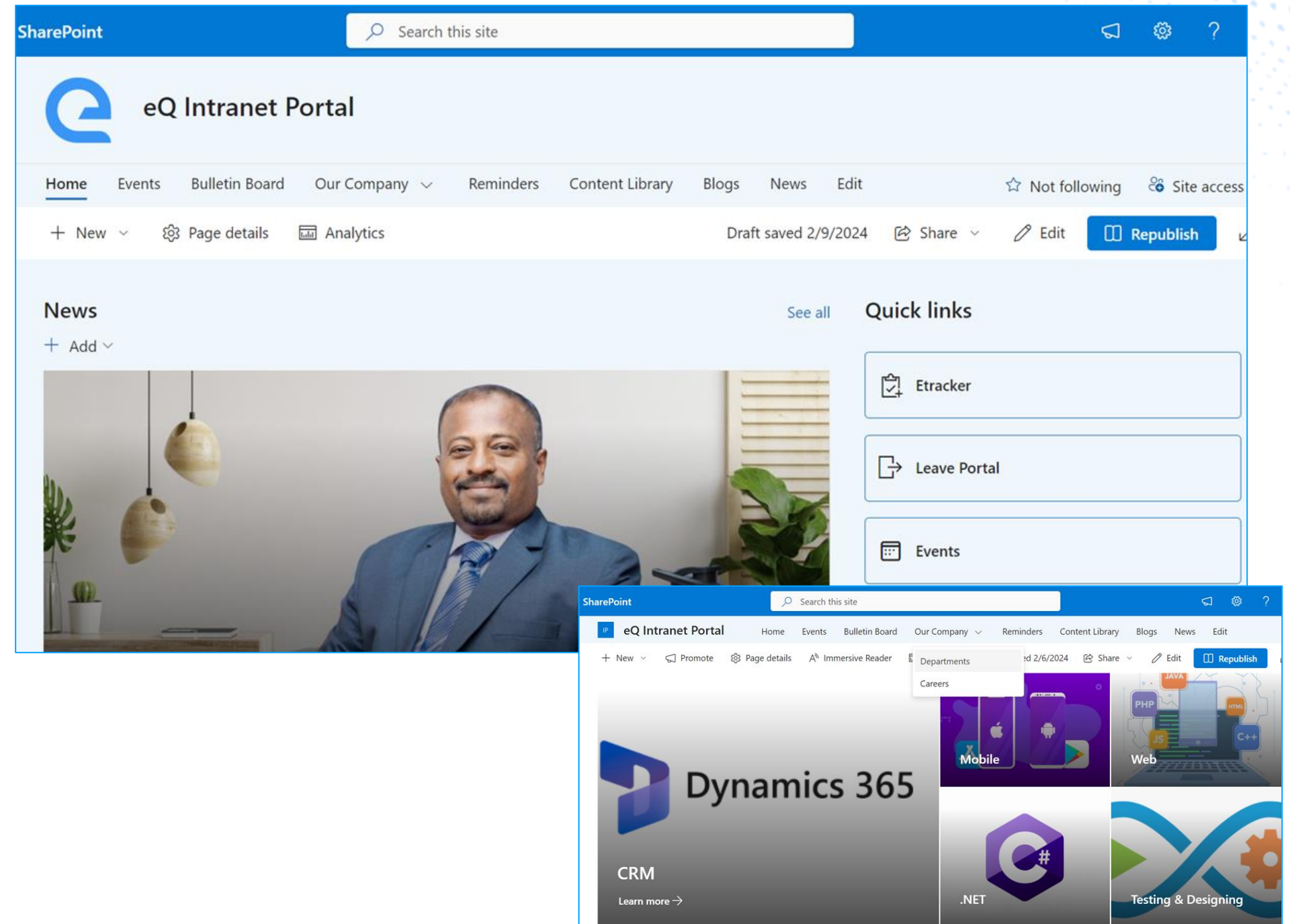


SharePoint



SharePoint Intranet

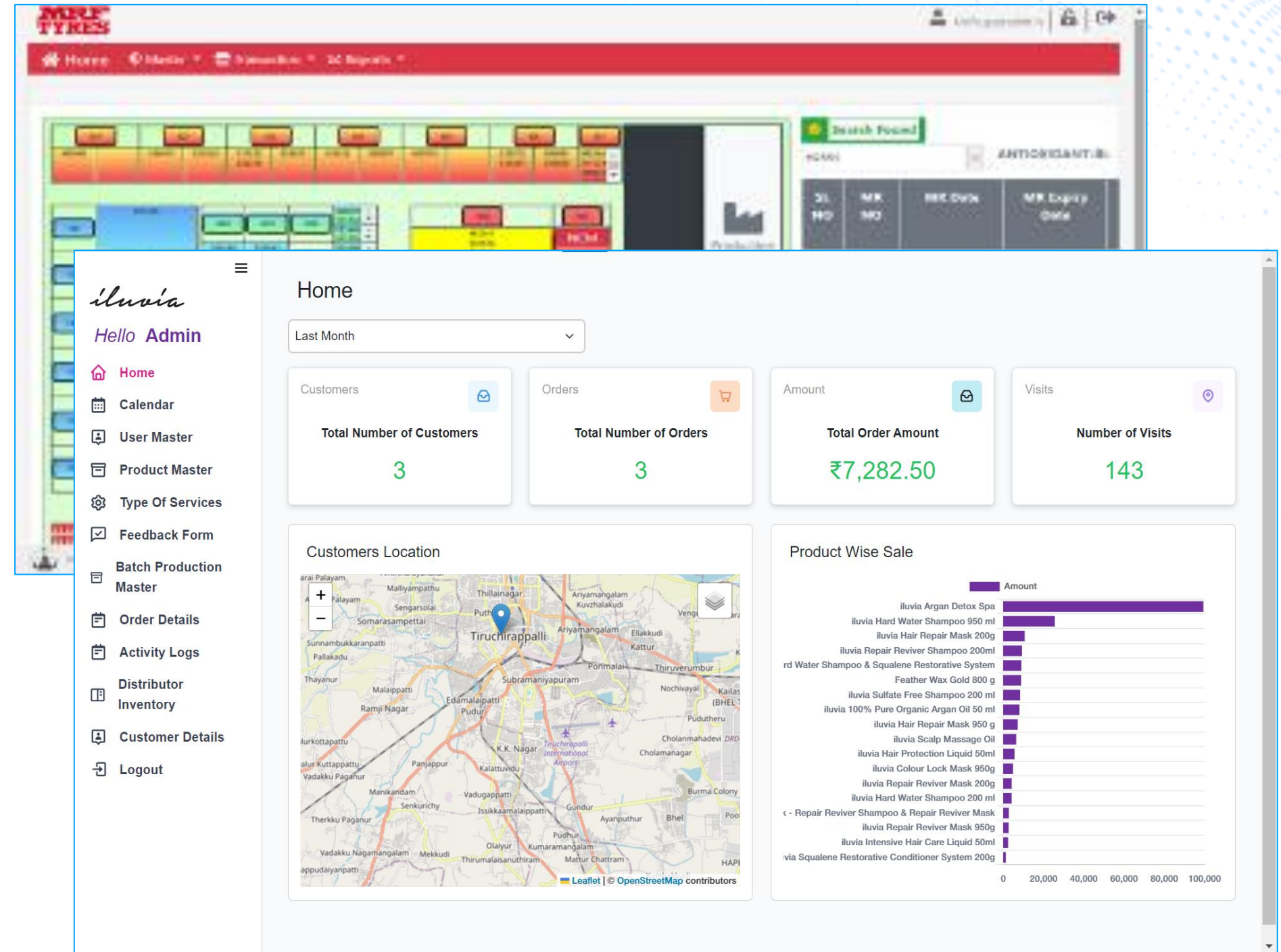
- Intranet software is essentially a business' internal version of the internet that can be accessed only by employees and staff.
- You can use a company intranet to publish internal blogs and memos, store and share files, plan and delegate tasks, hold meetings, have virtual chats, publish ideas, post rewards and recognitions and more.
- It's your employees' knowledge base for finding anything related to your company.



.Net Products & Services



- .NET provides a robust and versatile platform for building a wide range of applications, from web to mobile to desktop.
- With .NET, we ensure our applications are high-performing and scalable to meet the growing needs of our clients.
- We develop custom applications using .NET, MSSQL, and SSRS tools for comprehensive solutions.
- Our Applications: eQ-ERP, eQ-HRMS, eQ-Billing, Field Sales Management System

