



**¡MÚLTIPLE SU PRODUCTIVIDAD!**

Luis Gutiérrez  
Partner Account Manager  
Microsoft Ibérica

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# ¿Qué es Microsoft Dynamics?





# ¿Por qué Microsoft Dynamics?

Interface  
conocida por los  
usuarios

Encaja  
fácilmente en  
sus sistemas

The screenshot displays the Microsoft Dynamics software interface, which is integrated with Microsoft Outlook. The interface is divided into several panes:

- Left Pane:** Contains navigation links for "Phyllis's Home" (with a "To Do" list and "Quick Links"), "Financial Lists" (including Accounts, Account Transactions, Checkbooks, Report List, and Assets), and "Financial" (including Sales, Purchasing, and Shortcuts).
- Top Pane:** Shows the "Mail" section with a list of folders (Inbox, Sent Items, Search Folders, Mailbox - Administrator, Deleted Items, Marketing, Sales, Accounts, Competitors, Contacts, Invoices, Leads, Marketing Lists, Opportunities, Orders, Products, Quote Campaign, Quotes, Sales Literature, Service, Workplace) and a "Mail" section with a list of messages.
- Right Pane:** Displays the "Opportunities - Microsoft Dynamics" section. It includes a "Look for:" search bar and a table of opportunities.

The "Opportunities" table lists various bike orders and inquiries, including details like "Topic", "Potential Customer", "Est. Revenue", and "Est. Close Date".

Topic	Potential Customer	Est. Revenue	Est. Close Date
10 Bike order - probably road and touring.	Mobla Dujet	\$22,469.39	12/1/2006
10 Touring Bikes this summer	Weekend Tours	\$14,589.45	01/30/2006
25 Mountain bikes and at least 5 road bikes. Some intere...	Wide World Importers	\$94,800.02	02/15/2006
25 Road Bikes next quarter	The Cracker Box	\$52,229.95	05/02/2006
34 mid level road bikes	Metropolitan Sports Supply	\$68,435.97	02/21/2006
4 Lower level touring bikes	Two Wheels Cycle Store	\$10,453.34	12/01/2005
44 High end road bikes	Racing Bike Outlet	\$37,289.47	03/20/2006
5 Road-150 bikes. Needs a discount to get him on board.	Transport Bikes	\$20,256.59	03/17/2006
5 Touring Bikes - medium and lower level	Scrubbers and Bikes Store	\$7,643.89	04/05/2006
6 Bike order - probably road and touring.	Northwind Traders	\$9,904.42	12/1/2005
69 Lower level touring bikes - followup	Year-round Sports	\$105,534.79	11/20/2005
Follow-up with Oscar regarding Mountain bikes	Bold Blue Accessories	\$18,389.45	01/01/2006
Interested in Mountain Bikes; 14 of the new model.	Bike Universe	\$42,560.34	01/01/2006
Interested in Mountain Bikes; 45 of the new model.	Margie's Travel	\$85,599.47	02/02/2006
Interested in Mountain Bikes; 47 of the new model Mount...	Burned Bikes	\$94,679.24	02/02/2006
Interested in road Bikes; 35 of the new model 250.	Vast Bike Sales and Rental	\$93,455.84	04/20/2006
Looks good for 13 Road bikes this year.	Next-Door Bike Store	\$24,740.60	05/01/2006
Looks good for 50 Touring bikes; they want our cap...	Cash and Carry Bikes	\$106,420.55	07/01/2006
May expand from BMW into mountain bikes.	Van ...	\$15,560.26	07/01/2006

Acelera la  
productividad de  
su negocio

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

ynamics

# La empresa People-Ready



Personas

Descubren

Actúan

Crean relaciones  
comerciales

Deciden

Colaboran

Construir  
Conexiones

Mejoran las  
operaciones

Impulsan la innovación



# 2 mundos distintos

Finanzas



Operaciones



Procesos

Ventas y Marketing



Ti



Personas



Maria,  
Sistemas



Alvaro,  
Marketing



Daniel,  
Resp. Contab.



Beatriz,  
CFO



Cristina,  
Compras

Automatización de  
los procesos del  
negocio

Productividad  
personal  Microsoft Dynamics

Microsoft Dynamics - Eduardo's Home Page
Eduardo's Home
Microsoft Dynamics
Eduardo's Home
Home Page
Production Orders
Purchase Orders
Purchase Order Items, Del...
Items
Bill of Materials
Routes
Work Centers
Activities
Production Orders
Planned 43
Released 14
High Cost Or... 8
Changes
Customer Reque... 7
Delayed Supply 20
Substitut ed Items 3
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
Metal Check Wood Assembly
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
Eduardo's Home
Departments
Iguti
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

Microsoft Dynamics

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

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...

