MCA CONNECT

Drive Actionable Insights with Consolidated Data

Dag Calafell, III

The MCA Connect Difference

Global Reach

Think big. Act fast.

1k+
implementations

50+
countries

Industry Expertise

20+ years in complex manufacturing and supply chain

2023 US Winner
Microsoft Partner of the Year
Dynamics 365 Supply Chain

2023 US Finalist
Microsoft Partner of the Year
Automotive, Mobility and Transportation

2023 Global Finalist
Microsoft Partner of the Year
Dynamics 365 Supply Chain

End-to-End Capabilities

From strategy to execution to support

100% Microsoft

Latest innovations from a leading partner

13x
Microsoft Partner of the Year

Serving Customers End-to-End

Modern Platform Management

Proactive support, intelligent insights, and an optimized modern platform.

Business Strategy

Expert guidance delivering actionable insights, a path for continuous improvement, and P&L results.

Connected Applications

Execute against your strategic roadmap with Microsoft Business Application implementations and integrations.

Business Intelligence

Prediction and prescription with a connected enterprise powered by industry 4.0 capabilities.

Beat the Competition – Unlock the Value of Your Data

74%

Rely on legacy systems and spreadsheet[1]

3%

Can get answers in seconds[2]

50%

Cite data science resource shortage as hinderance to AI[3]

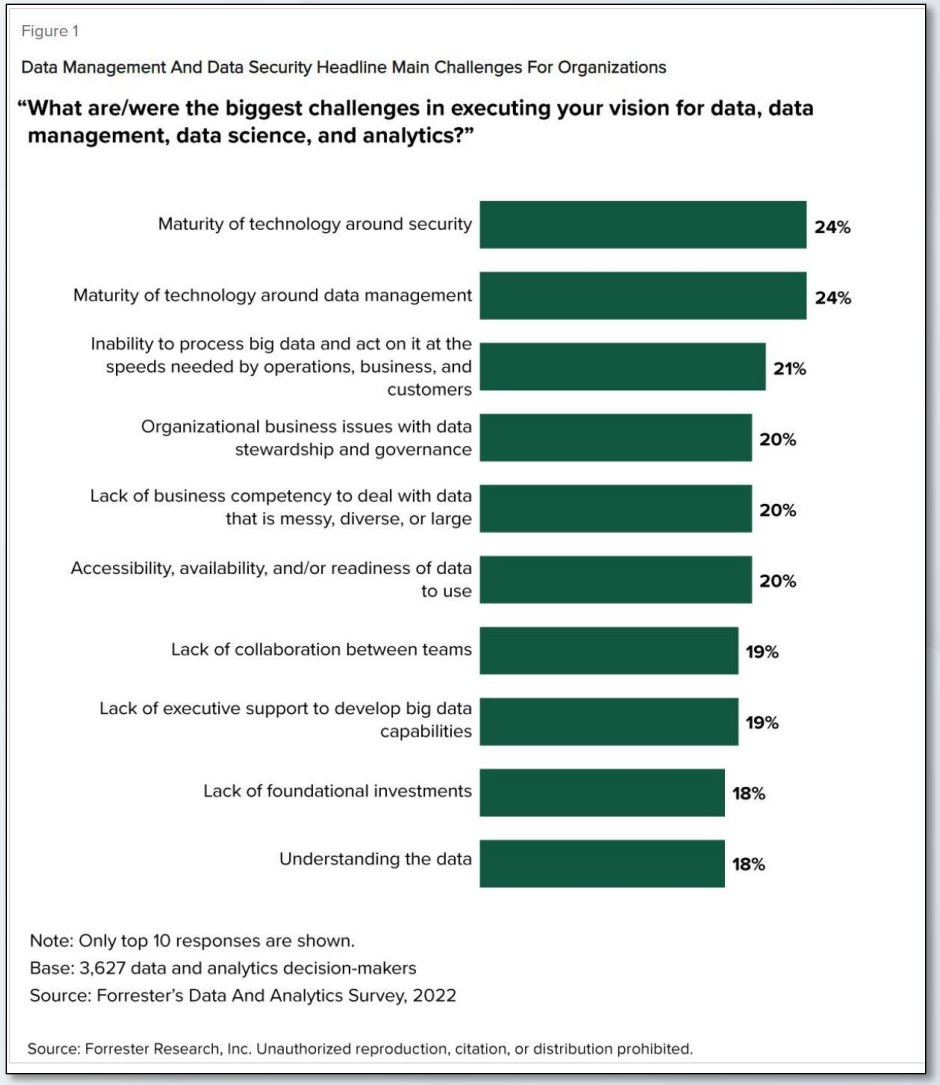
Advanced analytics can improve supply forecast accuracy by

20% to 60%

- Supply chain lessons from COVID-19

Most Companies only analyze 12% of their data

- Complexity, effort
  - Many sources
  - Many formats
- Where to start?



Data Analysis Needs

REPORT CATEGORY	INFORMATION REQUIRED
Executive Senior executives	Targeted reporting and analytics to support strategic decision making
Management Executives and senior managers	Targeted reporting to support management of the business
Statutory and regulatory External auditors and third parties	Specific reports to satisfy auditors, government, and third parties
Operational Managers and employees within specific areas of each business function	Business area-specific reports providing performance information

