



# Soluzione

absolute solutions for your business



[www.solzit.com](http://www.solzit.com)



A vertical photograph of the Space Shuttle Discovery during its ascent. The shuttle is white with black and orange markings, including the NASA logo and the words "United States" and "Discovery". It is attached to a large orange external tank and two white solid rocket boosters. Bright flames and white smoke are visible at the base of the boosters. To the left of the shuttle is a tall, white, lattice-like service structure. The background is a clear blue sky with some light clouds.

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ABOUT US



# We Are Soluzione.

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We are leading IT developers who can help businesses from all types of industries modernize into the latest information age. We have successfully engineered solutions to help build business flows, sales automation, customer service management, data migration, integration and lot more..

FEELLO!



# Mission and Vision



## Mission

"Deliver best of breed technology solutions while providing the right mix of business consulting and technical expertise."

## Vision



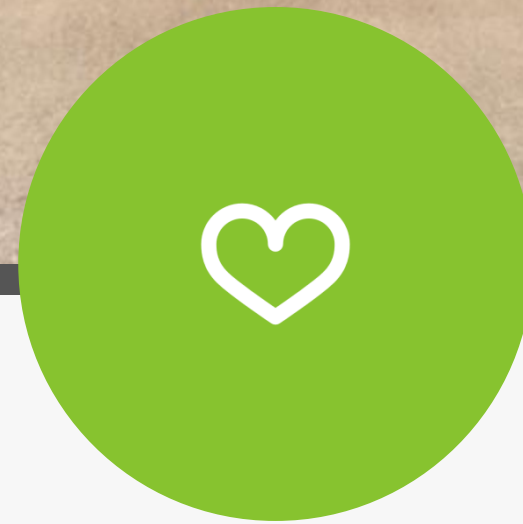
"Be trusted advisor of our customers and become a leading technology solutions provider in the global marketplace."





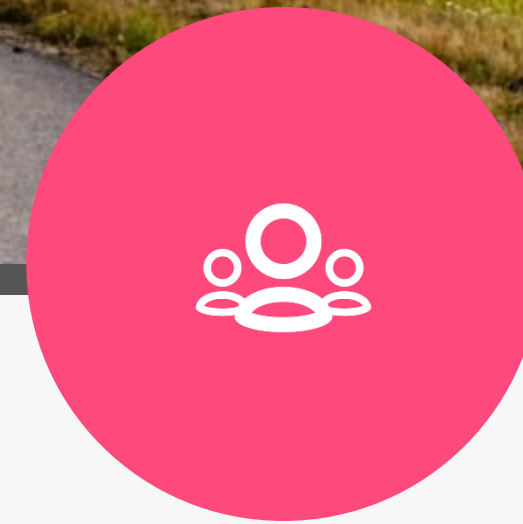
## Innovation

Provide cutting edge world leading innovative solutions for our customers



## Transparency & Integrity

Ensure complete transparency and integrity in whatever we do



## People-Centric

Never forget we are providing solution for the people, by the people.

# Our History

*Journey so far*

**2011**

## Start

A dream takes shape and Soluzione is born

**2014**

## Enhance Capability

Soluzione not only offers built-to-suit technology enabled solutions but starts building industry frameworks

**2017-18**

## Focus on Quality

ISO Certifications  
First CRM App on AppSource

## Global

Acquired global customers (Europe, North America, Canada & Australia) across multiple industry verticals

**2012-13**

## Award

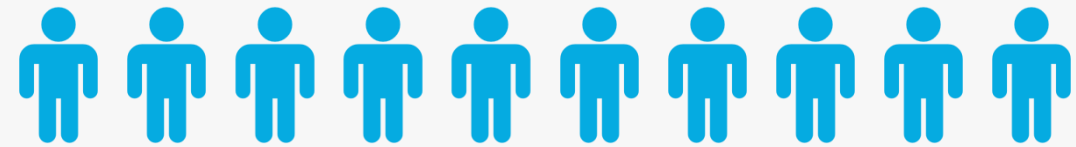
State Government allocates 1 Acre land in Technology Park to Soluzione for developing world class facility

**2015**

# Our Members

*Current Core Team Distribution*

Business Analyst & Leads



05

CRM Developers



15

Application Developers



10

Digital Services



05

Quality Assurance



04





OUR CREDENTIALS



# Microsoft Partnership



**Microsoft** Partner



# Quality Focus

*We believe in "Kaizen"*



## ISO 9001:2015

Consistently provide products and services that meet customer's requirement and satisfaction levels



## ISO 20000-1:2015

Management System standard for Software & Product Development and other IT enabled services



## ISO 27001:2013

Establishing, implementing, maintaining and continually improving an information security management system within the organization.

