armanino

MICROSOFT & LIFE SCIENCES WEBINAR

Supply Chain Transformation

And Interview With Biomedical Device Company Kindeva Drug Delivery

PRESENTERS

Panel of Experts

Four experts from three innovative organizations discussing ins and outs out digital transformation, supply chain, & life sciences

Chris Moore

Partner, Armanino Advisory LLC

Mike Ehrenberg

CTO, Dynamics 365 Applications Group, Microsoft

Cam Moore

Director of IT Global Applications, Kindeva Drug Delivery

Clint Will

Sr. Partner Development Manager, Microsoft

ABOUT US

Firm Overview

Count on Armanino to think strategically and provide sound insights that lead to positive action. We address not only your compliance issues, but your underlying business challenges.

Purpose

To be the **most innovative** and **entrepreneurial firm** that makes a **positive impact** on the lives of **our clients, people and our communities**.

Snapshot

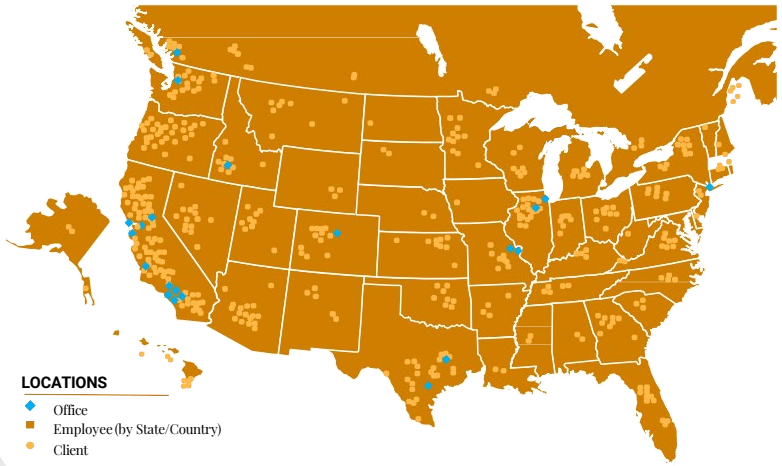
2500+ Employees

Team Members in 22 States

19th Largest CPA & Consulting

Largest Niche: High Tech & Life Sciences

Locations



CALIFORNIA
- San Ramon
- San Jose
- San Francisco
- Folsom
- Los Angeles (2)
- Irvine
- El Segundo
- Woodland Hills
- San Luis Obispo

ILLINOIS
- Chicago
- Naperville

TEXAS
- Austin
- Dallas

MISSOURI
- St. Louis
- St. Charles

NEW YORK
- New York City

WASHINGTON
- Seattle

IDAHO
- Boise

COLORADO
- Denver

CANADA
- Vancouver
- Toronto

NOTABLE RECOGNITION & AWARDS

accountingTODAY 2021 VAR 100

2021/2022 INNERCIRCLE for Microsoft Business Applications

MSUS Partner Award Winner 2020 Microsoft Business Applications Modernize Finance and Operations

Gold Microsoft Partner Microsoft

Bob Scott's 2020 TOP 100 VARS

2020-2021 BEST of Accounting CLIENT SATISFACTION DIAMOND AWARD 5

DISRUPTION

Supply Chain Complexities

Sustainable packaging, machine-augmented decisions and competitive ecosystems are some of our top strategic supply chain predictions.

As of 2021, 68% of supply chain executives report that they have been constantly responding to high-impact disruptions over the last three years — and most of them did not have time to recover before the next disruptive event hit them.*

