

#EOSDIGITALENTERPRISE



Digital Enterprise 365

Günther Lobis
Attilio Semenzato



TECH & INNOVATION LAB

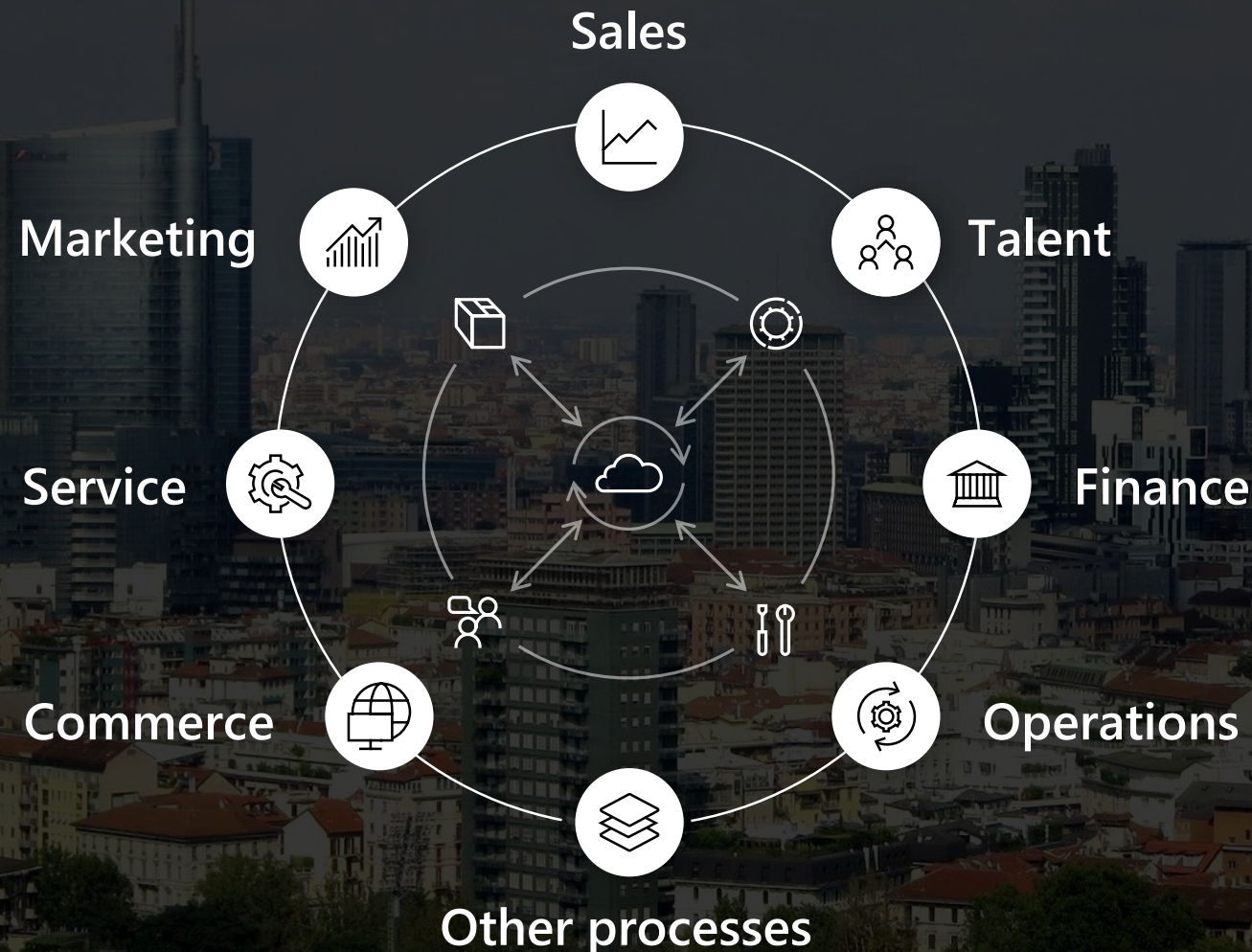
DIGITAL ENTERPRISE 365

EVOLUTION OF YOUR COMPANY BEGINS WITH A DIGITAL CHOICE

#Benvenuti
#Willkommen
#Welcome

Le prospettive di Microsoft Dynamics 365 Business Central

The world's connected AI business cloud



Dynamics 365 & Power Platform

Intelligent Sales & Marketing



Dynamics 365 Sales

Dynamics 365 Marketing

Dynamics 365
Customer Insights

Dynamics 365 Sales Insights

Dynamics 365 Market Insights

LinkedIn Sales Navigator

Forms Pro

Dynamics 365
Product Visualize

Proactive Customer Service



Dynamics 365
Customer Service

Dynamics 365 Field Service

Dynamics 365 Marketing

Dynamics 365
Customer Insights

Dynamics 365
Customer Service Insights

Dynamics 365 Virtual Agent for
Customer Service

Dynamics 365
Product Insights

Forms Pro

Dynamics 365 Guides

Connected Field Service



Dynamics 365 Field Service

Dynamics 365 Marketing

