



COMPANY PROFILE

www.dynamics360.net

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ABOUT DYNAMICS 360

Dynamics 360 is an outsourcing IT services company and a trusted Microsoft partner that specializes in providing comprehensive Microsoft Dynamics 365 Business Central/NAV services and solutions for partners, ISVs, and businesses. Moreover, we also work on developing, deploying and maintaining enterprise-level applications using .Net framework.

From customizations to third-party integrations, from consultancy to ongoing support, we cover everything that involves Business Central and Nav.

We officially become operational as Microsoft Partner in 2016 and within a short span of 8 years, we have been able to work with clientele from different regions of the world and from different industries.

To keep ourselves at par with the global Dynamics 365 community, we have been actively participating in conferences like BC Tech Days, Directions, etc.

OUR VISION & MISSION

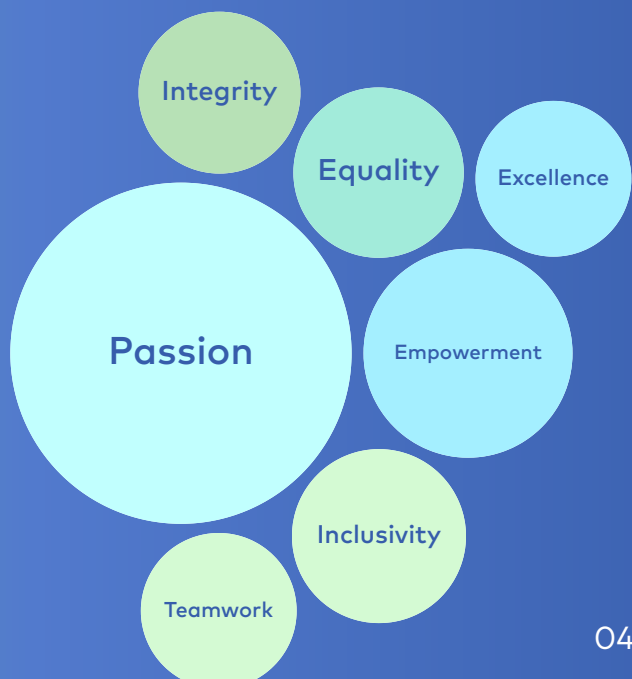
■ VISION

Dynamics 360 strives to become a recognized global company that leverages technology and automation to drive transformative change in businesses and enhance daily experiences for individuals.

■ MISSION

Dynamics 360's mission is to offer our customers around the globe the innovative, reliable and efficient IT services and solutions by utilizing cutting edge technologies that can fulfil their business requirements, meet standards and exceed expectations.

OUR VALUES



OUR SERVICES



1

DEVELOPMENT



We offer robust development services. Our team of experienced technical consultants possesses in-depth knowledge of Microsoft Dynamics 365 Business Central/NAV and the technical expertise to customize and extend its functionalities.

Whether you require custom application development, integrations with third-party systems, or enhancements to existing features, we will do it all for you.

2

SUPPORT



We offer comprehensive support services to ensure the smooth operation of your systems.

Our team is available to assist you with ongoing technical support, troubleshooting, and system maintenance providing you with the peace of mind to focus on your core business activities.

3

CONSULTANCY



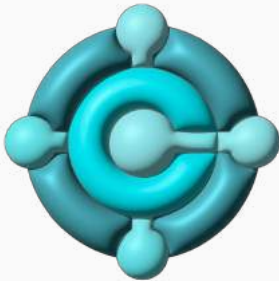
Our consultants are here to guide you in optimizing your business processes. We offer consultancy services to help you streamline operations, improve efficiency, and leverage the full capabilities of Microsoft Dynamics 365 Business Central/Nav.

Our team will work closely with you to understand your unique requirements and provide valuable insights and recommendations to drive your business forward.



TECHNOLOGIES WE WORK ON

BUSINESS CENTRAL



As a trusted partner for Business Central, Dynamics 360 offers a deep understanding of the platform's capabilities. Our team of experts assists businesses in leveraging Business Central to streamline operations, gain real-time insights, and make data-driven decisions.

