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MARCH - 2015

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PRICING, VALUATION AND RISK MANAGEMENT

CIO STORY™ MICROSOFT
Technology Special 2015
25 Most Powerful Microsoft Solution Providers



ARMANINO

Industry Solution Leader for High Tech & Life Sciences Manufacturing and Professional Services.



Tom Mescall
Partner-in-Charge

Microsoft clients are challenged with meeting their business growth goals by being smarter about how they utilize technology. Even today, companies have too many manual business processes that introduce inefficiencies and many inaccuracies, observes Tom Mescall, Partner-in-Charge, Consulting, Armanino. Armanino is dedicated to helping clients scale their businesses by using technology and then providing them with deep insights about their business with data they can easily access and share, to increase their ability to make better decisions.

Armanino's consulting experience in successfully implementing more than 1,000 deployments of cloud and on-premise solutions that improve transaction processing, order management, manufacturing, supply chain, finance, business intelligence, internal controls and data security illustrates how they support their fastest growing clients. The firm is a value-added reseller (VAR) and implementation partner for Microsoft Dynamics AX, Dynamics GP, Dynamics CRM, PowerBI, SharePoint and Office365. Utilizing the industry and business process experience they gained through these implementations, Armanino has a broad set of solutions that enhance the Microsoft Dynamics product lines, including:

- Dynamic InsightsSM
- Microsoft Dynamics AX for High Tech Industries' Certified for Microsoft Dynamics (CfMD) Supply Chain Interface
- Forecast Management Solution for Microsoft Dynamics CRM
- Revenue Recognition Solution for Microsoft Dynamics AX:
- Warranty Management & Product Repair Solution for Microsoft Dynamics CRM

Additionally, Armanino also provides modules on the Armanino Marketplace such as Design Win

for manufacturers, ePayables for Dynamics GP, and Stock Count Import for Dynamics GP. Our pre-built Integration Packs include: Dynamics GP to Coupa, Dynamics GP-Adaptive Insights, and Dynamics AX-Adaptive Insights.

Some of the solutions developed by Armanino have enabled enterprises to transform, enhance and optimize their business processes. Microsemi is such an example. Composed of 18+ companies, with global operations, including many manufacturing plants around the world, Microsemi offers the industry's most comprehensive portfolio of semiconductor solutions. Prior to selecting Microsoft Dynamics AX over Oracle and SAP, Microsemi managed all its finance and operations data on a homegrown system. Benefits achieved

- A lean IT department, spending less than one percent of its budget on maintaining Dynamics AX
- Runs Microsoft Dynamics AX as its single integrated corporate wide ERP solution on a SINGLE SQL database.
- Over a period of six years, systematic replacement of multiple instances of Oracle and SAP and other tier 2 and tier 3 systems in the more than 18 companies it has acquired.
- Becoming 90% self-sufficient at rolling the product out to new acquisitions with very little external help required.
- "Microsemi has chosen to align with Microsoft partners that are strong in our vertical space, like Armanino. These partners are working with us and almost ahead of us in developing solutions for our industry," said Jason Thorpe, Director of Enterprise Applications & Development at Microsemi.

Armanino provides an unparalleled level of expertise in On-Premise and Cloud Microsoft Dynamics ERP & CRM Solutions architecture and business consulting. Their team includes experienced industry experts, technology thought leaders, and former CFOs with extensive finance

backgrounds who understand the pain points the CFO Organization battles each day. Armanino leverages technology to create add-on solutions for Microsoft Dynamics to improve transaction processing, financial planning, consolidations, business intelligence, reporting, sales operations, internal controls, and data security.

The outlook for Armanino is very strong. They work with rapidly growing organizations to provide them the tools and business processes they need to scale to the next level. Because clients regard Armanino as a trusted advisor, their first engagements with Armanino turn into long-term business partnerships. Over the past four years, Armanino moved up from 33rd to the 5th largest VAR in the nation.

"Our favorite clients are those that we help get to the next level, whether they are expanding operations or expanding top-line revenue. These clients have recognized that growth comes from a solid strategy, executing and utilizing technology in more and better ways than they have in the past," says Tom Mescall.

**"Companies
 can scale their
 business by
 using technology
 and Armanino's
 insight for better
 decision making."**