Data Analysis in Dynamics 365

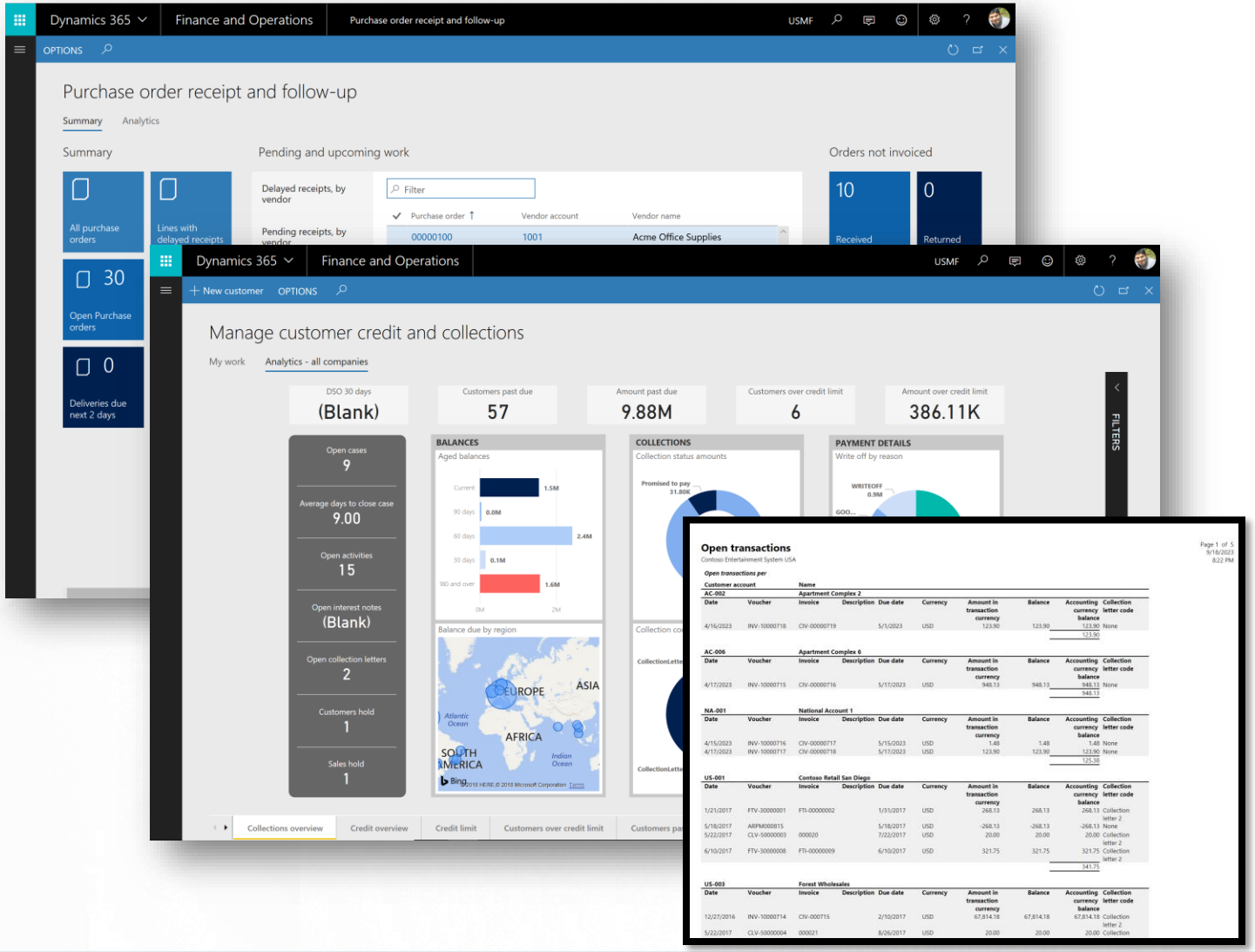
Operational, statutory, regulatory

- Embedded Dashboards
- Formatted Printouts
- Workspaces
- Lists
- Queues
- Saved Views
- Alerts
- Management Reporter

\+ Business Performance Planning

\+ Business Performance Analytics

\+ Microsoft Copilot



Data Enables AI

Microsoft 365

Bing Copilot

M365 Copilot

Teams Copilot

Outlook Copilot

Excel, Word, PowerPoint Copilot

Azure Capabilities

Azure OpenAI

Azure Cognitive Services

Azure Machine Learning

Azure AI Studio

AI Builder

Sales

Recap sales meetings

Craft customer emails

AI assisted record maint.

Live call coaching

Finance

Cash flow forecasting

Customer payment predictions

Intelligent budget proposals

Intelligent OCR for employee expenses and vendor invoices

Supply Chain

PO risk response

Demand forecasting

Planning optimization

Dynamics 365 Copilot

List not exhaustive

Data May Hinder AI Adoption

The best CEOs know that, while not glamorous, fixing data shortcomings is an essential priority for competitive advantage.

Overall data challenges for the organization

CEO decision-making in the age of AI, IBM | 3,000 CEOs from over 30 countries and 24 industries

Challenges

How do I connect my disconnected data?

What data do I need, which I don't collect today?

Reporting Needs

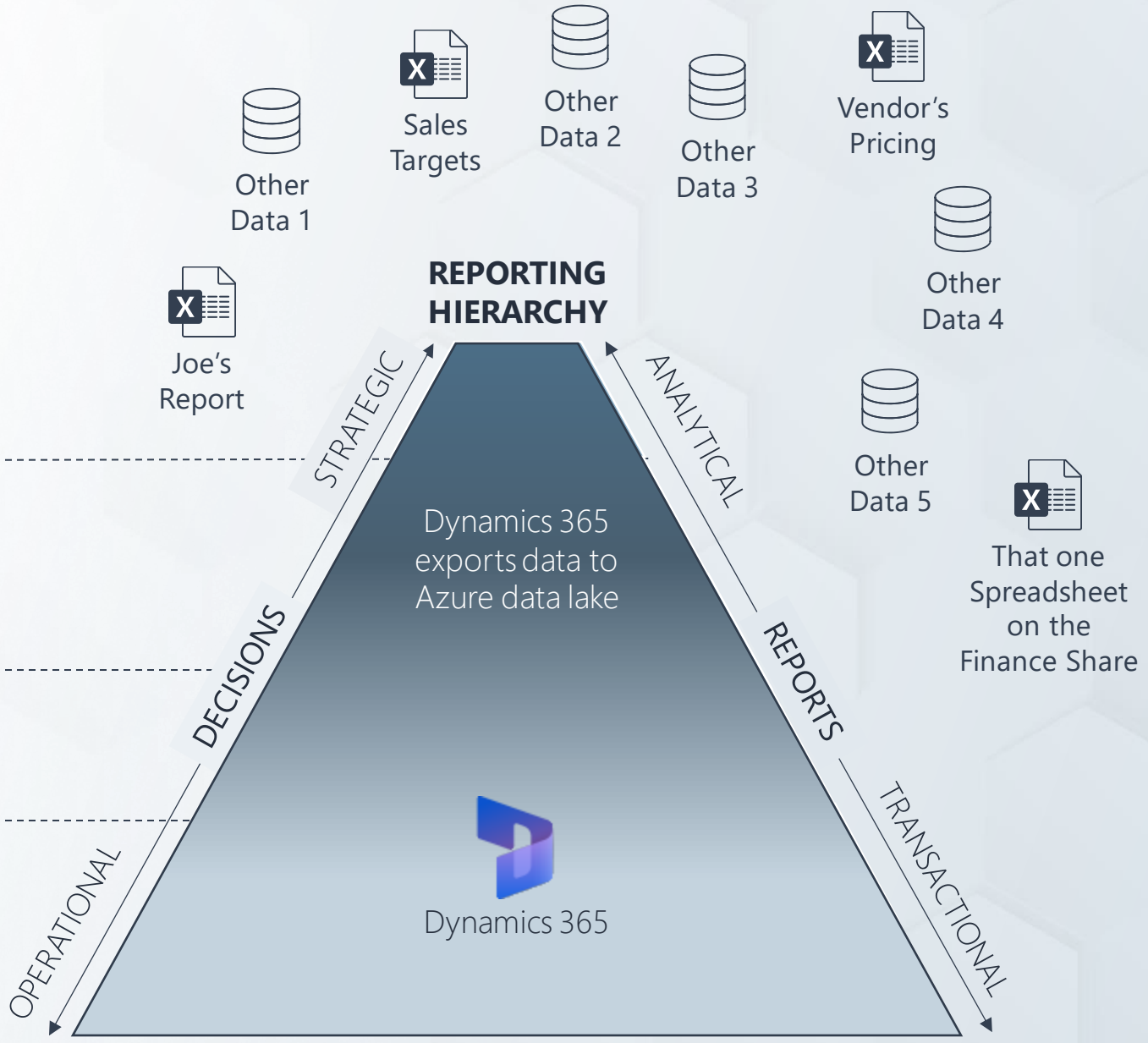
REPORT CATEGORY

Executive
Senior executives

Management
Executives and senior managers

Statutory and regulatory
External auditors and third parties

Operational
Managers and employees within specific areas of each business function



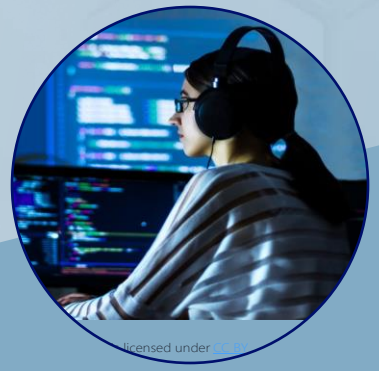
The Challenge with Data Collection

Individual
Personal Productivity

Team
Small-Team Productivity

Department
Complex Processes, Departmental Policies

Organization
Organization-Wide IT: Finance, Inventory, Projects



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OF USERS

LEVEL OF COMPLEXITY

The Challenge with Data Collection

Individual
Personal Productivity

Team
Small-Team Productivity

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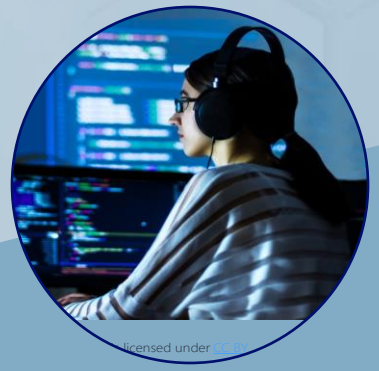
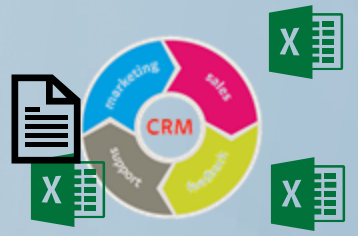


OF USERS

LEVEL OF COMPLEXITY



Microsoft Power Platform

The fastest way to collect or digitize the data you need.

