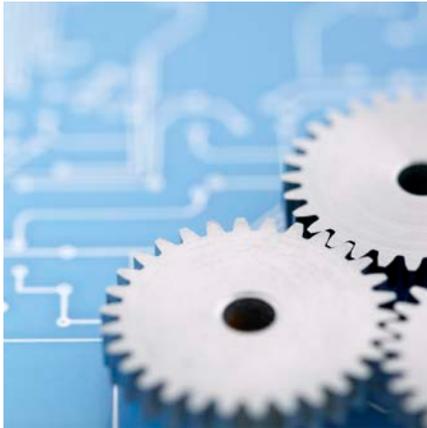




MICROSOFT DYNAMICS

DESIGN WIN & SAMPLES MANAGEMENT



For more information, pricing, or to request a demo, contact.

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Partner

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Learn More

armaninollp.com

With Armanino's Design Win & Samples Management Solution for Dynamics 365 Sales, companies can more easily manage complex Design Win processes from the initial design collaboration to final product delivery.

By using this solution companies can support the design win lifecycle - from samples management to design registration and through to Design Win and sales forecasting. Design Win and Samples Management for Microsoft Dynamics 365 Sales (and prior versions of Dynamics CRM) includes distributor and manufacturer rep portals that enable a seamless coordination between the production and distribution network. It also supports the ability to track and assign the right contract manufacturer (ODM) and end customer, often an OEM manufacturer. This solution is built upon the Microsoft Dynamics platform and can be integrated into any ERP to seamlessly in pull pricing and push out orders from closed opportunities.

Armanino's Design Win and Samples Management Solution for Microsoft Dynamics 365, supports:

- Design registration process
- Project, program, sales opportunity, rebate and samples management
- Ship and debit contract management
- Design-in and Design-win workflows and business processes
- Complex pricing for RFQ's that may require volume based and time based pricing scenarios
- Commissions and commission splits tracking
- Both marketing and production part numbers
- Visibility of all products, sales opportunities and distributor and manufacturer relationships on a single screen
- Ability to evaluate multiple distributors and select them for contracts or projects
- Advanced analytic reports and dashboards for Design Win management, wins/ losses and post design win forecasting

With Armanino's Design Win and Samples Management Solution for Microsoft Dynamics 365 manufacturers gain the insight and tools necessary to transform customer requirements into proven designs and winning proposals. Use this solution to:

- Streamline and automate business processes throughout the design win and design registration lifecycle
- Increase visibility across the Design Win process, from start to finish
- Improved project coordination between sales, outside contractors, engineering, distributors and product marketing
- Create a centralized document repository for spec sheets, design sheets and similar documentation
- Support tight integration with any ERP to pull in pricing or push out orders

Features and Screenshots

Dashboards provide a consolidated view of the various aspects of the Design Win process, eliminating the needs to frantically search for information around Design Registrations, Projects, Sample Requests, and other key industry data elements.

Design Win

Active Design Registrations 2

Search for records

Registration Number	Customer	Distributor	Manufacturer/OE...	ODM	Quantity First Year...	Date Subr
985465	_Clorox				50,000	
	Abb Asea Brown Boveri Ltd	Abb Asea Brown Bov...	Abb Asea Brown Bov...	Abb Asea Brown Bov...		
PP-56411	BUTTERFLY LABS				10,000	
5551212	Cisco Systems	ARROW	Cisco Systems	APPLIED INDUSTRIA...	10,000	
DR-239478	Dell Inc.	Arrow Electronics	Dell Inc.	Sanmina-SCI Corpor...	750,000	
RN 455587	Dell Inc.	Avnet, Inc.	Dell Inc.	Sanmina-SCI Corpor...	275,000	

1 - 8 of 15

Active Sample Requests

Search for records

Sample Request #	Customer	Opportunity	Part Numt
SR9999	General Electric - Ft Worth		Supplies
SR48930	Arrow Electronics		Supplies
SR-2929	Honeywell		Supplies
SR23456	SanDisk		Supplies
SR1230	HP	S800E104	Supplies
SR1230	Medtronic	1682-Medtroni...	Supplies
SR120	Scott Electrocrafts, Inc.	TSW-106-08-T...	LTX Micr
SR 3888	HP		Supplies

1 - 8 of 19

Disti vs OEM vs Rebate Amounts

Active Rebates

Design Registrations by Applicant Type

Active Design Registrations

Active Projects

Search for records

Name	Customer
Server with new component	SanDisk
Lunar Landing Gear	Samsung
Medtronic Project	Medtronic
Rio De Janeiro	Medtronic
Pita-Skylake U	HP
Customer experience improvements	Hitachi Data Systems
Pebble Beach	GHI Golf Co.
SL12	General Electric - Ft Wor

1 - 8 of 20

Design Registration:

The Design Registration form provides the ability to manage the design registration process, associated products & Distributor/OEM/ODM relationships. In addition, this forms ties together the Design Registration with a related project and sales opportunity.