We provide services such as system implementation, configuration, customization, and ongoing support to ensure that businesses can maximize the benefits of this powerful solution.

DYNAMICS NAV



Dynamics 360 is a trusted partner for Dynamics NAV, offering specialized services in system implementation, configuration, customization, and ongoing support.

Our team of experts assists businesses in optimizing operations, streamlining workflows, and leveraging the full potential of Dynamics NAV to make informed, data-driven decisions.

.NET FRAMEWORK



Dynamics 360 also works in .NET development, leveraging the power of this versatile framework to create customized software solutions. With our skilled team of developers, we deliver tailored applications, integrations, and enhancements.

By utilizing .NET, Dynamics 360 enables businesses to streamline processes, automate workflows, and achieve greater efficiency in their operations

OTHER TECHNOLOGIES



In addition to Microsoft Dynamics 365 Business Central, we also work on Microsoft Power Platform, Microsoft Azure, and other relevant tools and platforms

BUSINESS GROWTH

Dynamics 360 values the importance of milestones and accomplishments. The statistics of our performance over the years affirm our commitment to excellence and the strong relationships we have built with our clients.



WHY CHOOSE US?

COST EFFECTIVE SOLUTIONS

Being an outsourcing company, our clientele enjoys substantial cost savings of up to 71% compared to insourced operations by partnering with us. Our efficient and streamlined processes allow us to provide cost-effective solutions without compromising on quality

DATA PROTECTION

We prioritize data privacy and protection. As a GDPR-compliant company, we ensure that client data is handled securely and in accordance with the highest standards of confidentiality. Our commitment to maintaining strict data protection protocols instils confidence in our clients.

TAX-EFFICIENT

Our services are designed to be tax efficient. With taxes on our services as low as 0.5%, our clients can optimize their financial resources and allocate them towards other critical aspects of their business growth.

REAL-TIME INSIGHTS

We have implemented a robust project progress tracking system. Our system allows developers to allocate time for each task, providing visibility into the progress of individual assignments and overall project milestones.

HOW WE ENSURE QUALITY?

At Dynamics 360, we prioritize thorough testing to ensure the quality and reliability of our solutions. To achieve this, we employ a two-tiered approach consisting of Sandbox testing and Production testing.

SANDBOX TESTING

We create a controlled environment that closely replicates the production environment.

This allows us to conduct extensive testing, including functional testing, integration testing, and compatibility testing.

By simulating real-world scenarios, we can identify and resolve any issues before moving to the production stage.

HOW WE COMMUNICATE?

At Dynamics 360, we understand that effective communication is vital for successful collaboration, especially when working with outsourcing companies. We prioritize seamless communication channels to bridge any geographical or logistical gaps.

PRODUCTION TESTING

Once the solution successfully passes the Sandbox testing phase, it undergoes Production testing.

This phase involves testing the solution in the live production environment to validate its performance, stability, and scalability.

We carefully monitor the solution's behaviour, performance, and user feedback during this stage.

COMMUNICATION TOOLS

To ensure clear and consistent communication, we leverage the latest video, audio, and textual communication tools such as:



OUTSOURCING CONCERNS?

WE'VE GOT YOU COVERED

With over 8 years of experience in the outsourcing industry and a diverse client base spanning across various regions, Dynamics 360 has gained valuable insights into the common challenges that individuals encounter when outsourcing tasks.

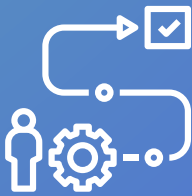
- **Transparent Communication**
Open and clear channels for effective collaboration.
- **Efficient Project Management**
Streamlined workflows and agile methodologies for timely delivery.
- **Secure Data Handling**
Strict adherence to data protection regulations and best practices.
- **Quality Assurance Processes**
Rigorous testing and code reviews for high-quality deliverables.
- **Skilled Human Resource**
Highly skilled team with the latest technical expertise.

DEPLOYMENT ON APPSOURCE

We assist our clients in effectively deploying their apps on AppSource, Microsoft's trusted marketplace for business applications. We help turn your innovative ideas into AppSource ready products.

