QUISITIVE™

Transform
Your Business

Explore **Leading Technology Solutions**
and **Expert Services** from Quisitive

From Strategy to Execution We Have
Your Digital Transformation Covered!

Modern companies need complete business systems that work together to boost productivity and transform the entire organization. Quisitive offers expertise and industry know-how to help build your roadmap to success.

Proven Business Technologies that Drive Performance Across the Entire Organization

Our Business Applications Group is your one-stop-shop for proven technologies built to address your unique business challenges. As certified experts in leading systems, we help companies like yours to streamline processes, unite business units, and equip teams with the modern systems needed to **get ahead of the competition**.

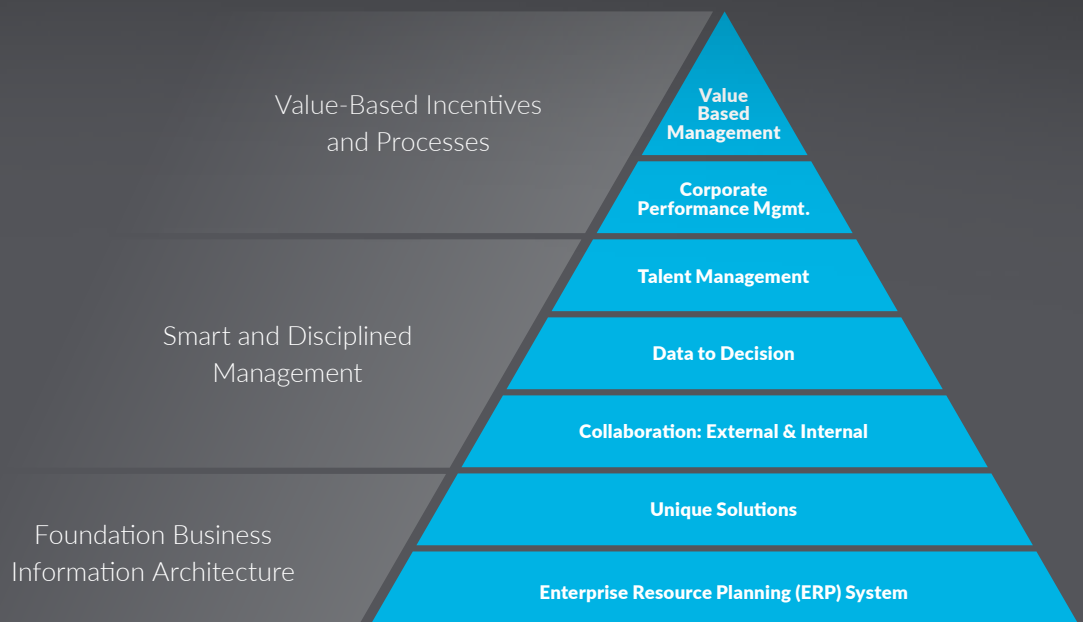## Unparalleled Expertise to Guide You

Our highly tenured team of business, finance and technology professionals, and more than 4,000 clients worldwide, Quisitive's Business Applications Group is the perfect partner to guide you through all stages of your business technology transformation — **from planning, implementation, integration, support and training**.

"Quisitive is an expert team, equipped with cutting edge tools and the financial expertise needed to make projects like this a complete success."

EVAN BROWN
Chief Financial Officer, Carmanah Technologies

Using our proven **Level 7 Framework**™, we work to form long-lasting relationships with our clients so we can build success — **across the entire company**.

Value-Based Incentives and Processes

Smart and Disciplined Management

Foundation Business Information Architecture

Value Based Management

Corporate Performance Mgmt.

Talent Management

Data to Decision

Collaboration: External & Internal

Unique Solutions

Enterprise Resource Planning (ERP) System

Your Partner for
Microsoft Business Solutions

With extensive vertical experience across customer relationship management, finance, marketing, human resources and enterprise resource planning, Quisitive Business Applications Group brings **complete support for core Dynamics technologies**.