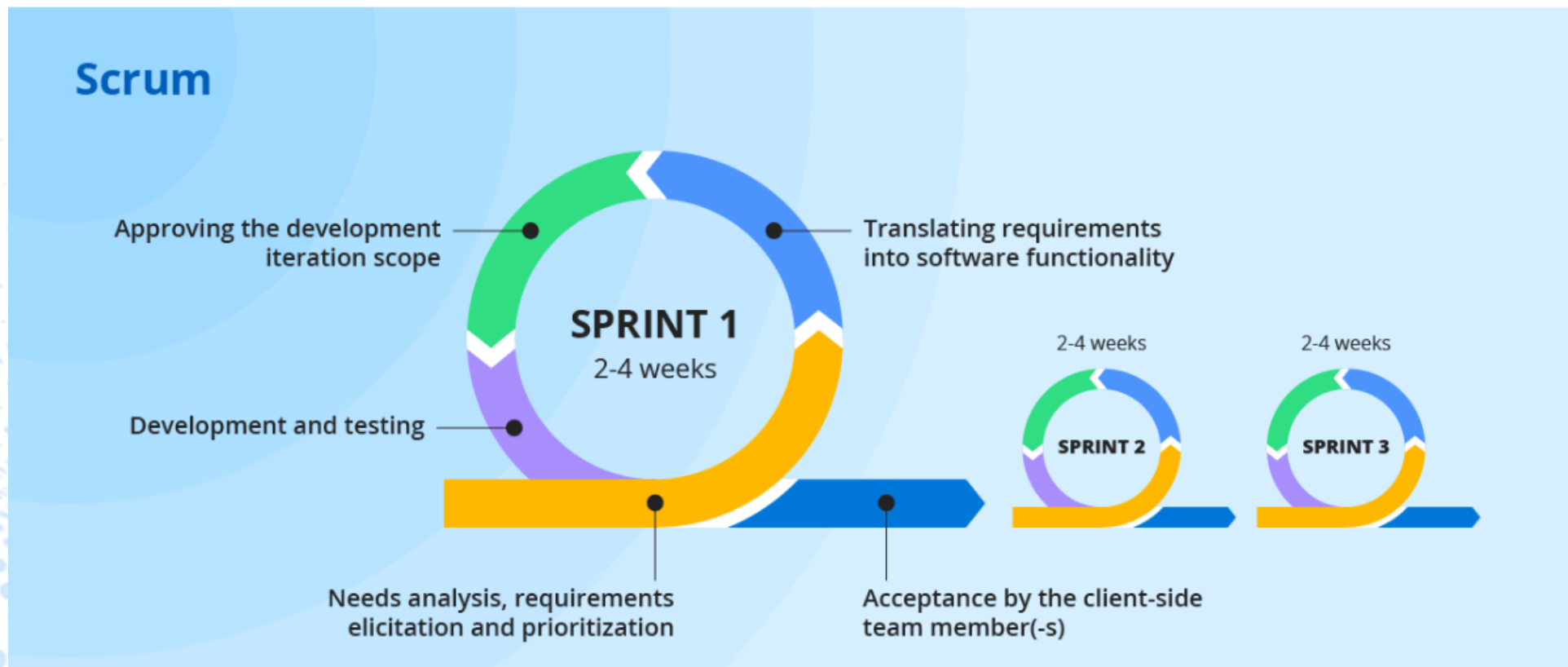
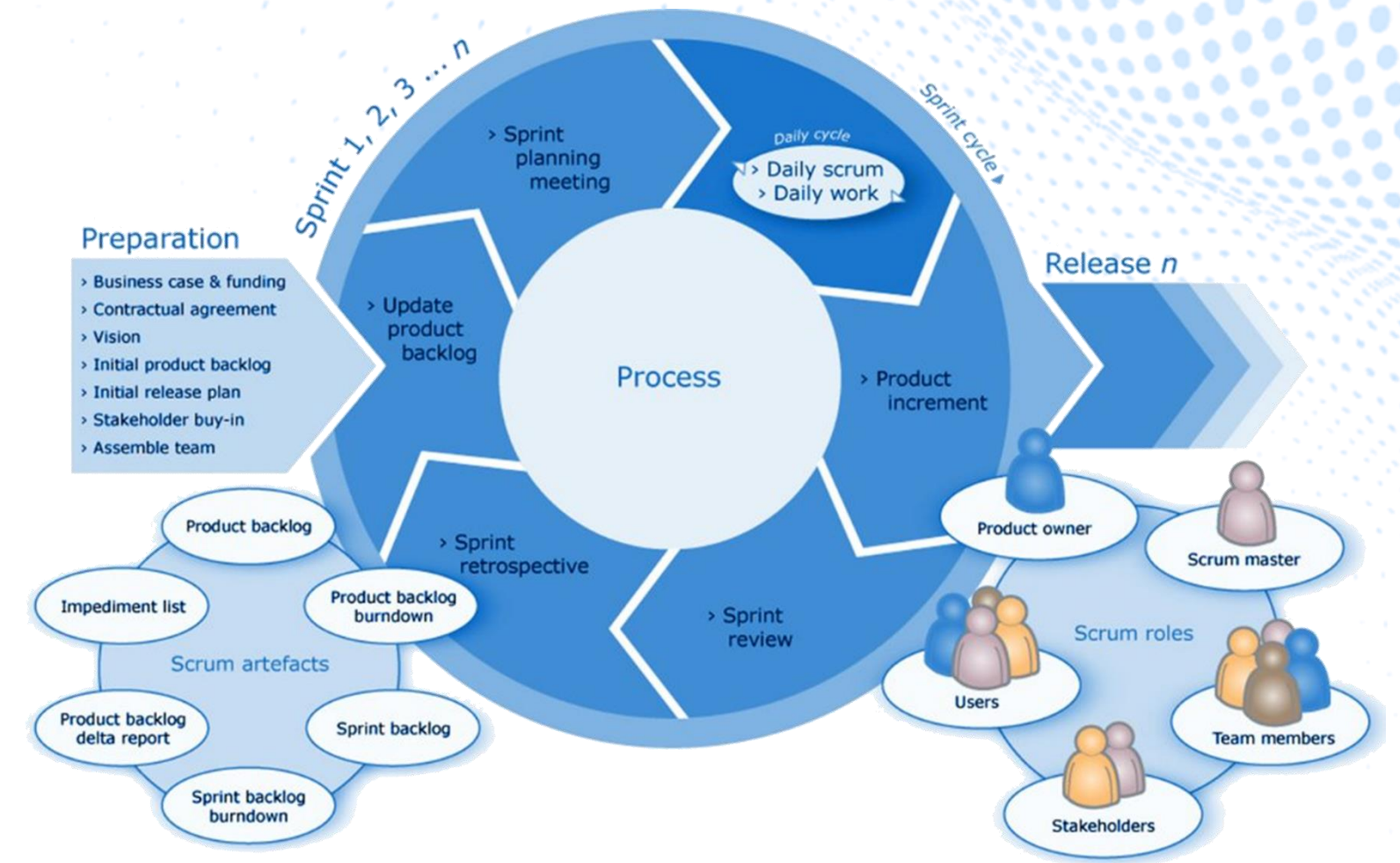