Validation Results

Component delay is critical for the current Production Plan.

Item

Item Picture:

Description: White Oak Board - 18...

Vendor

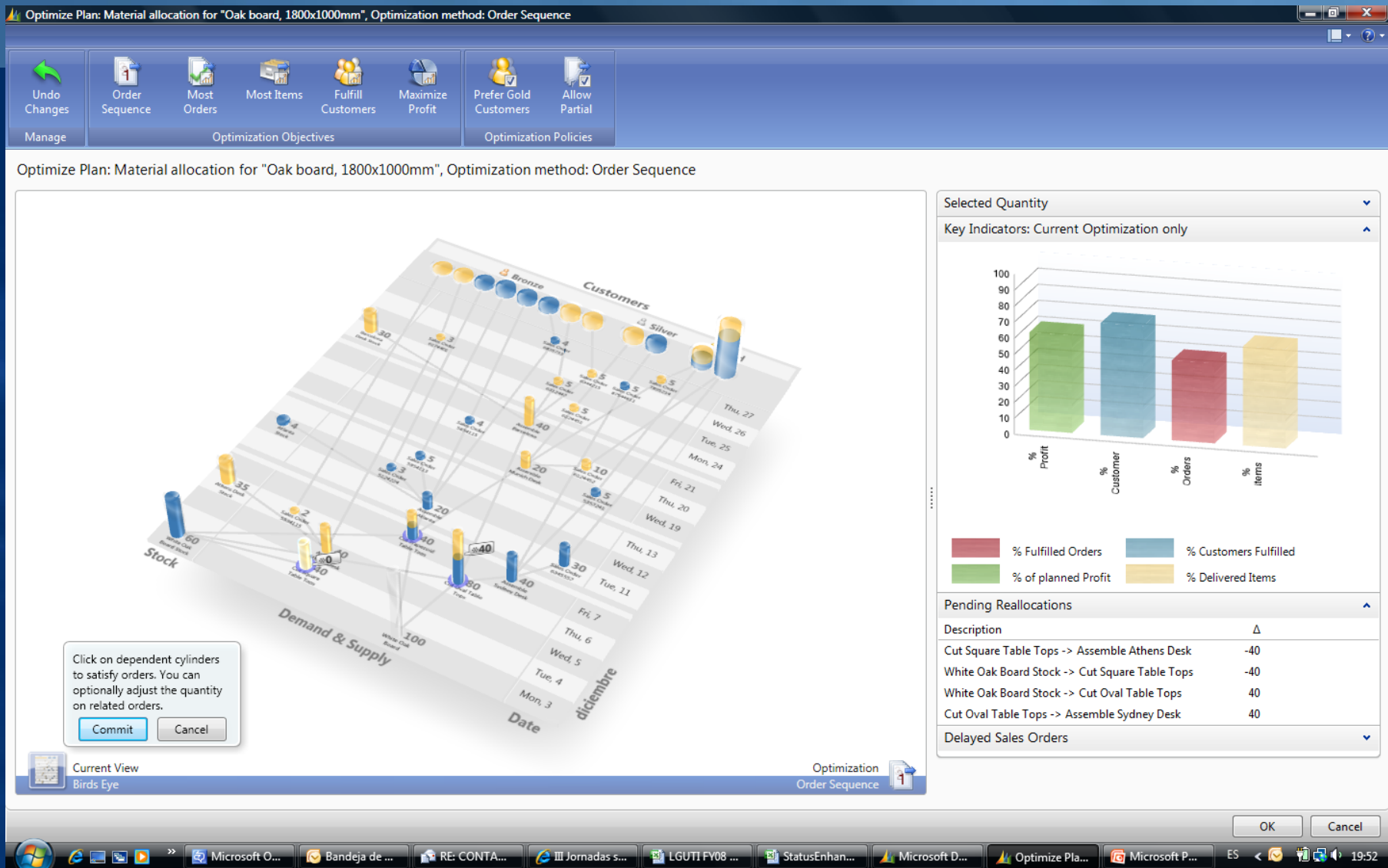
Logo:

Oakville World

Contact: Miss Patricia Doyle

Phone: +31 360 360 1122

Microsoft Office... Bandeja de ent... RE: CONTACT... Jornadas sob... LGUTI FY08 Sp... StatusEnhance... Microsoft Dyna... Microsoft Pow... ES 19:51