- Dynamics 365 Business Central
- Dynamics 365 for Finance & Operations
- Dynamics 365 for Sales & Marketing
- Dynamics 365 for Customer Service
- Dynamics 365 for Talent
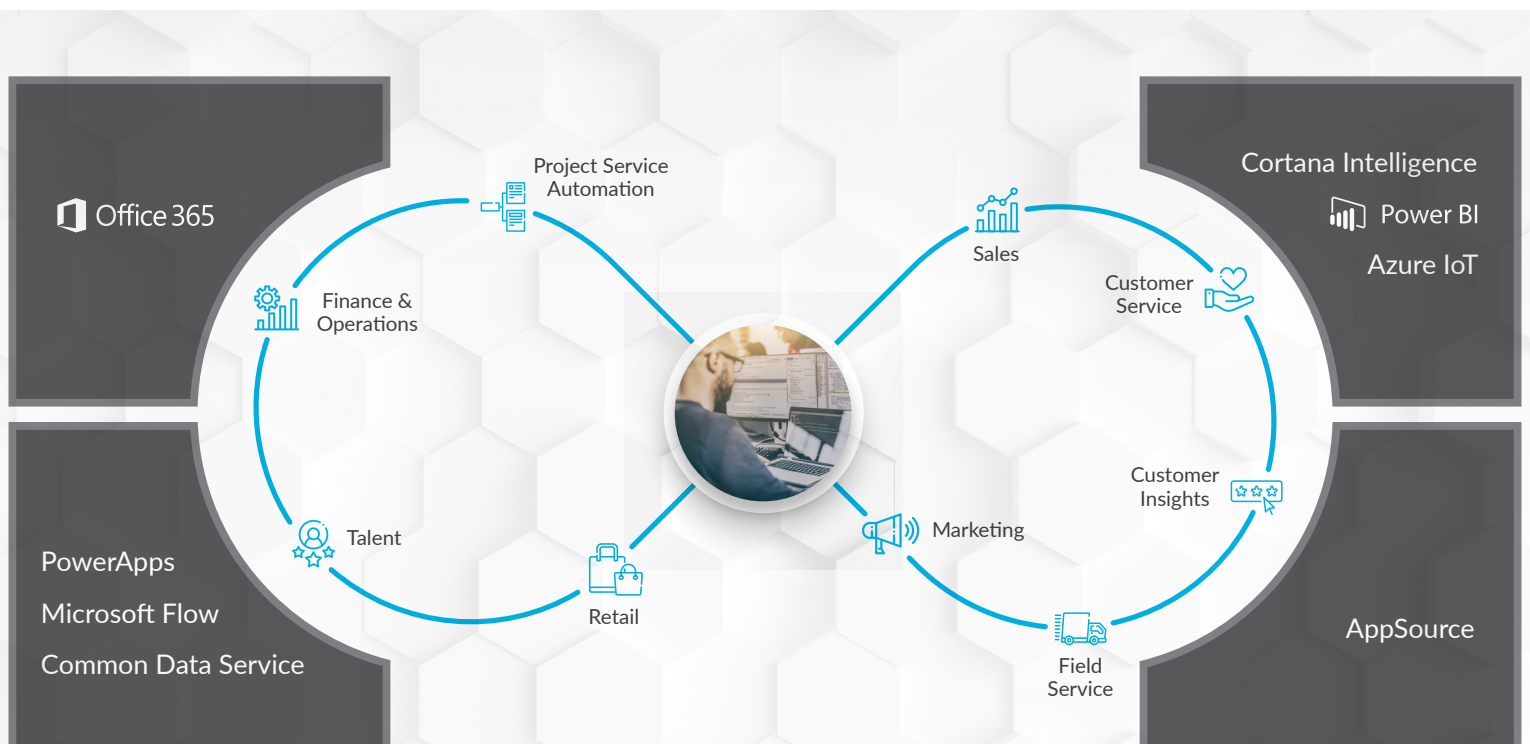- Dynamics GP, SL, AX & NAV
- Dynamics CRM

