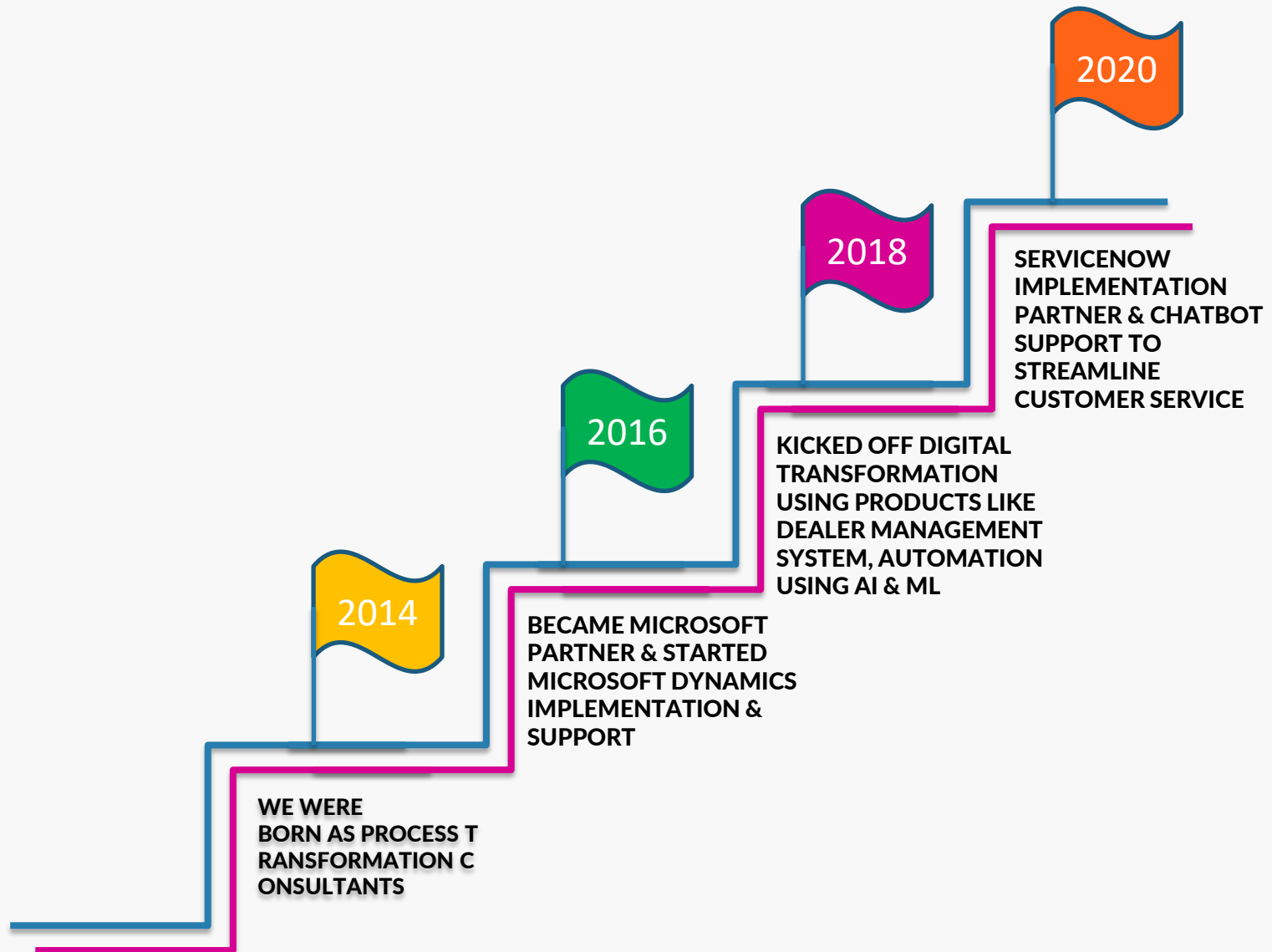


Case Studies for Commodity Management Solution using MS Dynamics



How we grew our portfolio



We have added value across a multitude of industries, including:



- Commodities**
- Contract management
 - Trade & Logistics
 - Supply Chain Management
 - Production
 - Inventory & Warehouse
 - Finance
 - ITSM

- Food & Beverages**
- Point of Sale
 - Inventory
 - Finance
 - Supply Chain Management

- Sports & Entertainment**
- Finance
 - CRM
 - IT Managed Services

- Manufacturing**
- Order Management
 - Scheme Management
 - Warranty Management
 - ITSM

- Services**
- Process Transformation
 - Timesheet Management
 - Expenses Management
 - Finance
 - Payroll
 - HRM