Power Apps

for
web and mobile
application
development

Power Automate

for
process
or workflow
automation

Copilot Studio

for
chatbots and
conversational
agents

Power Pages

for
building secure,
data-centric
business websites

Power BI

for
data exploration,
analytics and
reporting

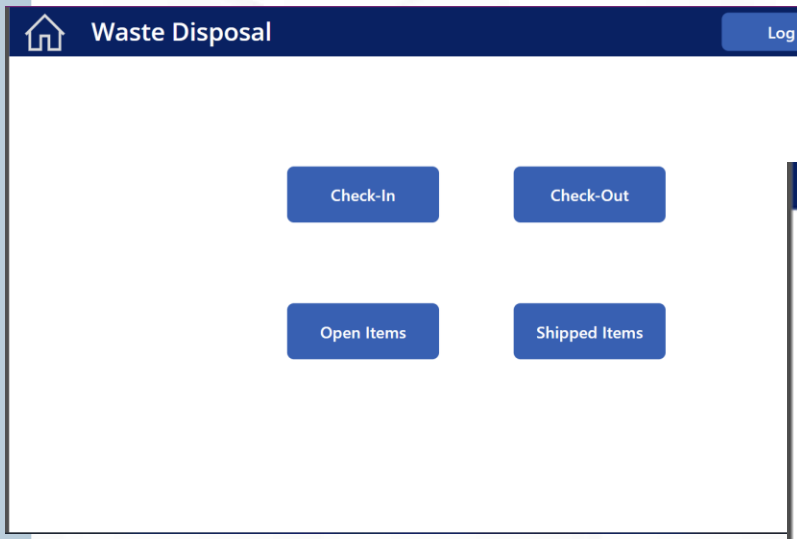
Data connectors

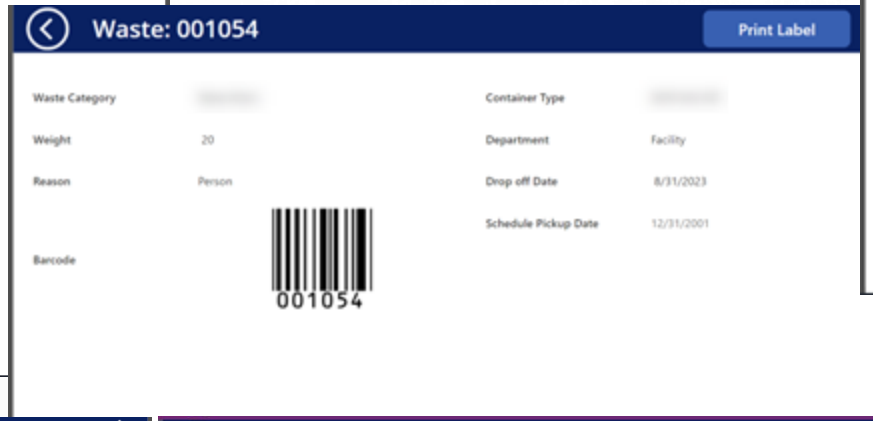
AI Builder

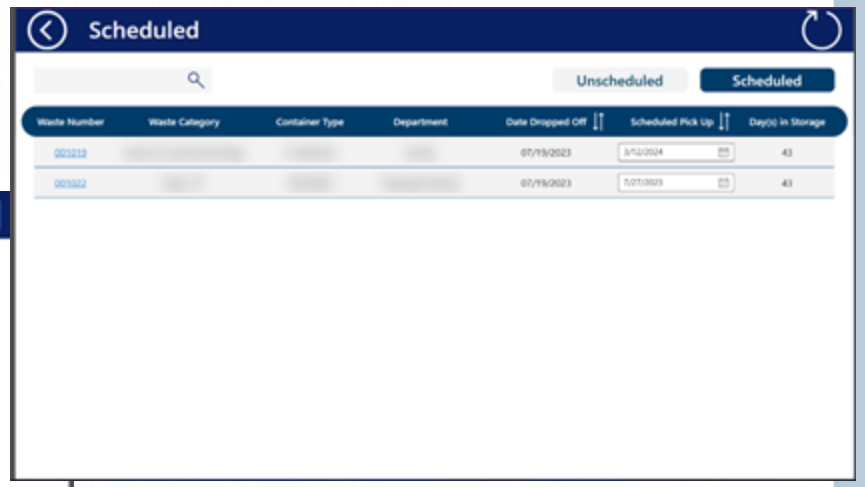
Microsoft Dataverse

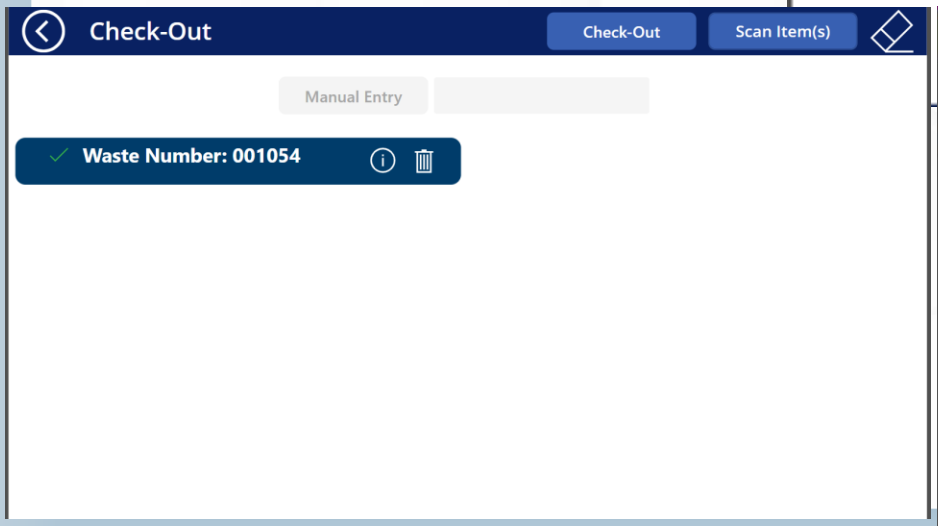
Managed Environments

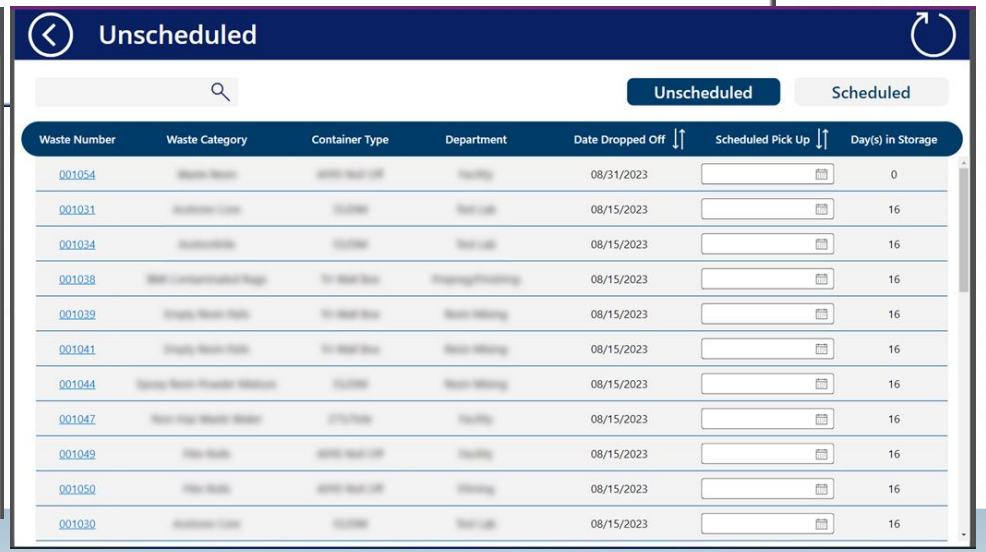
Waste Disposal Management

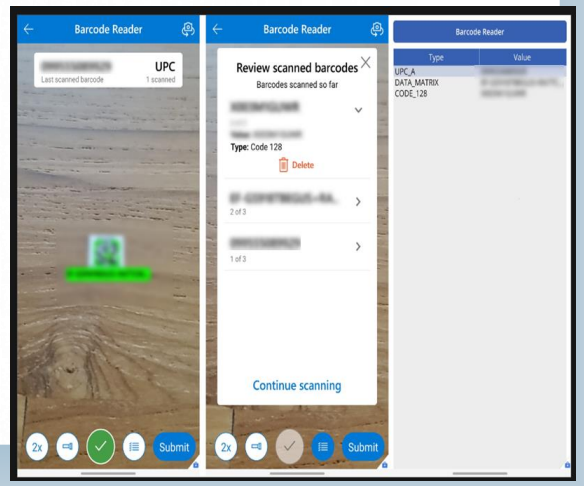




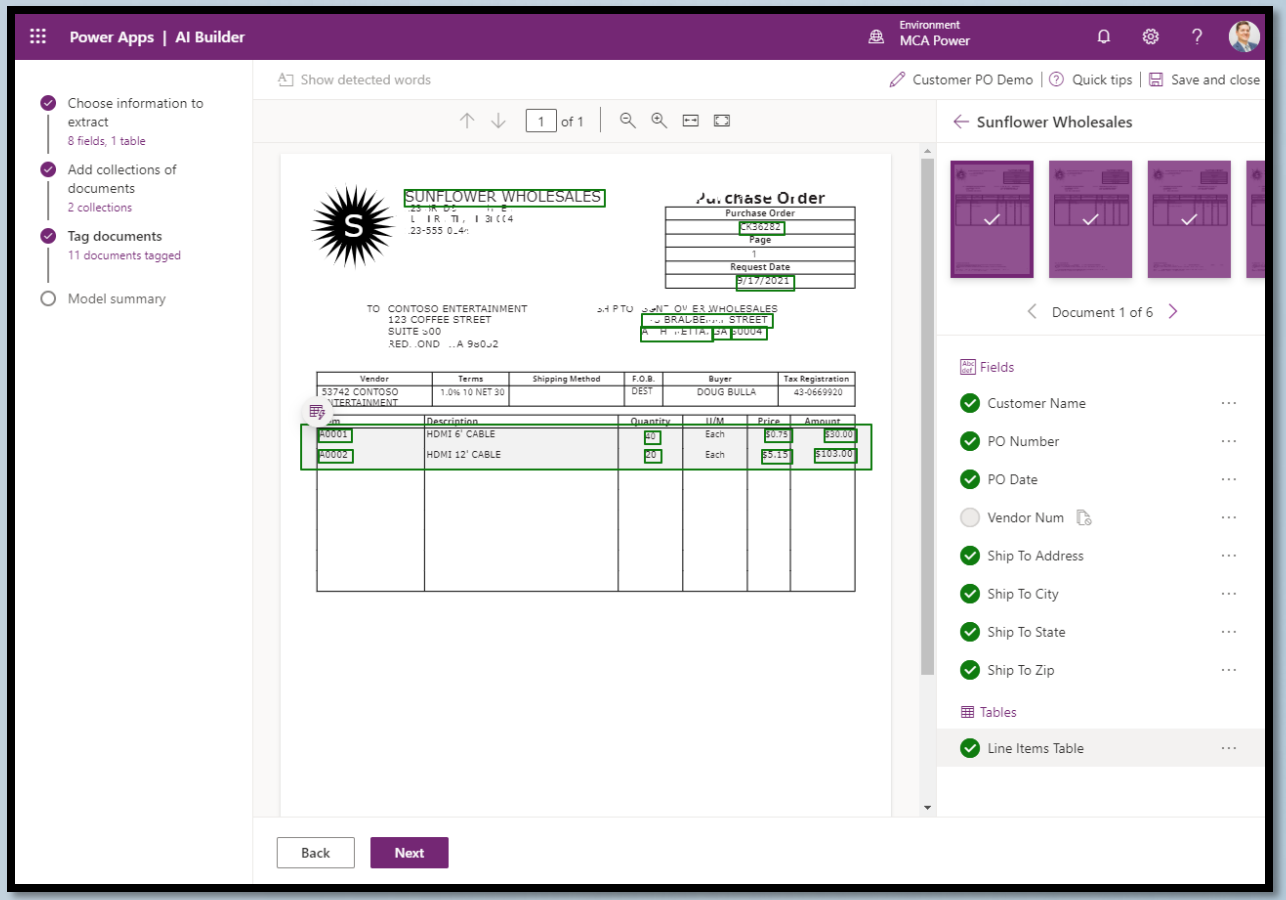








Document Reading with AI Builder



Gather — Collect representative documents to train the machine learning (ML) model