☰ Dynamics 365 Sales Design Registrations > DR 1234 >

+ NEW
🚫 DEACTIVATE
🗑️ DELETE
👤 ASSIGN
🔄 SHARE
🔒 SHARE SECURED FIELDS
✉️ EMAIL A LINK
⚙️ RUN WORKFLOW
▶️ START DIALOG
⬆️ ⬇️ ⬇️ ⬆️

DESIGN REGISTRATION : INFORMATION

DR 1234

Design Registration ID: DR 1234
Owner: * Kristopher Tu...
Registration Appro: Approved

GENERAL

<p>GENERAL</p> <p>Design Registration Number DR 1234</p> <p>Design Reg Applicant A C Spear Electric</p> <p>Applicant Type Distributor</p> <p>Project Medtronic Heart Device Project</p>	<p>Opportunity * 1682-Medtronic-Sercomm</p> <p>End Customer Medtronic</p> <p>Part Number 1 Ghz Processor</p>
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COMMISSION & EXPIRATION

Commission Instructions

Sample Request

The Design Win solution includes forms and processes to help streamline the sample request process, including automated approval routing and product management, and provides order fulfillment capabilities product setup when integrated with your back office ERP system.

Dynamics 365 | Sales | Sample Requests > SR1230

+ NEW DEACTIVATE DELETE ASSIGN SHARE SHARE SECURED FIELDS EMAIL A LINK RUN WORKFLOW START DIALOG

SAMPLE REQUEST : INFORMATION

SR1230

Requestor*
Kristopher Turek

REQUEST

Request Information

Sample Request Num	SR1230		
Customer	Medtronic	CRD	8/31/2017
Opportunity*	1682-Medtronic-Sercomm	Design Registration	--
Project	--	Revision	1
Quantity*	25		
Owner*	Kristopher Turek	Account Manager	--
Estimated Ship Date	--		

Address

Ship To --

Design Opportunity Management

As part of the design registration process, design opportunities can manage the associated sales cycle, keeping track of revenues and contacts associated with it and of contract manufacturers who will ultimately build the OEM's product.

Dynamics 365 | Sales | Opportunities > 1682-Medtronic-Ser... >

+ NEW CLOSE AS WON CLOSE AS LOST RECALCULATE OPPORTUN... FORM PROCESS ASSIGN EMAIL A LINK DELETE

OPPORTUNITY : DW-INFORMATION

1682-Medtronic-Sercomm

Status: In Progress | Owner*: Kristopher Turek | Est. Revenue: \$4,087,750.00 | Est. Close Date: 9/22/2017



Competitor* Intel

Opportunity Sales Stage (Completed in 30 minutes) **Finished**

Summary

Program Name*	1682-Medtronic-Sercomm	Pipeline Phase	1-Qualify
End Customer*	Medtronic	Design Stage	Architecture/Eval
Contact	Mike King	Probability (%)	100
Description	Corporate Account	Est. Close Date	9/22/2017
Territory	U.S. Western	Est. Revenue	\$4,087,750.00

Social Feed

POSTS ACTIVITIES NOTES

All | Add P... Add Ta...

Closed: 1682...
Actual Revenue \$4,087,750.00 Canceled by Kristopher Turek 7/7/2017

Program Details

Forecast Management

Provides the capability to incorporate forecasting specifically around design needs into the overall global manufacturing forecast of an organization.

OPPORTUNITY : DW-INFORMATION

1682-Medtronic-Sercomm

Status
In Progress

Owner
Kristopher Turek

Est. Revenue
\$4,087,750.00

Est. Close Date
9/22/2017



Competitor * Intel

Opportunity Sales Stage (Completed in 30 minutes) **Finished**

- Product Line Items
- Sample Requests/Design Registrations/Trip Reports
- Quotes
- Forecasts

Last Forecasted 7/3/2017

Name ↑	Forecast Date...	Customer	End Customer...	Distributor	Product ↑	Owner	Forecast Statu...	Opportunity
Medtronic - ADDISON	9/22/2017	Medtronic	Medtronic	ADDISON ELEC...	1 Ghz Processor	Kristopher Turek	Open	1682-Medtronic...
Medtronic - ADDISON	10/22/2017	Medtronic	Medtronic	ADDISON ELEC...	1 Ghz Processor	Kristopher Turek	Open	1682-Medtronic...

Account Management

In addition to core account management capabilities, the Design Win solution provides added benefits to view manufacturing back office information around POS, POA & Booked, Billed & Backlog.

Dynamics 365 Sales Accounts > Medtronic

NEW DEACTIVATE CONNECT ADD TO MARKETING LIST ASSIGN EMAIL A LINK DELETE FORM PROCESS

ACCOUNT : DESIGN WIN
Medtronic

Annual Revenue
\$16,900,000,000.00

No. of Employees
46,000

Owner
Kristopher Turek

Related Records

Opportunities

Program Name	End Cu:
Test	Medtrc
Test 4	Medtrc
Testing Opportunity	Medtrc
1682-Medtronic-Sercomm	Medtrc

Cases

Case Title ↑
No Case records found.

Quotes

Quote ID ↑	Quote Recipient
No Quote records found.	

Sample Requests

Sample Request Numb...	Customer	Opport
	Medtronic	Demo

Design Registration

Design Registration Number ↑
Demo

Orders

Name ↑
1682-Medtronic-Sercomm

Analytics

Enhanced analytic capabilities allow organizations to view complex year over year trends, forecasting pivots, territory analysis, forecast vs actuals, and other critical Design Win metrics.

About Armanino

Armanino works with growth-oriented companies to simplify customer data management and streamline business development processes. As one of the world's leading integrators of Microsoft Dynamics 365, we have the background and experience to integrate our product with virtually any business-critical system. In fact, our CPA roots give us exceptional credentials to synchronize your customer data with ERP and financial systems. At Armanino, we deliver the tools you need to focus on your customers and grow.