



¡MÚLTIPLIQUE SU PRODUCTIVIDAD!

Luis Gutiérrez
Partner Account Manager
Microsoft Ibérica

Vigo, 28 de Noviembre 2007

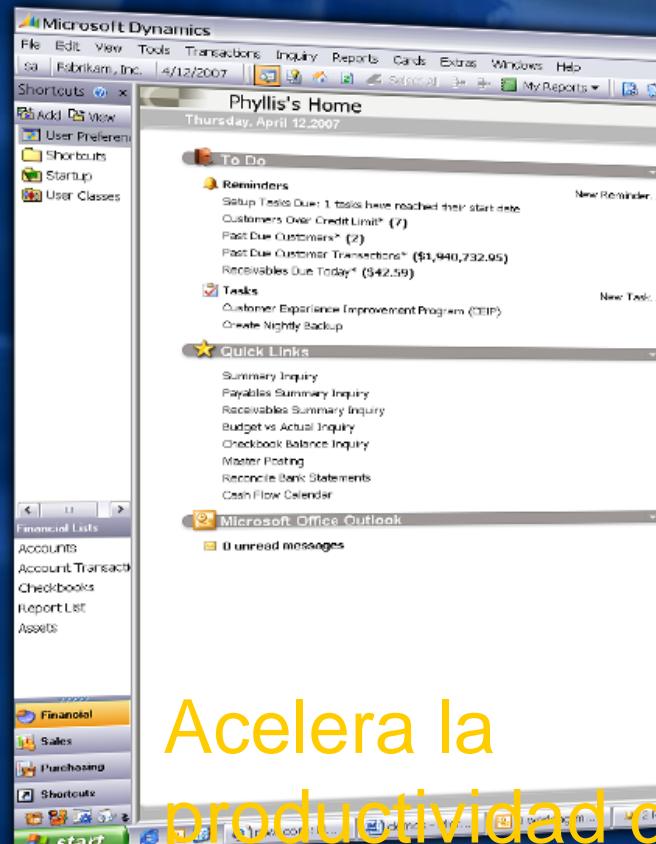


¿Qué es Microsoft Dynamics?