Train — Train the model

- List the fields to find
- Tag the fields in the document

Use — Use the model in Power Automate

What Might Push You Beyond the Prebuilt Dynamics 365 Reports?

External Data

Portals, IoT, legacy systems, industry forecasts…

Self Service

Can get answers in seconds[2]

AI

Enable advanced analytics and machine learning

Data Sources

ERP Data

- Dynamics 365
- SAP
- ORACLE
- ORACLE JD Edwards
- Other ERP

Semi-structured data

- Email
- Web Pages
- Videos
- Electronic Data Interchange (EDI)
- Images

Other structured data

- CRM
- CSV
- Forecast
- OEE
- Maint.
- Shift schedules
- Production schedules
- Quality
- S&OP
- XML
- PLM
- MES
- Procurement

Streaming data

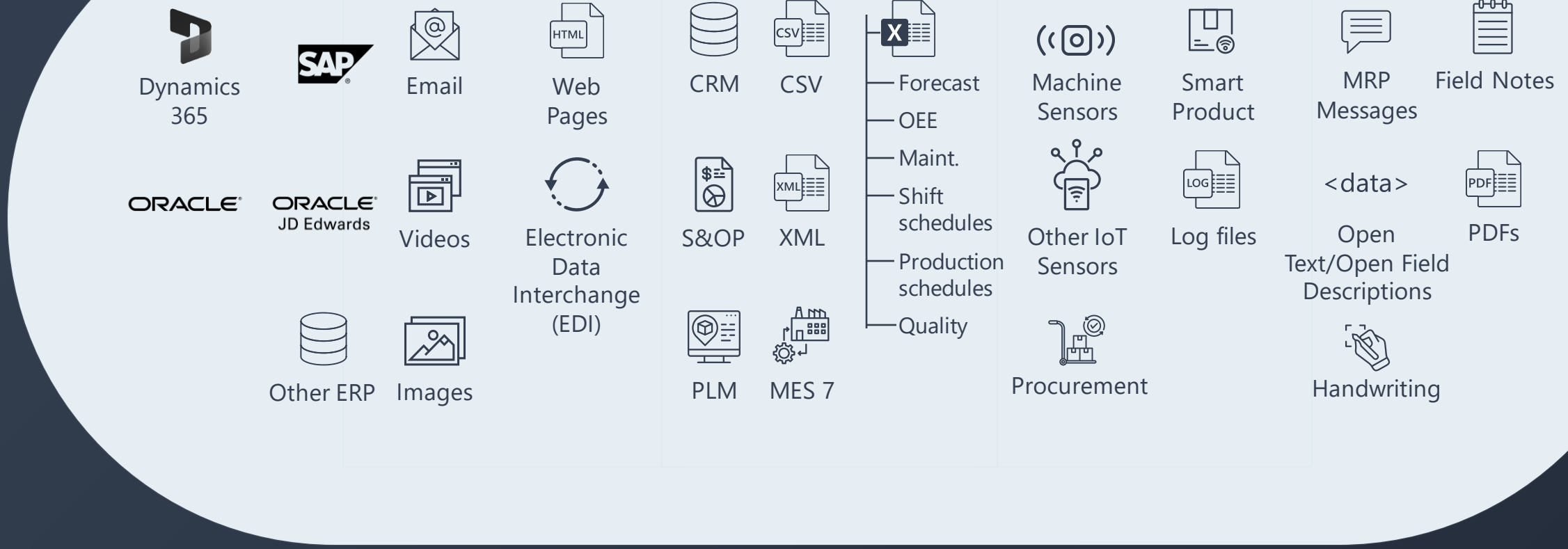
- Machine Sensors
- Smart Product
- Other IoT Sensors
- Log files