Microsoft Partner
Microsoft

Advanced Specialization
Modernization of Web Applications
in Microsoft Azure

Plus expert support for all of your Microsoft business systems:

- M365
- SharePoint
- Teams
- PowerApps
- Power Automate

- Common Data Service
- Power BI
- SQL Server
- Azure

Office 365

PowerApps
Microsoft Flow
Common Data Service

Project Service Automation

Finance & Operations

Talent

Retail

Marketing

Sales

Customer Service

Customer Insights

Field Service

Cortana Intelligence

Power BI

Azure IoT

AppSource

Enterprise Resource Planning

Grow Beyond Your Basic Accounting Software to World Class ERP with Microsoft Dynamics

More than just accounting software, Microsoft Dynamics offers trusted enterprise resource planning solutions that help businesses gain greater control over financials, inventory, and operations. Get up and running quickly with a solution that is flexible, configurable, and designed to grow with you.

- Dynamics GP
- Dynamics SL
- Dynamics AX
- Dynamics NAV
- Dynamics 365 for Finance & Operations

Quisitive's **Business Applications Group** has been delivering world-class ERP to our clients with Dynamics. Our team of experienced accountants, MBA's, business solutions consultants, data specialists, and technical developers lend practical knowledge to ensure client success.

Your Partner for Everything Dynamics

- Expert implementation & setup
- Smooth upgrade planning and testing
- Timely support and quick answers to your questions
- Remote, classroom or online training options
- Customizations, integrations and third-party solution recommendations
- Knowledgeable process consulting re-engineering and guidance

Supercharge Your Dynamics GP System with Leading Add-On Solutions

Used by more than 4000 companies worldwide, our Business Applications add-ons for Dynamics GP offer easy-to-use tools that help tackle common data and setup challenges faced by GP users.

- Do you need to consolidate multiple GP entities?
- Have you outgrown your current GP chart of accounts?
- Need to combine multiple companies in Dynamics GP?
- Wish you could re-format your GP account framework?
- Do you want help maintaining your GP Analytical Accounting Module?

We have an Add-On for that!

GRG Changer

CRG Changer™ allows you to change, merge and combine your codes and data in GP, ensuring your business management system operates at optimum efficiency.

Company Combiner

Easily consolidate multiple GP companies into one with CRG Company Combiner™.

AA Tools

AA Tools™ were designed to help maximize your investment in Microsoft Dynamics GP by facilitating the setup and ongoing maintenance of GP Analytical Accounting™.

Re-Formatter

Re-Formatter™ is the only tool available that allows you to seamlessly reformat your GP account framework.

PA Cubes

PA Cubes™ provide easy-to-use, pre-built analysis services cubes that deliver analysis-ready data on your Dynamics GP Project Accounting module.

Merger Series

CRG Merger Series™ allows you to merge orders or invoices, from the same customer, in order to streamline your sales order processing.

Complete Business **Transformation**

Digitally Transform Your Business with Dynamics 365

Microsoft has removed the complexity of CRM and ERP systems by creating modern, modular business applications that work together on a single platform, giving organizations the flexibility to adopt technology when the need it to improve business outcomes.

Give your business what it needs to succeed with Dynamics 365

Make Better Decisions
Improve business outcomes using data-driven insights and recommendations

Build Customer Relationships
Create more meaningful engagement with a comprehensive customer view

Operate More Efficiently
Automate and optimize everyday tasks using AI-driven workflows

Sales

Prioritize the right prospects, build relationships, and increase sales.

Marketing

Target the right buyers, run multi-channel campaigns, and increase sales-ready leads.

Talent

Hire top talent, set employees up for success, and improve HR management.

Business Central

Manage your finances, sales, service, and operations with an all-in-one solution for businesses outgrowing accounting software.

Service

Help your agents and technicians exceed customer expectations.

Finance & Operations

Connect and optimize your back-office, retail, and supply chain operations.

Use Data and Intelligence to Power **Digital Transformation**

Engage Customers and Build Relationships

Fundamentally reimagine how you engage with customers — create personalized marketing, sales, and service experiences using data and intelligence to improve everyinteraction.