Delivery Methodology

Scrum methodology to manage complexity and unpredictability.

Comprises of key events such as

- ✓ Sprint Planning
- ✓ Daily Scrum
- ✓ Sprint Review
- ✓ Sprint Retrospective



Governance Mechanism to address the strategic, contractual and operational aspects of the proposed services delivery

- ✓ Effective management of teams
- ✓ Leverage of standard processes and tools
- ✓ Effective communications through regular status meetings and Steering Committee meetings
- ✓ Timely and effective resolution of highlighted issues
- ✓ Monitoring and adhering to deliverables quality

Case Studies

Microsoft Technologies

Case – Pharma Publishers

- Global pharmaceutical publishing company headquartered in Germany
- Full process implementation of Dynamics 365 Sales for 100+ users
- Customer and Opportunity Data load from disparate sources
- Custom-developed features for Orders and Contract Management
- Power BI visualisations and reports - Embedded Report in D365
- Cloud adoption of Dynamics 365 and Dataverse
- Adherence to strict IT and Data Security rules in compliance to GDPR
- Website visitor data monitoring through Azure Data Store
- Master Data Management through Kafka and Stibo
- Implementation of PowerApps and PowerAutomate solutions
- Teams Chat and Telephony integration
- Periodic semi-automated product master loads from ERP

The screenshot displays the Dynamics 365 Sales interface for an Opportunity record titled "Contract received date test". The record is in the "Process Order" stage, with an estimated close date of 9/18/2019 and an estimated revenue of \$692.00. The owner is Ram Kumar. A process flow bar at the top shows steps: Analyze Oppor., Calculate Licen., Offer Trial, Create Quota., Negotiate, Confirm Final., Order Draft, Process Order, and Create Custome. The "Process Order" step is currently active. Below the process flow, there are fields for Contract Confirmation (click to enter), Contract Received On, Status (Open), and Probability % (90). A summary section on the right shows the current stage as "GTV: IS Opportunity Business Process Flow (Active for 43 days, 1 hour)" with a "Finish" button. The bottom section shows a "Summary" tab with fields for Count Active Quotes (0), Ident. Product/Prod (Datenbank), Topic (Contract received date test), Account (this is test from BO america 2707), Quote Reviewed with (Yes), Contact (this is test BO contact), and Currency (US Dollar). There are also sections for POSTS, ACTIVITIES, NOTES, and STAKEHOLDERS.