Unstructured Data

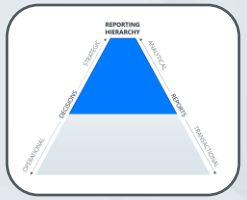
- MRP Messages
- Field Notes
- <data> Open Text/Open Field Descriptions
- PDFs
- Handwriting

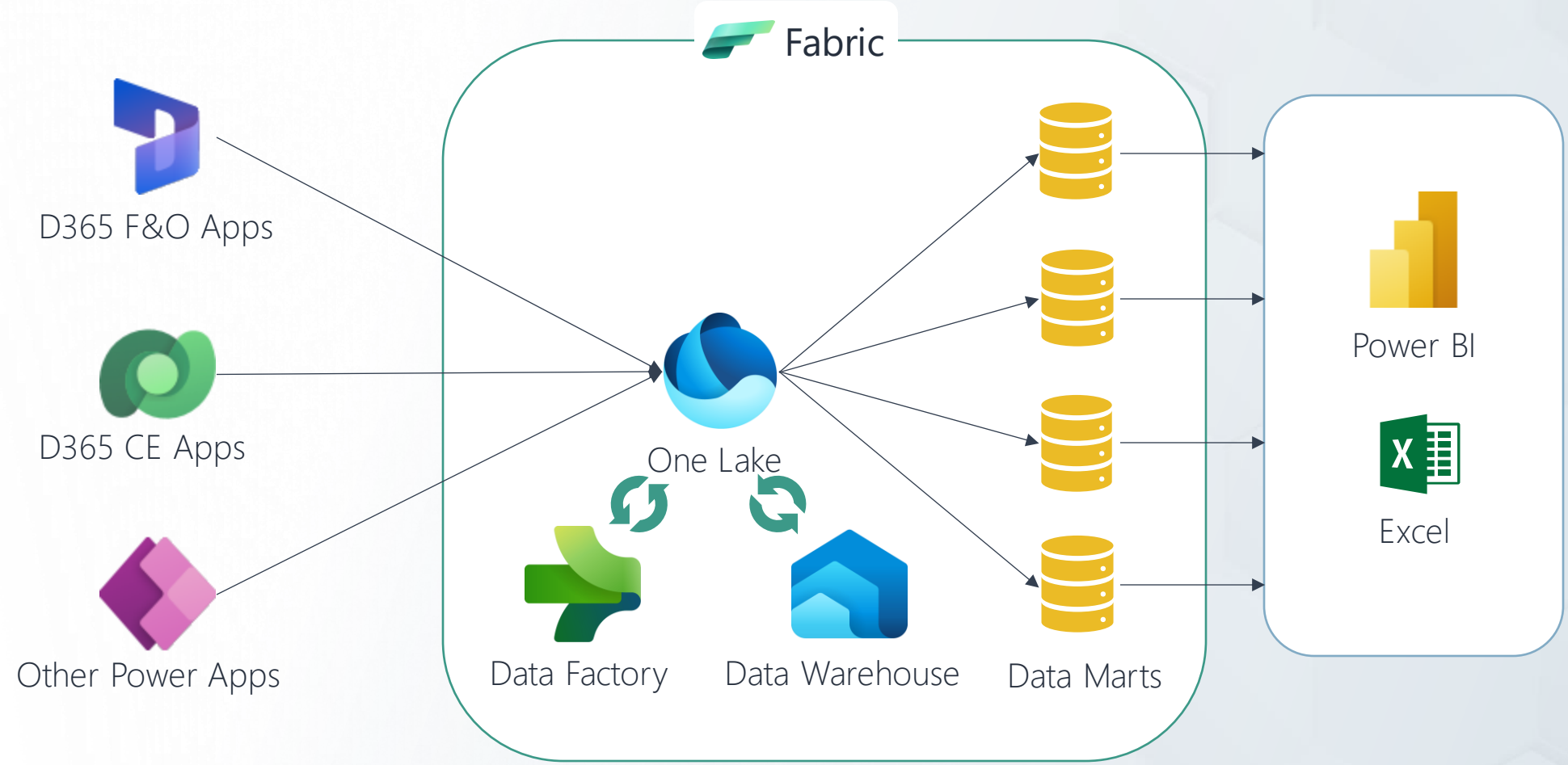
The fog of silos

Pull together data from different sources into a single data model platform



Export Dynamics 365 Data En Masse



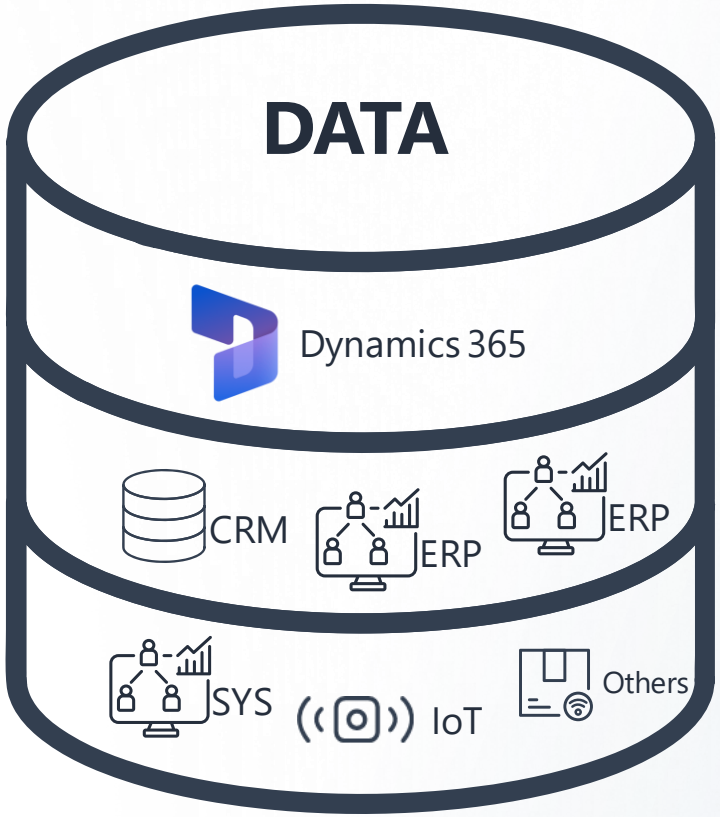


Operational Reporting
Financial Reports
Formatted Printouts

Data Curation
Data Enrichment, Transformation
Data modeling, Translation
Security and Privacy Protection
Machine Learning