Optimize Operations

Improve service, drive efficiency, and reduce costs with intelligence and prescriptive guidance infused throughout your business processes.

Empower Employees

Attract, hire, and engage the best talent and unleash them to do their best work with data and insights surfaced right where they work.

Transform Products and Services

Use data as strategic asset — identify new market opportunities, produce innovative products, and create exceptional customer experiences with a comprehensive view of your customers and operations.

Analysts recognize Dynamics 365 as a leader among business applications

Forrester positions Microsoft as a leader in their new Forrester Wave: Sales Force Automation Solutions report.

Nucleus Research recognizes Microsoft Dynamics 365 as a leader in their Enterprise Resource Planning (ERP) Technology Value Matrix.

Gartner once again positions Microsoft in the Leaders Quadrant in the 2018 Magic Quadrant for CRM Customer Engagement Center report.

Get even more from your Dynamics applications with **PowerApps** and **Power Automate**

PowerApps

ACT

Build custom apps in hours - not months - that connect to your existing data and systems to help solve your specific process and business challenges.

Power Automate

AUTOMATE

Construct automated workflows in minutes across hundreds of popular apps and services — no coding required. (Formerly known as Microsoft Flow)
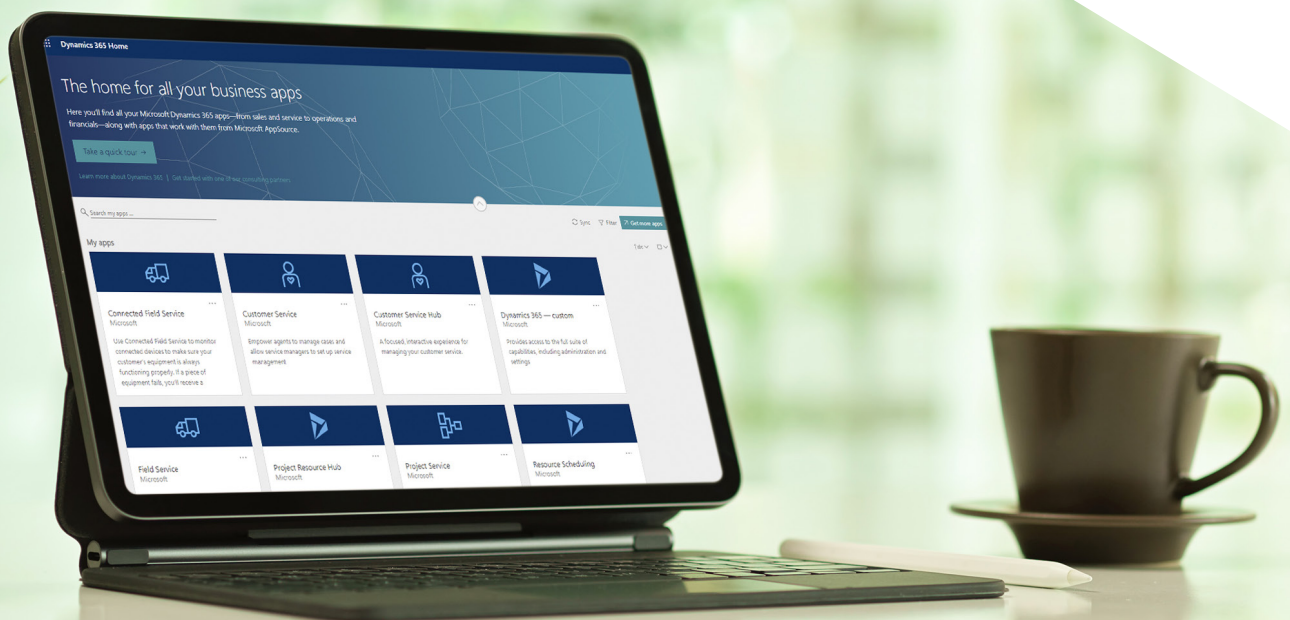
Customer Service,
Sales & Marketing

Deliver Outstanding Customer Service and Boost Marketing & Sales With Dynamics CRM + Dynamics 365

Quisitive Business Applications Group helps companies in all industries engage customers, members, donors and stakeholders and empower sales and marketing. Our trusted methodology, supported by industry-leading Microsoft Solutions, helps clients facilitate the tracking of vital customer, sales, and marketing activities.

