AEC Reimagined

Avanade Digital Connected Services with Microsoft Dynamics 365

For Architecture, Engineering and Construction Firms
Digital transformation is changing the AEC industry.

“Microsoft Dynamics 365 for Operations is our flagship ERP suite reimagined for the cloud-first, mobile-first world.”

Mike Ehrenberg, Technical Fellow, Microsoft
Contents

03  Transform Your AEC Firm
05  Create the Customer Centered Enterprise
07  Build a Dynamic Services Firm
09  Reinvent Business Productivity
11  Leverage Best Practices
13  Empower Your Workforce
Transform Your AEC Firm

Transition from Physical to Digital

Digital transformation is changing the entire AEC industry. AEC firms are seamlessly integrating physical and digital across their business, from qualification to tender from design to project management and building to facilities operation.

Mobility on the job site and capable collaboration tools enable efficient and effective construction. Smart machines and buildings are changing not only how things are built, but how resources and facilities are managed. Advanced analytics empowers firms to streamline engineering and construction processes. Today, managing even physical resources – such as job site personnel, raw materials, and machines – requires digital solutions.

Digital Transformation with Next-Generation ERP

AEC firms are using next-generation ERP technology to transform how they do business, evolving to compete in an increasingly competitive landscape. Avanade and Microsoft Dynamics 365 for Operations deliver a system of engagement that helps firms stay current with leading edge practices and value-chain integration in the AEC industry. Digital transformation with ERP enables you to anticipate rather than react to rapid change, and supports the optimal alignment of people, assets, systems, and data.

“Avanade is helping us transform to a digital business and enabling our firm to operate from a single source of truth – and that is just the beginning of the empowering benefits.”

Brian Swenson, Senior Vice President, HNTB
AEC firms rely on the optimal alignment of people, assets, systems and data.

Key Industry drivers within AEC are:

- Client Expansion
- Agile Adaptation
- Changing Workforce
- Collaborative Execution
- Document Management
- Industry consolidation
- Profitable growth
- Talent management

Benefits of ERP:

- Improve win rates
- Drive sales and revenue
- Optimize project delivery
- Improve margins
- Create efficiency
- Improve business processes
- Optimize cash flow
- Improve invoicing cycles
Create the Customer Centered Enterprise

For Increased Profitability and Competitive Advantage

Clients of AEC firms today want more from their service providers and AEC firms are faced with continuously balancing expected client satisfaction against profitability.

Time to value is of growing importance.

Your clients want faster project completion requiring more risk. They want accelerated returns on invested capital and will reward those firms that can commit to shorter project timelines. Using your data efficiently and effectively is the key to speed, insight, and adaptability as a strategic advantage.

As a result, you can identify and offer more client-relevant services, deepen client relationships through accurate and responsive communications, and deliver reliable project outcomes and consistent experiences that truly differentiate your firm. With Avanade Digital Connected Services powered by Dynamics 365 for Operations, you can create a customer-centered enterprise for increased profitability and competitive advantage.

For the AEC firm, reputation and revenue depend on delivery of consistent yet distinctive experiences at every stage in each client relationship.

Maintaining a competitive advantage requires you to:

– Replace outmoded business systems to improve end-to-end process alignment, control and risk management.

– Harness technologies to take a more client-centric approach while embedding firm-specific practices into service delivery across distributed project teams.
Avanade offers full lifecycle project management and mobile solutions for an optimized customer experience, increased profitability and competitive advantage.
Project success is critical to ensure profitability and a happy client. Avanade and Dynamics 365 for Operations provides AEC firms with an integrated platform to keep your projects on time, on budget and profitable.

Avanade’s industry expertise will help your firm optimize critical business processes to:

- Optimize critical business processes to recruit the right talent, prospect and develop new business
- Effectively schedule and staff your projects
- Design and develop the optimal solution for your clients
- Manage projects from inception to close
- Provide the visibility needed to manage critical KPIs and service your customers to ensure ongoing satisfaction

Avanade provides the experience and expertise to enable you to:

- Manage the entire operation
- Grow the business
- Manage complex projects effectively
- Manage changing customer requirements
- Minimize risk
- Improve collaboration
- Manage documentation
- Manage people resources effectively
- Ensure industry regulation compliance
- Maximize cash flow
The Dynamics Services Firm –
Aligned to business and functional leadership priorities

Business Tools of the Trade
- Office
- Project
- Yammer
- Exchange
- SharePoint
- Windows
- SQL Server
- Visual Studio
- Power BI
- Azure

Business Development
- Client/prospect management
- Lead/opportunity management
- Proposal management
- Brand assets and template management
- Marketing automation
- Analytics and KPIs

Document Management & Collaboration
- RFI/Bid management and content co-authoring
- Transmittals/Submittals
- Change orders
- Enterprise-wide content management and search
- Internal/external social computing
- Team workspaces
- Health and Safety

People & Equipment
- Recruiting and onboarding
- Competency assessment and tracking
- Skill and availability driven project assignment
- Performance management
- Compensation and incentive management
- Equipment and tool management

Projects & Job Sites
- Project quotation
- Project planning and management
- Project budgeting and cost control
- Time and expense reporting
- Complex invoicing and AIA billing
- Progress billing
- Earned Value Management
- Subcontractor management
- Retention/Pay When Paid
- Service orders and contracts
- MRO
- Service subscriptions
- Analytics and KPIs