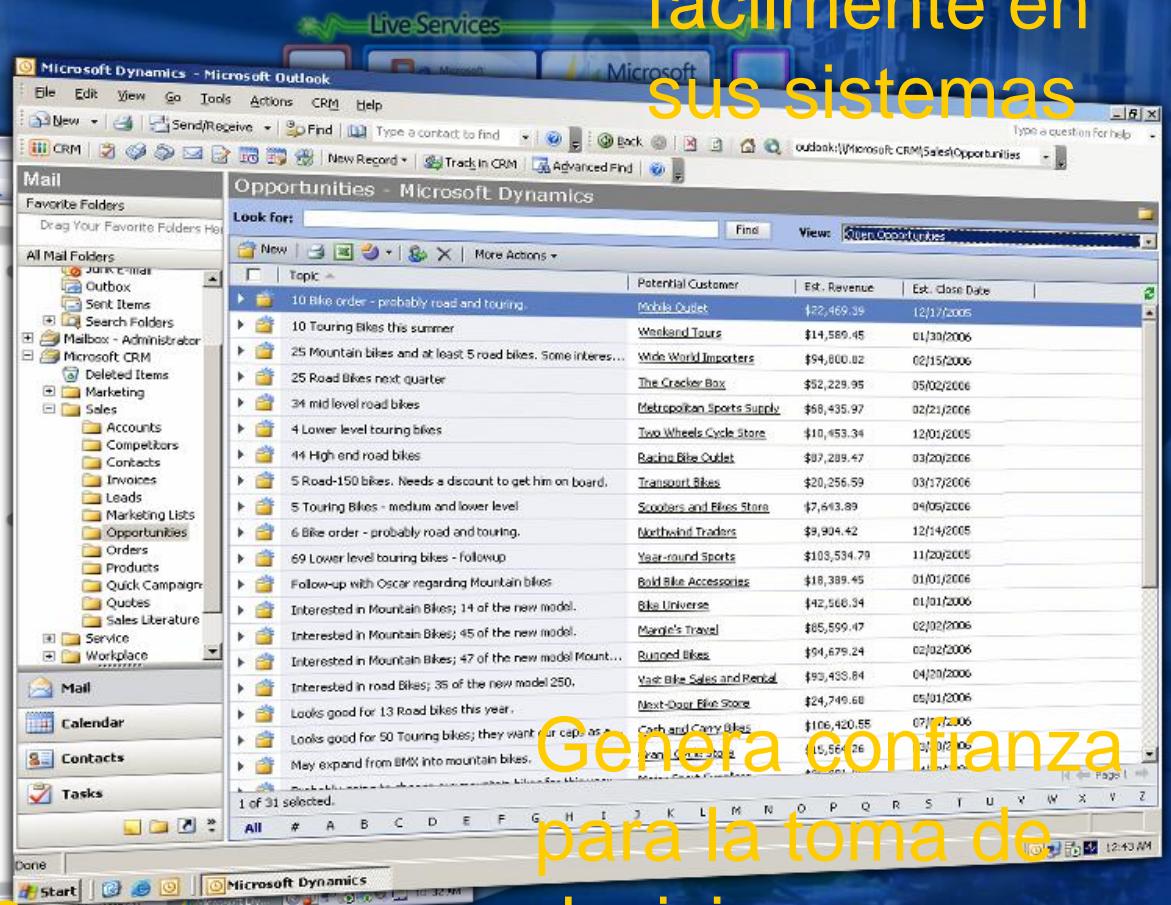


¿Por qué Microsoft Dynamics?

Interface
conocida por los
usuarios



Acelera la
productividad de
su negocio



Encaja
fácilmente en
sus sistemas

Genera confianza
para la toma de
decisiones



Reglamentos

Globalización

Consolidación

Retos

Demandas
de los
clientes

Presupuestos

Tendencias de la economía

dynamics

Contribución

Crecimiento

Facturación

Productividad

Beneficio

Eficiencia

Valor de los accionistas



dynamics

La empresa People-Ready



2 mundos distintos

Finanzas



Operaciones



Procesos

Ventas y Marketing



Ti



Automatización de
los procesos del
negocio

Personas

Maria,
Sistemas



Alvaro,
Marketing



Daniel,
Resp. Contab.



Beatriz,
CFO



Cristina,
Compras

Productividad
personal Microsoft Dynamics

Microsoft Dynamics - Eduardo's Home Page

Eduardo's Home

Activities

Production Orders

- Planned: 43
- Released: 14
- High Cost Or...: 8

- New Production Order
- Navigate

Changes

- Customer Request: 7
- Delayed Supply: 20
- Substituted Items: 3

- Purchase Order Items, Delayed
- New Purchase Order
- Plan Capacity
- Recalculate Plan

High-cost Production Orders

Workcenter	StartDate	QuantityInUnits	CostPerUnit
Prod Stan A13c	02/12/2007	80	23,34
Cut Square A	01/12/2007	40	54
Assemble A	05/12/2007	40	15
Cut Oval B	04/12/2007	80	1,5
Trap Cut A	06/12/2007	40	1,5
Assemb S	06/12/2007	40	0,49
Tras Gor B6 AB	10/12/2007	610	5,12
Hi Prec Stanz 99A	27/11/2007	12	1.550

Margins of Produced Orders

New Orders with projected Work Load

Production Throughput

Notes

From: **Nora** To: **Eduardo**
Don't forget to put in your selections for March Madness

From: **Alicia** To: **Eduardo**
New definition of our Vendor Performance Bar!

