

# PREZENTACJA FIRMY

# ABOUT ANEGIS

ANEGIS Group is one of Europe’s leaders in business process optimisation and automation. Our solutions are based on the latest technological innovations – using artificial intelligence, augmented reality and the cloud – provided by world leaders, Microsoft.



PLAY VIDEO

We design, build and deploy business management systems for a wide range of medium to large companies. Our teams of solution architects, consultants, developers, trainers, testers and technical support staff are dedicated exclusively to Dynamics 365, putting us at the forefront of advanced development with vertical market expertise in manufacturing, distribution, professional services, retail, media and advertising.

Gold  
Microsoft Partner



Microsoft  
Poland  
Dynamics 365 for  
Finance and Operations  
Nominee  
2018

Microsoft  
Poland  
Dynamics 365 for  
Field Service  
Nominee  
2018

## PARTNERSHIPS



Microsoft is our leading business partner. Our close relationship regularly results in profitable ventures for both companies. We have the highest partnership status granted by Microsoft for commitment, knowledge and competence, guaranteeing access to Microsoft resources and technologies, as well as technical and marketing support.

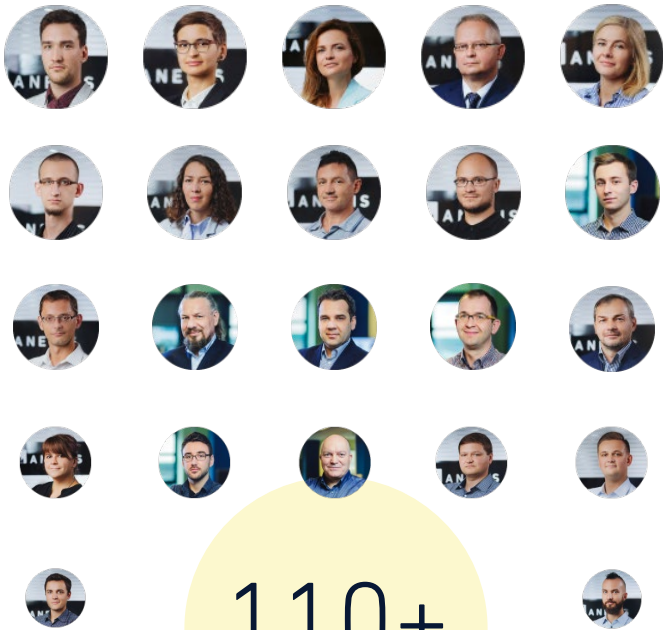


To support organisations like yours with their international transformation journey, ANEGIS has teamed up with Pipol, a global provider of Microsoft Dynamics solutions and services.



# THE TEAM

Our teams of several dozen experts are located in the centres of Wrocław, Warsaw and Sieradz. Our consultants and developers have experience in the optimisation and automation of business processes, gained from working for the largest consulting companies in the world.



**Microsoft  
CERTIFIED**  
Solutions Expert

**Microsoft  
CERTIFIED**  
Solutions Developer

**Microsoft  
CERTIFIED**  
Trainer

Gold  
Microsoft Partner



 Wrocław University  
of Science and Technology  
ANEGIS Academic Programme



**Microsoft  
CERTIFIED**  
Trainer

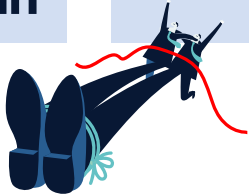
**MICHAŁ TEKIEŁA**  
CEO

17 years of experience in the implementation of ERP systems, including 11 years in the deployment of Microsoft Dynamics AX. Project manager and software architect on several dozen successful Microsoft Dynamics AX/365 implementations. He is expert in X++ and .NET languages, as well as being skilled in MorphX, SSRS, CLR, Oracle, Enterprise Portal, BizTalk and MS SQL Server.

