



Business Value Of Microsoft Dynamics 365 for Asset Management Companies

Delivering Business Transformation Today



Microsoft
Dynamics 365



MAISON
CONSULTING & SOLUTIONS
Your ERP/CRM Partner

Our Relevant References



MaisonConsulting.com



Maison & Dynamics 365 for Finance & Operations



Microsoft AppSource



Office 365

Power BI

Cortana
Intelligence

Azure IoT

Maison & Dynamics 365 for Finance & Operations

Variable
expense
calculation

Daily accruals

Inquiry for
NAV
historical

Budget
Planning

Budgeting
Controlling

Financials

Compliance
& Audit

Procurement

Bidding &
Tendering

Inventory &
Warehousing

Human
Resource
Management

Payroll
Processing

Project
Accounting

Application Platform (PowerApps, Power BI Embedded, Flow) & Common Data Model

Azure

MaisonConsulting.com



Maison's Solution for Customer Engagement



Marketing

- *Campaign Management*
- *Marketing Budget Management*
- *Campaign Budget Management*
- *Activities Management*

Sales Management

- *Lead Creation & Auto Assignment*
- *Lead Assignment To Different Branch OR IC*
- *Sales Pipeline Management*
- *Goals Management*
- *Lead Assignment Queues Management*
- *Lead Notification*
- *Cold Calling*

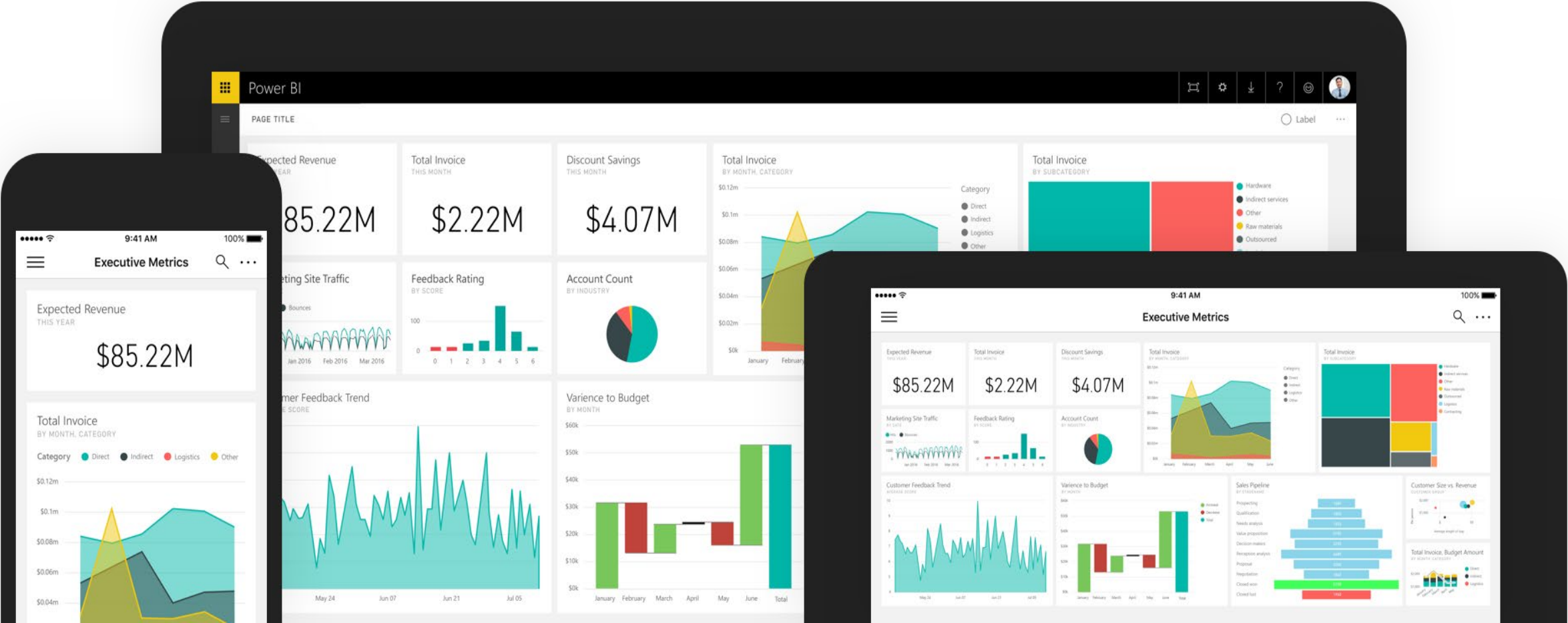
Service Management

- *Complaint Creation & Auto Assignment*
- *Escalation Management*
- *Survey Management*
- *Categories and Sub Categories Management*
- *Web Email & SMS Management*
- *Lead Notification*
- *Mystery Shopping*
- *Customer Management*
 - *Account Balance*
 - *Customer Transactions*
 - *Certificates*