From: **Alicia** To: **Eduardo**
Item Substitutions for Table-Top "Athens Desk" awaiting approval

Microsoft Office C... Bandeja de entrad... RE: CONTACTO JA... Jornadas sobre T... LGUTI FY08 Spain ... StatusEnhancemen... Microsoft Dynamic... ES 19:49

Microsoft Dynamics

Eduardo's Home > Purchase Order Items, Delayed

Actions Reports

Eduardo's Home

- Home Page
- Production Orders
- Purchase Orders
- Purchase Order Items, Del...
- Items
- Bill of Materials
- Routes
- Work Centers

Optimize Plan Workcenter utilization Alternative Vendors Substitution Products Vendor Performance

Planning Purchases Reporting

1 \ 2

Type to filter Vendor name

Item

Item Picture: 

Description: White Oak Board - 18...

Vendor

Logo: 

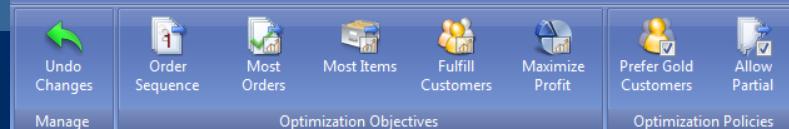
Contact: Miss Patricia Doyle

Phone: +31 360 360 1122

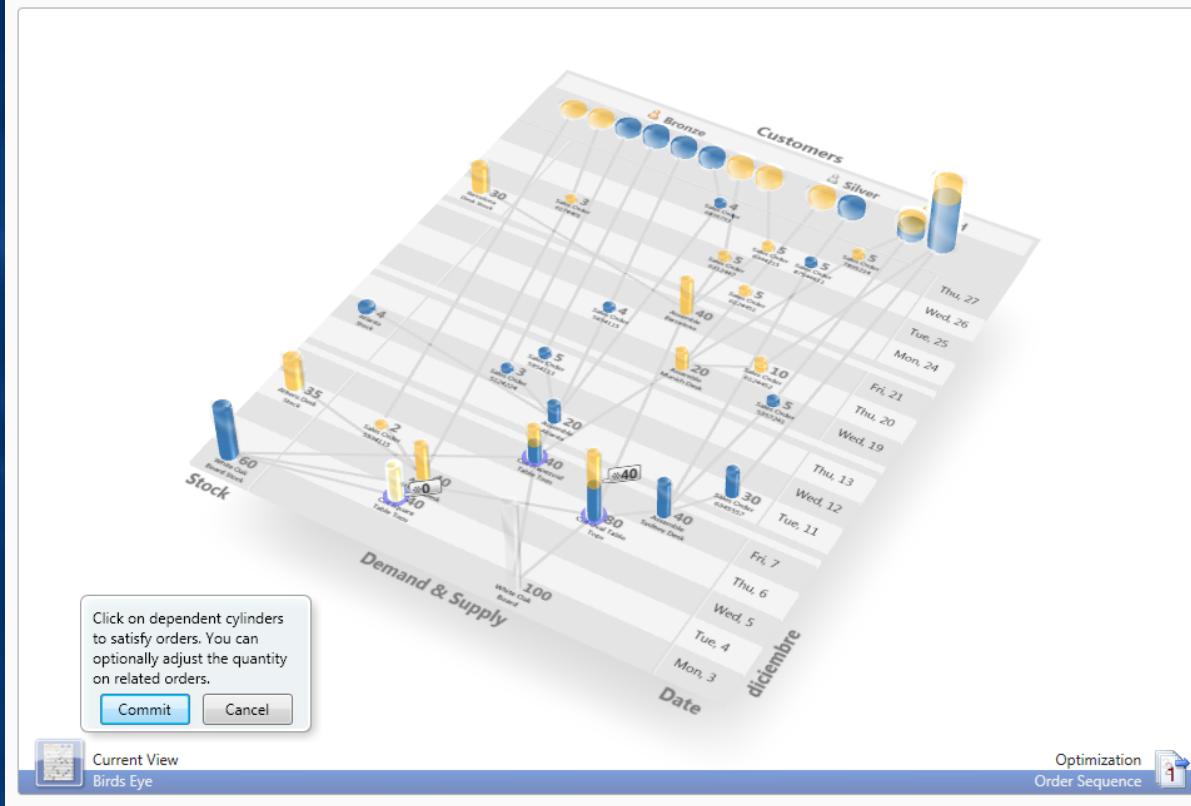
Validation Results

Component delay is critical for the current Production Plan.

