



# BUILT FOR CONTROL. EQUIPPED FOR IMPACT.

AfterDark Technology delivers ICT solutions to provide greater business efficiency, security, peace of mind and return on your investment.

# SIMPLE ANSWERS IN COMPLEX TIMES

There's no denying that we are living in fascinating times. With the rapid transformation of our work environments to new technologies promising to deliver everything businesses need for this new way of working, it's easy to get lost in the noise.

Many of us are asking what it will take to survive in today's increasingly complex business environment. To find those answers, first we need to look past the flurry of recent activity to get to the root causes of your challenges. This in-depth understanding enables us to deliver the right Business Solution for your specific needs.



## LESS IS MORE

It's too easy to jump on the "more software" wagon when in fact the answer may be more inline with paring back your systems instead of putting another bandaid in place.

Too often businesses are given another add-on or piece of software to help them extend their current capabilities. However, if your business processes are not mature, there is often little adoption of these extra features and therefore little return on the investment.

Complex Business Applications often create barriers to use by employees where the business processes are not yet mature. People have to learn a new way of accessing

their data, or new logins and passwords and the list goes on. But with a single point of access to all capabilities and data, these access barriers are often lowered and productivity rises.

To pivot to this streamlined way of working and servicing your customers, one of the first essentials is finding a Business Solution that offers a single view of your business activities and applications. This requires a connected, integrated solution, where all of your activities and applications and assets are linked into a high-level framework.

It might sound complex, but it's actually remarkably simple.



# HOW DO CONNECTED SOLUTIONS WORK?

Imagine a business application that saves you time by not making you switch between applications to do your work? A single source of truth and perspective across your business - that's what is at the core of a single, connected Business Solution.

Take Microsoft's Dynamics 365. This is a single connected cloud solution that integrates all your business applications and activities into a single point of view.

How does Microsoft achieve this? The software has a modular design allowing it to be easily and independently deployed to employees with various requirements. Dynamics 365 also uses a Cloud-powered

data model that allows it to work seamlessly across all of your business.

For example, if a business was running Dynamics 365 Enterprise Edition, you would implement Dynamics 365 for Sales in your sales teams and Dynamics 365 for Operations in your finance department. Then, if you needed to update manufacturing and supply chain schedules, or sales needed to update pricing, you could automatically update everyone using the one tool.

Many businesses are still using general tools such as Microsoft Excel or Word, which limits the maturity of their business process and is not a scalable activity. However, by moving to a system which crystallises your processes within a digital system will reward a business with scalability, better insights into specific strengths and weaknesses.



# BUSINESS CENTRAL: CONNECTIONS IN ACTION

Dynamics 365 Business Central delivers a powerful combination of servicing, sales and marketing tools to give you a clear view of all your contacts: from initial contact to post-sale support. It's not just the perfect solution for this time of change, but is also a strong enabler for the future. Businesses can use these tools to enhance any business process, provide insightful real-time reporting and seamlessly integrate with Outlook.

If you need to transform productivity in your dispersed workplace, Dynamics 365 Business Central will connect your data and insights, deliver efficient processes and workflows. The Dynamics 365 suite of tools enable the running of your business without IT technology being an obstacle.



# A POWERFUL AND AGILE SINGLE BUSINESS SOLUTION

ERP has a history of high risk of failure and going over budget. However, with Dynamics 365 Business Central you get a comprehensive business management solution to streamline your processes, help you make smarter decisions and accelerate growth.

Dynamics 365 brings together your CRM and ERP functionality into something simple and, powerful. Integrated with Office 365, Power BI and Cortana Intelligence, plus other Microsoft products – Dynamics 365 provides a unified working experience across business processes.



## OPTIMISE YOUR SUPPLY CHAIN

Manufacturers, Wholesale Suppliers and Volume Product Sales can track stock and inventory levels to more efficiently meet fluctuating demands such as those we've recently experienced.

Predict the optimal time to replenish stock with built-in intelligence. Use sales forecasts and expected stock-outs to automatically create purchase orders.