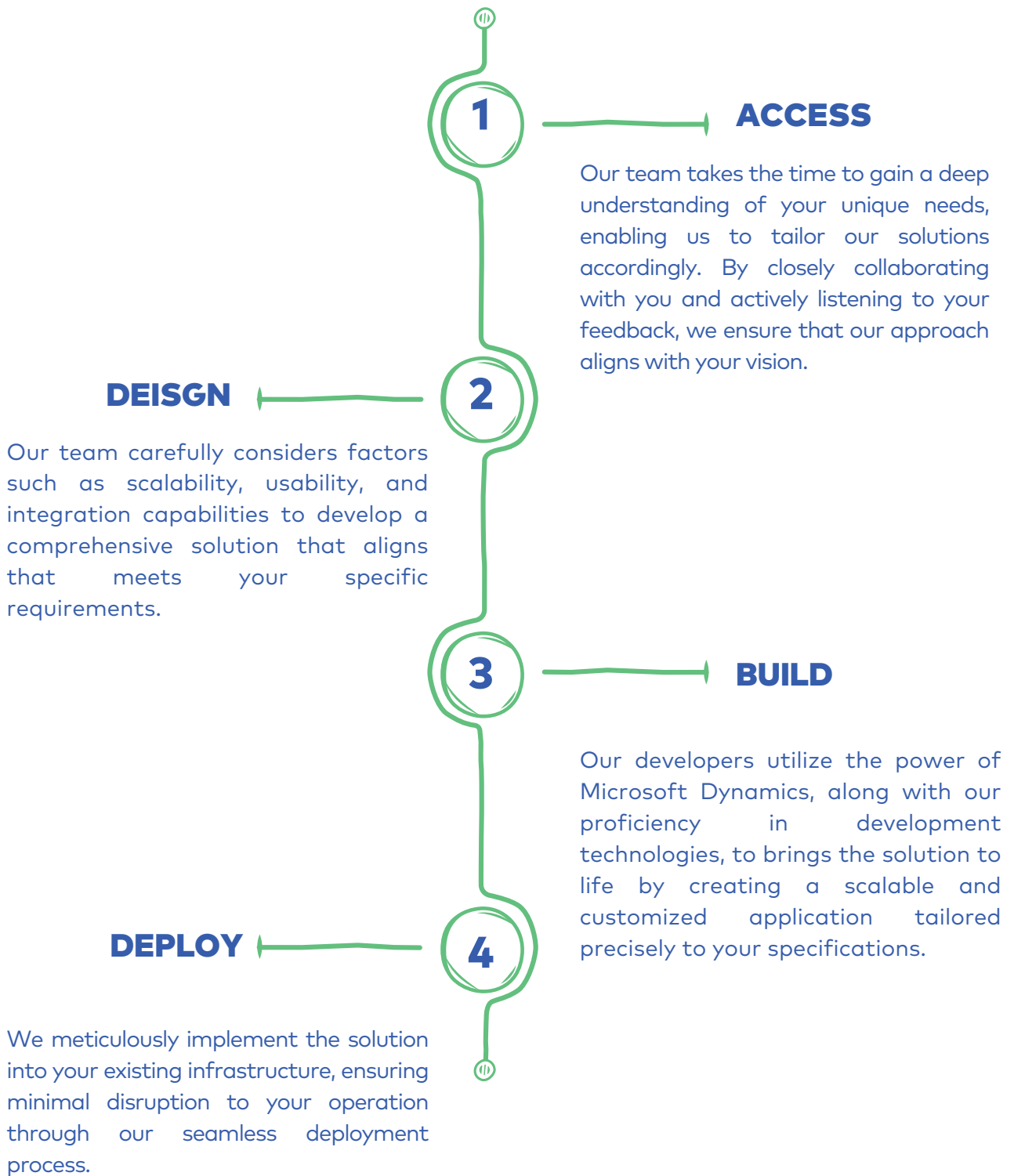
We work collaboratively with clients to:

- Optimize their app listings
- Enhance discoverability
- Expand their reach



OUR METHODOLOGY

We thoroughly analyze your business requirements, goals, and challenges. Our team takes the time to gain a deep understanding of your unique needs, enabling us to tailor our solutions accordingly. By closely collaborating with you and actively listening to your feedback, we ensure that our approach aligns with your vision.