Source: Gartner
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ROADMAP

A Guide to Microsoft's Digital Transformation

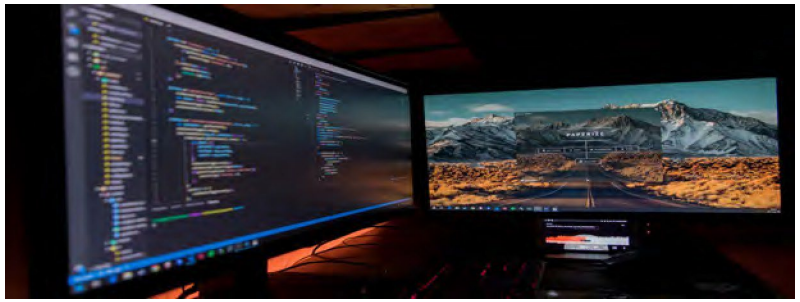
Mike Ehrenberg

- Technical Fellow @ Microsoft
- CTO, Dynamics 365 Applications Group

Microsoft

Dynamics 365 Strategy

Empowering Supply Chain Transformation

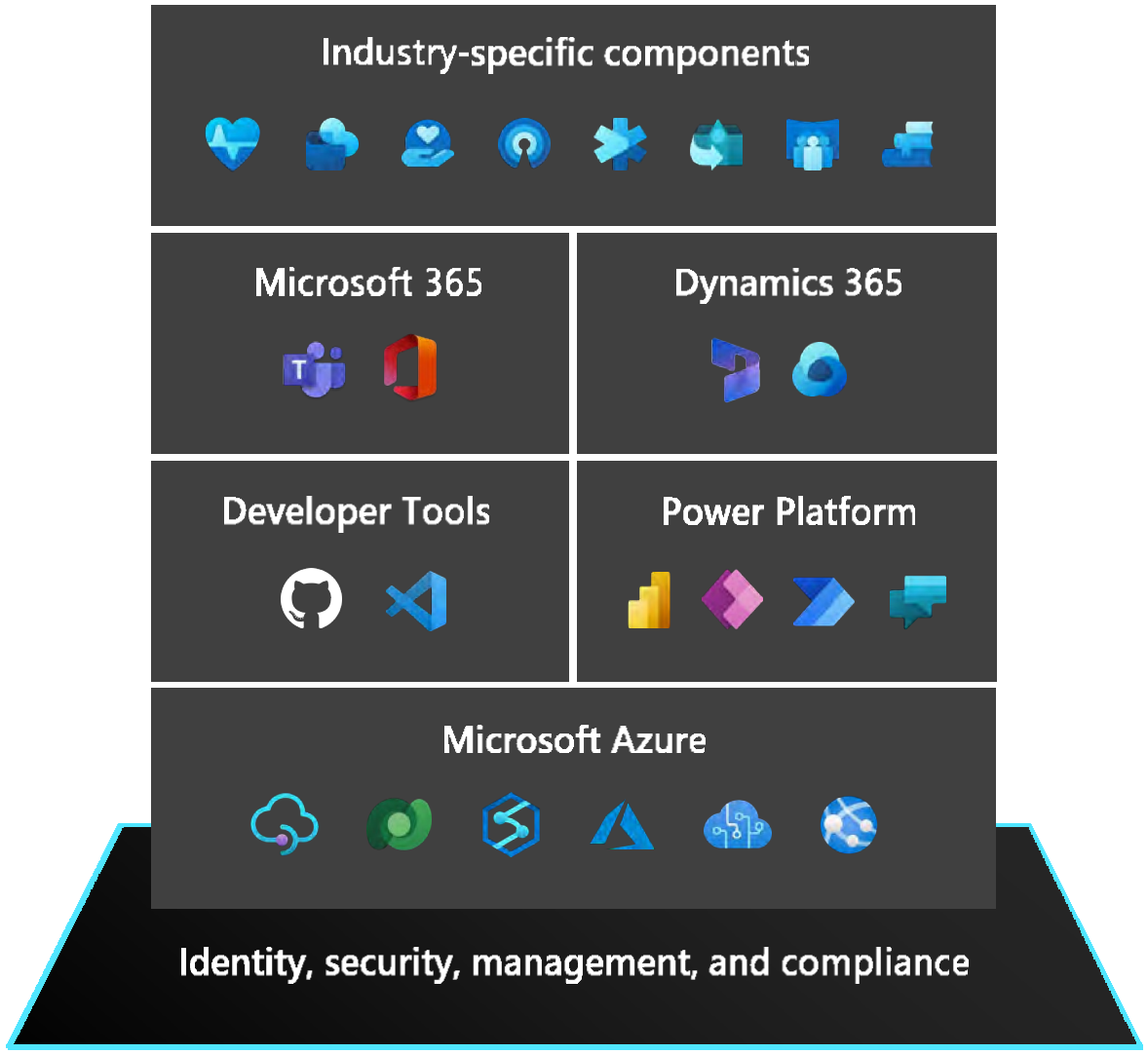


Mike Ehrenberg
Microsoft Technical Fellow
CTO, Dynamics 365 Business Applications

"Microsoft 365, **Dynamics 365**, and the **Power Platform** on top of what we're doing with Azure is the core of what we are doing as a company."