TEAM STRUCTURE
WE MAINTAIN

Solution Architect

- Enterprise Architect
- Solution Architect

Business Consultant

- Application consultant
- UX Consultant

Technology Consultant

- Microsoft Technology
- Other Web Technology

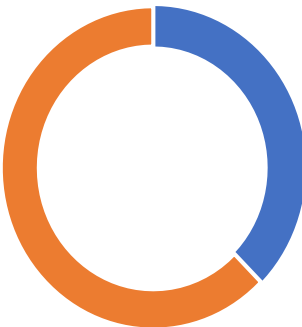
Support Consultants
Experience

- L2 Level
- L3 Level

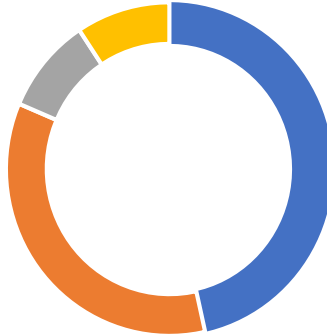
Experience



Profiles



Skills



Education



■ 9+ Yrs ■ 5-9 Yrs ■ 2-5 Yrs ■ 0-2 Yrs ■ Business Analysis ■ Technical

■ Dynamics ■ dotNet ■ Infra ■ Marketing

■ Graduate ■ Post Graduates



Background – BaffleSol Technologies

BaffleSol is the leading global provider of Microsoft’s Dynamics ERP (AX/D365 FinOps, Navision/Business Central) and CRM (D365 CRM) solutions and services to service organizations and other businesses around the world. We also offer solutions for commodity and direct materials all on a single platform backed by Microsoft Dynamics (D365). Over the years, we have grown to become one of the leading Microsoft Dynamics consultancies, with implementation across the Americas, Europe, Asia Pacific, and Australia.

Client Profile – 1

Our Customer is a global agricultural commodities merchant trading company dealing in sugar, coffee, molasses, animal feed and pulses. They provide access to commodity and capital markets through financial brokerage business, including futures & options, fixed income securities; equities; energy; base metals, foreign exchange, and OTC and exchange-traded agricultural derivatives.





Business Situation

Our Client was on Microsoft Dynamics and also using other CTRM platforms. They lacked a consolidated platform where they could –

- capture the indirect cost for different stages of Sales Process, Purchase Process and Production Process
- onboard the Vendors, this being manual, it was slow, which was impacting the whole Purchase Cycle
- struggling to determine the Positions and Stock on various stages; With logistics, integration was also a challenge. The customer had minimal information related to transport, transfer and loading
- struggled to finalize an approach to deploy resources, process transactions, and report on all aspects of their financial and operational processes
- solution to check lead progression through varying stages with a solution to manage Customer Events





Making the Search for Partner

After struggling with many big players with global presence, with no success in implementing even a single location and failure to provide support to basic finance module in the strategically important territory of Brazil; the Head of IT sponsored a search for a partner who understood the commodity business and had successfully implemented multi-location implementation with experience in Reports, analysis and offering customized design Solution.

The Solution

To address the situation and spending lot of money on big players, the customer decided to admit BaffleSol Technologies, established in August 2016, after thorough evaluation and discussions.





The Benefits

Through the implementation of Microsoft Dynamics AX, customer has realized the following benefits:

- ability to calculate the offer price for Vendors, and bifurcate the cost for direct and indirect cost
- automated vendor onboarding with improved supplier communication and data integrity
- global implementation of Supply Chain Management System and Transport Management system; customer has complete transparency of loading to transport with integration to Inventory management leading to further transparency for investment and profitability for a specific warehouse
- ability to manage regulators with no-code configurations, better decisions on finance with Power BI App workspaces that gave in-depth reporting capabilities and embedded real-time analytics
- live Dashboards to check various sales stages, achieved through –
 - integration with business specific external platforms and social media integration
 - Manage customer events
 - Automated follow-up messages
 - Lead generation
 - Registration conversion





Client Profile – 2

Our Customer is a leading merchant and processor of agricultural goods. With portfolio of Grains & Oilseeds, Coffee, Cotton, Juice, Rice, Sugar, Freight and Global Markets, they feed and clothe some 500 million people every year by originating, processing and transporting approximately 80 million tons of products.

Business Situation

Our client was on Microsoft Dynamics, SAP along with one CTRM platform. They still lacked a platform to –

- sales E-Invoice GST data update, required a Manual intervention which led to human error and lots of manual work
- coffee chain is not mapped and managed differently in the warehouses , leading to less transparency and no complete information for the capacity of warehouse