Analytical Reporting
Trends & KPIs
Managerial Reports
Strategic Reports

Data Consolidation in the Cloud: ERP



MCA Connect

INSPIRE PLATFORM™

Data Consolidation in the Cloud: ERP

Keep a pulse on demand and adapt in real-time
with predictive demand planning and machine learning to align procurement, smooth production, optimize inventory, and reduce waste

Increase sales and mitigate customer churn
with line-of-sight into customer buying patterns and sales quota performance by rep, team, and geo to share best practices

Maximize performance of your most profitable products
with real-time visibility into product and category sales performance trends, detailed cost-drivers, and gross margin

Reduce technical debt and empower business leaders
with a modern analytics foundation that enables self-service, reduces IT bottlenecks, and unlocks ongoing innovation

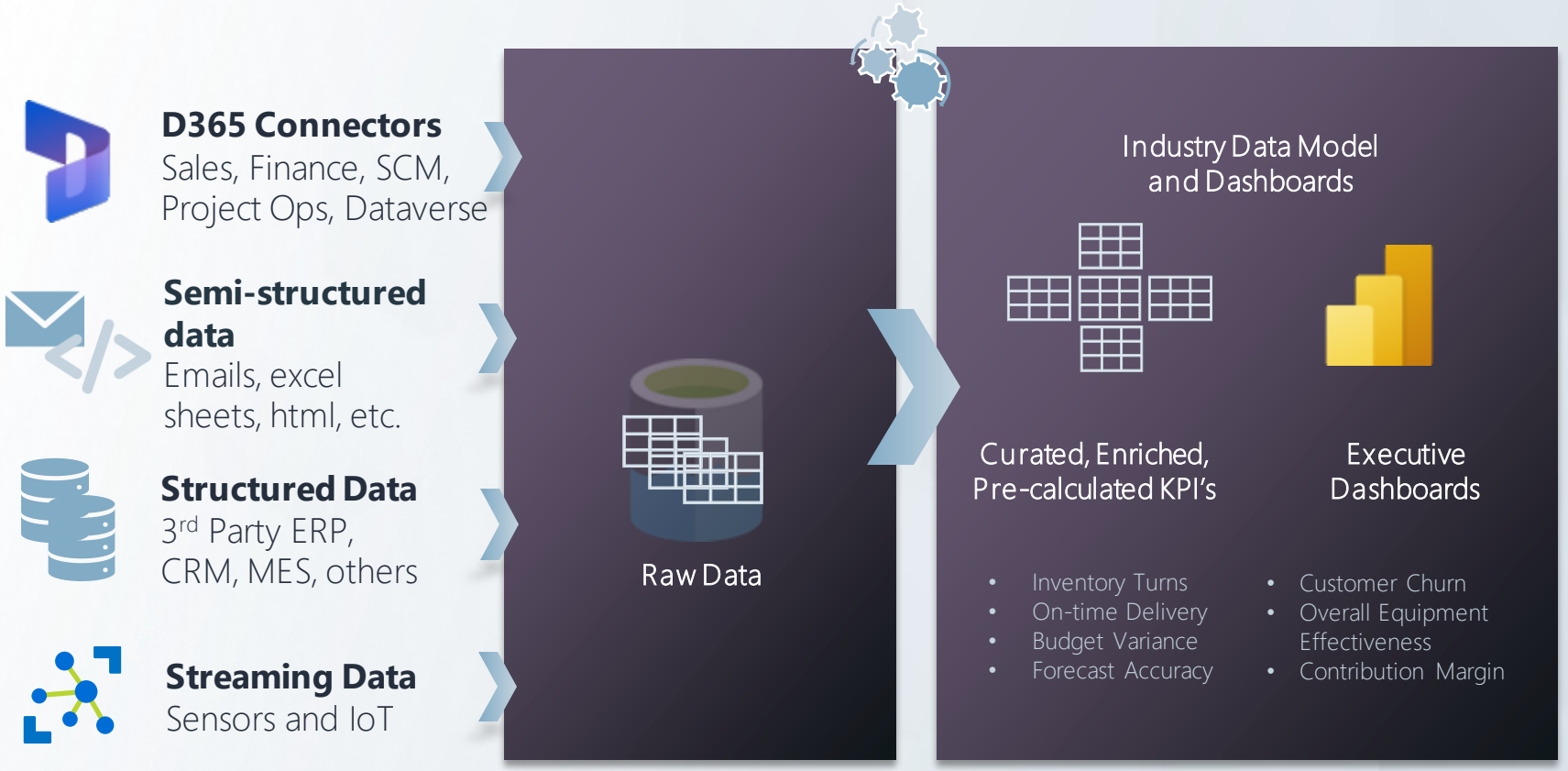
MCA Connect's

INSPIRE PLATFORM™

Break down data silos across divisions, geographies, and data sources to gain full visibility from a single, reliable source.