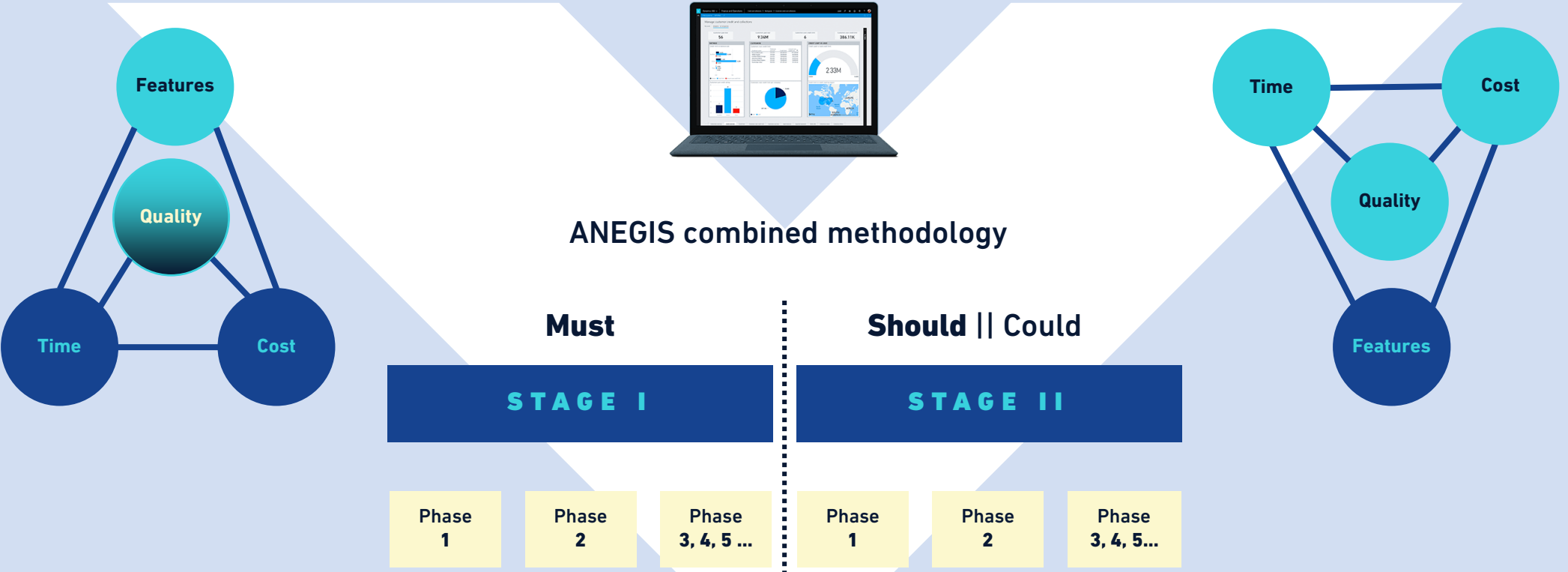


**KRZYSZTOF LANGNER**  
CSO

Krzysztof Langner is an award-winning solution consultant with over 20 years in the IT industry. Krzysztof has overseen enterprise-scale projects in retail, distribution and manufacturing companies and been responsible for creating innovative industry-specific solutions. His experience encompasses the implementation of ERP, MRP II, CRM, and e-business systems, with a constant focus on optimising business processes to deliver efficiencies.



# ANEGIS METHODOLOGY



- ☐ As close to standard MD365 as possible
- ☐ Phased delivery of system operational excellence
- ☐ Solution created based on agile methodologies
- ☐ Guaranteed solution quality
- ☐ Guaranteed schedule
- ☐ Guaranteed budget
- ☐ Minimised implementation risk



# PRODUCTS AND SERVICES

## Industry focus

Retail and distribution

Production

## Products Microsoft

Microsoft Dynamics 365

Microsoft Dynamics AX

Microsoft Dynamics CRM

Microsoft Power BI

Microsoft Power Apps

Microsoft Azure

Machine Learning

Cognitive Services

Microsoft HoloLens

AXAD Agency

## Usługi IT

Wdrożenia rozwiązań ERP, CRM, AI, MRP, WMS

Wdrażanie rozwiązań produkcyjnych

Optymalizacja wydajności

Ratowanie zagrożonych wdrożeń

Integracja z IoT

Tworzenie rozwiązań na zamówienie / Programowanie

Wykrywanie i usuwanie usterek

Aktualizacja systemu

Wsparcie systemu

Szkolenia

Dotacje UE na rozwiązania IT

## Digital transformation solutions

Enterprise resource management **ERP**

Customer relationship management **CRM**

Business intelligence **BI**

Artificial intelligence **AI**

Machine learning

Cognitive systems

Sales forecasting

## Field service solutions

Mixed reality **MR**

Internet of Things **IoT**

Cloud solutions

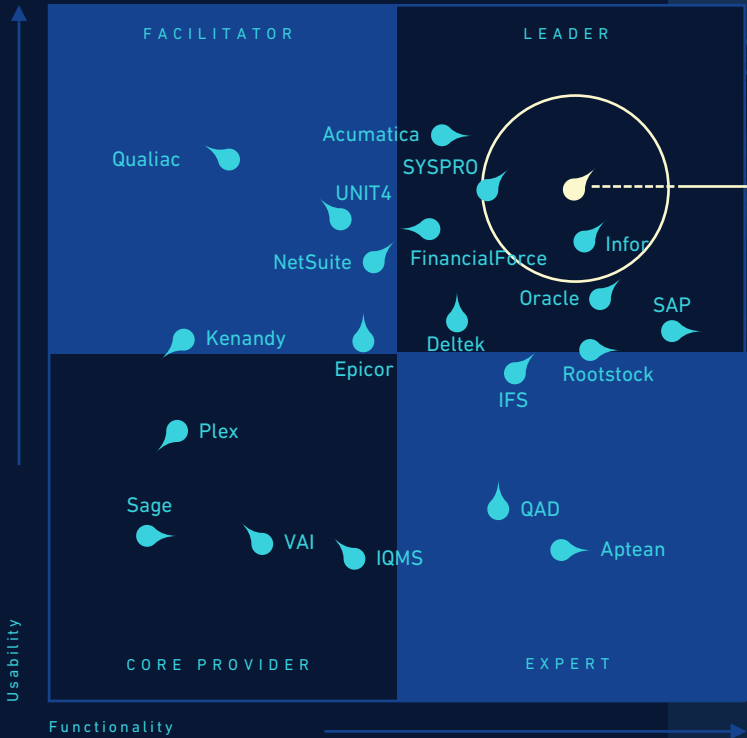
Working together with ANEGIS, you will be assisted by professionals with experience in process optimisation in large enterprises and corporate groups, as well as project implementation in many countries and different languages.