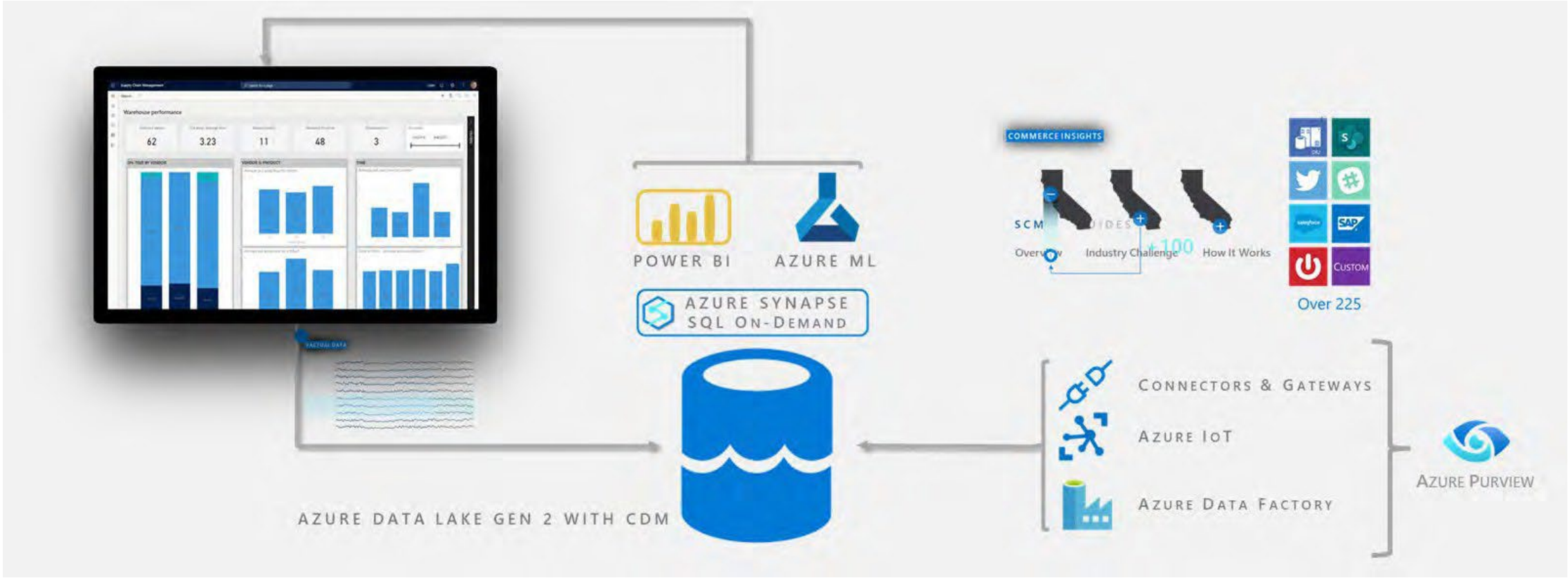
-Satya Nadella

The most trusted and comprehensive cloud



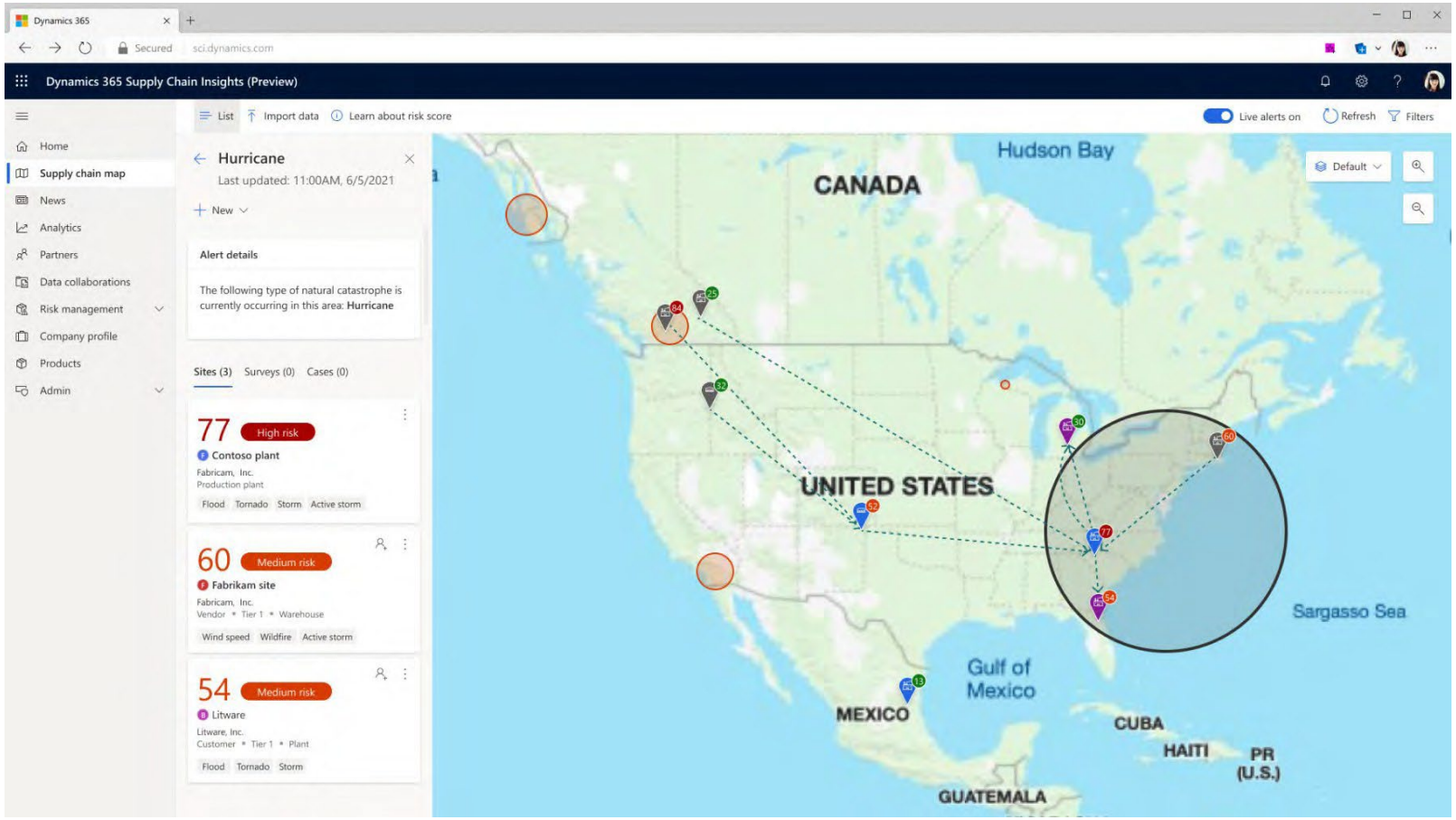
AI
Data
Collaboration

We deliver a modern cloud data platform created to empower data first transformation



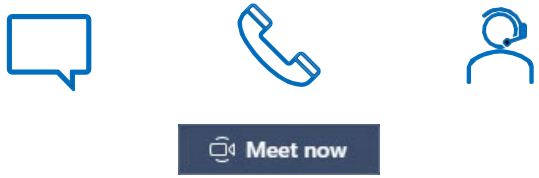
Breakthrough SaaS data visibility, architected to empower real-life data estates

We leverage the power of data to identify insights that empower smarter actions



We will lead the convergence of business process, productivity and collaboration

Business data is available to everyone, everywhere



Easily communicate as part of any business process

Business applications are now multiplayer

What businesses need from Supply Chain software has changed dramatically

- SCM software used to be about making something and getting it to the loading dock…that's not good enough anymore
- The last decades have been about supply chains getting lean. Without resiliency, supply chains broke with pandemic disruption.
- Realization that supply chain is not its own silo but directly impacts customer experience
- Supply chains will not simply add back excess capacity, but will become more elastic with more 3PLs, more transportation options, etc.
- More complex supply chains demand software that provides visibility, identifies risk, and facilitates corrective action
- We are starting with the supply chain connection to the customer and will follow by extending back to suppliers

