

TO INCREASE 

To-Increase Microsoft
D365 Business Central
Portfolio Introduction





Intro Renaldo Torcque



- Partner account manager
Microsoft Dynamics 365 Business Central
- Partner manager – Dassault Systems / Solidworks
- Account manager - Sogeti
- Partner manager – Ingram Micro
- Partner manager – Tech Data
- Partner manager – IBM



Intro Adri Cardol

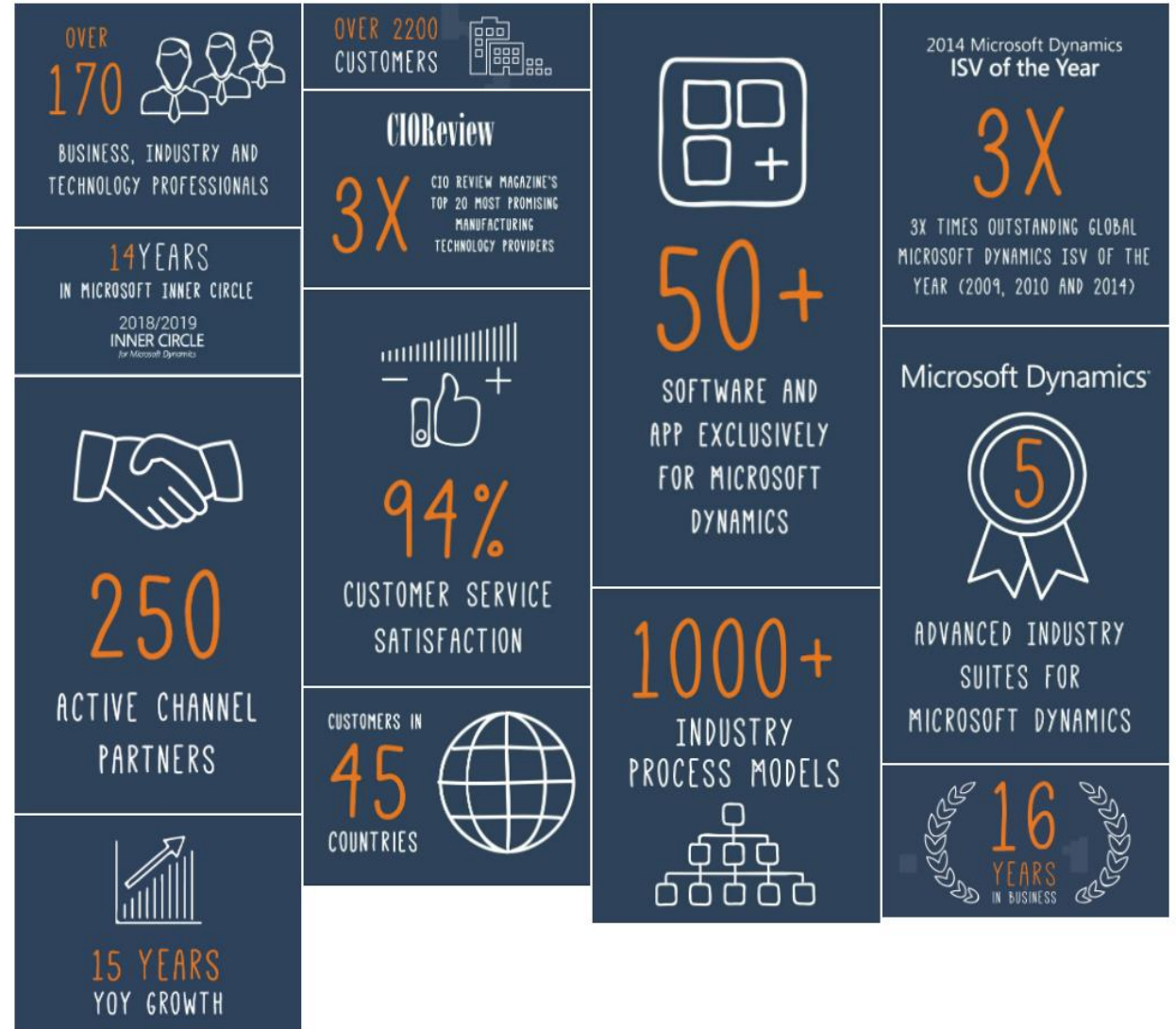


- Product Owner IEM and PE for Dynamics 365 Business Central at To-Increase since 2008.
- Before 2008, Senior Consultant Logistics and Team lead at Qurius / Watermark / Foqus ICT since 2001.
- Before 2001, several management positions in Distribution and Logistics in the Netherlands as well as in Canada (since 1974).