The screenshot displays the Dynamics 365 Marketing interface for a campaign named "Campaign_V9". The dashboard shows a funnel of campaign performance metrics: Leads (99485) → Leads generated (1118) → Not and Item Leads (304) → Opportunities (137) → Opportunities Won (94) → Opportunities Lost (0). The conversion rates are 1.1%, 27.2%, 45.1%, 68.6%, and 50% respectively. The dashboard also includes a "Leads by Status and Rating" bar chart, "Open Leads and Opportunities as of Today" (1040), "Open Warm Leads" (229), and "Open Hot Leads" (0). The interface includes a navigation menu on the left with options like Home, Recent, Pinned, My Work, Dashboards, Activities, Queue Items, Customers, Marketing, and Collateral. The top right shows the campaign status as "Launched" with a start date of 6/16/2021.

Case – Manpower Providers

- High-end business and IT consultancy headquartered in Denmark
- Implementation of business process with MS CRM 2011 for 150+ users
- Migration of existing data from Oracle DB to SQL Server
- Silent migration without affecting daily business operations
- Non-stop automated process of data migration in 2 cycles each of 48 hours
- Our CRM Implementation is recognised by Microsoft as one of the largest volumes of data in Germany in 2011 [approx. 6.5GB of data to CRM and SharePoint]
- Power BI reports to cover KPIs
- Tracking of performance reporting of Sales and Delivery teams using MS Power BI
- Refreshed implementation of Dynamics 365 and SharePoint on Azure for CV Search & Skill Code Search
- Implemented “Jobs Hub” to integrate different European region-specific job portals
- Implemented email processing in Dynamics 365 with job application tracking and forwarding to recruiters

3000 Candidates found

RUN SEARCH RESET SEARCH

CV Search

Search...

AND OR NOT NEAR WORDS

Candidate Search

Operator AND

Search In

Pre-Filter

Country

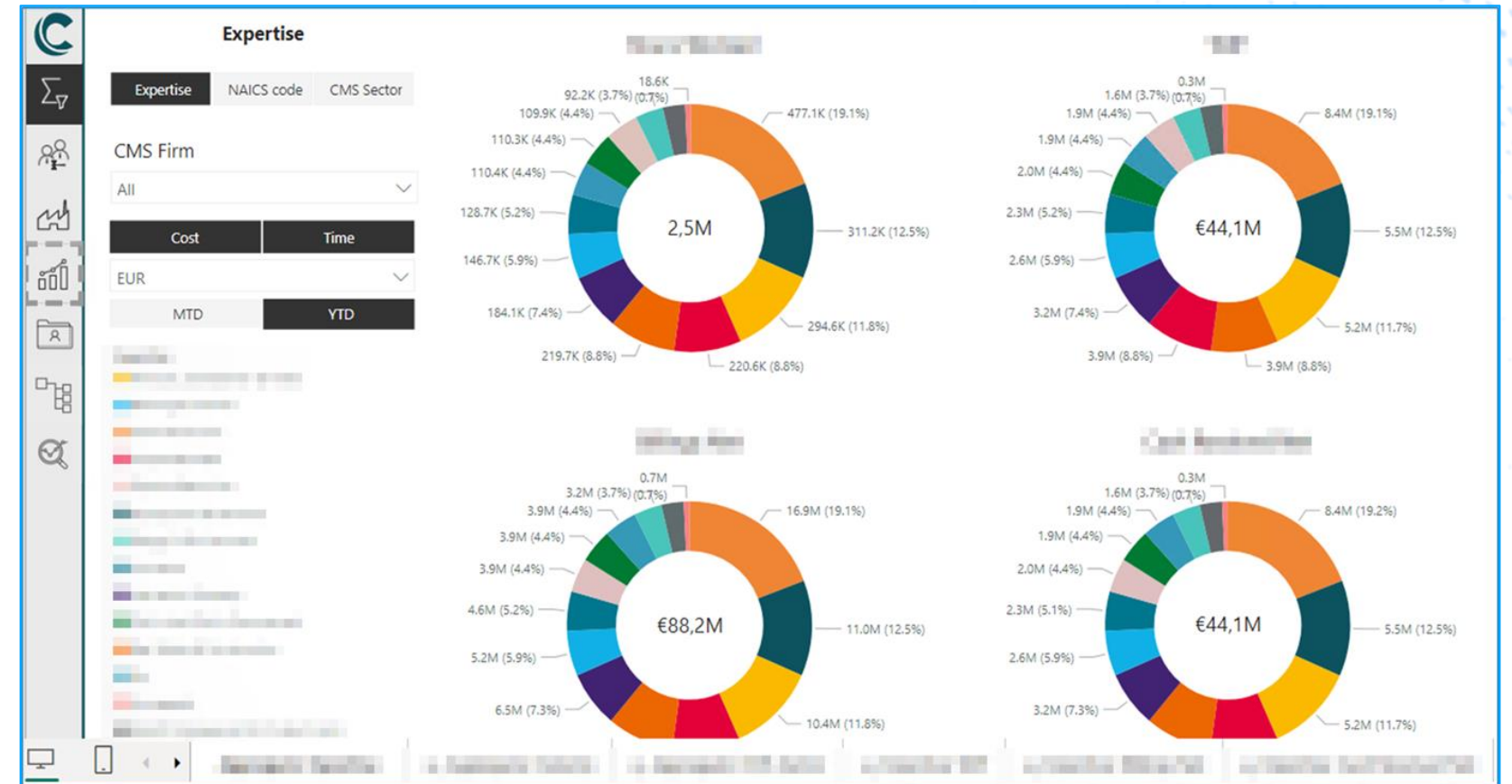
Actions	off Limits	Full name	Supplier	Country	City	Mobile
✓		Frönich, M...	GreBH	Germany		
✓		Mater, ...		South Africa	Pinetown	
✓		Sedki, ...		France	PARIS	
✓		De Ville, Y...		France	Nice	+33
✓		Zendah, ...		France	Asnières Sur Seine	+33
✓		Cherif, ...		France	Paris	+33
✓		Akbyik, G...		UK	London	+90 53