- Understand client needs to optimize service
- Enrich customer interactions & communications
- Reduce customer response times
- Empower sales & marketing teams with centralized data, automation & nurturing
- Track the entire customer journey – from prospect to client

Quisitive's team of CRM experts is here to help you choose the right solution and suit your needs now and as you grow. We help companies leverage Dynamics technology to foster leads, make better decisions, and adopt more quickly to changing customer or member needs.

Why Should You Be Using a CRM System?

CRM solutions increase your profitability by streamlining administrative processes in your sales, marketing, and service divisions, and letting you focus on building and maintaining the customer relationships that matter.

A strong CRM solution is a multifaceted platform where everything crucial to developing, improving, and retaining your customer relationships is centralized in one place . Without the support of an integrated CRM solution, you may miss growth opportunities and lose revenue because you're not optimizing your operating processes or making the most of your customer relationships or sales leads.

CRM

Microsoft
Dynamics

365

Microsoft
Dynamics

MARKETING: Improve your customers' journeys

Generate multichannel market campaigns, nurture sales-ready leads, and align your sales and marketing teams with planning and tracking tools that integrate with your existing apps and services.

SALES: Empower your sellers

Go beyond sales force automation to better understand customer needs, engage more effectively, and win more deals. Sell smarter with embedded insights, foster relationships, boost productivity, accelerate sales performance, and innovate with a modern and adaptable platform.

CUSTOMER SERVICE: Deliver amazing service through any channel

Deliver guided, intelligent service and support on any channel with a unique ability to work with your existing systems. Empower customers and agents with the tools they need to ensure quick and accurate resolution, every time.

Budgeting, Planning & Corporate Performance Management

Boost Financial Planning & Analysis for Better Decision Making

Quisitive's unparalleled expertise in budgeting, planning & analysis software that will meet your exact needs.

Fuel Measurable Business Results

- Understand the key drivers of productivity in your organization
- Eliminate manual processes & wasted time
- Boost the accurate of financial & operational planning
- Establish and track KPI's & metrics that drive performance
- Rely on timely scorecards & dashboards
- Enable access to key planning data from anywhere
- Remove business silos for a complete view of management, financial & operational performance

With leading systems designed to suit any company size or budget, Quisitive can work with you to eliminate Excel-based budgeting and transform how your company plans.

- Budgeting & planning
- Profitability modeling
- Financial consolidation
- Management & financial reporting
- Predictive analytics

"Quisitive helped us to develop a very flexible planning, budgeting and reporting and business intelligence platform which covers our three sports teams and planning of major entertainment events."

DAVID PORTER
Vice President, Finance, OSEG

Board

Recognized by Gartner® and with over 3,000 customers worldwide, **Board is the #1 decision-making platform** offering budgeting, forecasting, scorecards, & advanced analytics for any size business.

Adaptive Insights

Recognized by Gartner® as a leader in corporate performance management solutions, Adaptive Insights offers **complete cloud-based budgeting & corporate performance management** for medium to large-sized businesses.

Rapidstart

Easy and affordable budgeting, forecasting, & reporting for small to medium-sized businesses looking to eliminate the chaos of spreadsheets. Starting at just US $3,150 per year.

IDU

Recognized by Gartner® as one of the top 25 Corporate Planning Applications in their Gartner market guide, idu-Concept is the perfect system for organizations looking for **powerful, enterprise-level budgeting & planning**.

Data Transformation, Business Intelligence & Dashboards

Go from Data to Insights in Minutes with Power BI and Tableau

Power BI

Microsoft has been recognized as a leader in the Gartner Magic Quadrant for Analytics and Business Intelligence Platforms for over a decade. Power BI delivers on easy, affordable and mind-blowing data visualization platform to transform to help your company go from insight to action.