OUR COLLABORATION MODELS

We understand the importance of flexible engagement approaches to meet the diverse needs of our clients. Our collaboration models provide options that align with project requirements, allowing for effective communication, transparent processes, and successful outcomes



OUR COLLABORATION MODELS

1 **FIXED PRICE, FIXED SCOPE**

We work closely with clients to define the expected deliverables and timelines to determine a mutually agreed fixed price. This model provides transparency and certainty for both parties involved.

3 **DEDICATED RESOURCE, MANAGED TEAM**

You won't have to pay any taxes, insurance, or retirement benefits to our outsourced resources. Our managed resource will work 8 hours a day, 5 days a week for you, and provide instant reports.

5 **STAFF AUGMENTATION, TEAM EXTENSION**

Scale up your workforce and fill skill gaps in order to meet project demands without the long-term commitment of hiring permanent employees. We will supplement your existing workforce for a specific project or time period.

2 **PROJECT-BASED, MILESTONE BASED.**

This model is well-suited for those who want to pay as they go. All the phases and milestones are decided at the start of the project by mutual agreement and payment schedules are tied to these milestones with visible progress monitoring.

4 **TIME & MATERIAL, HOURLY**

We offer customers the flexibility to make ongoing changes to project specifications based on market trends by paying on an hourly basis. This model is well-suited for complex projects that may require specification and design adjustments.



CLIENT TESTIMONIALS



Sarah Neetz

Sarah Neetz is an EVP Finance & Operations at Martin & Pleasance North America Inc. They have been working with other developers as well, but they seemed to not be able to stick to quoted hours and consistently went over our budgets. This led them to working with us. Here's what they say about us:

“

We have been very happy with the service provided by Dynamics 350. They have helped us to further develop our ERP system. The API connections, automations and features that Zaid and his team developed for us have greatly improved our business processes.

”



Amruta Kadam

Amruta Kadam is a Senior Accountant at Martin & Pleasance North America Inc. They have had difficulties customizing their ERP. API integrations with other software. It was a constant issue. This led them to working with Dynamics 360.

“ We have had the chance of utilizing Dynamics 360's services for customizing our ERP and incorporating additional extensions and add-ons. The team has been incredibly helpful in testing and implementing new processes within our system. with the help of Zaid and his team, we have been able to expand BC's functionalities now ”



Jeremy Lauzon

Jeremy Lauzon is the president of Hydracore Drills Ltd. They have had difficulties with the time it took for their previous provider to create customizations in Business Central. They looked for other service providers who can work at their pace and that led them to working with us.

“

Zaid from Dynamics 360 has been really great to work with on our customizations and company specific templates for Microsoft Business Central. He is easy to work with and very responsive to our needs. We are going live in a few days and will be using his services in the future for additional customizations

”

★★★★★ 5.00

NOV 19, 2021 - NOV 30, 2021

Design Word form for MS Dynamics Business Central

"Great job! If we need more work to be done, we will not hesitate to request him to do that."

✓ RECOMMENDED

★★★★★ 5.00

OCT 10, 2021 - APR 5, 2022

Implement Microsoft Business Central (Premium) for new company

"Zaid was an absolute professional with the job and we look forward to continuing to work with him in future projects."

✓ RECOMMENDED

★★★★☆ 4.85

MAR 15, 2021 - NOV 7, 2022

INS0032 – Nav and Dynamics 365 Business Central Developer

"Zaid is professional and works great with other engineers. He is smart and able to understand complex problems and deliver solutions."

