



# Avanade<sup>®</sup> Intelligent Enterprise for Professional Services

Results tailored to your industry

The ability of a firm and its practitioners to adjust to changing client demands is critical to driving growth and increasing profitability in Professional Services. Digital disruption is starting to impact this sector with the rise of technologies like AI, analytics, machine learning and robotic process automation. In order to be successful you need to transform your firm into the Intelligent Enterprise.

As a professional services organization your success is project driven. It depends on having the proper management and resource allocation tools – to ensure projects are delivered on time, on budget and to the expected quality. Beyond that, your long-term profitability also depends on providing efficient after-sales support and maintenance services. That’s where we are helping project and service-driven organizations, across industry sectors, including: Consultancy, Accounting, Legal & Audit, Architecture, Engineering & Construction, Real Estate, IT services, Media & Entertainment and Advertising & Marketing

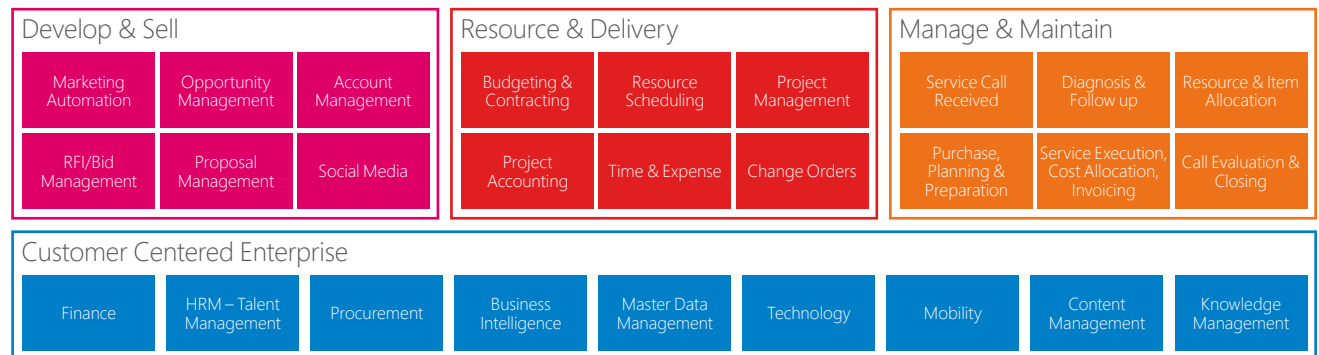
The main challenges for Professional Service companies are:

- Business Model Transformation – Shifting revenue models based on subscription services and outcome-based service
- Talent Empowerment – Attracting and retaining the next generation of talent

- Too much time spent on admin tasks, not enough on customer engagement and project execution
- Lack of visibility into the pipeline and backlog of work.

At Avanade we understand that no two industries are identical. But we believe that for any enterprise to lead in its market it needs to be an [intelligent enterprise](#) or be willing to transform itself into one. That requires a combination of the right talent, tools and experience to create fit for purpose business technology solutions that empower employees and customers and activates innovation with a purpose.

That is why we developed a solution tailored to companies operating in Professional Services. Our solution is based on Microsoft Dynamics 365, to which we add the specific functions you need for your business.



Results tailored to your industry

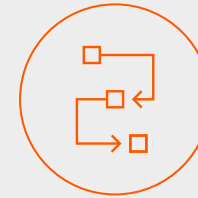
# Enabling the Intelligent Enterprise in Professional Services

Our implementation team will provide quality through a combination of insight, innovation and the expertise germane to an international team. We help you streamline processes, provide actionable insights and empower your workforce. We unlock the value of the Microsoft Cloud (Power BI, Azure Machine Learning, Azure Cognitive Services, Office 365) and break down data silos by unifying CRM and ERP functionalities.

Professional services firms are filled with highly intelligent experts. That doesn't mean they are yet Intelligent Enterprises. Those firms intelligent enough to exploit the current trove of technology are becoming agile, innovative and operationally intelligent so they can outpace their professional services competitors and redefine how they deliver value to clients.

Avanade was founded in 2000 by Accenture and Microsoft Corp. This unique position strengthens our ability to implement the most appropriate Microsoft solutions for customers throughout the world.

Our proprietary tools reduce risk on your project and deliver faster ROI.



Business Process Models



Solution Accelerators



Local Operating Model



Advanced Analytics & Intelligent Automation

“Professional Services appears to be approaching a tipping point as disruptive technologies drive fundamental changes in the industry’s economics.”

Digital Transformation Initiative (DTI): Professional Services Industry,  
by World Economic Forum in collaboration with our parent company, Accenture, 2017

# Digital transformation in the engineering industry

The internal infrastructure at this architecture and engineering firm was struggling with complex, non-standardized business processes. Avanade is delivering a new business process model, based on Microsoft Dynamics AX, Dynamics CRM and Microsoft collaboration and business intelligence tools which will unify the firm's offices. Deployed as a cloud service on the Microsoft Azure network, the solution will support the automation of the project life cycle including sales, contracting, project management, and billing management.

[Read the full story](#)



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