

Microsoft



Microsoft Dynamics

Pablo Villa – Microsoft Chile



Fuerte inversión en Aplicaciones de Negocio

En el 2001:

Adquisiciones x u\$2.5B

25 años de experiencia en aplicaciones de negocios

Hoy:



Microsoft Dynamics

300,000 Clientes a nivel mundial

Red de 9,251 Socios a nivel mundial



Microsoft Dynamics

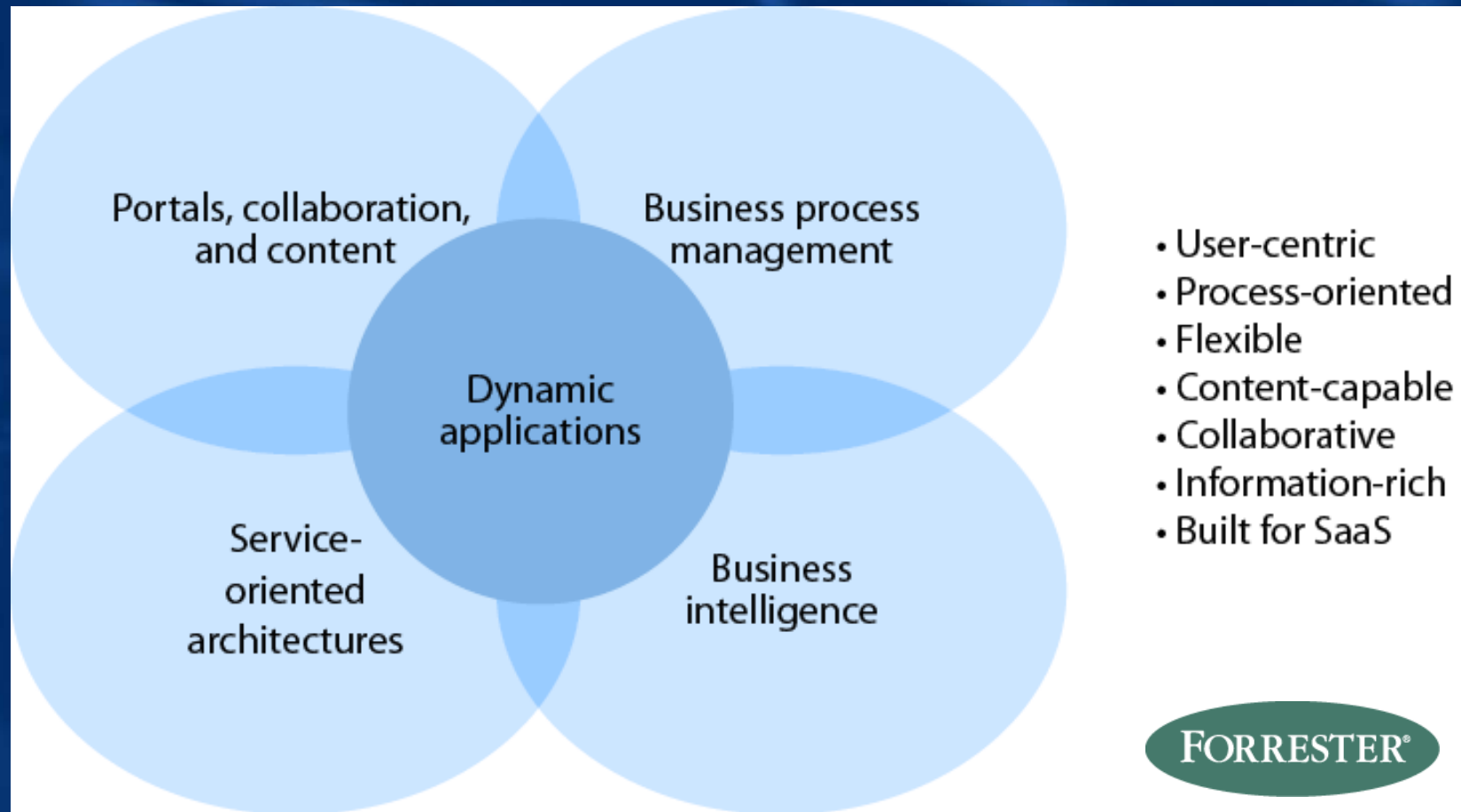
Que es Microsoft Dynamics?