01

02

03



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## CRM COMPETENCY





# CRM

## Development

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Soluzione's CRM development services leverages the strong & flexible platform capabilities of **Microsoft Dynamics 365**. We optimize and automate various processes ranging from Sales, Marketing & Customer services to Project Services and beyond.

Our offering caters to both large enterprises and mid-sized organizations. We've learned from working with numerous customers what it takes to make a CRM implementation successful.



# Dynamics 365 Services

Installation & Administration

1

2

Customization & Development

Migration & Upgrade

3

4

XRM & 3<sup>rd</sup> Party Integration

Automation Testing

5





# Dynamics 365 Apps

## Sales

We help you go beyond Sales force automation (SFA) with Dynamics 365 for Sales to better understand customer needs, engage more effectively, and win more deals.

## Marketing

We help you connect sales and marketing, automate processes, nurture more sales-ready leads by moving beyond basic email marketing using Microsoft Dynamics 365 for Marketing.

## Customer Service

We help you elevate your customer service with Microsoft Dynamics 365 for Customer Service.

## Field Service

We help you to automate and overcome your field servicing nightmares using Microsoft Dynamics 365 for Field Service.

## Project Service

We help you increase profitability of your projects through predictable project outcomes using Microsoft Dynamics 365 for Project Service.



# Dynamics 365 CRM: Managed **Services**

*Managed services for your Microsoft Dynamics CRM*

## Get more out of your D365 CRM

Our services are designed with your present and future needs in mind, ensuring that your business functions optimally while leveraging existing investments.



APPLICATION MAINTENANCE



VERSION UPGRADE & DATA MIGRATION



PERFORMANCE TUNING & OPTIMIZATION



RESOURCE AUGMENTATION

# Technology Expertise

*Dynamics CRM and complementing technology expertise*





# Dynamics 365 CRM: Add-Ons

*Add-ons for your Dynamics CRM ensuring last mile productivity and efficiency.*



## Activity Timeline

View customer interactions in an integrated & interactive vertical timeline manner.



## SendinBlue Connector

Seamless connect your Dynamics 365 and SendinBlue and get all your marketing data synced.

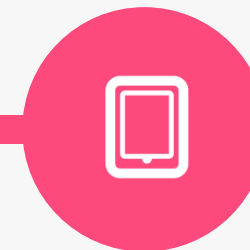


## Digital Signature

Affordable e-signature solution that allows business users to send, sign, and track any documents without ever leaving Dynamics CRM.

## AutoCounter

Personalised Auto Counter for your CRM that can be applied to multiple customized entities



## Xero/MYOB Connector

Attain easy and smooth two-way integration between Dynamics 365 CRM and Xero/MYOB



## SMS Adapter

Send text messages to Contacts, Accounts or Leads right from Dynamics CRM





# Dynamics 365 CRM: Industry Frameworks

*Industry accelerators with best practices to speed up your deployment*

Education Business Management

Care Service Providers

Financial Advisory

Direct Marketing



# Industry Framework: Education

*Discover true 360 degree view of your educational institute*



## Education Business Management

SolzEBM is a unique student management system that automates all your vital processes across functions of an educational institute e.g. [student recruitment](#), [academic operations](#), [finance](#), [compliance](#) and [reporting](#).

SolzEBM being based on Dynamics CRM is way beyond the traditional student management software in market. It brings the flexibility and the architecture to evolve into a true "[Student Centric](#)" institute.



# Industry Framework: Care Service Providers

*Enabling to deliver high quality care*



## Care Service Provider

Health Care Service Providers such as (Personal Supporter, Alzheimer and Dementia Supporter, Attender etc.) play a vital role in our society. Care providers are experiencing a changing market be it maintaining data, managing compliance, certifications, time tracking and keeping up the performance of care giving.

SolzCare is a framework built of Dynamics 365 CRM and aims at addressing such key issues of care providers. The solution enables them to **comprehensively maintain records of customer, care workers, undertake care assessment, reviews and risk assessments, care funding and easy compliance reporting.**



# Industry Framework: Financial Advisory

*Grow your advisory business with SolzFPM*



## CRM for Financial Advisors

Personal connect is at the core of any financial advisory practice and directly impact the growth of your firm. This is where CRM comes to rescue and can address these issues while empowering financial advisors to scale their business.