The competence of ANEGIS experts includes the implementation of all versions of Microsoft Dynamics. With more than 10 years' experience in the implementation of this software, from the first Dynamics AX system, and specific knowledge of various industries, we translate in ERP projects into building optimal tools to solve customers' problems.

ERP TECHNOLOGY VALUE MATRIX



Microsoft  
Dynamics 365  
for Finance  
and Operations

Source:  
Nucleus Research  
ERP Technology  
Value Matrix, 2017.

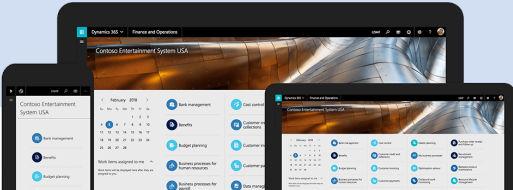
Product



Microsoft Dynamics 365  
for Finance and Operations

Microsoft Dynamics 365 for Finance and Operations is Microsoft's flagship system for managing large enterprises - it enables faster and more effective business processes, facilitates access to relevant management information, and allows for in-depth analysis of selected data, thus supporting the making of important business and operational decisions.

ANEGIS functional and technical experts work according to a methodology created on the basis of over ten years of experience in implementing Microsoft Dynamics ERP systems.



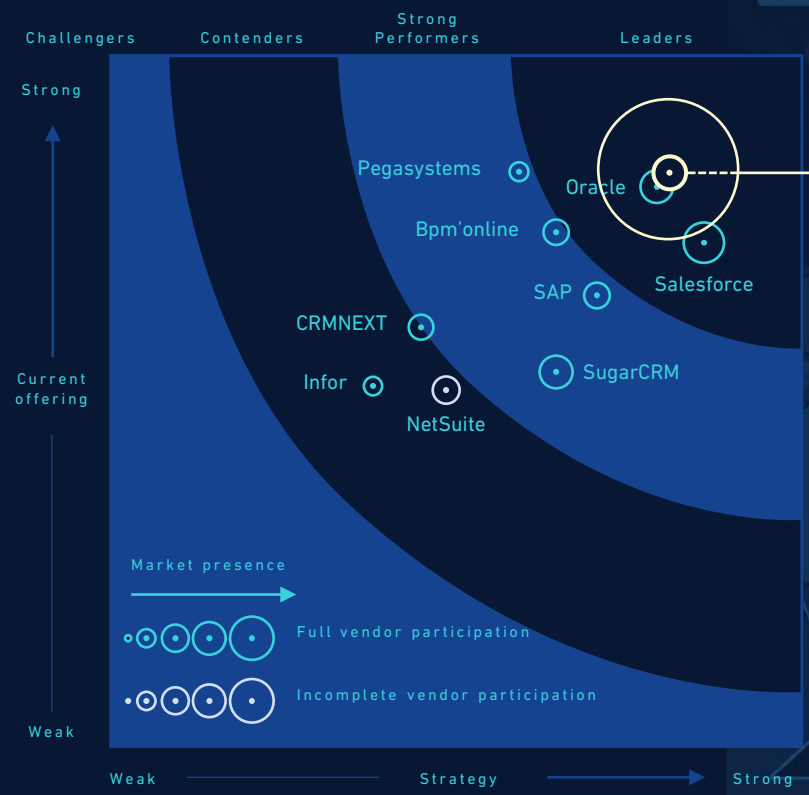
# CRM

CUSTOMER  
RELATIONSHIP  
MANAGEMENT



Integrated Customer Relationship Management (CRM) solutions unify people, data and processes. Intelligent applications work seamlessly together to create and maintain a clear view of customers from first contact through purchase and post-sales.

## SALES FORCE AUTOMATION



Microsoft  
Dynamics 365  
for Sales

Source:  
The Forrester  
Wave™: Sales Force  
Automation, Q2  
2017.

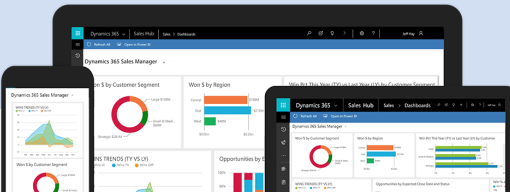
## Product



### Microsoft Dynamics 365 for Sales

Users are able to work seamlessly across the Microsoft portfolio, taking advantage of sales analytics in Power BI, real-time document co-authoring in Word, customer interaction in Microsoft Social Engagement, and native integration of Outlook, Excel, Skype and OneNote.

ANEGIS can deliver bespoke solutions for the whole Customer Engagement Plan or individual applications, allowing you to add additional apps as your needs grow. All Dynamics 365 CRM apps help you get the most from your data by harnessing the power of artificial intelligence and predictive analytics to make sound, strategic decisions.

