

Aviate Technologies

# Power Learn Academy Partner Success Story

Aviate Technologies is an IT services and consulting company that specializes in moving manufacturers to the Microsoft Cloud stack. Aviate successfully placed a functional consultant from DCG's Power Learn Academy into their project team to advance their services and lower the cost of delivery for client projects.

**With the help of their Power Learn functional consultant, Aviate was able to achieve the following for one of their high-priority clients:**

- Analyze the client's systems and create a plan to customize their Microsoft solutions to their business methods
- Establish and document the Lead of Order sales process between D365 F&O and D365 CE Sales
- Develop dual-write application between F&O and Sales applications by creating custom maps that meet current and future needs
- Map fields and information from F&O into Dynamics 365 CRM to create plugins that enhance the user experience
- Collaborate with external third parties to create plugins and expedite invoice creation
- Create flows to extrapolate information from communication activities to eliminate re-work and increase time to completion
- Develop work queue system for several internal work groups to organize, maintain, and track activities, allowing the users to have a one-stop dashboard to complete all their tasks and for management to monitor what is happening in real time
- Help the company upgrade the dual-write application to the new Global Address Book module for F&O

## Why Aviate Chose Power Learn to Resource Their Project



Unbeatable resource rates created room for profit margin



Their Power Learn functional consultant had previous experience in the ERP space



After interviewing their functional consultant, Aviate was confident they could collaborate with clients

### Summary of Aviate's Success

Aviate was able to "wow" one of their high-priority clients and gain repeat business by leveraging a Power Learn Academy functional consultant capable of analyzing the client's systems and customizing their Microsoft solutions to their business methods.



**"[My functional consultant] had a lot of experience with ERP and manufacturing software, and I think that helped out a lot. We really didn't have to work at it."**

*Mark Blevins, President, Aviate Technologies*