Unite critical data

WITHIN A SINGLE RELIABLE SOURCE



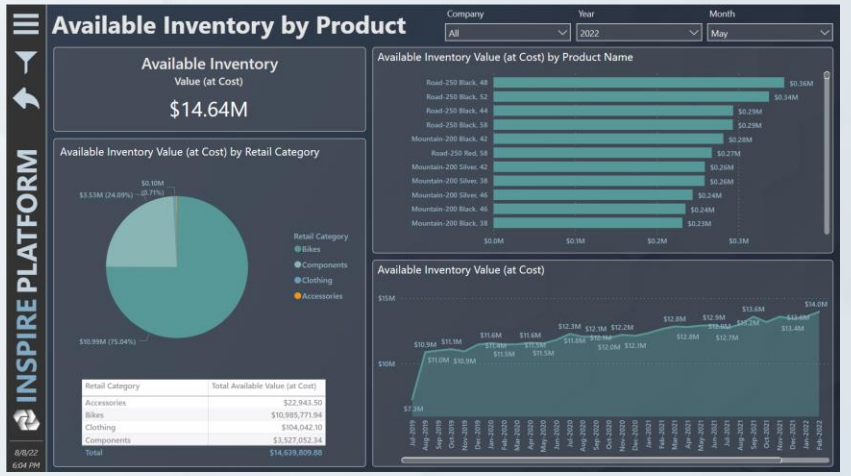
MCA Connect's

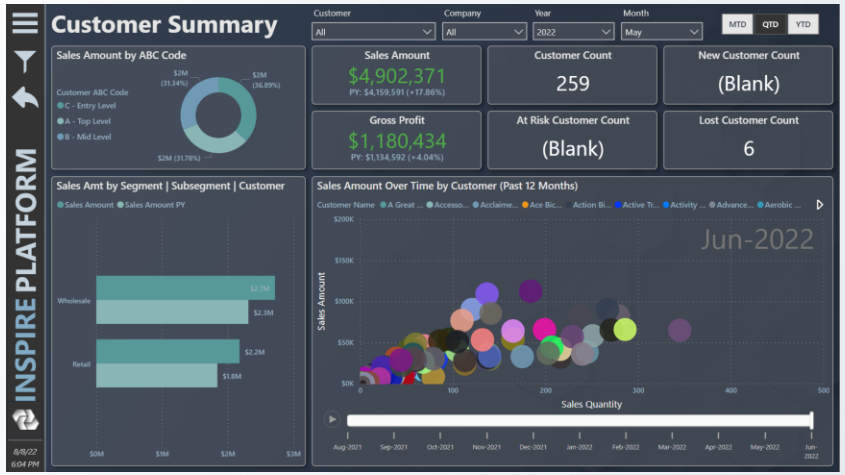
INSPIRE PLATFORM™

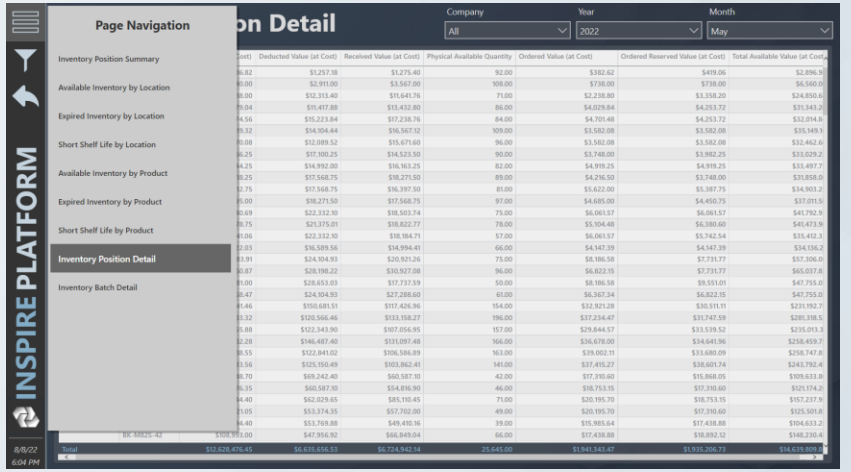
Get real-time insights on your own with analytics, out-of-the-box reporting, and industry-standard KPIs without relying solely on IT.

Access real-time insights

WITHOUT SOLE RELIANCE ON I.T.



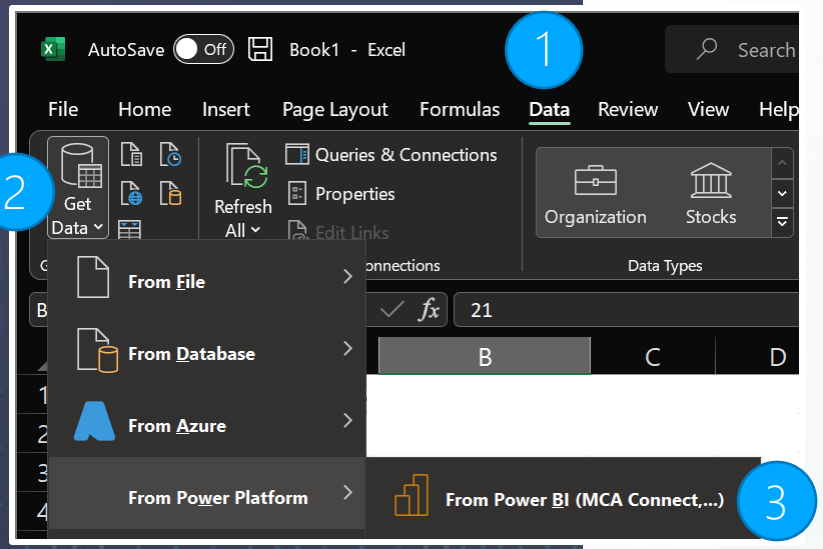


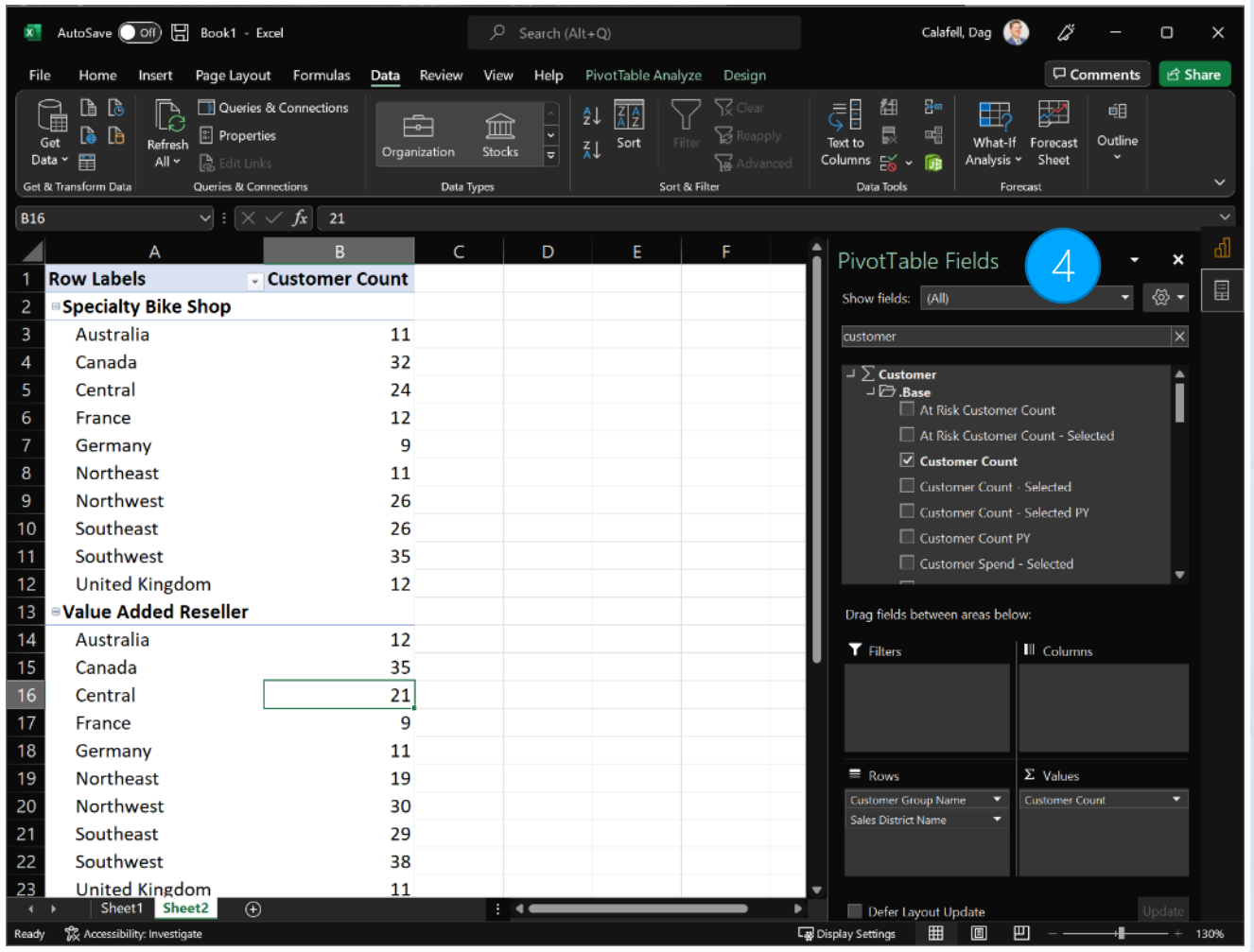


INSPIRE PLATFORM™

Empowering Data Driven and Inspired Companies

Get information quickly and efficiently with self-service analytics, out-of-the-box reporting, and precalculated KPIs.