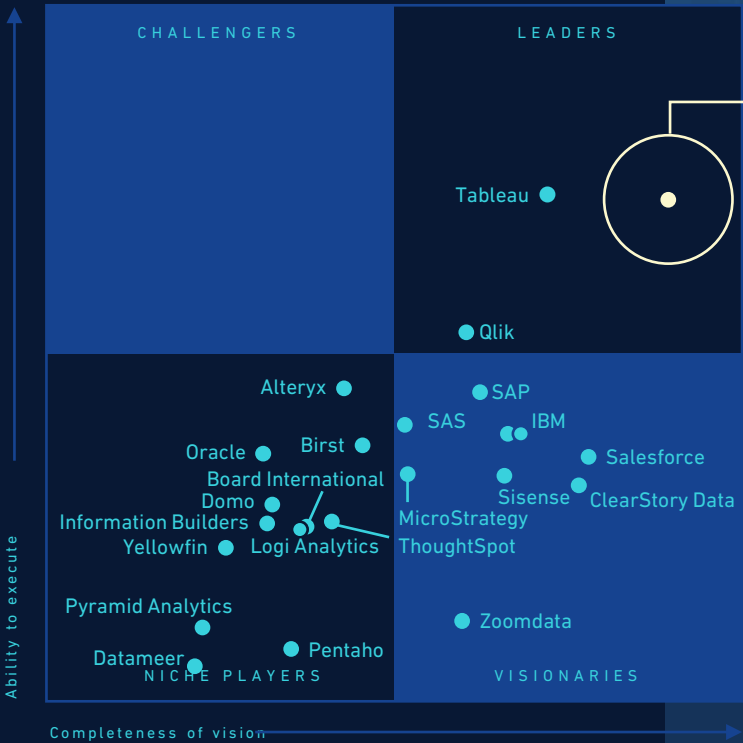






ANEGIS creates ready-made analytical solutions based on Power BI – they perfectly complement the potential of ERP and CRM solutions, enriching them with the possibility of advanced analysis, aggregation and detailed tracking of data according to criteria defined by the user.

BI AND ANALYTICS PLATFORMS



Source:  
Magic Quadrant for  
Business Intelligence and  
Analytics Platforms,  
February 2017.

Product



Microsoft Power BI

It doesn't matter what type of data you require or where it resides – Excel spreadsheets, on-premises data sources, big data, streaming data, or cloud services – Power BI allows you to connect to hundreds of data sources and get answers quickly.

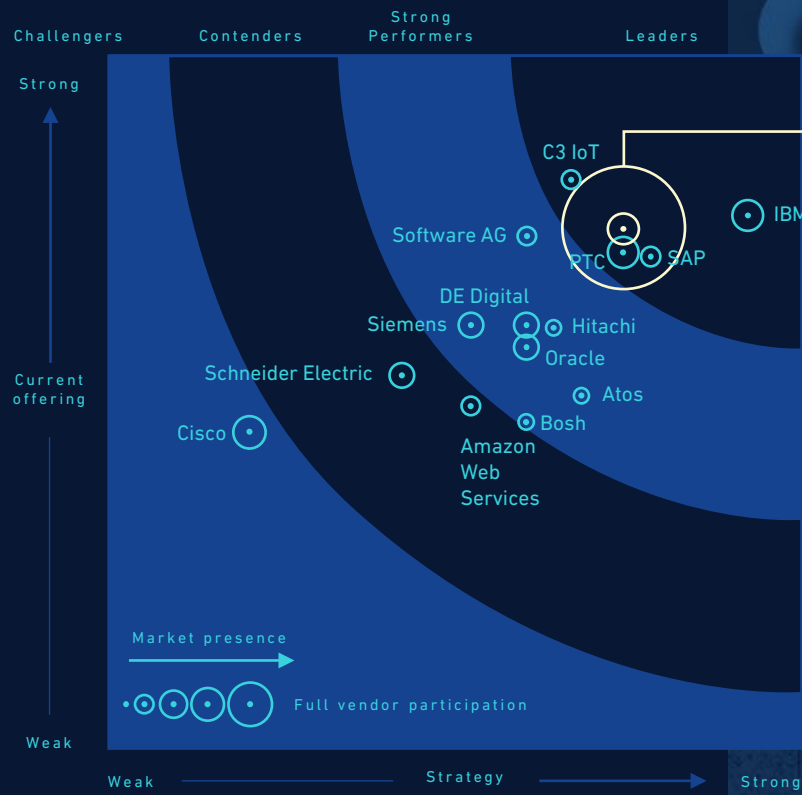
Let ANEGIS take care of the business, design and architecture challenges. We build enterprise-ready Power BI solutions that are scalable, extensible and secure. We ensure your Power BI tools complement your ERP solution to meet the insight needs of decision-makers anywhere in your organisation.





With ANEGIS solutions it is possible to measure even older devices that are not equipped with the appropriate interface by the manufacturer. Based on the data collected in this way, the customer can, among other things, take steps to increase the profitability of production processes and supply chain management mechanisms.

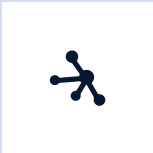
IoT INDUSTRIAL SOFTWARE PLATFORMS



Microsoft  
Azure IoT Hub

Source:  
The Forrester Wave™:  
Industrial IoT  
Software Platforms,  
Q3 2018.

Product



Microsoft Azure IoT Hub

Predictive analytics services, including Machine Learning, Cortana Analytics and Stream Analytics, redefine business intelligence. In IoT and IIoT (Industrial Internet of Things) scenarios stream analytics can process millions of events per second. Multiple streams can be compared, in real time, to each other or with historical values and models. Alerts can be set up to trigger when specific anomalies, thresholds or other conditions appear in the stream.