Dynamics 365
Customer Service

Dynamics 365
Customer Insights

Forms Pro

Dynamics 365 Remote Assist

Dynamics 365 Guides

Modern Finance & Operations



Dynamics 365 Finance

Dynamics 365 Supply Chain
Management



Dynamics 365
Business Central

Dynamics 365 Talent

Dynamics 365
Fraud Protection

Dynamics 365 Guides

Dynamics 365 Layout

Connected Commerce



Dynamics 365 Commerce

Dynamics 365 Marketing

Dynamics 365
Connected Store

Dynamics 365
Fraud Protection

Dynamics 365
Customer Insights

Dynamics 365 Layout

Power Platform



Power BI

PowerApps

Flow

AI Builder

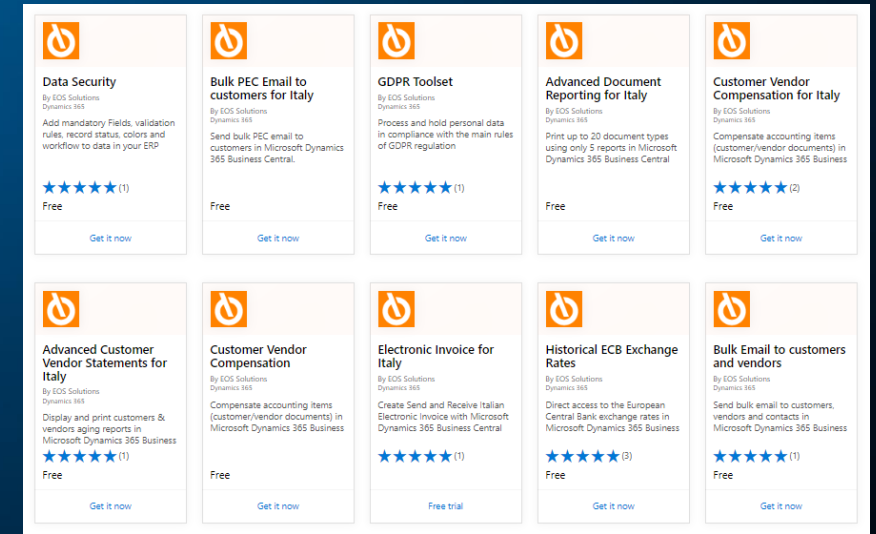
Portals



Siamo in prima linea...



Ottobre 2019: #1 Publisher in AppSource per Business Central Apps



Ottobre 2019: premio a Directions EMEA come miglior progetto di transizione al SaaS con il verticale Project365




EOS e l'offerta per Dynamics 365



Digital Enterprise 365

2018 IDG Digital Business Survey

Whats does it mean to be a Digital Company?