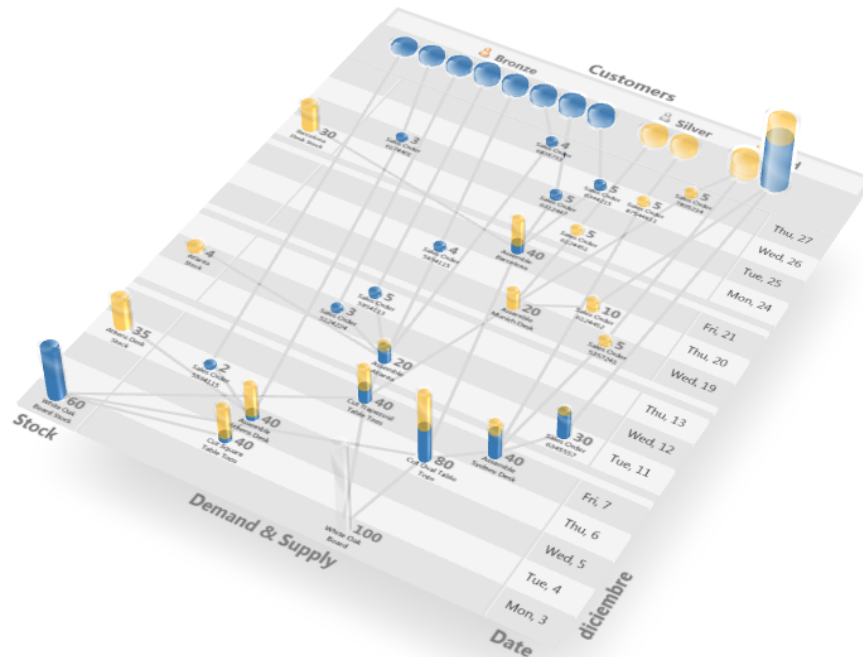




Undo Changes  
 Order Sequence  
 Most Orders  
 Most Items  
 Fulfill Customers  
 Maximize Profit  
 Prefer Gold Customers  
 Allow Partial

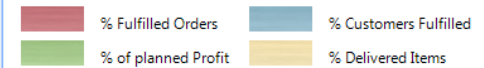
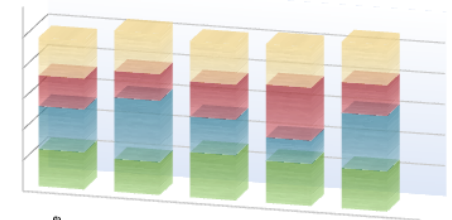
Manage  
 Optimization Objectives  
 Optimization Policies

Optimize Plan: Material allocation for "Oak board, 1800x1000mm", Optimization method: Maximize Profit