# FIELD SERVICE

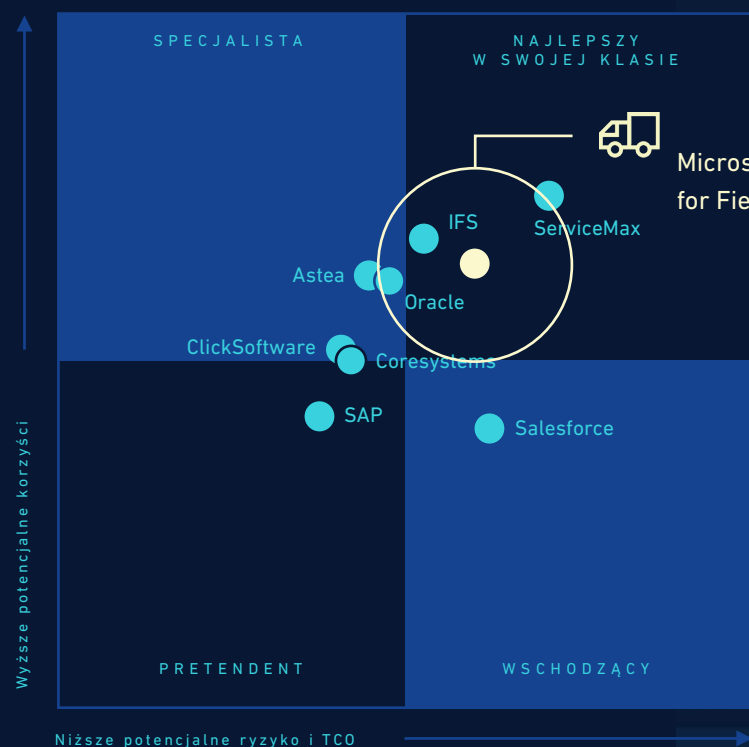


OBEJRZYJ WIDEO

Field Service professionals need tools to optimise scheduling, dispatch the right resources, and boost first-time fix rates.

Harnessing the power of machine learning, IoT and mixed reality enables the transformation from a reactive to proactive service model, increasing both customer satisfaction and revenue.

ZARZĄDZANIE USŁUGAMI SERWISOWYMI W TERENIE



Źródło:  
Noventum's FSM  
Solutions Reality  
Check, jesień 2017.

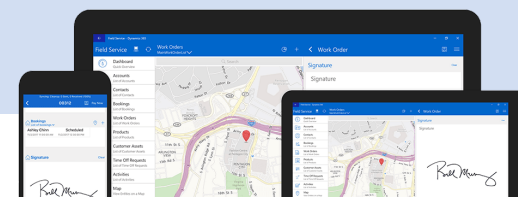
## Product



## Microsoft Dynamics 365 for Field Service

The Dynamics 365 for Field Service app allows you to easily manage all service agreements, including recurring service calls and contracts, installed products, and warranties – across customers and locations. It empowers your technicians to offer great field service with native mobile apps with real-time and offline customer information and guidance.

ANEGIS can prepare a complete solution tailored to your business processes.





ANEGIS offers a set of advanced technologies that equip applications and machines with the ability to perform tasks that normally require human intelligence, such as visual perception, voice recognition, association or situation assessment, and then take appropriate action.

## Product



### Machine learning and cognitive systems

Artificial Intelligence solutions created by ANEGIS are designed to support people in virtually all processes. In ERP solutions, Artificial Intelligence supports sales forecasting, procurement and production planning. The use of Artificial Intelligence in CRM systems benefits sales forecasting, planning and supervision of sales teams' activities. In service solutions, AI technology makes it possible to anticipate machine failures.

# CLIENTS


[www.aflofarm.com.pl](http://www.aflofarm.com.pl)

Pharmaceuticals


[www.ncc.group](http://www.ncc.group)

Construction


[www.poland.leroymerlin.com](http://www.poland.leroymerlin.com)

Large retailer

**OSTP**
[www.ostp.biz](http://www.ostp.biz)

Production of stainless tubes


[www.mediaexpert.pl](http://www.mediaexpert.pl)

Large retailer


[www.trelleborg.com](http://www.trelleborg.com)

Industry sealing solutions


[www.wpp.com](http://www.wpp.com)

Marketing


[www.skanem.com](http://www.skanem.com)

Label printing


[www.nicols.biz](http://www.nicols.biz)

FMCG


[www.blenta.se](http://www.blenta.se)

Hatchery


[www.bu-uk.co.uk](http://www.bu-uk.co.uk)

Construction


[www.pmchdraulics.se](http://www.pmchdraulics.se)

Production of industrial hydraulic pumps


[www.newyorker.de](http://www.newyorker.de)

Large fashion retailer


[www.bergsala.se](http://www.bergsala.se)

Nintendo


[www.etonshirts.com](http://www.etonshirts.com)

Large fashion retailer


[www.utzgroup.pl](http://www.utzgroup.pl)

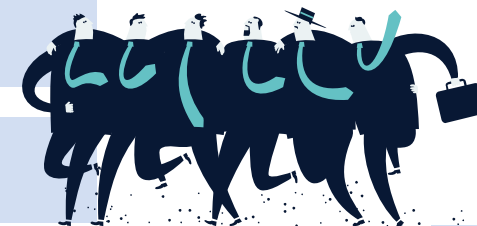
Manufacturing


[www.exterionmedia.com](http://www.exterionmedia.com)

Outdoor media


[www.sodra.com](http://www.sodra.com)

Forest industry



# NICOLS

Nicols is a leading manufacturer in the market of household and cleaning products: sponges, scouring sponges, wipes & microfibre wipes, air fresheners, toilet care products.



