

- 2021 Dynamics 365 Supply Chain Management & Finance (Global Finalist)
- 2020 Intelligent Sales & Marketing Microsoft (Global Finalist)
- 2020 Connected Field Service (US Winner)

ArganoArbela brings deep industry expertise and experience helping clients re-engineer and redefine their businesses to be more responsive to market demand. We address people, processes, technology and cultural shifts with our solutions leveraging Microsoft Dynamics 365, ERP, CRM, Business Intelligence/Analytics and the Microsoft Cloud. Our GTM is grounded in thought leadership, digital strategy and immersive learning experiences with multiple campaigns targeting manufacturing, distribution, healthcare, life sciences, retail, financial services, and professional services. With a primary focus on Dynamics, we are a leader in the Catalyst sales approach with multiple Catalyst offers and rapid deployment services.

Key Contacts <ul style="list-style-type: none"> • Tim Harris (CSO) • Tony Da Silva (VP Sales) • Joel Steven (VP Alliances/Partnerships) • Debb Kenworthy (VP Marketing) • Jennifer Stango (VP Industries) 	Position if: <ul style="list-style-type: none"> • You have customers looking for a single partner across the Microsoft Cloud • Customers looking to transition from on-premises to cloud • Catalyst Certified & Workshop Delivery + OCM • Looking for BI & Analytics to be a pivotal part of their Dynamics 365 deployment – Co-Sell ready Arbela Data Insights solution for BI/Analytics 	Solutions & Services: <ul style="list-style-type: none"> • Biz Apps (Finance & Supply Chain) • Biz Apps (Sales, Service, CI, Field Service) • Biz Apps (Power Platform) • Data and AI (Power BI, Data Lake, Azure Dataverse) • Rapid Deployment (fixed scope, fixed price, fixed timeframe): D365 Sales, D365 Field Service, D365 Customer Service, D365 Finance - Asset Maintenance, D365 Finance – Fixed Assets, and D365 Finance - Life Sciences Pre-clinical, CX Connect • Early Model Assessments 		
Industry Contacts <ul style="list-style-type: none"> • Abhi Ghatak (Manufacturing) • Deesean Wilson (Retail) • Dena McCorry (Healthcare) • Jennifer Stango (Life Sciences) 				
Microsoft Contacts <ul style="list-style-type: none"> • Clint Will (PDM) • Lauren Parker (PMA) 				
Practice <ul style="list-style-type: none"> • Biz Apps (Finance & Supply Chain) • Biz Apps (CE, Field Services) • Biz Apps (Power Platform) • Data and AI 	Customer Case Study 1: Nexgrill Industries, Inc. Business Problem To remain competitive, Nexgrill recognized it needed to optimize its financials, inventory management, and forecasting processes. It also needed to improve its call center operations as agents had limited insight and needed to use multiple applications to access customer data. Solution Implemented D365 Finance and Supply Chain Management, D365 Customer Service, Power BI, Power Apps for Mobility, Business Intelligence, Machine Learning, and AI — all integrated to Office 365 Outcome <ul style="list-style-type: none"> • Improved supply chain visibility, removed manual steps, and increased productivity • Delivered a 30% efficiency improvement in the review and approval process for landed cost calculations — resulting in savings of >\$150k/year. • Optimized call center capabilities to reduce dropped call rate from 30% to 5%, improved first call resolution time and enhanced visibility into B2B and B2C customers 	Customer Case Study 2: HighRes Biosolutions, Inc. Business Problem HighRes saw potential for increasing customer satisfaction by enhancing their CPQ process, improving their asset efficiency and deploying an optimized field service process. To realize these goals, HighRes understood that it had to invest in digital technology, laying the groundwork for business transformation and expansion. Solution Implementing D365 Finance and Supply Chain Management, D365 Sales, D365 Customer Service, D365 Field Service, Business Intelligence, Power Platform, IoT, Remote Assist, HoloLens - a scalable digital solution to respond to market demands Projected Outcome <ul style="list-style-type: none"> • Increased asset efficiency, revenue growth and profitability • Enhanced cash flow and organizational efficiency • Standardized best practices across all business functions • Identified manpower requirements through knowledgeable and accurate real-time digital triggers, demand planning and forecasting • Optimized business processes in opportunity to cash, forecasting and planning, procure to pay, field service, and financial controls • Enabled easy acquisition of companies into the HighRes' structure rapidly • Leveraged the integrated solution for better analytics and insights • Improved overall customer experience across all HighRes' customer touchpoints 		
# Employees <ul style="list-style-type: none"> • 290+ 				
US Locations <ul style="list-style-type: none"> • Irvine, CA (HQ) Dallas, TX 				
Industry Focus <ul style="list-style-type: none"> • Healthcare and Life Science • Manufacturing and Distribution • Retail • Financial Services • Professional Services 				
Coverage <ul style="list-style-type: none"> • NA, Europe, Australia, Latin America 				
Engaged Districts <ul style="list-style-type: none"> • SMC – West and East • EOU – Northwest, Southwest, North Central, South Central, Great Lakes, Northeast, Southeast 				
Microsoft Competencies <ul style="list-style-type: none"> • Gold – Cloud Business Applications • Gold – ERP and Cloud CRM • Gold – Application Development • Gold – Cloud Platform • Gold – Data Analytics, Data Center, Data Platform 	Best way to Engage:			
Partner Offers <ul style="list-style-type: none"> • Catalyst Envisioning Workshops • Client Assessments • Biz Apps POCs • Rapid Deployments (Quick Starts) 	By Territory <ul style="list-style-type: none"> • 1:1 Customer engagement aligned by Industry • Customer assessments & Biz Apps POCs • Catalyst Envisioning Workshop 	By Sales Play Business Applications (D365/Power Platform) <ul style="list-style-type: none"> • Activate Digital Selling • Enable Always-On Service • Personalize Customer Experience • Connected Commerce • Build a Resilient Supply Chain • Optimize Financial and Operating Models 	<ul style="list-style-type: none"> • Rapidly Build Apps • Automate Business Processes • Discover Business Insights Data and AI <ul style="list-style-type: none"> • Innovate with AI • Well Architected • IoT • Mixed Reality 	By Workload <ul style="list-style-type: none"> • Biz Apps (Finance & Supply Chain) • Biz Apps (Sales, Service, Field Service, CI) • Biz Apps (Power Platform, Power BI, PowerApps) • Data and AI (Azure Dataverse, Data Lake, Data Factory)