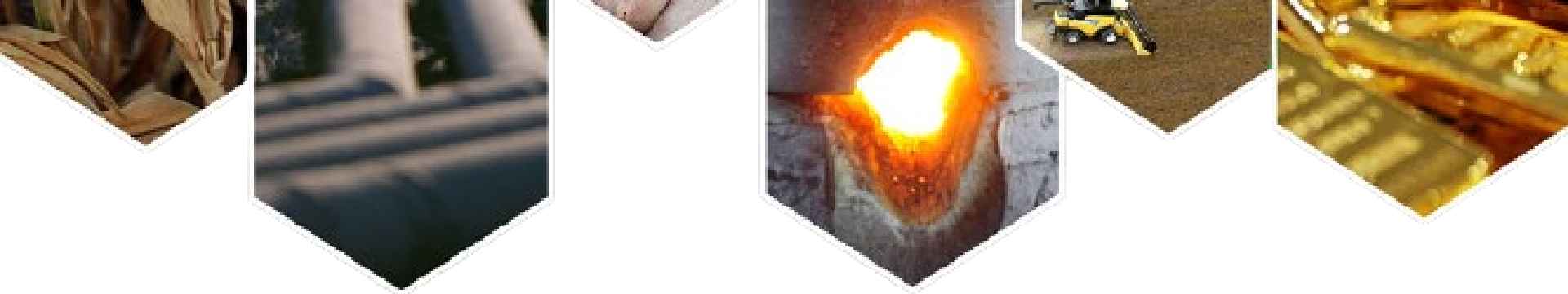
Business Situation (contd.)

- Contract management was a manual process, consolidating all the information of the determined contract and generate the legal contract, took lot of time leading to delays
- open Contract information is manual, and producer doesn't get the complete information on time
- complete Coffee Purchase Process (Procure to Pay cycle) is manual and led to many human errors

Making the Search for Partner

With global partner and big team, the response time was very sluggish and this led to many delays. Customer wanted to have a partner that had experience of similar implementations, could deliver faster and at same point understand and offer customized scalable design & solution.





The Solution

To address the situation and waiting for months for global player to give solution the customer decided to admit BaffleSol Technologies, established in August 2016, after thorough evaluation and discussions.

The Benefits

Through the implementation of Microsoft Dynamics AX, customer has realized the following benefits:

- automated solution which GST information and update the identified people in customer system
- system to map all the warehouses / shipments and ports , and show the complete information for warehouse capacity
- system for complete Contract cycle where all documents can be managed digitally including the digital signature with the integration between Dynamics and Certisign





The Benefits

- system that gives producer complete information to check all the open contracts with the defined parameter to define next steps
- help business to have better control on purchase cycle start from bidding to final payment and better transparency for warehouse and inventory





Client Profile – 3

Our Customer is a complete post-harvest management services for agricultural commodities. They have pan-India footprint of more than 500 warehouses across 15 states, and storage capacity of more than 3.5 million metric tonne for a wide range of commodities. Their solutions include commodity handling and collateral management services for producers, processors, corporate houses and financial institutions.

Business Situation

Our client was on Microsoft Dynamics, but struggled to have following implemented –

- sales E-Invoice GST data update, along with invoicing was a manual process given they had many processes making it difficult to implement
- struggled to manage grain warehouse capacity, load utilization which as of now was happening manually





Making the Search for Partner

Customer wanted to have a partner that had experience of similar implementations, could deliver faster and at same point understand and offer customized scalable design & solution in less team and at same time can provide support over weekends

The Solution

To address the situation customer decided to give opportunity to BaffleSol Technologies, established in August 2016, after thorough evaluation and process related discussions

The Benefits

Through the proper customization & implementation of Microsoft Dynamics AX, customer has realized the following benefits:

- automation using solution of rate card customization which calculate the Sales Value based on peak stock





- warehouse management was automated and load utilization was made available in the system

Client Profile – 4

Our Customer is the global supplier of agricultural-based liquid solutions with the resources, service, technical support and collaborative culture to understand and meet their needs through products and solutions that help them thrive, not just survive. Our client is committed to providing the agricultural industry with world class service and the best available molasses-based products

Business Situation

Our client using Microsoft Dynamics, but struggled to have following implemented –

- customer was looking for partner to support the servers , installations related to AX system
- pre-payment for customers was managed manually and interest calculation on advance payment was also managed manually





Making the Search for Partner

Customer wanted to have a partner that had experience of similar implementations, could deliver faster and at same point understand and offer customized scalable design & solution in less team and at same time can provide support over weekends

The Solution

To address the situation customer decided to give opportunity to BaffleSol Technologies, established in August 2016, after thorough evaluation and process related discussions

The Benefits

Through the proper customization & implementation of Microsoft Dynamics AX, customer has realized the following benefits:

- support for AX System related to Infra , security , data backup , changes in the current Supply chain management system of dairy products
- customization in AX system to calculate the advance payment and interest





About Microsoft Dynamics

With over 22,000 organizations using it to manage their day-to-day operations, Microsoft Dynamics is Microsoft's flagship global Enterprise Resource Planning software system. Designed to work like and work with the broader Microsoft technology stack, Microsoft Dynamics provides industry-focused solutions for six key industries, and offers comprehensive functionality that spans Financial Management, Project Management & Accounting, Supply Chain Management, Customer Relationship Management, and Human Capital Management.

For more information, please visit: <https://www.bafflesol.com/Microsoft-Dynamics-implementation>

Contact Info: info@bafflesol.com or siddharth.sharma@bafflesol.com





Thank You!

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