



# Microsoft Dynamics Competency



## ABOUT RIGHT FIELDS

Right Fields is an information technology enterprise that focuses on providing ERP and collaborative IT solutions to its customers. Right Fields specializes in Microsoft Dynamics AX (formerly known as Axapta) and Microsoft Dynamics NAV (Navision). Complimenting the Microsoft based ERP solutions, Right Fields also provides value adding IT solutions to enhance information sharing (business collaboration) and decision making (business intelligence) across the enterprise.

## SUCCESSFUL TRACK RECORD

The Team @ Right Fields possesses deep domain expertise and experience in providing Microsoft Dynamics solutions to its customers. The team has provided Microsoft Dynamics solutions for over 5 years – which is almost equal to the introduction of this solution in India. Even in a short span of 9 months, Team @ Right Fields has accomplished:

- Scaling up to become a **Gold Certified Partner** of Microsoft from being a Registered Partner in a very short span of ~ 9 months.
- Successfully becoming a Certified Partner for Resale and implementation of vertical solution for **Process Industries** by Microsoft Dynamics Ax (Fullscope)
- Qualified and signed up as the Reseller and Implementation Partner for Dynamics Software, a Holland based Dynamics Ax partner who has a specialized solution for **Services Management** (Dynamics Software)
- Demonstrated Ax competency to Dynamics Software, Holland and secured orders to participate in their product enhancement work
- Supported Dynamics Software, Holland in becoming the first Microsoft “Certified for Dynamics” solution in Ax 2009 version.
- Certified in Dynamics Ax for **Professional Services vertical (Folio Dev, USA)**
- Signed up **9 new customer accounts** in the nine months for sale and services delivery of Dynamics Ax

## IN LESS THAN 9 MONTHS...

We became Gold Certified in less than 9 months of our start, thanks to the ground-level experience of the Team @ Right Fields who know their road to excellence in Microsoft Dynamics practice. We **added 9 customers in these 9 months** who are experiencing the most attentive Dynamics support from our team. The team has grown to a size of **32 Dynamics consultants** whose experience profile is one of the best in this line of business. These accomplishments would normally extend beyond 24 to 36 months for a start up, while Right Fields could achieve this feat in less than 9 months, solely due to the experience and track record of the founding members and the core team.

## TEAM TRACK RECORD PRIOR TO RIGHT FIELDS

Team @ Right Fields in their previous organization fully managed the Microsoft Dynamics practice and achieved laurels that included:

- Successful implementation & support in Microsoft Dynamics to over 30+ customers in a span of last 5 years.
- Achievement of best regional partner award from Microsoft Dynamics. Entry into Top 5 percentile of world’s best partners for Microsoft Dynamics (presidents club)
- Built a team of 100+ world class Dynamics implementation team which provided customers with domain, application and technical expertise
- Achieved positive ROI for most of the customers by ensuring business benefits out of the ERP implementation

### Success story so far

**9 customers in 9 months**

**Gold Certification in record time**

**Strong team of 30+ consultants**

**Certified implementation partner for:**

- Fullscope - Process Manufacturing*
- Folio Dev - Professional Services*
- Dynamics Software - Service Management*
- Gale Force - CRM in the BFSI segment*
- Qlikview - Business Reporting*

### Team Attributes

**5+ years experience - Dynamics AX | NAV**

**Multi-country implementation experience**

**32 experienced Dynamics consultants**

**100% Certified in Dynamics AX / NAV**

**Handled Rapid & Large Implementations**

**Experience in AX Vertical Solutions development**

## EXPERIENCE AND EXPOSURE

The Team @ Right Fields consists of consultants who have been certified and experienced in providing Microsoft Dynamics solutions for over 5 years now. These consultants have implemented Microsoft Dynamics across multiple manufacturing and service based organizations. The Team @ Right Fields have had hands-on exposure to multi-national and multi cultural team working and have extensive travel experience across different geographies in the world. The consultants @ Right Fields have exposure to worldwide best practices and have implemented Microsoft Dynamics in India, USA, Australia, and Middle East Asia. The team has the ability to handle multiple types of implementations: Rapid implementation; Phase-wise approach or Big-bang approach. The team has the ability to mould the implementation approach in to an implementation methodology suiting the client's expectations.

## EXPERTISE AND CERTIFICATIONS

All the team members @ Right Fields are certified in Microsoft Dynamics in their respective areas of specialization. Right Fields has certified consultants in Customer Relationship Management, Financial Management, Supply Chain Management, Production Management and AX Development. Most of the consultants also hold multiple certifications as well. The team @ Right Fields possesses specialized degrees in their respective domains and has actually worked in the industry for several years. The domain knowledge of the consultants is derived from actual hands-on experience which is brought to bear in the implementation projects. This has enabled Right Fields to gain certifications in Process Manufacturing, Service Management and Professional Services domain in the Dynamics Ax world.

## PROJECT IMPLEMENTATIONS

Team @ Right Fields has successfully completed more than 19 Dynamics implementations, predominantly Dynamics AX. These implementations encompass a few specific industry-segments that include Discrete manufacturing, Dealer management, Hospitality services and Process manufacturing. Right Fields have handled Microsoft Dynamics implementations which ranged from rapid implementations to enterprise wide detailed and comprehensive implementations. Right Fields' team has a record of handling fast implementation of Microsoft Dynamics successfully - a leading automobile trading organization where Microsoft Dynamics was implemented in 45 days. Right Fields' team has also successfully handled large implementations involving large data migrations, building organization specific business processes, multiple locations deployment etc. Right Fields is sensitive to softer aspects and have successfully managed issues relating to change management, business process re-

engineering and user training, top management reorientation etc effectively - encountered during project implementations.

## IMPLEMENTATION METHODOLOGY

We at Right Fields follow a structured process for the successful initiation, deployment and operation of your chosen system. Our unique Implementation Methodology is the outcome of time tested practices and industry experience. This framework has been designed and put in place by seasoned consultants with robust knowledge out of learning from previous implementations. Our methodology is a global process molded to address the practicalities of complex solution deployments. This methodology is in line with the Sure Step® Methodology, recommended by Microsoft® for delivering Microsoft Dynamics implementations. At the same time, this methodology is adapted well to simplify the process to a great extent in order to overcome the challenges faced in a typical IT system deployment.

## EFFECTIVE PROJECT MANAGEMENT

The key to successful and timely implementation of Microsoft Dynamics projects is effective leadership and project management. Right Fields has a team of experienced project managers that have successfully management Microsoft Dynamics projects. The team of consultants with able project managers have given strong emphasis to some of the key aspects of project implementations such as business process understanding, unique business practises, understanding client's expectations, end-user training needs and post implementation support requirements. Right Fields' project managers would factor all these finer aspects while drawing up project plans so that these aspects are given the required attention and importance – to ensure successful project delivery.

## VALUE ADDITION

Right Fields also provides value adding IT solutions that is built around Microsoft Dynamics solutions to ensure that an enterprise-wide integration is achieved to provide information at finger tips and hence the best return on its ERP investment:

- **IT / Business consultancy** to enhance the business operations and effectiveness of IT decisions;
- **Business collaboration solutions to facilitate information sharing across its stake holders through portals, mobile integration etc;** and
- **Business Intelligence** solutions to ensure business is analyzed effectively to make better decision.