52% Enable **worker productivity** through tools such as mobile, data access, AI-assisted processes

49% Better manage **business performance** through **data** availability and visibility

46% Meet **customer experience** expectations



Agenda: le sessioni

09:45

Benvenuto e panoramica sulle prospettive di Dynamics 365

Sala Römer

Sala Hendl

La Digital Transformation secondo Microsoft

Dynamics 365 for Customer Engagement

Industria 4.0

L'IoT a servizio del business

Microsoft Office 365 e Unified Platform

Business Central Online: l'ERP as a Service

Microsoft Teams e Power Platform

10:15

11:00

12:00

12:30

14:15

14:45

15:15

Microsoft Teams e Power Platform

Industria 4.0

La Digital Transformation secondo Microsoft

Microsoft Office 365 e Unified Platform

Business Central Online: l'ERP as a Service

L'IoT a servizio del business

Dynamics 365 for Customer Engagement

Agenda: l'area espositiva della Digital Company



La Digital Company



CRM e Field service

Reception Manager: automazione
accoglienza clienti con AI

Dynamics 365 for Sales: relazioni
efficaci con i clienti

Dynamics 365 for Field Service:
interventi di manutenzione



Vendite

LS Central, soluzione di Unified Commerce integrata con Business Central

BC: Inserimento ordine con configuratore

Sana Commerce, gestione web shop integrata con Business Central

EOS PowerSuite, analisi dei dati con Power BI



Produzione

Etagis: schedulazione della produzione

Produzione su ordine con Robot e Business Central

Dati raccolti in cloud su Azure IoT



Project Management

Project 365: gestione di progetto con Business Central e Power BI

Manutenzione Predittiva

Monitoraggio e Insight con Machine Learning e IoT



Sicurezza

Monitorare in tempo reale gli spostamenti di persone e device con l'IoT



Collaborazione

Lavorare ovunque con Office 365, Power Platform e Business Central
Teams, l'Information Hub



Approvvigionamento e acquisti

Dynamics 365 Business Central:
pianificare ordini di fornitura e prevedere le scorte

Contabilità

Fatturazione Elettronica come app per BC

EMA: riallocazione costi con Power BI e Business Central

Controlling & Analytics con PowerSuite
(controllo operativo con KPI) e
PowerBudget (gestione budgeting)



Logistica e Magazzino

Gestione Warehouse in Microsoft
Dynamics 365 Business Central

Automazione con Robotica

Picking con MobileNAV

EOS Apps Ecosystem

Ecosistema di app per Dynamics 365
Business Central per soddisfare
esigenze specifiche