Tableau is a global leader in rapid-fire business intelligence software. It lets you analyze any structured data to produce powerful data visualizations such as charts, graphs, dashboards and reports within minutes.
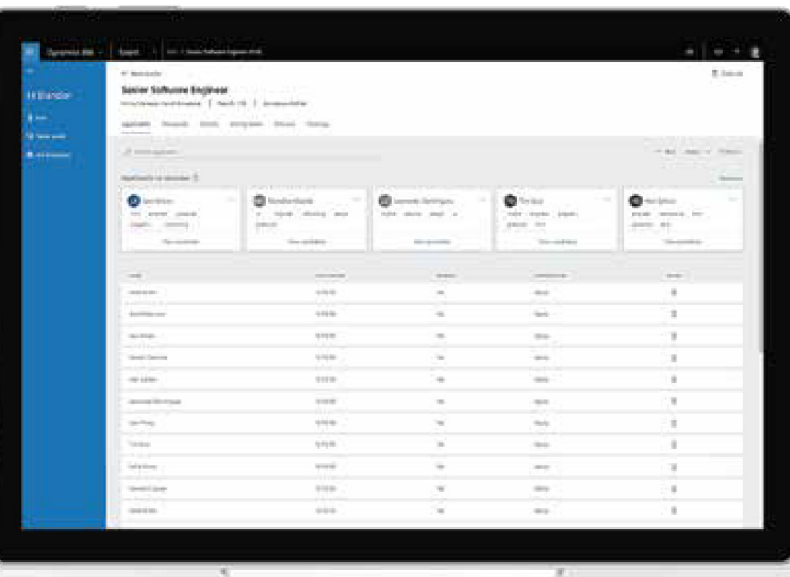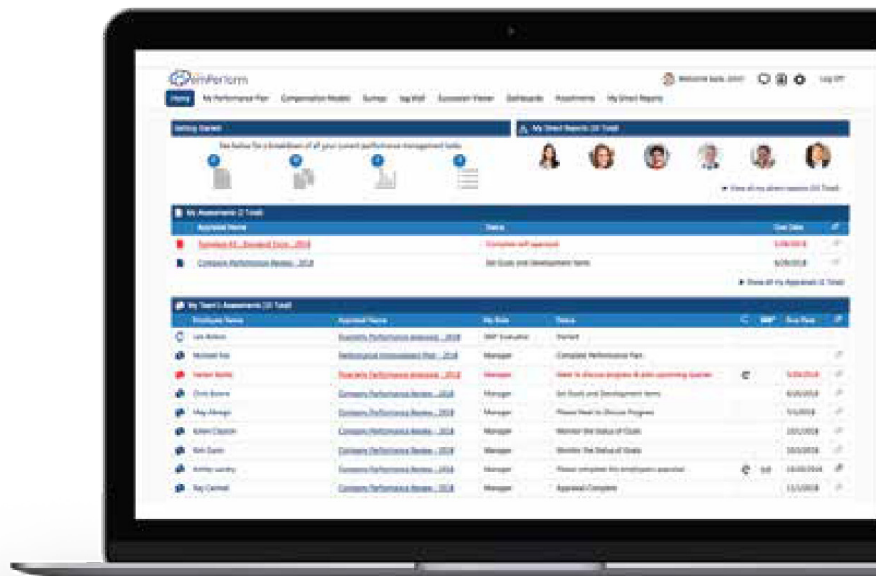
Attract, Align, Develop & Retain a World-Class Workforce

People determine the success of your business. Every customer interaction, company initiative, innovation and decision relies on the skillset and focus of your company's talent-base. Quisitive Business Applications Group can help you build and grow effective human capital and talent processes that will attract, align, develop and grow your organization's greatest asset-people.

CRG emPerform™

Our award-winning employee performance management software, emPerform, has been helping companies automate and streamline vital performance management tasks: performance reviews, feedback, 360 assessments, succession planning & compensation management.