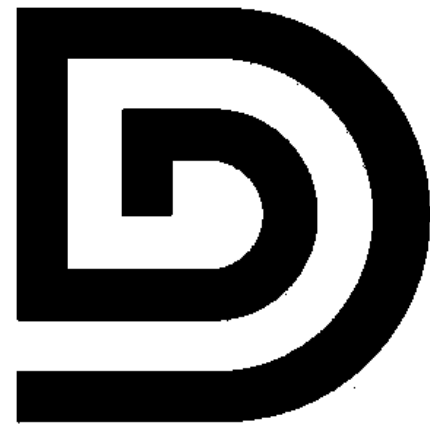
SolzFPM is a framework built around Dynamics 365 CRM that can truly help individual advisors, and advisor firms to take the customer engagement and automation to the next level while increasing the productivity and efficiency.

The solution enables them to manage [Accounts & Contacts](#), [Customer Engagement Activities](#), [Sales Automation](#), [Financial Planning Questionnaire](#), [Financial Data](#), [Provide Statement of Advice](#), [Tasks](#) and much more..



# Industry Framework: Direct Marketing

*Redefine your leaflet distribution and printing business*



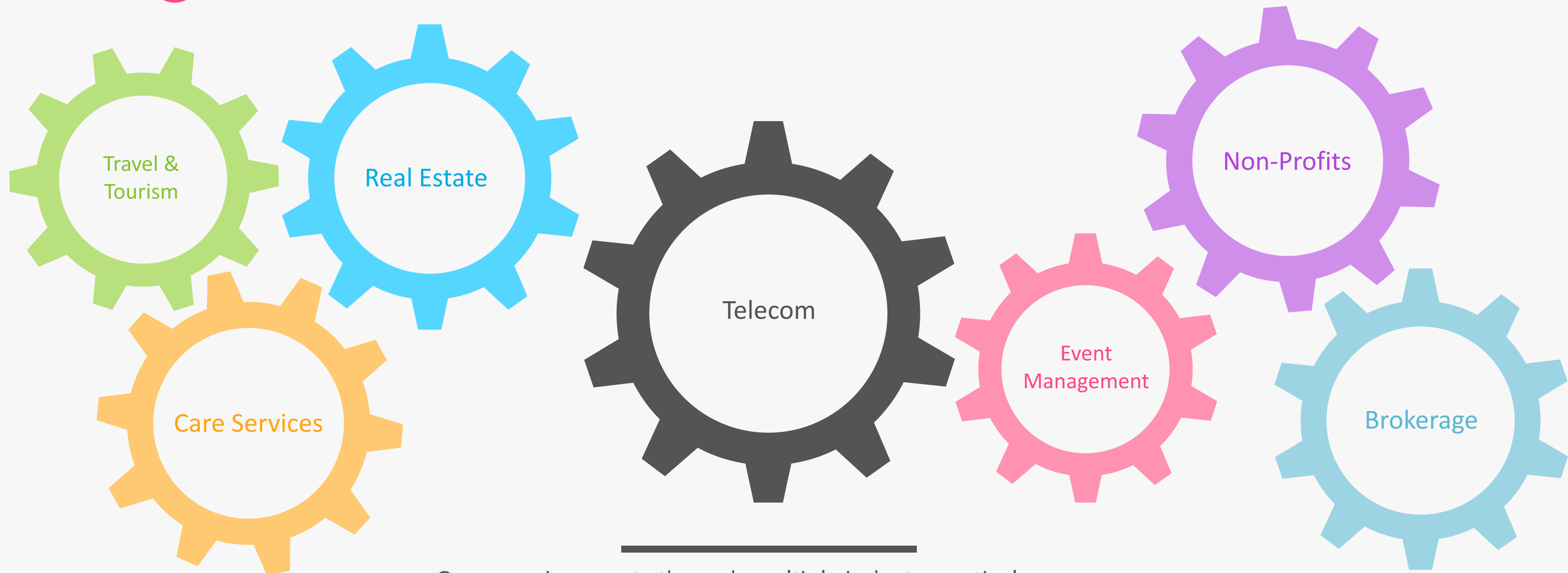
## CRM for Leaflet Distribution

This solution is for companies that distribute brochure, pamphlets, leaflets, letter boxing material or other direct marketing material for their customers. Customer acquisition, planning, accuracy, efficiency and the ability to prove performance are key.