Get a holistic view of stock for timely order fulfilment. Track every item transaction and movement by setting up bins based on warehouse layout and storage unit dimensions.

Calculate and optimise manufacturing capacity and resources to improve production schedules and meet customer demands.

Maintain the right amount of stock by automatically calculating stock levels, lead times, and reorder points. When requested items are out of stock, automatically suggest replacements.

## ALL IN ONE CONTROL

Dynamics 365 Business Central means businesses are prepared for the unexpected with unified data, predictive insights of inventory levels, and the next generation of CRM and ERP applications.

Increased financial visibility helps you accelerate financial close, chart financial performance in real time, and improve forecast accuracy while maintaining compliance and security.

With Dynamics 365, you can maximise profitability with an end-to-end view across operations, purchasing, manufacturing, stock, and warehouse management.



# BOOST SALES AND IMPROVE SERVICE

Keep track of all customer interactions and get guidance on best upsell, cross-sell, and renewal opportunities throughout your sales cycle.

Prioritise sales leads based on revenue potential.

Expedite the sales process from quote to cash, manage service requests, and process payments—all from within Outlook.

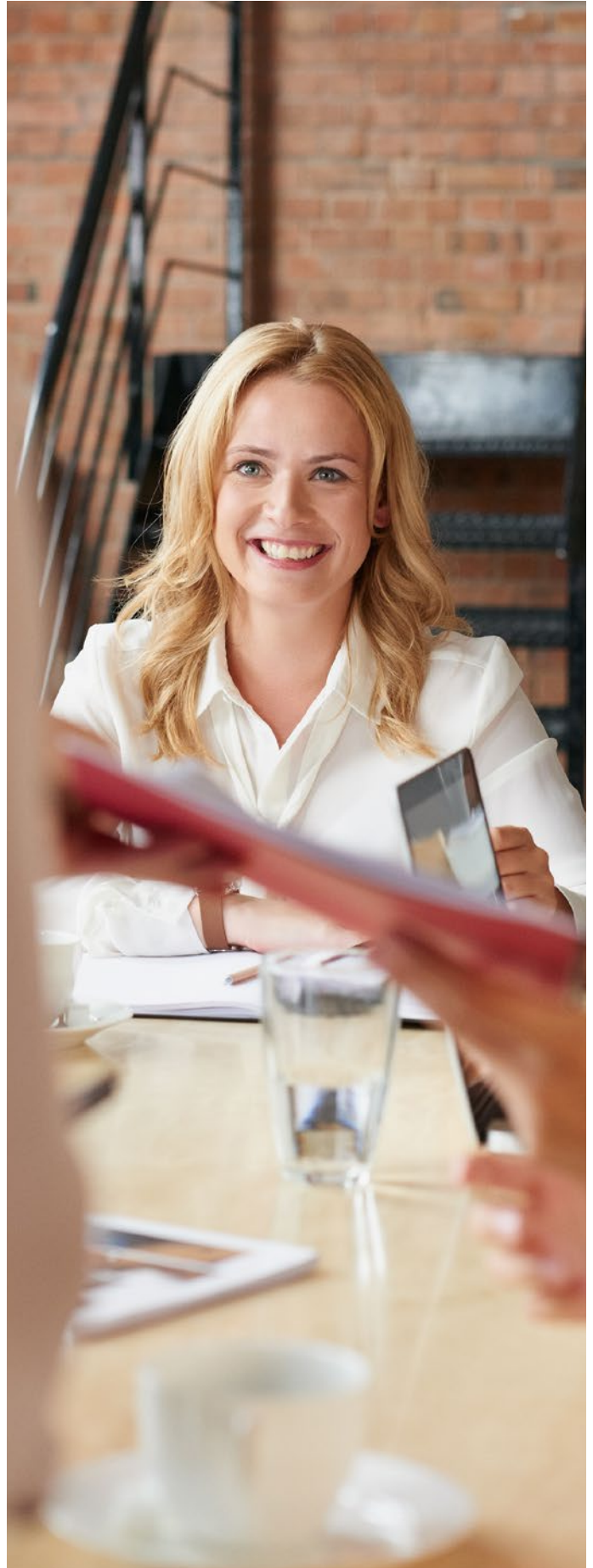
Gain a comprehensive overview of your service tasks, workloads, and employee skills to effectively assign resources and facilitate case resolution.