Vendor name	Item	Ordered	Received	To receive	Item No	PO Number
OakvilleWorld	Pine Board - 140...	30	0	30	18001	061017 - TableTo...
OakvilleWorld	Cherry Board - 1...	200	0	200	18003	061017 - TableTo...
OakvilleWorld	Maple Board - 14...	60	0	60	18005	061017 - TableTo...
OakvilleWorld	Cedar Board - 14...	50	0	50	18008	061017 - TableTo...
OakvilleWorld	Red Oak Board - ...	50	0	50	18010	061017 - TableTo...
FineArt Design	"Amerock Desig...	700	0	700	17001	061018 - Accesso...
FineArt Design	"Amerock Royal ...	250	0	250	17004	061018 - Accesso...
FineArt Design	"Final Cap1-1/16...	33	0	33	19002	061018 - Accesso...
FineArt Design	"Amerock Royal ...	210	0	210	17004	061018 - Accesso...
OakvilleWorld	Lyptus Board - 1...	20	0	20	18011	061018 - Table T...
OakvilleWorld	Beech Board - 14...	120	0	120	18012	061018 - Table T...
OakvilleWorld	Cherry Board - 1...	50	0	50	18010	061019-TableTops
OakvilleWorld	White Oak Board...	100	0	100	18007	061019-TableTops
FineArt Design	"Amerock Royal ...	30	0	30	17003	061020 - Accesso...
		30	0	30	17004	061020 - Accesso...
		12	0	12	18004	104001
		100	0	100	18004	104001
		50	0	50	18004	104001
CoolWood Tech...	Maple Board - 14...	100	0	100	18005	104001
CoolWood Tech...	Maple Board - 14...	10	0	0	18005	104001
Guildford Water ...	"Bottom Stand 2...	60	0	60	19002	104005
OakvilleWorld	Walnut Board - 1...	55	0	55	18002	Table 061024 - T...
OakvilleWorld	Maple Board - 14...	37	0	37	18005	Table 061024 - T...



Optimize Plan: Material allocation for "Oak board, 1800x1000mm", Optimization method: Order Sequence



