

\*\*\*\*\* MEDIA ALERT \*\*\*\*\*

**Avanade secures multi-year partnership with EDOTCO Group to digitalize and enhance financial and operational efficiency to improve customer experience.**

**What:** In partnership with Avanade, EDOTCO Group is implementing a Quote-to-Cash digital solution using Microsoft Dynamics 365 as the enterprise resource planning (ERP) system. This initiative will digitalize and standardize the organization's operations across eight countries – leading to streamlined sales processes, enhanced customer experience, elevated efficiency and greater financial visibility and management.

**When:** Thursday, 13 June 2024

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[EDOTCO Group](#), Asia's leading digital connectivity infrastructure services company, has partnered with [Avanade](#), a leading Microsoft solutions provider, to transform and digitalize their Quote-to-Cash operations across all their operating markets.

Utilising the Microsoft Dynamics 365 Finance and Operations (F&O) suite, this transformation will enhance EDOTCO's enterprise resource planning (ERP) and aims to increase financial visibility, operational efficiency, and customer satisfaction. This digital transformation will enable EDOTCO Group to swiftly capture new customer segments and adapt with agility to changing market conditions and macroeconomic trends. Avanade's solution promises increased efficiency, greater accuracy, enhanced revenue opportunities, and an improved customer experience for EDOTCO Group.

Avanade will employ its proven delivery framework and advisory-led consulting approach to ensure EDOTCO adapt to customer needs, establish a foundation for new offerings, and navigate the digital transformation journey confidently. The multi-year, multi-million transformation program is intended to support EDOTCO in achieving their ambition of being Asia's leading digital connectivity provider.

**QUOTES:**

**Bhavya Kapoor, Area President, Growth Markets, Avanade:** "Avanade is thrilled to collaborate with EDOTCO Group on this transformative journey towards greater performance and business outcomes. In today's dynamic business environment, efficiency and adaptability are paramount. Leveraging our deep expertise and domain knowledge in Microsoft Dynamics 365, we aim to help EDOTCO Group unlock the full potential of financial systems that will enhance productivity, seize new business opportunities, and drive industry-leading growth. This is a first-of-its-kind solution for independent tower management companies and would help EDOTCO Group advance its mission to accelerate equitable next-generation connectivity.

**Mohamed Adlan Ahmad Tajudin, CEO, EDOTCO Group:** "Our collaboration with Avanade marks a significant leap forward in our digital transformation journey, specifically by streamlining our Quote-to-Cash operations across eight key markets. This strategic move empowers us with greater agility and financial transparency. This, in turn, unlocks new market opportunities, fuels sustainable growth and allows us to deliver exceptional customer experiences across our diverse portfolio. Ultimately, this positions EDOTCO for long-term success in an ever-evolving market."

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**About Avanade**

Avanade is the leading global provider of digital, cloud, AI and advisory services, industry solutions and design-led experiences across the Microsoft ecosystem.

Together with Accenture, we have been recognized as Microsoft's Global SI Partner of the Year more than any other company. With the most Microsoft Most Valued Professionals, certifications (60,000+) and 18 (out of 18) Gold-level Microsoft competencies, we are uniquely positioned to help businesses grow and solve their toughest challenges.

Avanade is a responsible business committed to building a sustainable world through the power of people and Microsoft. We hold ourselves accountable to environmental, social and governance targets, ensuring our business is sustainable for the long term. Every day, our 60,000 professionals in 26 countries harness the power of their diverse backgrounds to make a genuine human impact for our clients, their employees and their customers. Learn more at [www.avanade.com](http://www.avanade.com) and follow us on [LinkedIn](#).

**About EDOTCO Group**

Established in 2012, EDOTCO Group is the leading digital connectivity infrastructure services company in Asia, providing end-to-end integrated solutions in the tower services sector. Its mission is to help nations across Asia advance their connectivity infrastructure with leading-edge solutions and achieve equitable connectivity.

With a portfolio of over 58,000 towers across nine countries, the company is present in Malaysia, Bangladesh, Philippines, Indonesia, Cambodia, Pakistan, Myanmar, Sri Lanka, and Laos - fulfilling connectivity demands innovatively and sustainably to help its customers and partners accelerate sustainable growth. EDOTCO prioritises prudent portfolio expansion for organic and inorganic opportunities that carry the right scale, economics, and returns for its shareholders.

EDOTCO Group was named Asia Pacific Telecoms Tower Company of the Year for six consecutive years by Frost & Sullivan and was recognised as one of three ASEAN Unicorns based in Malaysia. For more information, visit [www.edotcogroup.com](http://www.edotcogroup.com).