**¿QUE OPINAN LOS ANALISTAS
SOBRE LA EXPERIENCIA DE
USUARIOS DE SOLUCIONES DE
NEGOCIO?**

Que debe contener una solución ERP?

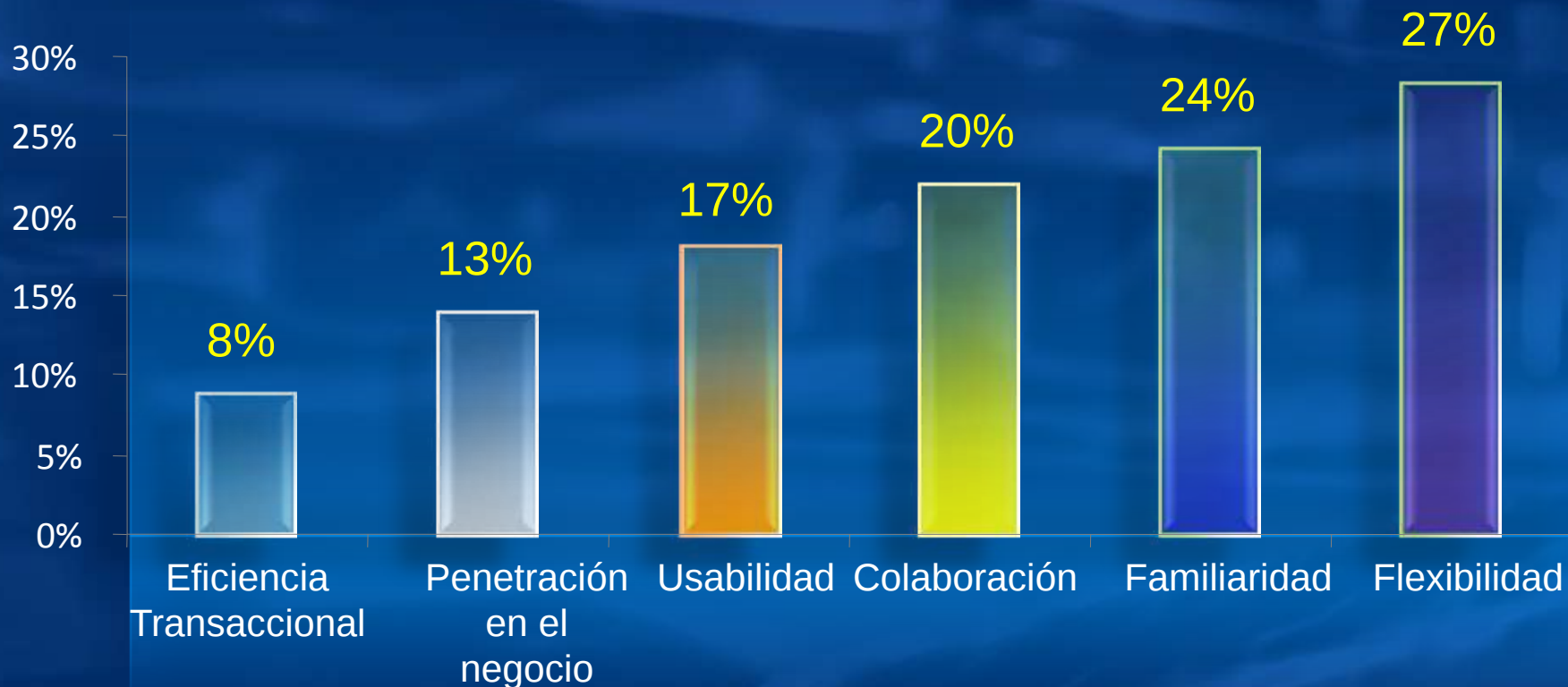
Tecnologías y Características de las Soluciones Dynamics



Source: "ERP Applications: Innovation Rekindles Among the Ashes of Consolidation", Forrester Research, June 2007"