#### Client

Nicols Sp. z o.o.

#### Industry

Manufacturing

#### Organisation size

>500 employees

#### Country

Poland

#### Product

Microsoft Dynamics 365  
for Finance and Operations

## PROJECT TASKS UNDERTAKEN

- Collection of functional requirements
- Architectural design and specific solutions
- Documentation of software specifications
- Execution of modifications
- User training and acceptance testing
- Post-implementation support
- Software development

## PROJECT DESCRIPTION

The implementation of the Dynamics 365 solution initially covered 228 employees in the areas of Finance, Sales, Production Planning, WMS, TMS, Intercompany.

The project involved: Product information management, Purchasing and sourcing, Sales and marketing, Supplies management, Warehouse management, Main planning, Production control, General ledger, Cost management.

Based on our cooperation, we confirm the experience, professionalism and realibility of ANEGIS employees. We recommend this vendor as a reliable business partner.

Ewa Franczak, Group Information Systems Manager, Nicols



# NEW YORKER

With more than 1000 branches in 40 countries, New Yorker is one of Europe's largest fashion companies.



## Client

New Yorker Group Services  
International GmbH & Co.KG

## Industry

Retail

## Organisation size

>10,000 employees

## Country

Germany

## Product

Microsoft Dynamics AX

## PROJECT TASKS UNDERTAKEN

- Solution design
- Parameterization
- Preparation of modifications
- Training
- Optimisation
- Solving current problems
- Performance optimisation

## PROJECT DESCRIPTION

The project involved the implementation of modules for Microsoft Dynamics AX: finance, warehouse, high-bay warehouse, sales, SCM, replenishment, price management, online store for 1000 stores.

Our go-live was successful! Thank you to all of you. Let me repeat that I am really thankful!

**Dr. Rick Dannert**, Project Manager, NEW YORKER

The project team optimised the performance of the Fashion Logistics and Fashion Retail modules and developed advanced price management tools for goods. One of the assumptions of the project was the continuous development of the application through the design and creation of new functionalities, as well as day-to-day operation and changes in case of production errors.

The project was carried out in an international, multi-company and multilingual environment.





# TERG mediaexpert

TERG is the owner of the Media Expert brand. It is one of the largest consumer electronics store chains operating in the Polish market, with almost 500 stores.

## PROJECT TASKS UNDERTAKEN

- Implementation of the finance module as well as finance for the warehouse
- Development of a solution for controlling
- Implementing interfaces with dedicated TERG solutions (Azure SQL database, Azure Data Factory, Azure File Storage)

mediaexpert

### Client

Terg S.A.

### Industry

Retail

### Organisation size

>10,000 employees

### Country

Poland

### Product

Microsoft Dynamics 365 for Finance and Operations

## PROJECT DESCRIPTION

ANEGIS is implementing the Dynamics 365 solution in the cloud, in the areas of finance and warehouse finance.

The key reason for choosing Dynamics 365 was the ability to integrate the solution with the existing TERG systems and the ability to scale the solution according to the customer's needs, made possible by the cloud implementation.





# EXTERION MEDIA

Exterion Media is Europe's largest privately held out-of-home advertising business, serving advertisers in the UK, Ireland, France, Italy, the Netherlands, Spain and China.

## PROJECT TASKS UNDERTAKEN

- Functional requirements gathering
- Gap analysis
- Software specification documentation
- Software development
- Work package unit and system testing
- IT user training and documentation



### Client

Exterion Media

### Industry

Out-of-home advertising

### Organisation size

>10,000 employees

### Country

United Kingdom

### Product

Microsoft Dynamics AX  
AXAD System

<https://www.youtube.com/watch?v=yMr4Nqw1yNM>

## PROJECT DESCRIPTION

This Microsoft Dynamics AX project involved the development of a complete management media module, including development of a pack builder, availability engine and simulation, artwork scheduling and pricing and 3 integrations, to SalesForce, BroadSign and Interserve. The module worked seamlessly with the remaining Dynamics AX functionality.



# AFLOFARM

Aflofarm is one of the largest and most recognisable pharmaceutical companies in Poland, operating in the health care sector for thirty years.

## PROJECT TASKS UNDERTAKEN

- Implementation of Dynamics 365
- Implementation of the production module
- Implementation of the finance and cost control module
- Implementation of the WMS module
- Integration with the warehouse automation system
- System validation
- User training and acceptance testing



### Client

Aflofarm Farmacja  
Polska Sp.z o.o.

### Industry

OTC pharmaceuticals

### Organisation size

>1,000 employees

### Country

Poland

### Product

Microsoft Dynamics 365 for  
Finance and Operations

## PROJECT DESCRIPTION

ANEGIS is implementing the Dynamics 365 solution in the cloud. ANEGIS has also developed a production cost control module tailored to specific processes, which was a competitive advantage of the solution.

An important element for Aflofarm was the integration of Dynamics 365 with warehouse automation systems.

The choice of ANEGIS as an implementation partner was dictated by the high competence of the ANEGIS team in the area of system validation according to GAMP5 methodology.