✓ RECOMMENDED

★★★★★ 5.00

JUL 23, 2020 - NOV 2, 2020

● **NAV and Dynamics 365 Business Central Developer with C# exp**

"Zaid has been an integral part of the team for the short I have been managing it. His attention to detail on any assignment, large or small is note worthy. He strives to do the right thing always. Of special note, is Zaid's ability to notice when more discussions is required with those he communicates with. He is an outstanding team member. "

✓ RECOMMENDED

★★★★★ 5.00

SEP 27, 2022 - JAN 11, 2023

● **Microsoft Dynamics x Shopify**

"I highly recommend Zaid as a Microsoft Dynamics 365 expert. He recently completed an integration project for my business connecting our Shopify store with Dynamics 365, and the results were excellent.

Zaid is a true professional and expert in his field. He has a deep understanding of Dynamics 365 and was able to quickly grasp the unique requirements of our project. Throughout the project, he was very responsive, communicative and transparent. He kept me updated on progress and was always available to answer any question .

The integration he built is seamless and has greatly improved our workflow. The data flows smoothly between Shopify and Dynamics 365 and has greatly increased our efficiency. He also provided clear documentation and training for our team, so we can easily maintain and update the integration going forward. I am very impressed with Zaid's work and highly recommend him to anyone looking for a skilled and reliable Dynamics 365 freelancer on Upwork."

✓ RECOMMENDED



OUR SUCCESS STORIES

#1



Odegi is a Canadian eCommerce agency based in Toronto, that specializes in eCommerce strategy, development, design and digital marketing.

Collaboration Model

Fixed Price, Fixed Scope

Technologies Used



Microsoft Dynamics CRM

Situation

Odegi, an e-commerce solution provider, sought to expand their services by incorporating Microsoft Dynamics into their offerings. Their objective was to provide their customers with a comprehensive end-to-end solution, combining e-commerce capabilities with integrated ERP functionality. To achieve this, they partnered with us to develop a tailored solution using Dynamics NAV and C/AL programming language.

Solution

Our team collaborated closely with Odegi to develop a custom integration solution within Dynamics NAV using C/AL. We implemented custom integration endpoints that could be consumed by the NopCommerce-based e-commerce platform.

By adopting an event-based/hook-based development approach, we ensured the codebase was easily extensible, debuggable, and maintainable. Our solution provided meaningful and descriptive error handling, empowering Odegi and their customers to identify and resolve issues independently.

Through real-time data synchronization, Odegi's customers gained the ability to view orders and update stock levels in both the e-commerce platform and Dynamics NAV simultaneously. This streamlined their order planning process and improved overall operational efficiency.

Result

By leveraging Dynamics NAV and our expertise, we provided Odegi with a cost-effective solution that seamlessly integrated their e-commerce platform. Real-time data synchronization improved order planning and operational efficiency. Empowered debugging, flexible configuration options, and comprehensive support enhanced customer satisfaction. Our collaboration resulted in a successful integration, positioning Odegi for further growth with Microsoft Dynamics 365 Business Central.



NaviDoc is a software company improving the flow of invoice handling for B2B customers

Collaboration Model

Time & Material, Hourly.

Technologies Used



Situation

NaviDoc ApS faced several challenges that prompted their collaboration with Dynamics 360. Initially, they had a Nav solution developed by a local developer. However, as NaviDoc ApS expanded their operations, their developer was unable to meet the increasing support requirements and eventually left the company. This created a void in ongoing support and customization for their Nav solutions, necessitating external assistance.

Solution

Dynamics 360 collaborated closely with NaviDoc ApS to understand their evolving needs and develop tailored solutions.

With the advent of Business Central, Dynamics 360 developed a fresh API-based solution for NaviDoc ApS, enabling smooth data import from NAV to Business Central.

It replaced the previous XML-based system, improving efficiency and data integration.

Dynamics 360 created custom extensions (solutions), these included:

- NaviDoc ApS Workflow: To Simplify invoice management, approvals, and minimize administrative efforts.
- NaviDoc ApS Expense: To manage company appendices, enable easy scanning and integration with accounting programs.
- NaviDoc ApS Time: For intuitive time registration for a clear overview of time consumption, accessible across devices.