Selected Quantity

Key Indicators: Current Optimization only

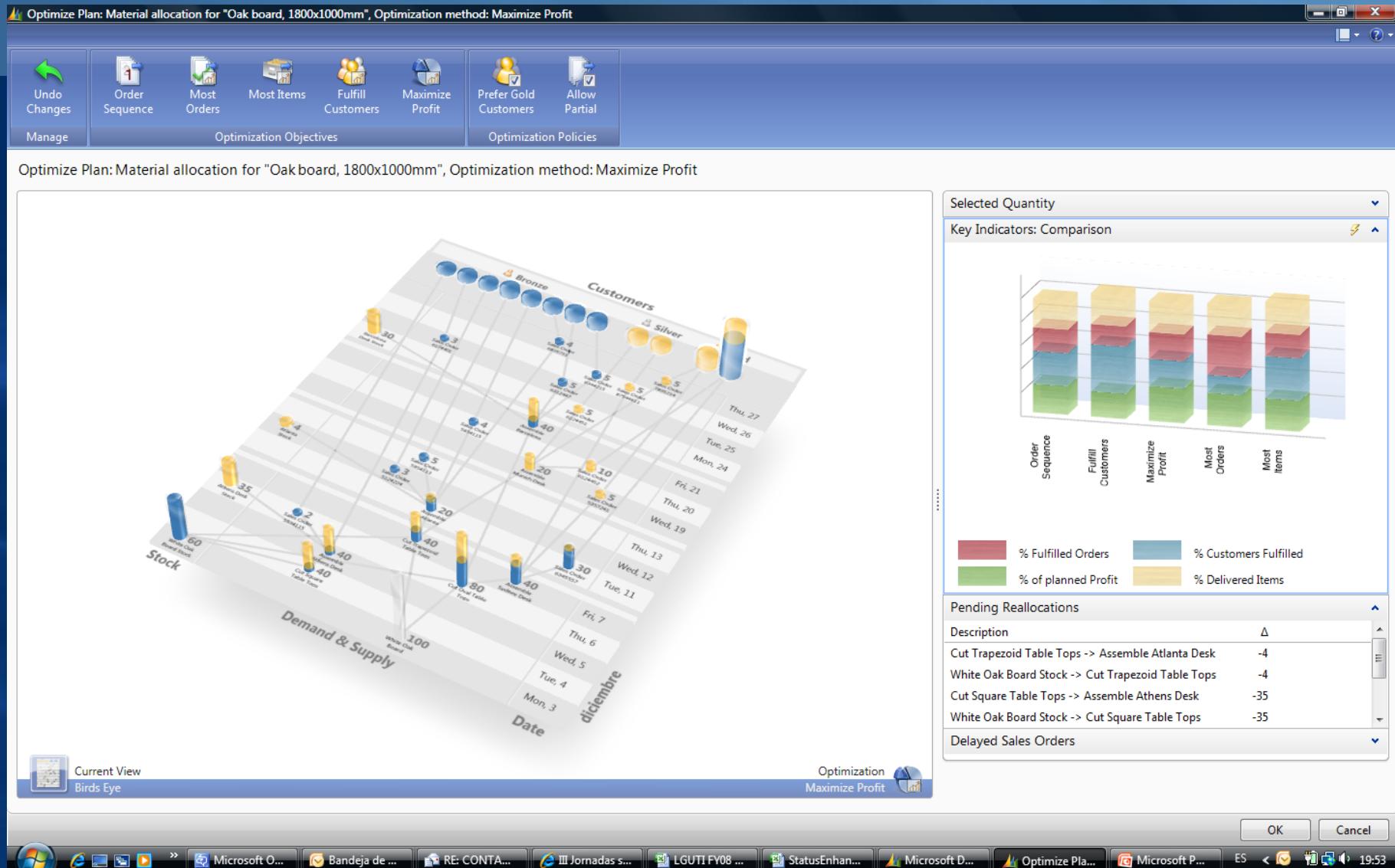


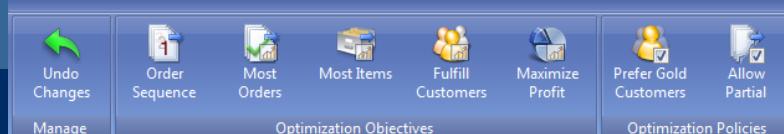
Pending Reallocations

Description	Delta
Cut Square Table Tops -> Assemble Athens Desk	-40
White Oak Board Stock -> Cut Square Table Tops	-40
White Oak Board Stock -> Cut Oval Table Tops	40
Cut Oval Table Tops -> Assemble Sydney Desk	40
Delayed Sales Orders	