Selected Quantity

Key Indicators: Comparison



Pending Reallocations

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

Delayed Sales Orders

Current View  
Birds Eye

Optimization  
Maximize Profit

OK Cancel

Undo Changes  
Manage

Order Sequence  
Optimization Objectives

Most Orders  
Optimization Objectives

Most Items  
Optimization Objectives

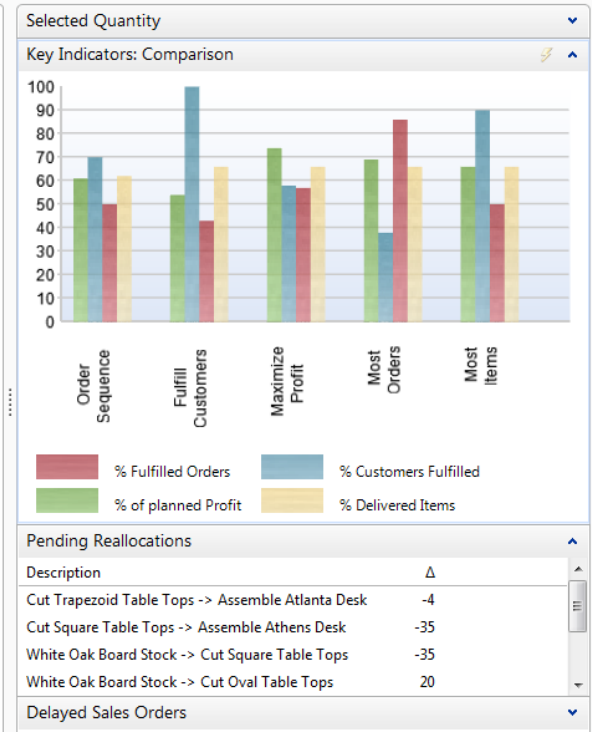
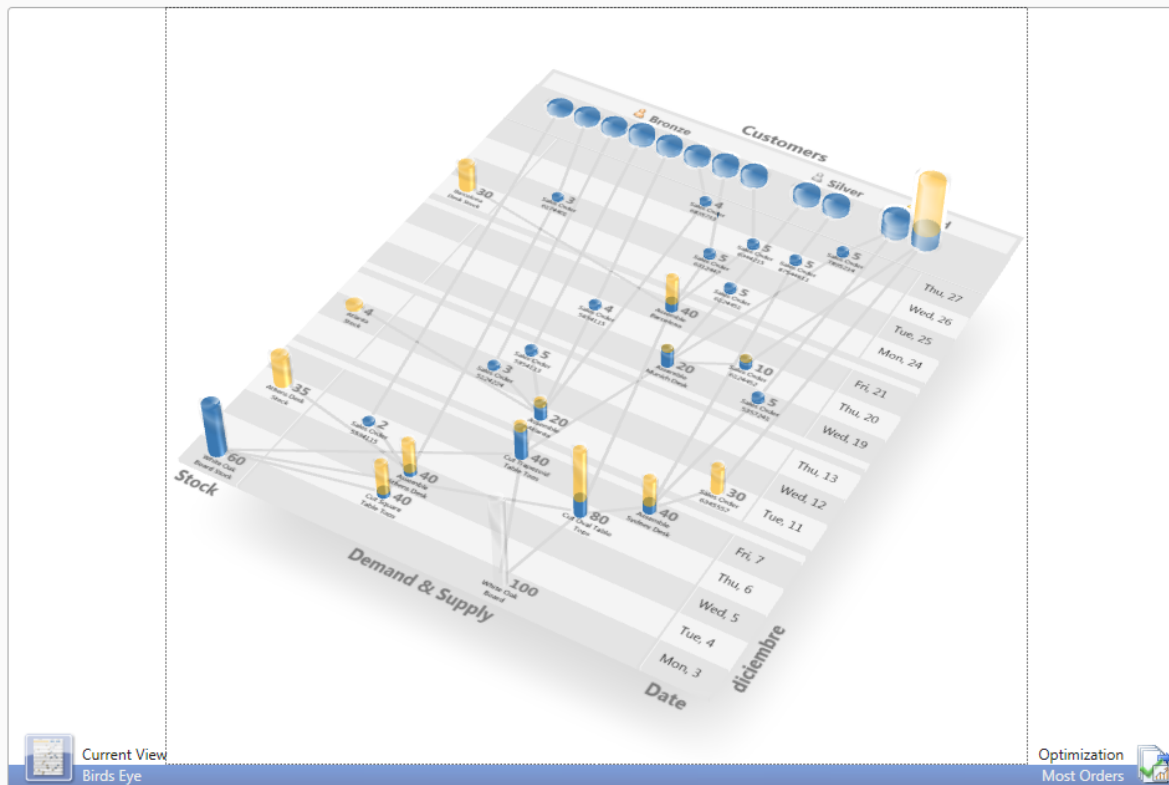
Fulfill Customers  
Optimization Objectives

Maximize Profit  
Optimization Objectives

Prefer Gold Customers  
Optimization Policies

Allow Partial  
Optimization Policies

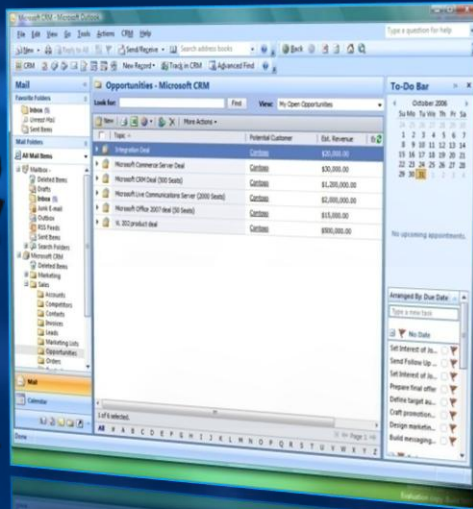
Optimize Plan: Material allocation for "Oak board, 1800x1000mm", Optimization method: Most Orders





# Microsoft Dynamics

“Estoy todo el día en Outlook®.”



“Toda la información está en los gráficos.”



“Funciona como Office.”



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



people  ready



# AMP IT UP!

Muchas gracias.

# Microsoft®

*Your potential. Our passion.™*