Finance
- Management dashboards
- Firm and practice reporting
- Compliance and internal controls
- Revenue and cost accounting
- Budgeting and forecasting
- Procurement and sourcing
- Vendor management
- GL/AR/AP/FA
- Tax management
- Union payroll (US)
- Treasury and banking
Reinvent Business Productivity

With Avanade and Dynamics 365 for Operations

Avanade and Dynamics 365 for Operations enable digital connected services – seamlessly connecting customers, suppliers, contractors and employees to projects, processes and critical content to optimize the services lifecycle from business development through maintenance and operations including:

- **Built-in process integration workflows** with familiar look and feel across the enterprise
- **Business Intelligence** to deliver predictive analytics
- **Mobility solutions** to connect remote workforce
- **Industry expertise** to ensure best practice implementation of a dynamic services organization

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**Workspaces, Dashboards, Mobile Devices**

Each role in the AEC organization has different technology requirements, from business development, bids, quotes and document storage to recruiting, scheduling and delivering. Microsoft Dynamics 365 for Operations supports these requirements through workspaces and includes more than 30 workspaces out of the box.

An end user can have many workspaces, each with a different purpose and all of which are readily accessible from the dashboard. A common workspace for most employees is employee self-service; there are additional persona based workspaces which may be tailored for horizontal actions such as recruitment management or month end close: workspaces may also support a particular industry such as a project manager workspace for services industries.
Gain real-time access to powerful business intelligence with Power BI

Benefits:

- Get answers quickly with rich dashboards available on every device
- Create stunning interactive reports
- Tailor your own reports without relying on the IT department
- Turn insight into action and results
- Stay in the know, spot trends as they happen, push your business further
- Share reports in seconds with your organization using Power BI on the web
Leverage Best Practices

With Business Models Pre-Built for the AEC Industry

With Avanade, you get a jumpstart on time to value from your Dynamics 365 for Operations implementation with pre-built business process models and best practices developed built specifically for the AEC industry.

**RapidResults**

RapidResults from Avanade is a unique business-process driven implementation solution that reinvents the way you implement Dynamics 365 for Operations. RapidResults accelerates all project phases, delivers greater business value out-of-the-box and reduces total cost of ownership. RapidResults includes a model-based implementation, leading industry practices, business process templates, solution accelerators and embedded implementation tools.

**RapidResults provides a solid foundation for key processes including:**

- **Plan and Manage the Enterprise**
  - Strategy
  - Portfolio Management
  - Non-financial Risk Management

- **Project Operations**
  - Develop and Sell
  - Resource and Deliver
  - Maintain and Manage

- **Enterprise Services**
  - Finance and Accounting
  - Corporate Finance
  - Talent Management
  - Supply Chain
  - Sourcing and Procurement
Avanade RapidResults includes pre-built AEC industry specific business process models.

Avanade RapidResults and Lifecycle Services work together.

**Setup AEC Category Hierarchy**

- **Setup Hierarchy Type**
  - Contract Management
  - Talent Management
  - Financial Accounting
  - Program Management

- **Define Hierarchy**

- **Upload hierarchy from file?**
  - Yes, upload from file
  - No, create hierarchy nodes

**Benefits of RapidResults:**
- Deliver greater business value out-of-the-box
- Standardize more processes so you can differentiate others
- Increase implementation speed up to 25%
- Improve quality control and assurance
- Reduce implementation costs
- Minimize the requirement for complex customization
- Reduce TCO by up to 25%
Empower Your Workforce

From the C-Level to the Store

Modern ERP is redefining the way AEC firms operate in the digital age.

Drive Business Performance

At the heart of every organization are the people who make things happen. The most successful firms are powered by individuals who are contributing fully, able to make a difference, and committed to their organization’s success. To succeed in the competitive AEC industry, you need to enable your workforce to drive significant impact.

With Avanade and Microsoft Dynamics 365 for Operations, you can empower your workforce with data insights and collaborative ways of working to make smarter decisions, drive business performance and deliver exceptional customer experiences.

“Avanade is a company of high integrity, it has many experts on its team – including a strong offshore capability – and it has a lot of leverage with Microsoft. Teaming with Avanade brings us a lot of value.”

Ted Maulucci, CIO, Tridel
**Practice Manager**
Cultivate unique, client-centric experiences:
- Anticipate client requirements by leveraging analytics
- Deliver a tailored experience
- Extend into new client services

**Chief Information Officer**
Use data as a strategic advantage:
- Empower your workforce with information
- Enable anytime, anywhere access to data
- Transform data into revenue opportunities

**Chief Financial Officer**
Increase revenue with data-driven efficiencies:
- Improve sales pursuit execution
- Accelerate time to insight and action
- Gain better visibility into existing pipeline metrics for increased margins

**HR Director**
Capitalize on talent to optimize performance:
- Recruit and retain the best people
- Forecast talent requirements and plan projects
- Manage skills development effectively with self-service learning tools

**Supervisor**
Streamline and enhance project execution:
- Gain real-time access to workers, equipment, supplies and plans
- Create effective unified collaboration
- Complete projects on time and on budget with more efficient project management
About Avanade

Avanade is the leading provider of innovative digital and cloud services, business solutions and design-led experiences delivered through the power of people and the Microsoft ecosystem. Our professionals bring bold, fresh thinking combined with technology, business and industry expertise to help fuel transformation and growth for our clients and their customers. Avanade has 30,000 digitally connected people across 24 countries, bringing clients the best thinking through a collaborative culture that honors diversity and reflects the communities in which we operate. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation.

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