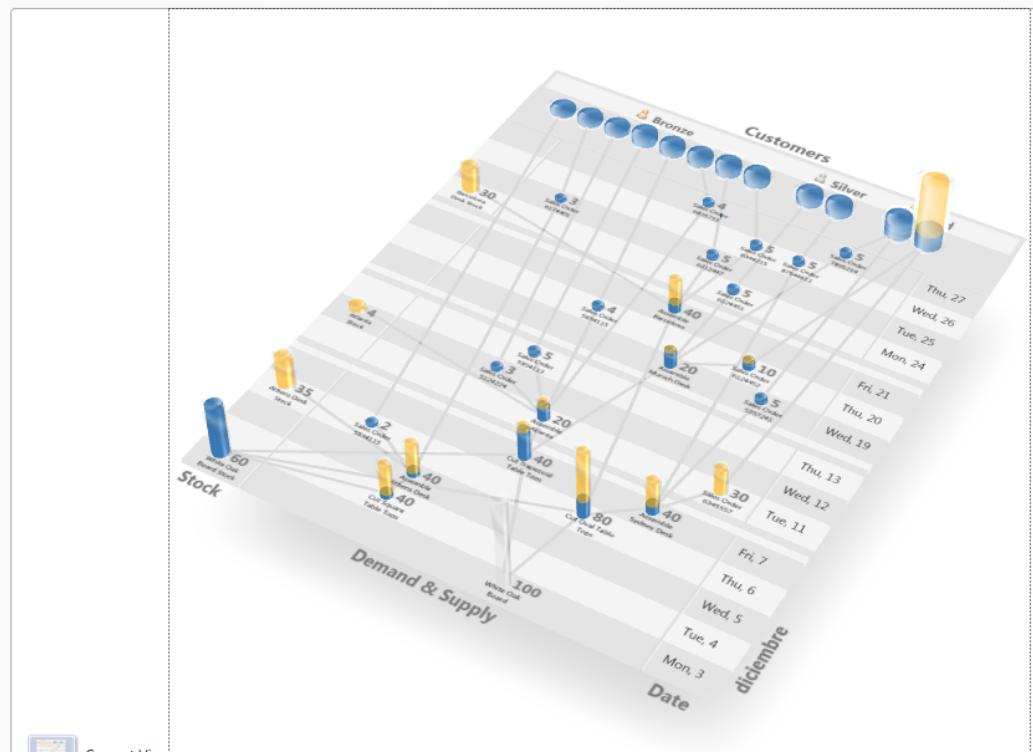
OK Cancel







Optimize Plan: Material allocation for "Oak board, 1800x1000mm", Optimization method: Most Orders



Optimization
Most Orders

Selected Quantity

Key Indicators: Comparison



Pending Reallocations

Description	Delta
Cut Trapezoid Table Tops -> Assemble Atlanta Desk	-4
Cut Square Table Tops -> Assemble Athens Desk	-35
White Oak Board Stock -> Cut Square Table Tops	-35
White Oak Board Stock -> Cut Oval Table Tops	20

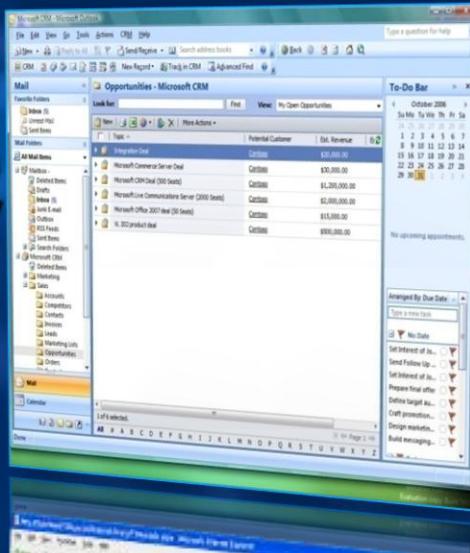
Delayed Sales Orders

OK Cancel



Microsoft Dynamics

“Estoy todo el día en Outlook®.”

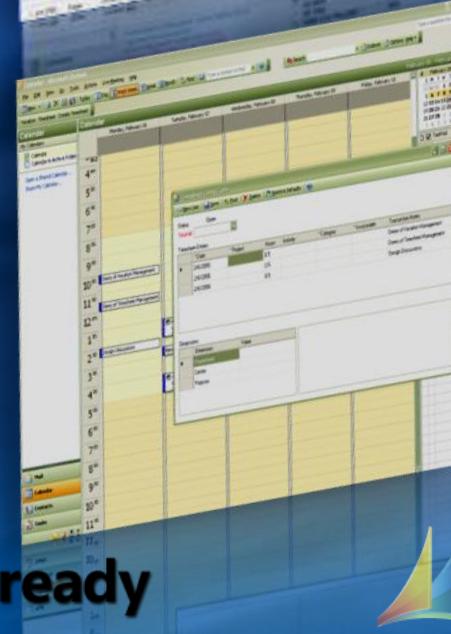


“Toda la información está en los gráficos.”



people  ready

“Funciona como Office.”



“Obtienes información sin entrar en la aplicación, es un snap.”
Microsoft Dynamics



AMP IT UP!

Muchas gracias.

Microsoft®

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