IVR Integration

- *Telephony Integrated with following solutions.*
 - *Avaya IP Phone*
 - *Asterisk IP Phone*

Business Intelligence & Apps



Business Intelligence & Apps

EXPENSE
TABULAR

Expense Detail Business Unit and Cost Center Wise			
Business Unit	Cost Center	Name	Amount
Business Lunch - Auto Moto	Al Sanbok Outside Catering Services	DEPRECIATION - BUILDINGS & LEASEHOLD IMPROV	512,701 SAR
		DEPRECIATION - FURNITURE, FIXTURES & OFFICE EQUIP	110,966 SAR
		DEPRECIATION - MACHINERY AND EQUIPMENTS	79,957 SAR
		DEPRECIATION - VEHICLES	142,528 SAR
		FOOD PURCHASE - Outlets	2,080 SAR
		INSURANCE EXPENSE - PUBLIC LIABILITY	294 SAR
		REPAIRS & MAINT - OFFICE AND OTHERS	100 SAR
		Total	848,626 SAR
		Total	848,626 SAR
Business Lunch - Hugayet	Al Sanbok Outside Catering Services	DEPRECIATION - FURNITURE, FIXTURES & OFFICE EQUIP	4,911 SAR
		DEPRECIATION - MACHINERY AND EQUIPMENTS	2,225 SAR
		RENT - RESTAURANTS	15,666 SAR
		REPAIRS & MAINT - KITCHEN EQUIPMENTS	200 SAR
		Total	23,002 SAR
Caravella Central Kitchen	La Caravella	BANK CHARGES	140 SAR
		BONUS AND INCENTIVES	10,901 SAR

- Business Unit
- ☐ Business Lunch - Auto Moto
 - ☐ Business Lunch - Hugayet
 - ☐ Caravella Central Kitchen
 - ☐ Caravella Dammam
 - ☐ Caravella Hyper Panda
 - ☐ Caravella Jubail
 - ☐ Caravella Oper & Mktg
 - ☐ Caravella Rashid Mall
 - ☐ Castle Park
 - ☐ Castle Restaurants
 - ☐ FHS Corp Office
 - ☐ Gulf Mahmal Housing Co...
 - ☐ Head Office
 - ☐ KTM-Main
 - ☐ LaGondola Hasa
 - ☐ LaGondola Khobar
 - ☐ Operations
 - ☐ Outdoor Functions – Khob...
 - ☐ Outdoor Functions – Riyadh
 - ☐ Pastry Section

- Cost Center
- ☐ Al Khobar Tech
 - ☐ Al Sanbok Outside Catering Servi...
 - ☐ Al Sanbok Restaurant
 - ☐ Castle Park
 - ☐ FHS Holding Company
 - ☐ Head Office
 - ☐ La Caravella
 - ☐ La Gondola -Khobar
 - ☐ Operations
 - ☐ Restaurants Laundry Services

Year

- ☒ 2016
- ☐ 2015

Month

- ☐ January
- ☐ February
- ☐ March
- ☐ April
- ☐ May
- ☐ June
- ☐ July
- ☐ August
- ☐ September
- ☐ October
- ☐ November
- ☐ December

Expenses By Business Unit			
Business Unit	YTD EXPENSES▲	PYTD EXPENSES	Net Change
Chick House		162,206	1.00
Business Lunch - Hugayet	413	22,589	0.98
Castle Restaurants	623	328,492	1.00
Caravella Jubail	4,493	-Infinity	-Infinity
Caravella Oper & Mktg	12,136	897,814	0.99
Caravella Central Kitchen	72,936	303,208	0.76
LaGondola Hasa	233,395	-Infinity	-Infinity
Castle Park	251,558	2,495,824	0.90
Business Lunch - Auto Moto	282,500	566,126	0.50

Expenses By Cost Center			
Cost Center	YTD EXPENSES▼	PYTD EXPENSES	Net Change
FHS Holding Company	19,767,391	8,665,748	-1.28
Operations	11,762,982	20,609,135	0.43
Al Sanbok Outside Catering Services	9,536,007	23,963,082	0.60
Head Office	9,151,073	17,051,087	0.46
Al Sanbok Restaurant	7,123,973	13,898,351	0.49
La Caravella	5,097,265	9,102,275	0.44
La Gondola -Khobar	4,169,623	7,787,305	0.46
Al Khobar Tech	633,461	892,938	0.29
Castle Park	252,181	2,824,663	0.91
Restaurants Laundry Services	231,147	-Infinity	-Infinity

Benefits Summary

Extremely
User
Friendly

Seamless
Integration

Lower TCO

Great Business Intelligence

Easily
Extendable