Microsoft Dynamics 365 for Talent

Attract top talent, onboard for success, and manage core HR tasks so you can build high-performing teams that are always connected.

Recruit | Onboard | Core HR

We are committed to client satisfaction and success at every stage of digital evolution

With Quisitive, you can be confident that you'll receive personal support and expert guidance at every stage. We employ world-class implementation and project methodologies, coupled with extensive consulting expertise to ensure you realize success.
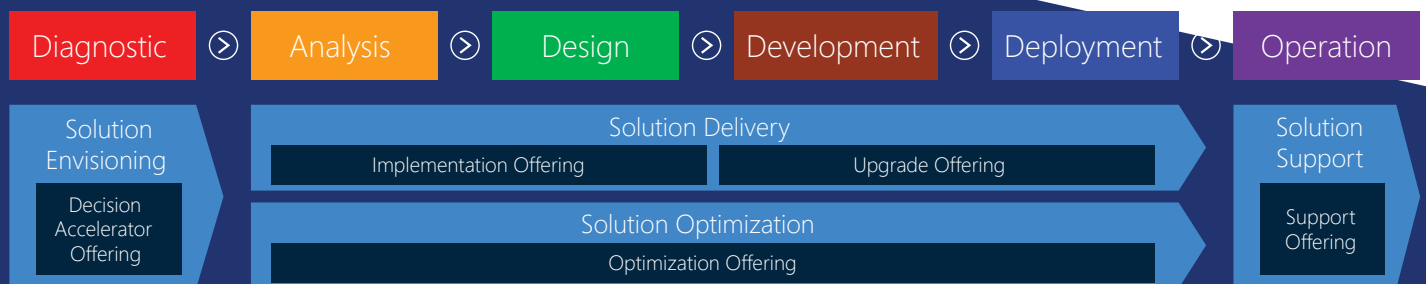
Consulting Services

Few solution providers are able to provide end-to-end services for business consulting and technology enablement. Our team of cross-funcational experts offers a one-stop shop for business process diagnosis and engineering, as well as technology planning and deployment across the entire enterprise.

- Digital transformation assessment & strategy
- Strategy & corporate planning
- Shared services & value-based management
- Executive compensation & leadership assessments
- Executive dashboards & management reporting

- Activity-based costing
- Solution diagnosis
- System upgrades & migration
- Data warehousing and intelligence
- Data and system integrations

Microsoft SureStep™ Methodology — Leaving No Stone Unturned

Our solution design and implementation teams are certified in the Microsoft Dynamics SureStep Methodology. This proven approach to projects means faster implementation times and increased satisfaction for clients. Following SureStep's stages, we are able to work with you to mitigate risks, ensure all key people and technology factors are considered, and that we can deliver according to timelines and budgets.

Diagnostic	Analysis	Design	Development	Deployment	Operation

Solution Envisioning	Solution Delivery		Solution Support
Decision Accelerator Offering	Implementation Offering	Upgrade Offering	Support Offering
	Solution Optimization		
	Optimization Offering		

Business Process Maps

Scalable Workflows

ROI Business Case

Role Guidance

Project Plan & WBS

Environment Specification

Microsoft Dynamics SureStep

Mitigate Risks

Improve Consistency & Predictability

Increase Agility

The Latest Tools and Technologies for Collaboration

We use the latest Microsoft technology like SharePoint and Teams to provide client and project documentation, planning and collaboration at every step. This ensures our customers, partners and teams can easily share relevant information.

Turning Users into Experts: Training That Suits Your Needs

Our goal is to provide you and your team with the knowledge and tools you need in order to maximize your organization's technology investment.

Custom Training Solutions

Quisitive Business Applications Group is happy to design and present custom, hands-on training program for your company's business and/or technical users. Custom training sessions are designed to suit your unique needs.

QUISITIVE ™

"Quisitive has an expert team, equipped with the know-how and technology to take companies into the future."

LAURIE CAIRNS
CPA, CHRL — Executive Director, Corporate Services
Canadian Paralympic Committee

Get Started Today

QUISITIVE.COM
ASK@QUISITIVE.COM