Dynamics 365+ Power Platform

Innovate everywhere with intelligent, composable business applications

Personalized Marketing

Marketing

Customer Insights

Customer Voice

Digital Selling

Sales

Sales Insights

Commerce

Digital Contact Center

Customer Service

CCaaS

CCAI

Supply Chain Resiliency

Control Tower

Supply Chain Management

Inventory Visibility

IOM

Supply Chain Insights

Physical Operations Cloud

Field Service

Connected Spaces

Remote Assist

Guides

Finance and Service Centric ERP

Finance

Project Operations

Teams

Viva

Human Resources

Finance Insights

Low Code Platform

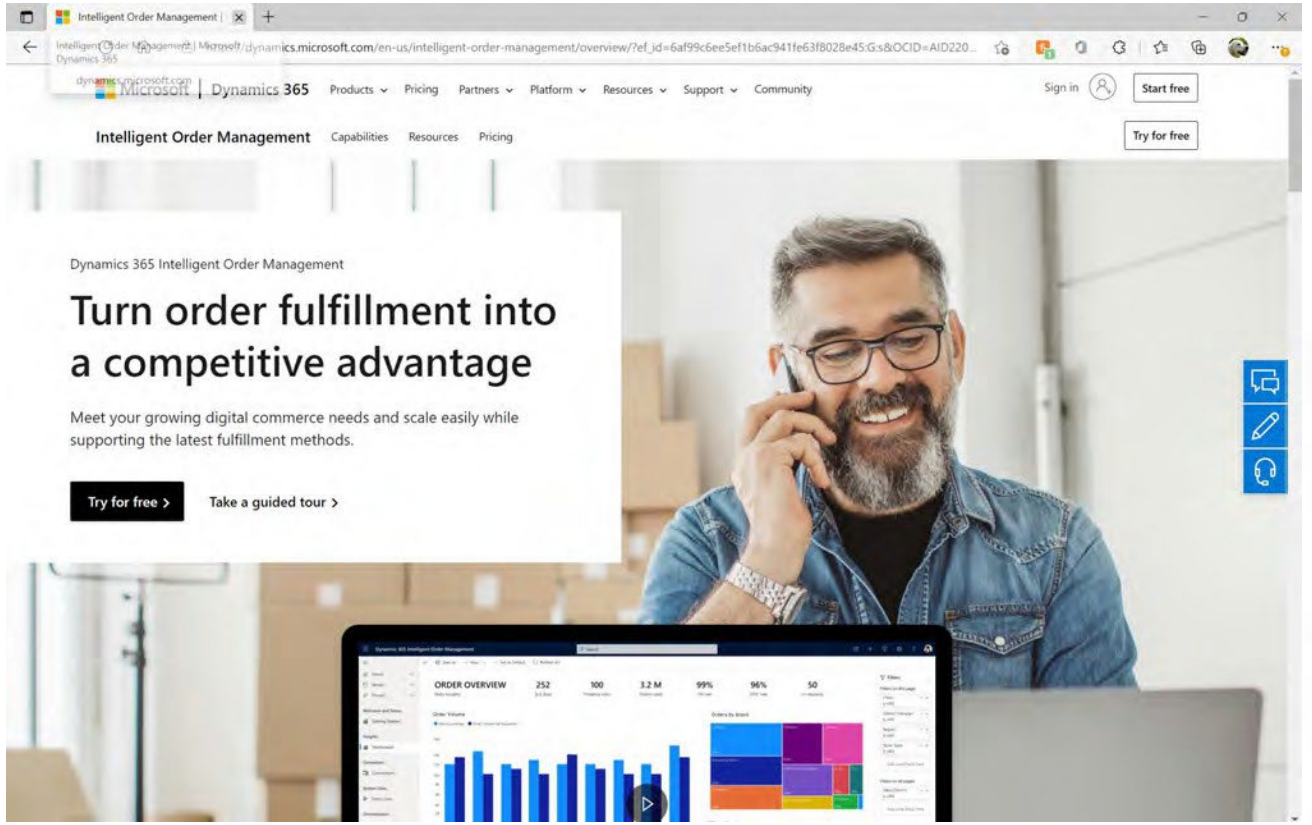
Power Platform

Dynamics 365 Intelligent Order Management

A new solution from Microsoft offering:

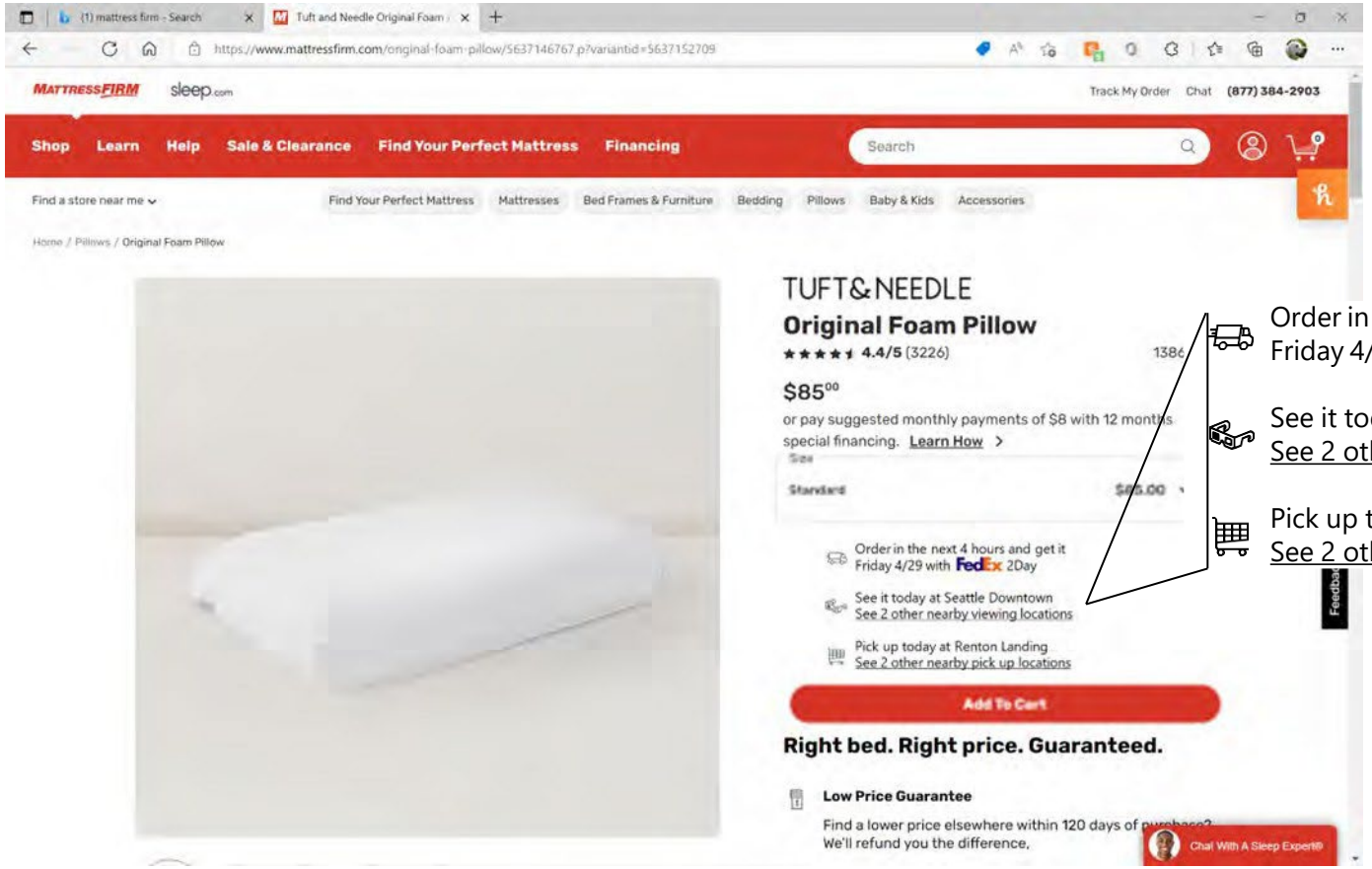
- Real-time inventory visibility
- Intelligent fulfillment optimization
- Flexible order orchestration
- Enhanced customer experience
- Modern, streamlined returns
- Low-code agility

Together with FedEx, IOM benefits are amplified by intelligence spanning enterprise data and the logistics network



Magnified demand for Inventory Visibility

Critical ingredient for customer confidence to drive the purchase decision



Order in the next 4 hours and get it Friday 4/29 with FedEx 2Day

See it today at Seattle Downtown
See 2 other nearby viewing locations

Pick up today at Renton Landing
See 2 other nearby pick up locations

- Inventory in real-time across distribution centers, retail stores, vendor drop ship and more
- Simple, fast and built for scale
- Inventory reservation…not just on-hand visibility. Channel allocation and ATP coming.
- Goal-based optimization to enable ship from store, in addition to ship from DC

Post purchase experience reinforces brand connection

Every shipment update is a customer connection point

To: Mike Ehrenberg
From: orders@buildabear.com

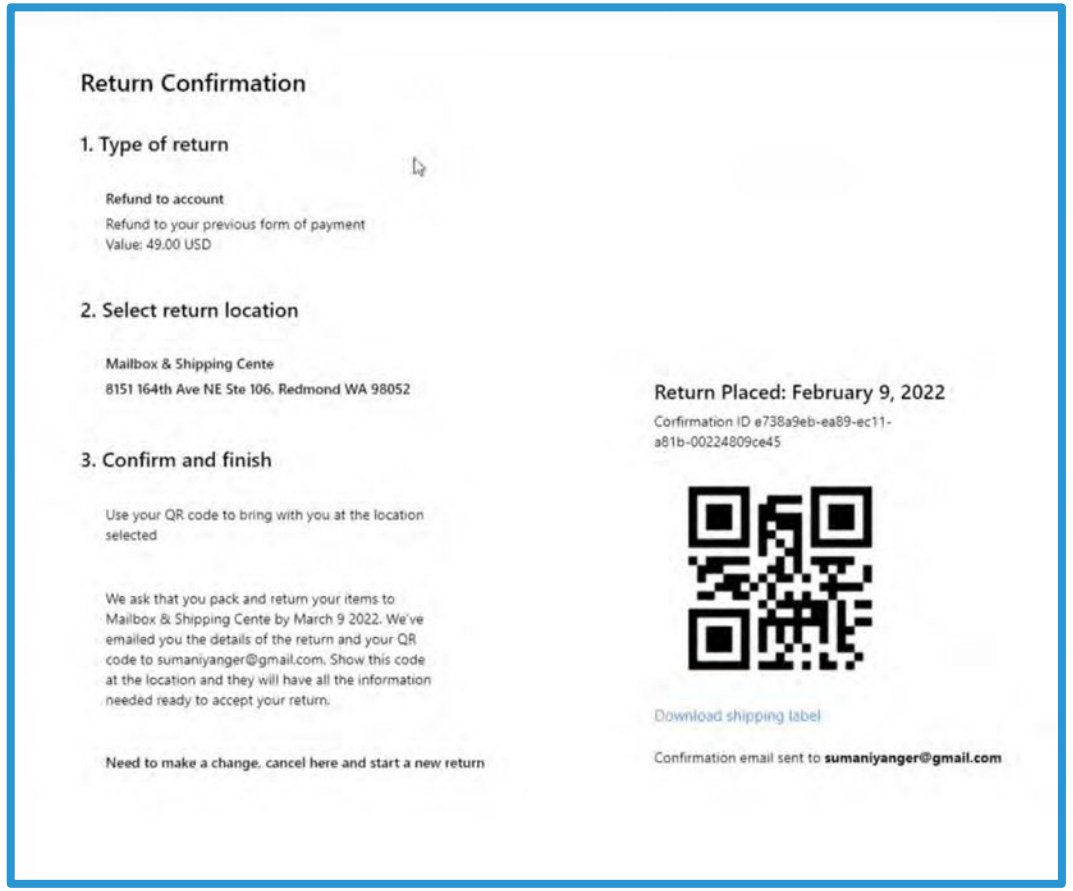
Great news, Mike!
Your BUILD-A-BEAR Gryffindor Lion is out for delivery today!