# DELIVER PROJECTS ON TIME AND UNDER BUDGET

Create, manage, and track customer projects using timesheets along with advanced job costing and reporting capabilities.

Develop, modify, and control budgets to ensure project profitability.

Manage resource levels by planning capacity and sales. Track invoicing for customers against planned costs on orders and quotes.



# DELIVERING TRUE ICT VALUE

At AfterDark Technology, we focus on sourcing and implementing superior information and communication technologies (ICT) to service a variety of industries within Australia.

With 20 years proven experience, we only partner with leading technology providers including Microsoft, Fujitsu, Citrix, VMware and Cisco to deliver exceptional customer experiences and results.

At the highest level we value listening, learning, being reliable and integrity because our relationship with the customer and their experience with us is at the core of all our decision-making and standard of conduct.



# AFTERDARK'S SERVICE CAPABILITIES

Helping businesses get to the next level with simple, intuitive solutions is in our DNA. We go beyond your implementation, we are here for you in whatever form you need our help or guidance. Some of our service specialties include:

## AFTERDARK CONSULTING



A holistic approach and systemic view of the enterprise are essential requirements for governance and management.

## AFTERDARK VIRTUAL CIO



To make strategic decisions, your Management Team or Board needs to hear from an expert who will provide strategic advice and direction for the IT department.

## AFTERDARK CLOUD



AfterDark Technology clients have been successfully leveraging the advantages of private and hybrid cloud solutions for over 10 years.

## AFTERDARK MANAGEMENT



For a fixed monthly price you can reliably and professionally outsource the full responsibility of your IT infrastructure.

## AFTERDARK TELEPHONY



Communications are the life blood of business. Whether it is voice and video conferencing, mobiles, landlines, VoIP, on premise or cloud technology, AfterDark Telephony has a suite of reliable and dependable telephony solutions.

## AFTERDARK DATA PROTECTION



Say goodbye to tapes - and consolidate your backup from your head office and branch offices with our cloud backup solutions. Our Australian certified secure data centres are the optimal location to preserve your critical and sensitive data for backup or disaster recovery.

## AFTERDARK SECURE PRIVATE NETWORKS



A Secure Private Network is a secure solution that connects your offices and users with a high speed private broadband network.

## AFTERDARK DIGITAL SERVICES



Utilising today's best practices in web design and development, AfterDark Technology delivers custom online strategy and design to communicate your brand's value proposition to the world.

## AFTERDARK APPLICATION DEVELOPMENT



Delivering tailored software solutions to clients across a wide range of industries. Afterdark has helped businesses achieve their financial and productivity goals through innovation and integration of existing leading products.

## AFTERDARK 24/7 SERVICE DESK



Keeping IT Going is our trademark and practice any time of day, anywhere in the world, using any device you own. Call our help desk anytime on 1300 55 3101 or +61 7 3115 3888 when travelling internationally.