Power BI dashboards showing KPIs, trends, and detailed views.

Detailed Look

Case – Legal Service Providers

- Global law firm with practice across sectors in more than 40 countries to deliver legal advice
- Using a vertical solution on Dynamics 365 for legal practice
- Primary goal is to refine Main KPI dashboards to make it user-friendly



Case – Training & Consulting Services

- Offering consulting services like leadership development program and team workshops headquarter in Germany
- Implementation of business process with SharePoint and Power BI
- Modifying the existing SharePoint with new lists and added features
- Implemented Power Automate function to auto-generate project and offer numbers
- Generating e-invoices in Xrechnung and ZUGFeRD formats using XML Generator Tool, to streamline the invoicing processes and ensure compliance
- Power BI reports to cover profit, turnover and cost planning

The screenshot displays the 'Generate XML' web application interface. It features a top navigation bar with tabs for 'BILLING DATA', 'INVOICE RECIPIENT', 'INVOICE ISSUER', 'PAYMENT DETAILS', 'INVOICE ITEMS', 'DISCOUNT', 'BREAKDOWN OF THE VAT CATEGORIES', and 'GRAND TOTALS IN €'. The 'BILLING DATA' tab is active, showing a form with the following fields:

- Invoice Number: BT-1* R240991
- Invoice Date: BT-2* 26.06.2024
- Due Date: BT-9* 26.06.2024
- Delivery Date: BT-72 18.10.2024
- Route ID: BT-10 06-25153000-14
- Do not specify a route ID:
- Show Optional Fields:
- Billing Period (from): BT-73 18.10.2024
- Billing Period (to): BT-74 18.10.2024
- Invoice Type: BT-3 Invoice
- Project ID: BT-11 Führungskräfte-Tagung
- Contract: BT-12 Test Contract
- Order number: BT-13 Test order number
- Remark: BT-22 Test remark

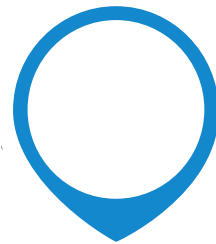
At the bottom of the interface, there are three buttons: 'Reset', 'CREATE xrechnung', and 'Create ZUGFeRD'. The footer includes the text 'Powered by eQ ©2024' and 'Version 1.0.0.0 (alpha)'.

eQ_Xrechnung Solution



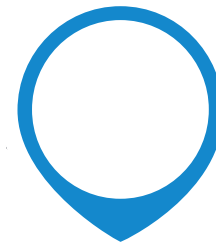
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