Our Dynamics 365 CRM based solution brings [Sales, Marketing, Finance, HR, Shift Management, Supervisors & Crew Members connect on a Single Platform](#), which enables easy data sharing, efficiency and automation and great insight into your. The solution enables them to manage.



# Industry Experience



Our experience cuts through multiple industry verticals across large enterprises and mid-sized organizations



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CUSTOMERS LOVE US







# Customer Gallery

*Some of our showcase customers for Dynamics 365 CRM*



# Renodis Telecom, USA

*A full life cycle telecom management company*



**Ted Hanson**

*IT Director, Renodis Telecom, US*

## Voice of Customer

"We have been working with Soluzione for 5 years, from initial implementation through accommodating constant business-driven changes in our systems and multiple major software upgrades to support the unique set of services Renodis provides our clients. In my long career of systems development, consulting and management, I cannot think of a better and more responsive partner to work with. We appreciate the long-term relationship, exceptional results and trust that Soluzione has built with Renodis"



<http://www.renodis.com>



Minneapolis, USA

## Soluzione Services

*Dynamics CRM Configuration & Customization*



*BI Dashboards & SSRS Reports*



*XRM & 3<sup>rd</sup> Party Services*



*Microsoft Dynamics Portals*





# Priority Funding Pty Ltd, Australia

*A financial brokerage company servicing both dealers and clients*



**David Prior**

*Managing Director, Priority Funding, Australia*

## Voice of Customer

"Priority Funding Corporation Pty Ltd has been working closely with Soluzione IT Services since early 2015, where the executive team strategized and implemented significant CRM and Website changes to our organization. The friendly team took their time to understand the nuances of our business, offered innovative solutions, and once a plan was established, were extremely efficient with their execution."



<http://priorityfunding.com.au>



Brisbane, Australia

## Soluzione Services

### *Dynamics CRM Platform Migration*



### *Dynamics CRM Configuration & Customization*



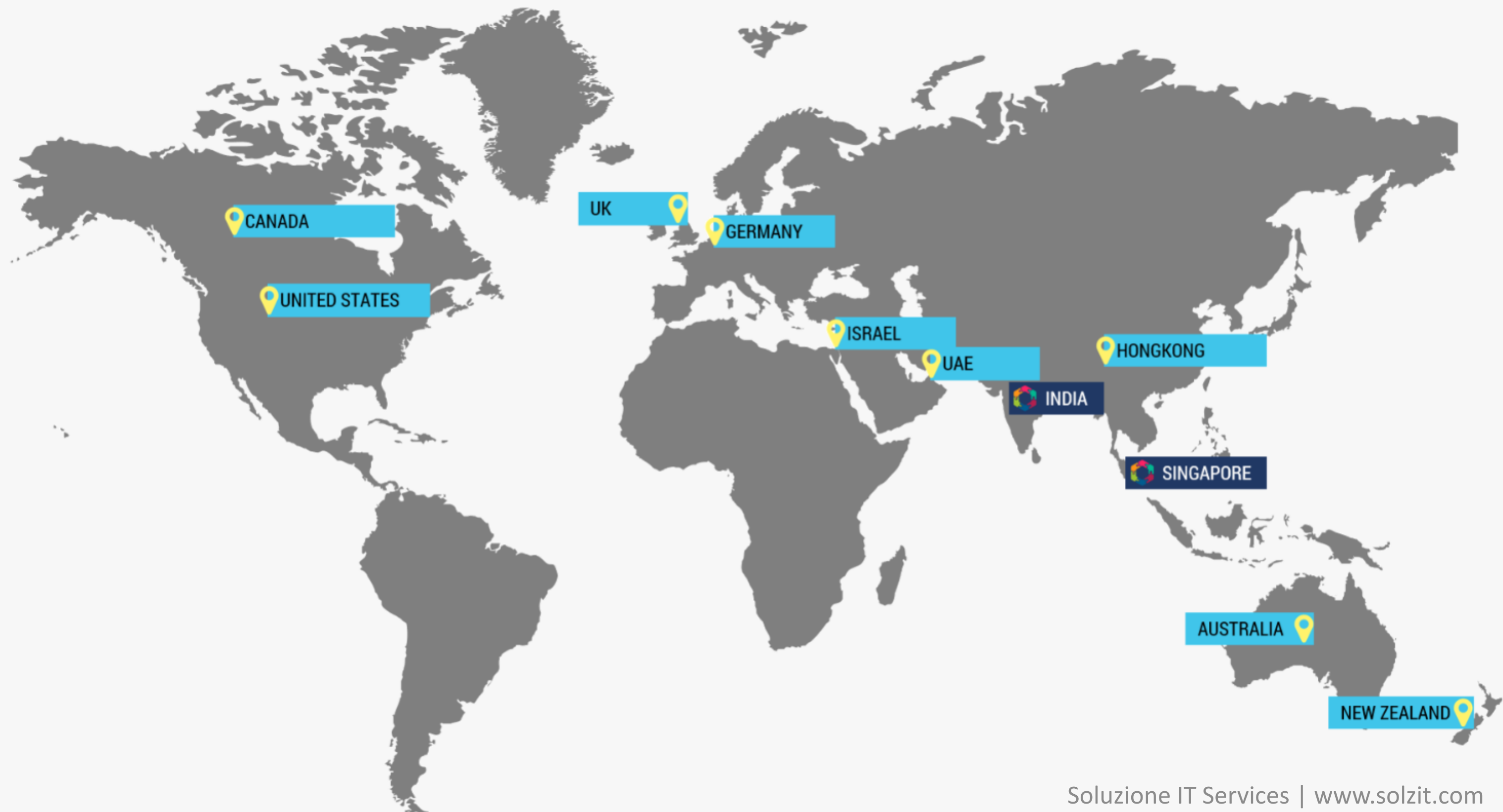
### *XRM & 3<sup>rd</sup> Party Services*