TO INCREASE



- HQ in Veenendaal - The Netherlands
- Founded in 2004
- Worldwide coverage
- Over 2200 customers
- Currently 200+ Employees and growing
- BC/ NAV Indirect route to market via Partners only



Our Mission



1

We help our customers digitally **transform** their business

We help our customers **accelerate business innovation** by maximizing the value realization of ERP and by leading the digital business transformation



2

We **mitigate** systems implementation risk

We make **business solution implementations faster and more standardized** using standardized targeted solutions and a process-oriented approach.



3

We **lead** our customers for life

We **take care of** our customers for life with best-practice support offerings and continued innovation to our products and services.

Solutions for Dynamics 365 Business Central

Product Strategy

- The world's leading ISV for Manufacturing verticals on Dynamics BC.
- Be a "1-stop shop" with verticals supported by powerful horizontals.
- Align with Microsoft technology and release cadence.



Industrial Equipment Manufacturing

- Advanced Job Management
- Resource Management
- Manufacturing Integration
- Service Integration



Product Engineering

- Quality Management
- Engineering Change
- Item Lifecycle



Food Manufacturing & Distribution

- Food Warehousing
- Food Distribution
- Food Processing



BC Anywhere Enterprise Mobility



BIS - Enterprise Integration, Master Data and EDI Tools

Industrial Equipment Manufacturing

How IEM Solution Helps



Manage Job Budgets with Efficiency

Gain the ability to create multiple budgets, with detailed work breakdown, and complete job costing for each project. Streamline every aspect of your project including resources, jobs, and tasks.



Coordinate Timelines with Material and Human Resource Planning

Plan required material from the job's timeline as part of the overall material requirements planning to ensure that inventories are balanced and reserved for proper allocation.



Balance Optimum Resource Capacity through Tasks

Assign people to resource tasks to create a complete overview of all the project activities to ensure that there are no overlaps or wasted resources.



Optimize Material Handling through Warehouse Integration

Manage all incoming material through put-aways and bin locations. Pick the material to be consumed in or delivered from the job. Cross-dock materials to the job site for just-in-time deliveries.



Product Engineering

Quality Management

qM

Create measurements for any process

Incident

Measurements

Registered Measurements

Engineering Change Mgmt

ecM

Structure communication

Engineering Change Requests

Engineering Change Orders

Connectors

Item Status

iL

Manage the life of an item

Item States

State Transitions

Conditions & Action Handlers

Approvals

Replication Management

rM

Central data management

Publisher, Subscriber

Connectivity Studio

Connect to any system

Other BC database, Best of breed, Legacy, PLM/CAD

Anywhere Mobility Solution

Mobility Solutions for Dynamics BC/NAV

- Mobile solutions that can completely integrate with Dynamics BC/NAV
- Access to Dynamics NAV anywhere anytime and from almost any mobile device
- It is your business in the palm of your hands!

NAV Anywhere

Enterprise Mobility



NAV Anywhere **Logistics**



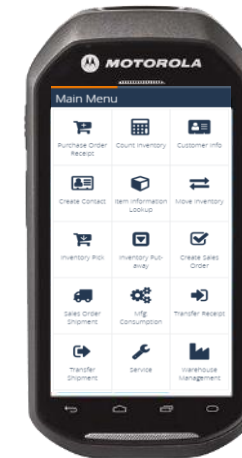
NAV Anywhere **Sales**



NAV Anywhere **Services**



And many more...



Business Integration Solutions

Connectivity Studio

Connecting Applications
(By mapping and connecting different apps with NAV)



Notification Management

Connecting People
(Automated, trigger-based notifications throughout your business)



Replication Management

Master Data Synchronization
(within or across databases)



EDI Studio

Connecting the Logistic Partners
(Supply Chain)



Services



Data Migration

[Read more](#)



Project Management

[Read more](#)



Application Integration

[Read more](#)



Implementation

[Read more](#)



Application Management

[Read more](#)



Collaborative Development

[Read more](#)



Care

[Read more](#)



Training

[Read more](#)

Introducing Job Management Suite



- A Universal Code based successor to IEM.
- Supporting the customer driven Manufacturing style
 - from Engineer to Order to Project Based Manufacturing
- Deployable as Business Central extension from AppSource as well as On-Premises
- Consisting of:
 - For Business Central Essentials
 - Advanced Job Management (JMS Basic)
 - Resource Management (JMS Extended)
 - For Business Central Premium
 - Manufacturing and Service Integration (JMS Advanced)

For details watch the presentation on June 30, 2022

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Thank you for your time today!

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Innovation**