- Branded communications *from your domain* at every order milestone
- Email, text, and web site order status
- Together with FedEx, *predictive* delivery window notification (and more to come…)

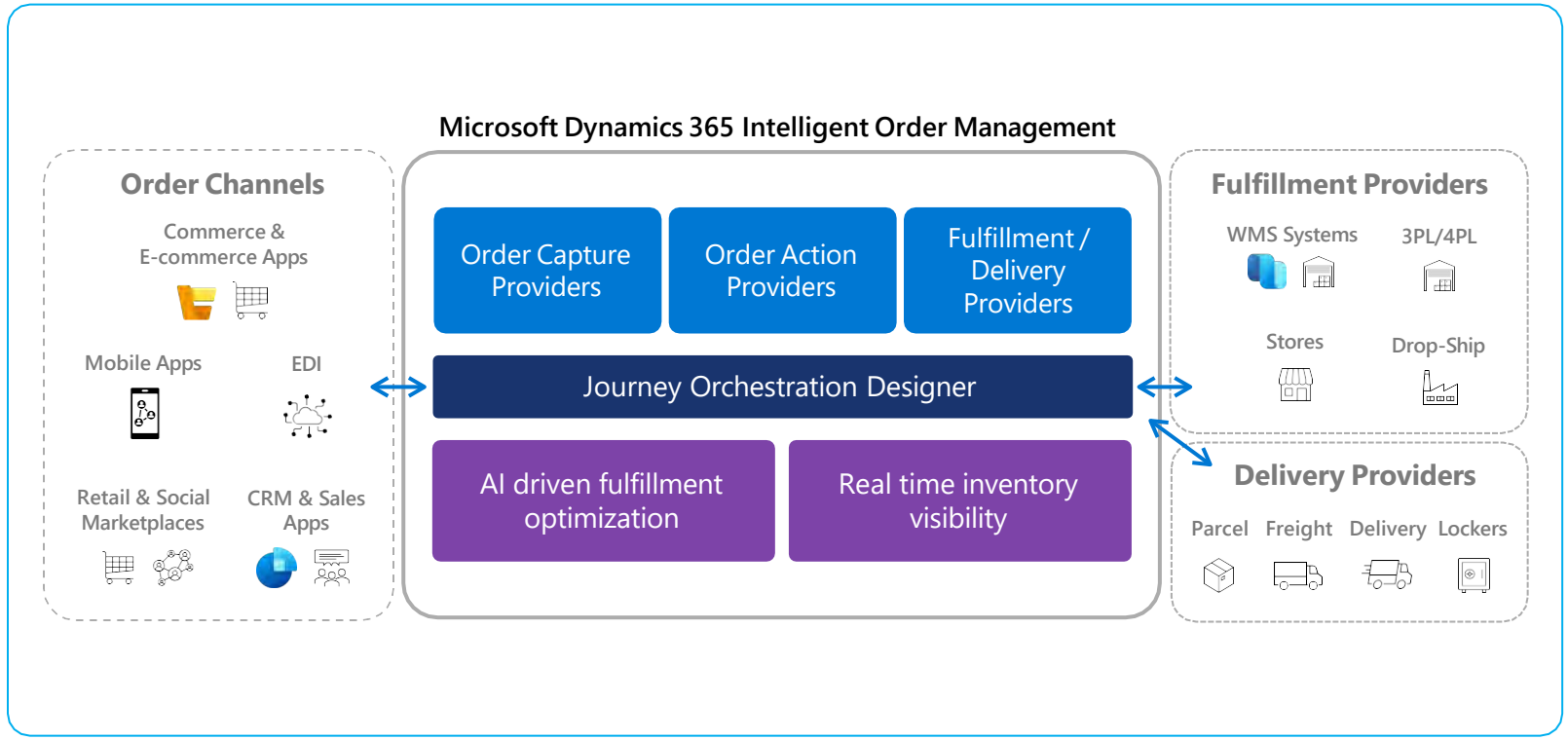
Modern, streamlined returns

Simple returns increase buyer confidence; optimized returns deliver brand efficiency

- Together with FedEx
  - Modern returns experience
  - FedEx location options for drop-off
  - Same branded communications on return progress
  - Signal when package in network to trigger credit
- More to come: how can we optimize where returns that should likely go back on a shelf get routed?



We answer modern fulfillment needs with optimized order management and enhanced customer experience