# VOLVO GROUP

The Volvo Group is one of the world's leading manufacturers of trucks, buses, construction equipment and marine and industrial engines. The Group also provides complete solutions for financing and service. Headquartered in Gothenburg, it employs around 100,000 people and has production facilities in 18 countries.

## PROJECT TASKS UNDERTAKEN

- Design of system architecture and specific solutions
- System integration with an external database
- IBM MQ system integrations
- Integration with Azure storage
- User training and acceptance testing
- Post-implementation support
- Software development



## VOLVO

### Client

Volvo Group

### Industry

Manufacturing

### Organisation size

>100 000 employees

### Country

Global

### Product

Microsoft Dynamics 365  
for Finance and Operations

## PROJECT DESCRIPTION

The project for the Volvo Group included the implementation of Dynamics 365 for Finance and Operations and system integration with an external database and software solution.

The ANEGIS team integrated Dynamics 365 with the IBM MQ system and Azure Storage platform.

In addition to the system architecture and specific functionality, ANEGIS developed new reports for Volvo's operations in a number of countries.

As part of the project, users were trained on the system and developers were trained in programming in Dynamics 365, creating new solutions and designing SSRS reports. ANEGIS provides post-implementation assistance and system support.



# LEROY MERLIN

A French headquartered home improvement and gardening retailer serving several countries in Europe, Asia, South America, and Africa. Group ADEO, LM owners, has a turnover of 17.9 billion euros and employs 89,000 people.

## PROJECT TASKS UNDERTAKEN

- Implementation of Microsoft D365 as BackOffice for e-commerce platform
- Developing a solution for the areas of sales, logistics, and warehouse
- Implementation of the price policy management module
- Integration of new solutions with the company's external systems, including ERP system, e-commerce platform, and mobile application

### Client

Leroy Merlin S.A.

### Industry

Retail

### Organisation size

>10,000 employees

### Country

Poland

### Product

Microsoft Dynamics 365 for  
Finance and Operations

## PROJECT DESCRIPTION

The main task for ANEGIS was to develop a solution that would allow for the implementation of a flexible e-commerce platform and its efficient scaling according to customer needs. ANEGIS used the Dynamics 365 system as a BackOffice to launch and adapt the platform. The broad possibilities of Dynamics 365 integration with other systems was one of the reasons why the client chose Microsoft Dynamics from among other solutions. The target product, which ANEGIS is working on, will provide the client with a dedicated sales platform for use on stationary and mobile devices.





# WPP

WPP is the world's largest communications services group, employing 130,000 people working in 3,000 offices in 112 countries.

## WPP

**Client**

WPP London

**Industry**

Marketing

**Organisation size**

&gt; 130 000 employees

**Country**

United Kingdom

**Product**

Microsoft Dynamics AX

## PROJECT TASKS UNDERTAKEN

- Functional requirements gathering
- Gap analysis
- Software specification documentation
- Software development
- Code package testing
- User training and acceptance testing

## PROJECT DESCRIPTION

This Microsoft Dynamics AX project covers all major business processes, such as: full company financial accountancy, including budgeting; invoicing, including automated invoice sending to customers, vendors, and electronic payment transfers; and a variety of weekly and monthly Atlas dynamic reports and ready-to-print reports required by external auditors.

ANEGIS provided excellent support for our Dynamics AX Parent Company finance installation. Their consultants are top quality, highly effective professionals.

Marie Capes, Director of Finance and Administration, WPP London.



# BUUK INFRASTRUCTURE

With over 30,000 discrete networks, serving over 1 million homes, BUUK Infrastructure are the leading independent provider of last-mile utility networks.

**Client**

BUUK Infrastructure

**Industry**

Professional services

**Organisation size**

1001–5000 employees

**Country**

United Kingdom

**Product**

Microsoft Dynamics AX

**PROJECT TASKS UNDERTAKEN**

- Functional requirements gathering
- Gap analysis
- Software specification documentation
- Software development
- Code package testing
- User training and acceptance testing

**PROJECT DESCRIPTION**

BUUK Infrastructure's businesses design, construct, own and operate utility infrastructure networks throughout England, Wales and Scotland.

These networks are almost exclusively installed on new-build housing, mixed-use and commercial developments.

ANEGIS' commitment and reliable approach were a key factor in our decision to work with them, and they continue to deliver in an effective and timely mannner. I have no hesitation in recommending ANEGIS as a professional and experienced business partner.

Neil Hammond, IT Director, BUUK Infrastructure.



# GEORG UTZ

Manufacturer of plastic-made reusable packaging systems for transport, warehousing and intralogistics, as well as for technical parts for professional applications.



## Client

Georg UTZ Sp. z o.o.

## Industry

Manufacturing

## Organisation size

51-200 employees

## Country

Poland

## Product

Microsoft Dynamics 365  
for Sales

## PROJECT TASKS UNDERTAKEN

- Functional requirements gathering
- Gap analysis
- Software specification documentation
- Software development
- Code package testing
- User training and acceptance testing

## PROJECT DESCRIPTION

The implementation of the Dynamics 365 for Sales / CRM modules. Solution will initially cover nearly several dozen employees in the areas of customer database, preparing offers, sales orders, invoices, sales panel showing information about customer's activity, introducing potential customers, automatic creation of a new business relationship, reporting of visits and meetings.

