

Customer Success Story – Armexa – Services Automation with Dynamics 365 Project Operations & Business Central

Armexa, a leading US-based Industrial Cybersecurity Company, partnered with CloudFronts for Services Automation with Microsoft Dynamics 365 Project Operations and Business Central.

About Armexa

Armexa is an industrial cybersecurity company providing end-to-end digital security solutions that protect critical operational technology (OT) and industrial control systems (ICS) infrastructure against advanced threats. They enable industrial clients with the most effective cyber defence possible and unprecedented situational awareness from the plant floor to the cloud by providing timely, proactive solutions that overcome today's business, security, and technology challenges.

Learn more about them at <https://armexa.com/>

Business Challenges

Armexa's business challenges necessitated streamlining its operations and integrating its systems onto a reliable, cloud-based platform.

Solution

To address Armexa's challenges, CloudFronts implemented Microsoft Dynamics 365 Project Operations and Business Central, which offered a comprehensive solution for various aspects of their business.

The solution delivered involved setting up various high-level processes, including:

- Lead Management
- Opportunity Management
- Customer and Contact Management
- Quote and Contract Setup
- Project Operations setup with Project Templates by department/services
- Time & Expense management, and
- Mobile App Configuration for Time & Expense Management and Proforma Invoicing

The configuration of Business Central involved implementing several modules for one legal entity, including General Ledger, Jobs, Sales & Receivables, Purchase & Payables, Cash & Bank Management, and Fixed Assets.

Integration between Dynamics 365 Project Operations and Business Central was achieved using Microsoft Azure. Tables such as Accounts, Contacts, Projects, Line Items, Invoices, and any additional supporting tables required were integrated. Additionally, the status of Paid Invoices was updated back in Dynamics 365 Project Operations.

One of the key advantages of implementing Microsoft Dynamics 365 was its robust and reliable reporting capabilities. Power BI reports were leveraged to visualize business-critical data across Sales, Project Management, and Accounting. This facilitated informed decision-making and enhanced visibility into their business performance.

Furthermore, the scalability of Microsoft Dynamics 365 ensured that Armexa could adapt and grow its operations without limitations. As its business expands, the platform could accommodate increased transaction volumes and user requirements, providing a future-proof solution for their evolving needs.

Key Technologies

1. Dynamics 365 Project Operations
2. Dynamics 365 Business Central
3. Power BI
4. Azure

Post Go-live

After the successful implementation of Microsoft Dynamics 365 Project Operations and Business Central, Armexa experienced significant improvements in its business processes and system efficiency.

Email us your requirements at transform@cloudfronts.com or fill out the [contact us form](#).