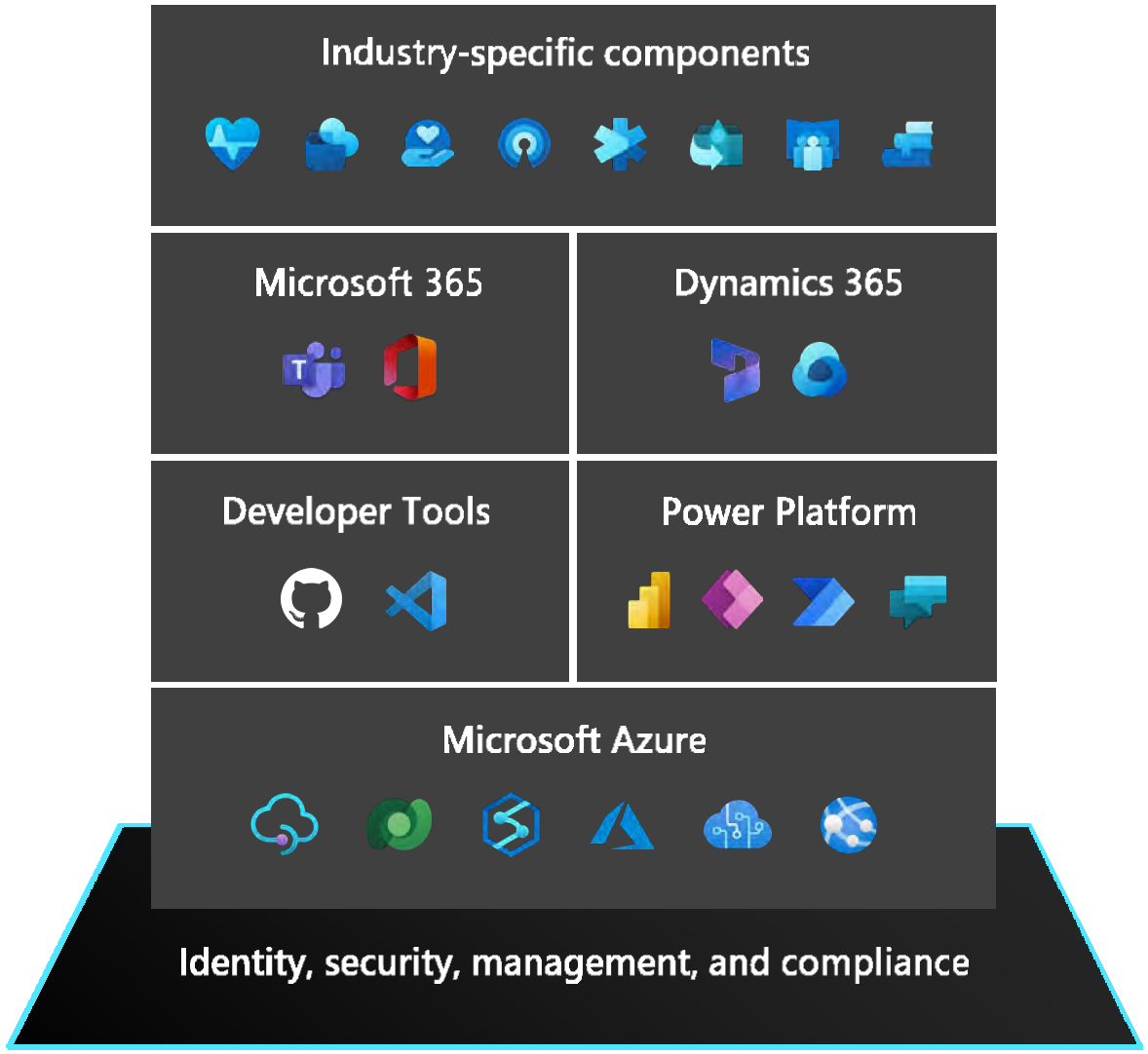
Real-time Visibility

Intelligent Fulfillment

Designed for Integration

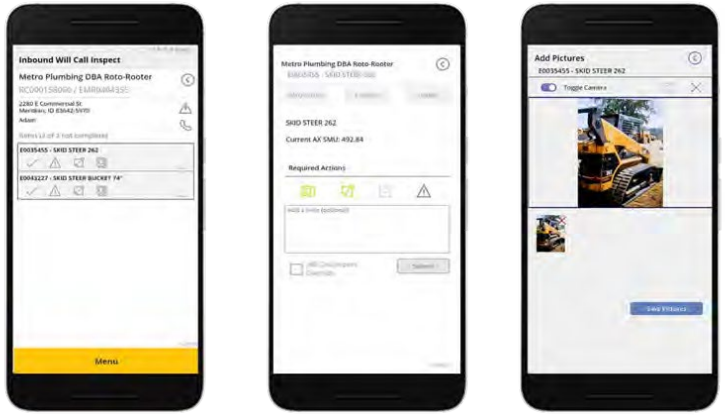
Microsoft

The most trusted and comprehensive cloud

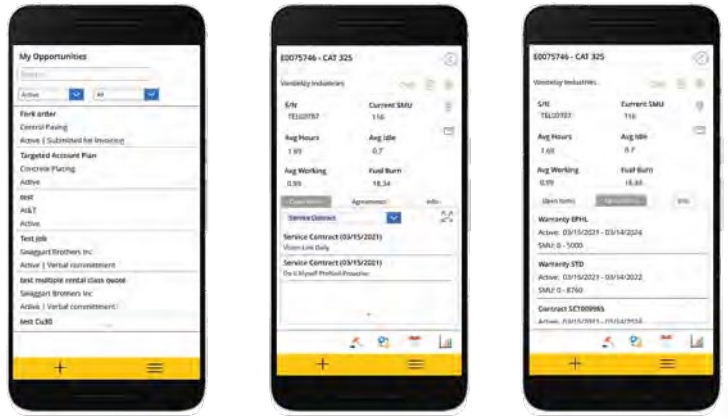


Low-code, no-code development to create the “last mile” apps unique to your business, connected to Dynamics and IT governed.