### *SSRS Reports*

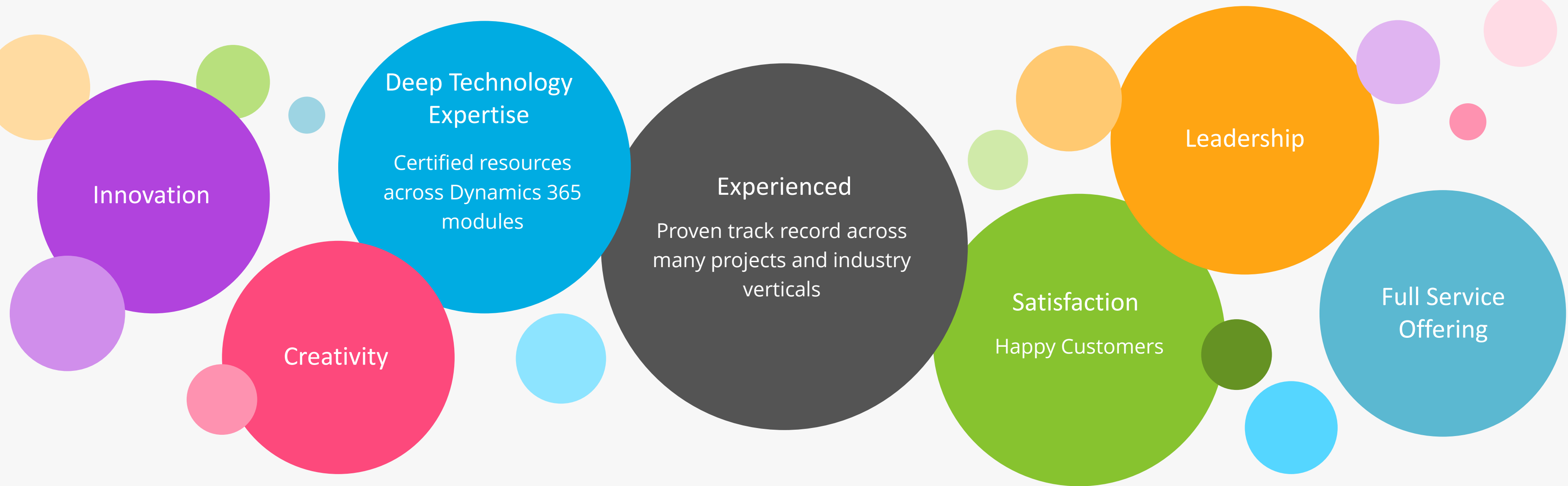


# Global Customer Footprint





# Key Takeaways



We are Microsoft Gold Partners with deep expertise in Dynamics 365 CRM and other cutting edge Microsoft technologies.



# THANK YOU

## Contact Us!



E2/286 Arera Colony Bhopal, India

10 Anson Road # 22-02 International Plaza, Singapore

3/100 Harris Street, Pyrmont NSW 2009, Australia



+91 755 2440086, +1 800 6388930, +61 5376 36783



info@solzit.com



www.solzit.com