Typical challenges with Legacy Data Warehouses

- Delayed implementation due to lack of time and in-house experts across a variety of roles
  - Engagement is critical from: business analyst, business expert, data modeler, dashboard writer, change champion
- Difficulty gathering data and curating it in a way that enables true self-service
- Increased maintenance cost over time
- Risk of creating analytics model that will need significant rework
- Aged technology and capability
- Must find hard-to-staff skillsets to support Azure, SQL, DAX, Spark, data security, data modeling, and much more

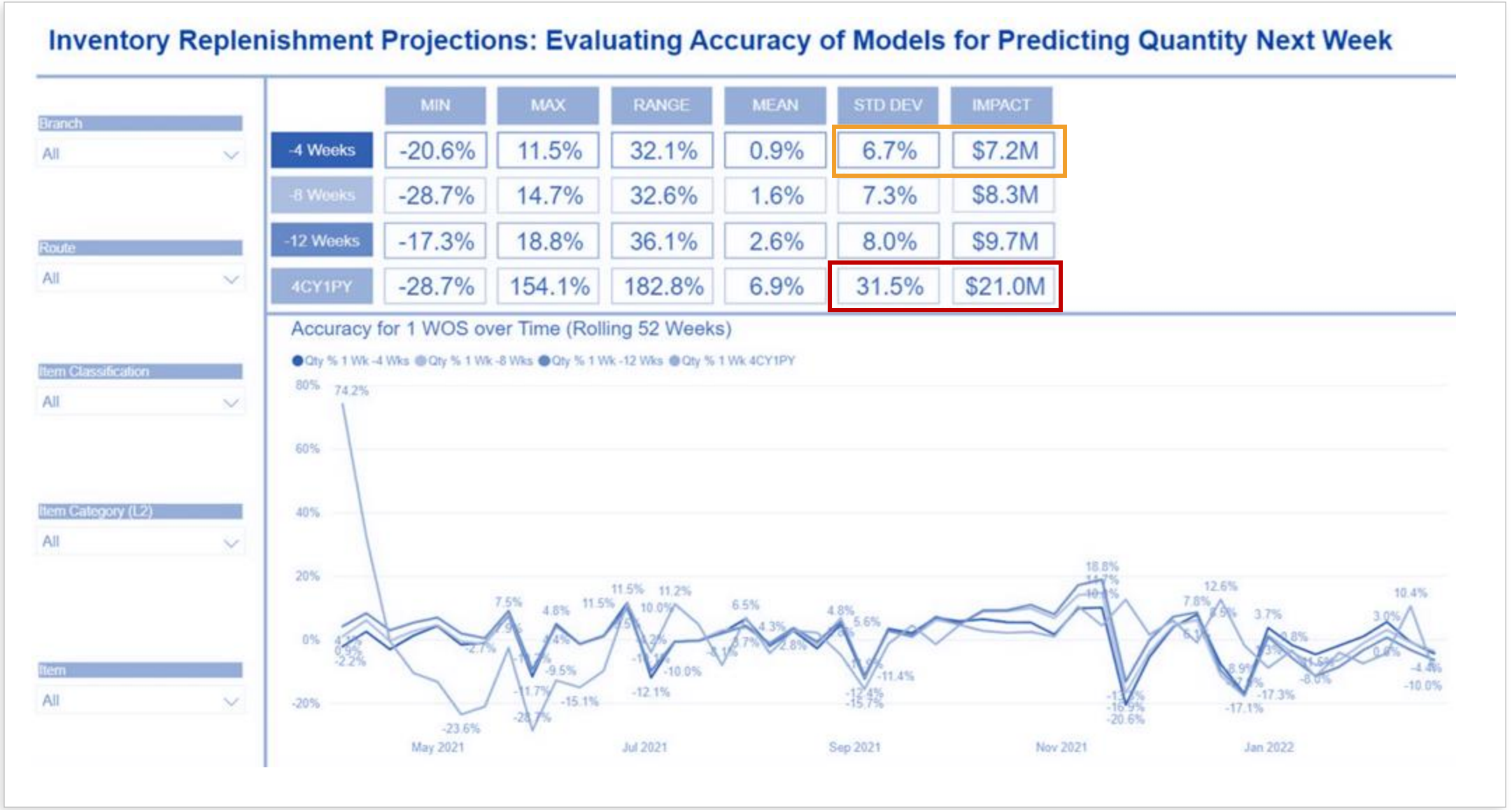
INSPIRE PLATFORM™

- Expedited implementation due to team of industry and analytics experts, out of the box data model, and reports
- True self-service by avoiding common pitfalls like great data modeling and poor adoption, or good adoptions but poor data model and quality
- Careful consideration to ensure you get flexible, industry-specific analytics model that lasts
- Extend existing skillsets with training or staff from MCA Connect.
- Annual subscription cost less than one BI Developer

Demo

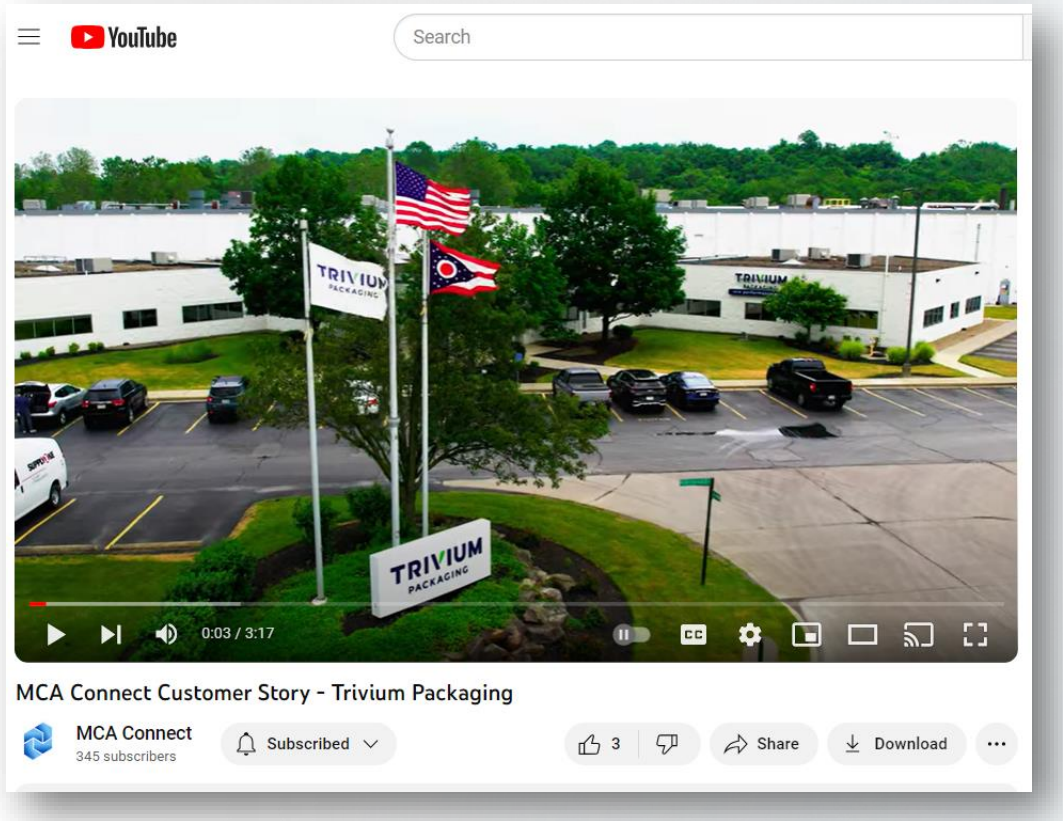
MCA Connect
INSPIRE PLATFORM™

Demand Prediction



Can AI help me make real-time shop floor decisions?

TRIVIUM PACKAGING



- **99.77%** reduction in lead times and waste + achieved OEE targets with reduced work force post-COVID
- **77%** production planning time – from 90-minute, manual, cross-functional discussion to a brief review/validation of recommended production plan

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Global Reach
Think Big, Act Fast

End-to-End Capabilities
From strategy to execution to support

Microsoft Experts
In Dynamics 365, Data and AI

2023/2024 INNERCIRCLE for Microsoft Business Applications

Engage With Us

Come Visit Us at Booth 71

$ Don't Miss
PUTT FOR CASH!

MCA Connect
INSPIRE PLATFORM™

Learn more and see a demo
mcaconnect.com/InspirePlatform

DATA VALUE ASSESSMENT™

Learn more
mcaconnect.com/Data-Value-Assessement

Connect with us on LinkedIn

www.linkedin.com/company/mcaconnect

Wrap Up

- Did you like what you heard?
- What is a takeaway from today’s session?

MCA
CONNECT

Dag Calafell

Dag.calafell@mcaconnect.com

www.mcaconnect.com