Cloud e SaaS con Azure

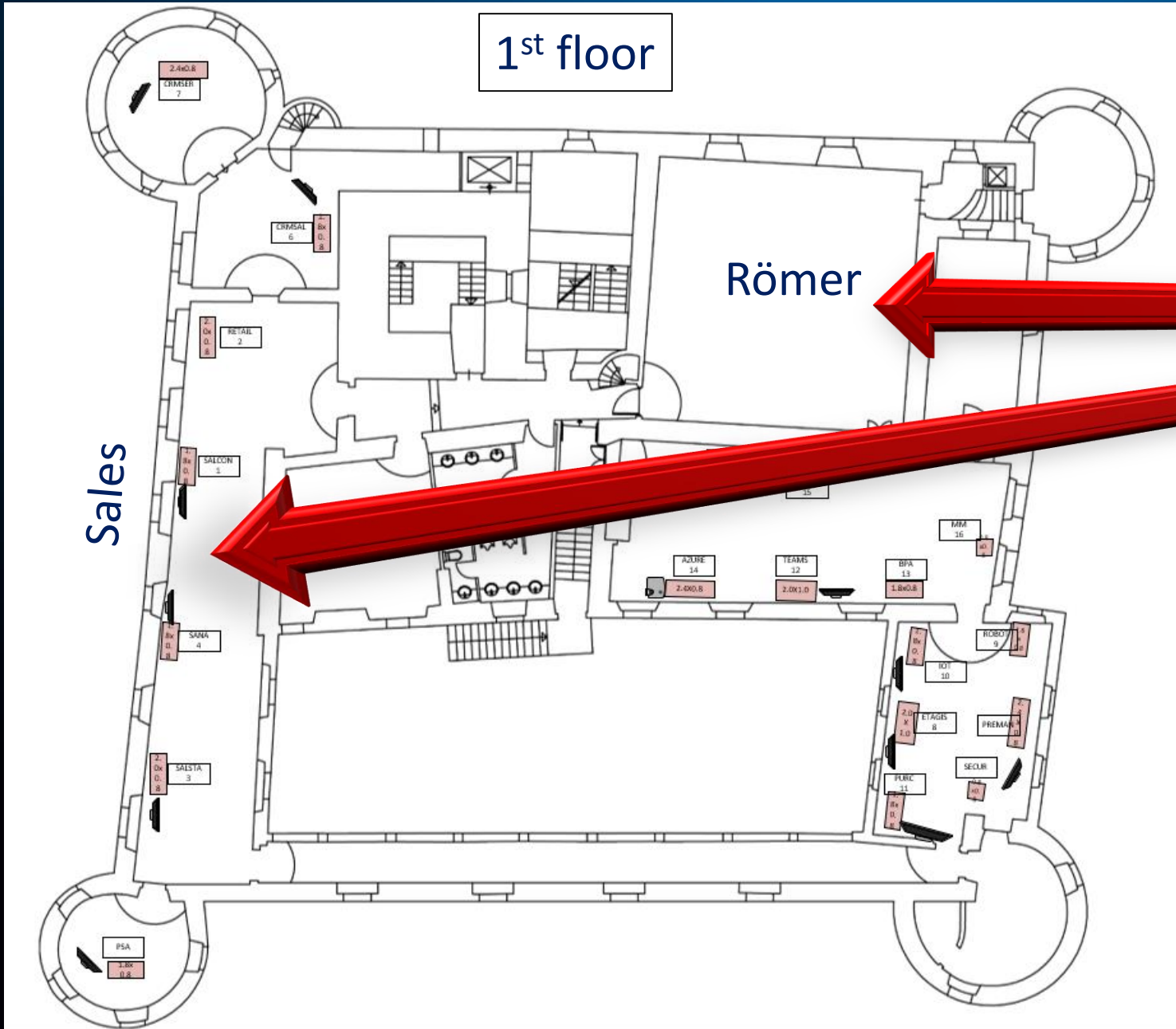
Azure Cloud Services:
velocità, efficienza, sicurezza

Event app

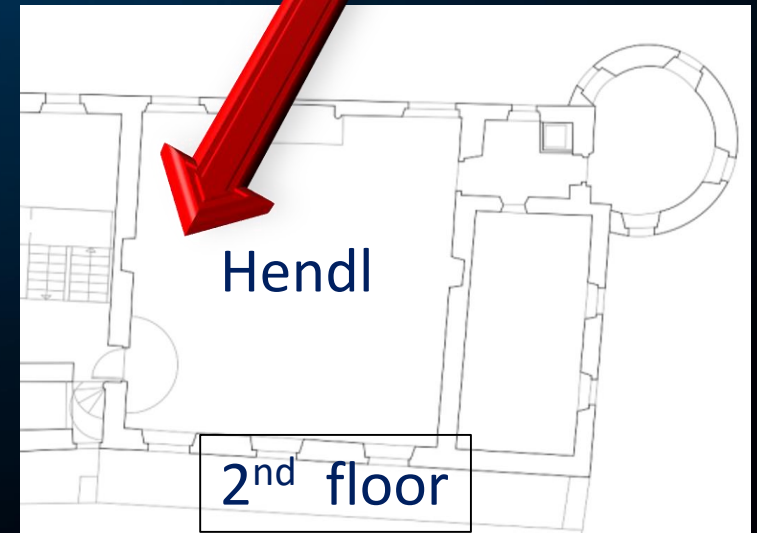


<https://eos-solutions.lineupr.com/digital-enterprise-365>





Start here!



#EOSDIGITALENTERPRISE

Grazie!



TECH & INNOVATION LAB

DIGITAL ENTERPRISE 365

EVOLUTION OF YOUR COMPANY BEGINS WITH A DIGITAL CHOICE