Return to Ready App

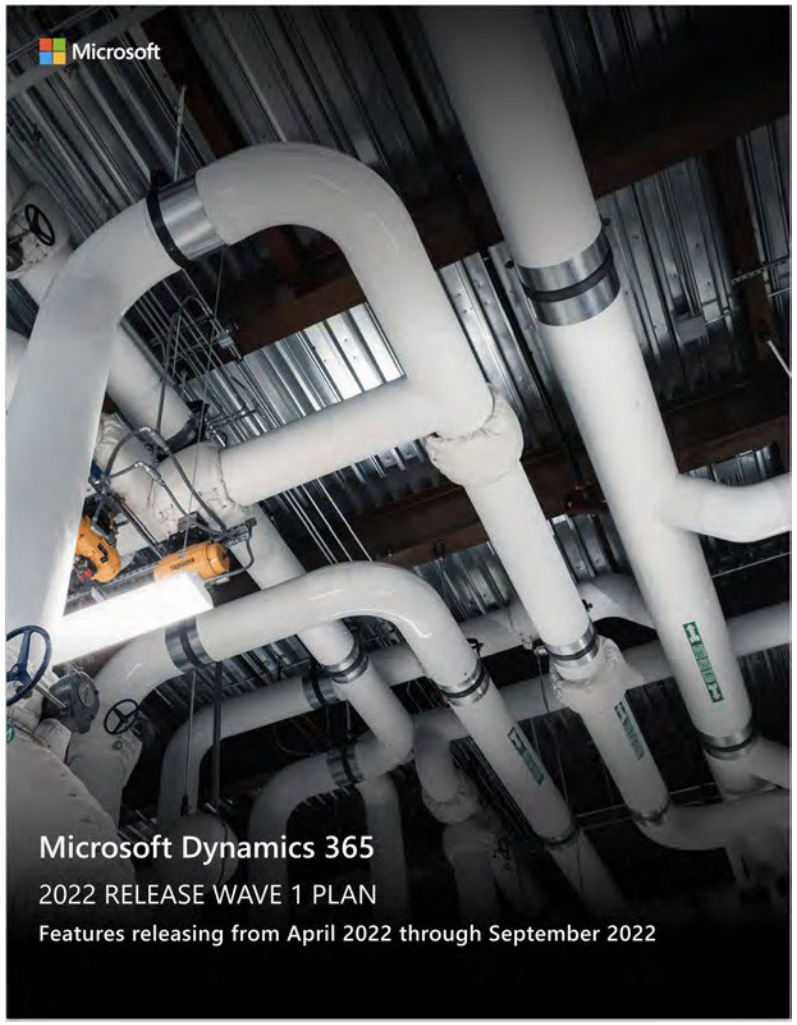


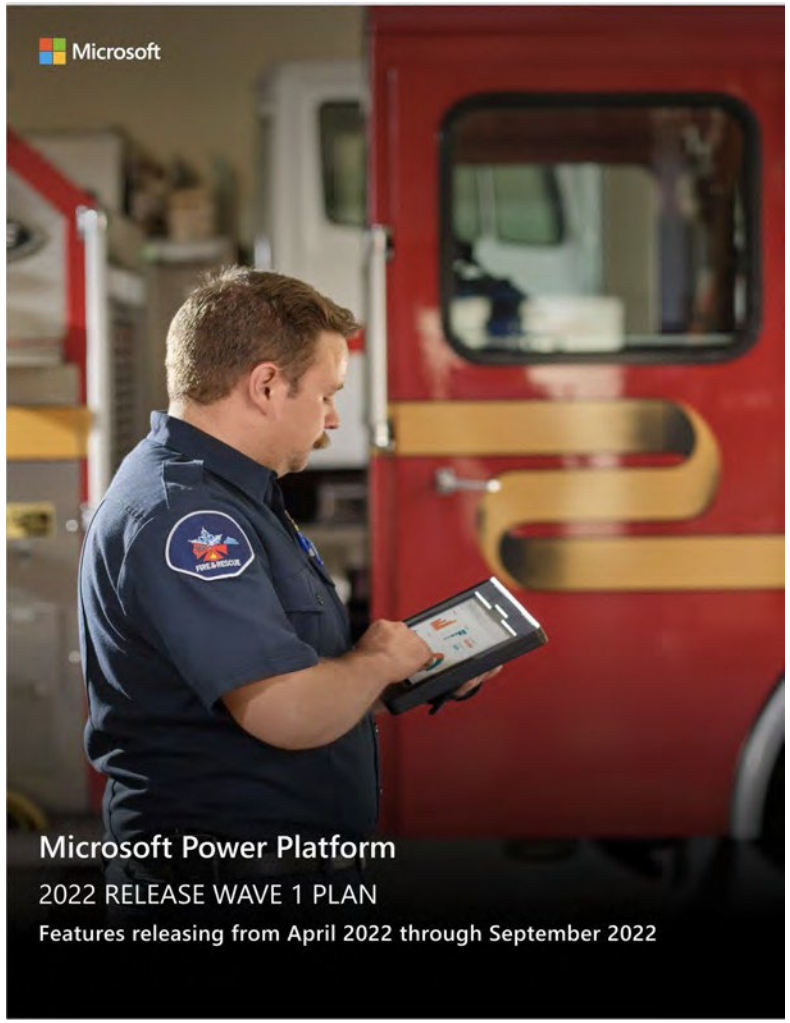
Client Connect App



[Business Apps | Microsoft Power Apps]

http://aka.ms/businessappsreleasenotes





INTERVIEW

Life Science Discussion with Chris & Cam

Cam Moore

Director of IT Global Applications

20+ years in Life Science industry

Kindeva
DRUG DELIVERY

CASE STUDY

Kindeva Drug Delivery

Prior 3M subdivision, they are multinational contract development and manufacturing organization (CDMO) for the pharmaceutical industry. Kindeva required a modern global ERP system that could rapidly deploy and streamline processes at their four manufacturing plants in under 4 months.

Technologies

Capabilities

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Armanino Operates in an Alternative Practice Structure:

“Armanino” is the brand name under which Armanino LLP, Armanino CPA LLP, and Armanino Advisory LLC, independently owned entities, provide professional services in an alternative practice structure in accordance with law, regulations, and professional standards. Armanino LLP and Armanino CPA LLP are licensed independent CPA firms that provide attest services, and Armanino Advisory LLC and its subsidiary entities provide tax, advisory, and business consulting services. Armanino Advisory LLC and its subsidiary entities are not licensed CPA firms.