Result

The collaboration between Dynamics 360 and NaviDoc ApS resulted in significant enhancements for the client. This included continuous support and maintenance for their existing Nav solution, a seamless transition to a new API-based solution on Business Central, tailored extensions for NaviDoc ApS, streamlined invoice handling and expense management, and assistance with customer queries, such as reporting solutions for one of NaviDoc's clients named Cytex.



Hydracore Drills Ltd. is a global leader in the production of portable core drilling equipment. They have been operational in the industry since 1975.

Collaboration Model

Fixed Price, Fixed Scope

Technologies Used



Situation

They were dissatisfied with the standard layout provided by Microsoft Dynamics 365 Business Central, which didn't align with their specific needs.

Secondly, they required personalized report layouts to effectively represent their data and branding elements.

Additionally, generating reports based on buyer credit limits posed complexities in calculating and presenting the results accurately.

Solution

Dynamics 360 customized report layouts to align with Hydracore's specific requirements, incorporating branding elements and intuitive visualizations. Dynamics 360 modified standardized reports using extensions, added new columns, and optimized data presentation.

Their technical proficiency enabled accurate calculations for generating reports based on buyer credit limits, ensuring precise results.

Dynamics 360 created and modified various key reports to align with Hydracore Drills Ltd's unique requirements and also ensured support with the other development and enhancements through customizations with in the standard system.

Result

With personalized report layouts, Hydracore Drills Ltd. now has a clear and intuitive visualization of its sales processes, production orders, and more.

This improved visibility allows them to identify trends, optimize resource allocation, and identify areas for improvement.

The tailored reports also enable Hydracore Drills Ltd. to make informed decisions quickly, leading to increased operational efficiency and ultimately enhancing its overall performance.



OUR TAILORED SOLUTIONS ARE **BEYOND BORDERS**

OUR CLIENTELE

Our reach extends far beyond borders. With a global mindset, we have successfully served clients in the UK, Nordic region, Spain, Germany, US and more.

Our expertise in Business Central development, consultancy, and support knows no boundaries, enabling us to cater to diverse business needs across multiple countries.



PARTNERS & ISVs

We have established valuable partnerships and collaborations with industry-leading partners and Independent Software Vendors (ISVs).

These collaborations allow us to integrate cutting-edge technologies and leverage specialized tools and add-ons, enhancing the functionality and value of our solutions.

INDUSTRIES

We have an extensive experience serving diverse industries such as healthcare, education, and manufacturing.

We deliver customized solutions to empower clients in healthcare, create transformative learning experiences in education, and drive growth and efficiency in manufacturing.

insightsoftware

Ekelund
MASTER WEAVERS 1692

LPA

ERP
NORDIC

odeqi

HYDRACORE
DRILLS

winter

Martin &
Pleasance
North America
Natural Health & Wellbeing Since 1855

NaviDoc
Effektiv - Brugervenlig - Økonomisk

MOLAPRISE

AM AbileneMachine®
Ag Replacement Parts

DAC
SYSTEMS

ING

DYNAMICS
STREAM

Sanitär
Schweiz.ch

hdq Consulting

be
home

POSTECH
SCREW PILES

365 ARCHITECHS

BAC
PARTNERS

FirstConnect

ACT
ADVANCED CONSTRUCTION TECHNOLOGIES

btX
group

SARI



OUR PARTNERSHIPS AND AFFILIATIONS

We do not walk alone, our partners' alliance makes up the building blocks of our services and technology, stronger.

PARTNERSHIPS:



AFFILIATIONS:



Securities & Exchange Commission
of Pakistan



OUR PARTICIPATIONS



One of 1324 participants from 35 countries.
Only company representing Pakistan on the 10
year anniversary of Microsoft Dynamics in
Antwerp, Belgium.



In Hamburg, Germany, Dynamics 360 was only
company from Pakistan at Directions EMEA 2023
covered all the aspects of your Dynamics business,
providing you with comprehensive knowledge and
networking opportunities at all levels.

Let's get
dynamic with
Dynamics 360



YOUR TRUSTED OUTSOURCING PARTNER

FOLLOW US



info@dynamics360.net

www.dynamics360.net

Golden Heights, Gulberg Greens,
Islamabad, Pakistan.