Our experience cooperating with ANEGIS allows us to confirm their high standard of work and professional approach to the implementation of services. We recommend ANEGIS as a competent and experienced business partner.

**Tomasz Gumny**, Finance Director, Georg UTZ.





# ETON SHIRTS

Eton Shirts is a manufacturer of premium quality shirts. Founded in 1928 in Sweden, the company is currently one of the leaders in its sector, with stores in 49 countries, including the most exclusive department stores in the world.

## PROJECT TASKS UNDERTAKEN

- Technical specification documentation
- Software development
- Code package testing
- Performance analysis and optimisation of migration process
- D365 testing in accordance with provided specification
- Development of interfaces and integrations for external systems

## ETON

### Client

Eton Shirts

### Industry

Manufacturing

### Organisation size

200-500 employees

### Country

Sweden

### Product

Microsoft Dynamics 365 for Finance and Operations

## PROJECT DESCRIPTION

The Microsoft Dynamics 365 for Finance and Operations project focused on software development and improvement of standard application functionality.

As part of the project, the ANEGIS team improved the data structure to integrate Dynamics 365 with the Azure SQL database (BYOD) and OData protocol; automated the creation of inter-company sales orders for different warehouse rules; and built a tool to manage the flow logs from consignment orders and E-com.

A mechanism was also developed to report changes in available inventory and attribute value of goods, as well as non-standard graphic layouts for key reports using an external K3 Software Fashion module.



## SUMMARY

- ❑ One of the biggest dedicated D365 for F&O teams
- ❑ Azure and Modern Workplace solutions specialist team
- ❑ Experience of working with local D365 partners in different countries
- ❑ Guiding client through the digital transformation process
- ❑ Dedicated solutions for: RETAIL, OUTDOOR ADVERTISING, MAINTENANCE FOR MANUFACTURING COMPANIES



# WHY ANEGIS

## Comprehensive offer

We create and deliver comprehensive solutions for large enterprises consisting of ready-made Microsoft products and custom-made solutions consolidating the competitive advantage of customers.

## Innovation

We take advantage of the latest trends and IT solutions in the industry to provide customers with the quickest possible return on investment and increase their competitive advantage.

## Experience and methodology

We use methodologies and tools that enable us to carry out projects with 20 to 30,000 users. We are a competent team with references gained from several dozen projects, including projects carried out in the British, Scandinavian and German markets. We have experience in managing complex projects for companies in an international environment.

## High quality

We use the CMMI model to optimise tools and working methods. We carry out a three-stage quality and functionality control of new modules. We are constantly striving to develop our organization and the quality of our services.

## Stability and security

We guarantee the stability and security of ANEGIS as an implementation partner with our experience of servicing clients in many mature markets.



# CONTACT



**Wrocław / Head office**

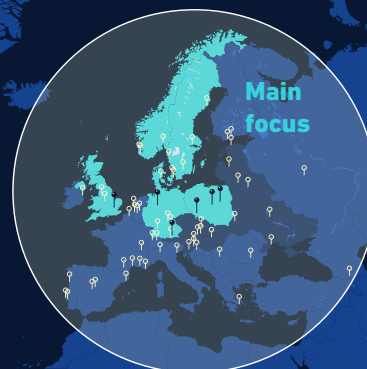
Renaissance Business Centre  
ul. Świętego Mikołaja 7  
50-125 Wrocław

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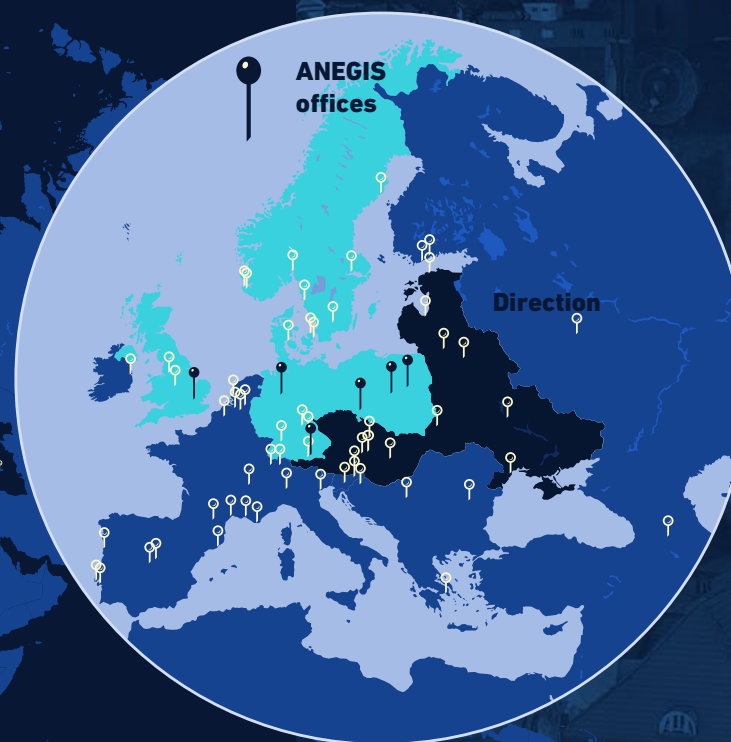
You  
Tube

**sales@anegis.com**

**+48 71 881 0563**



**Main  
focus**



**ANEGIS  
offices**

**Direction**



**PIPOL  
Partners**

<https://www.anegis.com>