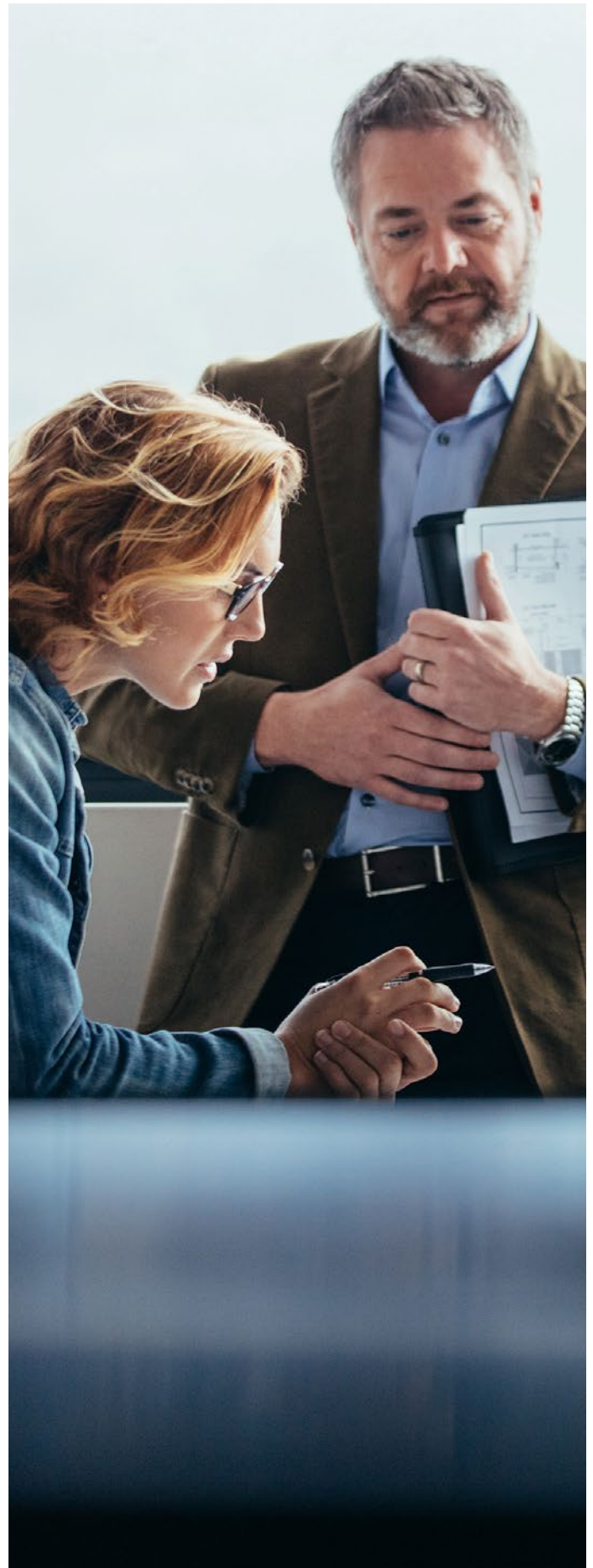


# WHERE PEOPLE MEET CAPABILITY

We also operate in an achievement culture in which individuals, teams and the organisation are expected to deliver what is agreed to be delivered. Therefore, our word is our bond, we hold people to account, and we reward and recognise outstanding achievements.

- Growth and Learning
- Performance and Recognition
- Customer Service and Outcomes
- Partner and Vendor Collaboration

By understanding the unique needs of your business, our team of trained and certified professionals will implement and manage a complete IT solution. “Keeping IT Going” is not only our trademark it's our promise.



# FREE ACCESS TO MEET CURRENT NEEDS\* (ELIGIBLE ORGS ONLY)

Over the past weeks, Microsoft has mobilised global teams to support communities and organisations affected by the COVID-19 crisis. The Microsoft Dynamics 365 and Microsoft Power Platform teams are working closely with our customers on the front lines of this crisis.

Microsoft is also focussing efforts to ensure your organisation has the digital capabilities to maintain service delivery continuity and stability, to the best ability possible, by making an offer available for eligible organisations including governments, healthcare providers, non for profit, and schools and education institutions to use the following services free for 6-months:

- [Power Apps](#)
- [Power](#)
- [Automate, Power Apps portals](#)
- [Power Virtual Agents](#)

Gain insights into case volume topics, ensure agents are properly distributed across channels, and quickly deploy chatbots that are trained to respond to the highest volume of inquiring questions while providing consistent levels of personalised support.

## THE RIGHT TOOLS MAKE A DIFFERENCE

If your business is eligible to take up this outstanding offer from Microsoft, please get in touch with us. We will be happy to assist in getting you set up.





## **EMPOWER YOUR WORKFORCE**

with AfterDark Technology today.

## **CONTACT US NOW**

**PH: 1300 553 101**

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