Microsoft Dynamics Experiencia de los Usuarios

Microsoft Dynamics alcanza las áreas claves de la Productividad de Negocios



Orígen: Keystone Strategy, 2007, Encuesta a usuarios de ERP en USA

MICROSOFT DYNAMICS

Mantenga a su empresa funcionando a la perfección



Dos mundos distintos

Mejorar Relación
con Clientes

Liderazgo
Productos &
Servicios

Excelencia
Operacional

Conexión
del Negocio

Productividad
personal

Microsoft Dynamics

Procesos Personas
people  ready

Finanzas



Operaciones



Ventas y Marketing



TI



Automatización
de procesos
empresariales



Julia,
Sistemas



Jorge,
Marketing



Patricio,
Gestor de cuentas



Sara,
Directora Financiera



Beatriz,
Compras

Soluciones para Su Gente

COMPANY



Charlie • President

FINANCE



Sara • CFO

OPERATIONS



Vince
Operations Manager

SALES & MARKETING



Julia
Marketing Executive

HUMAN RESOURCES



Claire • HR Manager

IT & PARTNERS



Tim • IT Manager

We have defined three types of Business Requirements: Simple, Moderate, and Complex. The complexity of the financial components that the department handles is a leading indicator of complexity, experience, and size in the number of employees.

COMPLEX



MODERATE



SIMPLE



Phyllis
Account Manager

Ken
Controller

April
Accounts Payable Coordinator

Arnie
Accounts Receivable Administrator

Annie
Bookkeeper

Connie
Credit and Collections Manager

Mia
Payroll Administrator

Cassie
Accountant

LOGISTICS

Ricardo
Quality Controller

Karl
Materials Manager

Ellen
Warehouse Manager

John
Warehouse Manager

Sammy
Shipping and Receiving

Inga
Purchasing Manager

Alicia
Purchasing Agent

Ted
Transportation Coordinator

PROFESSIONAL SERVICES

June
Product Division Manager

PRODUCTION

Tony
Product Manager

Emil
Product Designer

Oscar
Process Engineer

Eduardo
Production Planner

Lars
Shop Supervisor

Shannon
Machine Operator

CUSTOMER SERVICE

Marie
Customer Service Manager

Daniel
Dispatcher

Terrence
Outbound Technician

SALES

Kevin
Sales Manager

Nancy
Super Sales Rep

David
Dedicated Sales Rep

Michael
Account Manager

Susan
Order Process

MARKETING

Benjamin
Marketing Manager

Nicole
Marketing Staffer

Brooke
HR Assistant

Jodi
Compensation and Benefits Manager

Grace
Training/Development Manager

Jacob
Staff Recruitment Manager

Erik
Training Specialist

Justin
Compensation and Benefits Specialist

Kendra
Staffing Specialist

Luke
HR Generalist

IT

Chris
IT Engineer

Sean
Technical End User Power User

PARTNERS

Simon
Systems Implementer, Consultant

Mort
IT Systems Developer

Isaac
Business Application Developer

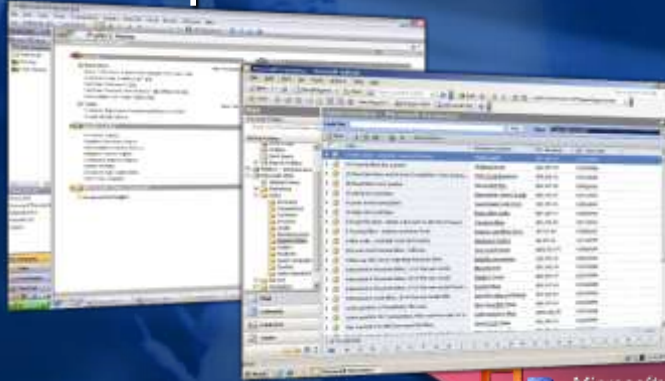
Plataforma Microsoft integrada



Maximiza la inversión en las
personas y la tecnología

¿Porqué Microsoft Dynamics?

Familiar para las Personas



Plataforma Microsoft integrada



Aumenta la productividad de su negocio

Habilita la toma de decisiones confiables



Microsoft®

Your potential. Our passion.™

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