

AX2012

Kans of bedreiging?



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PartnerMasterClass®

Welkom
namens



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Voor de pauze

- Partner Readiness
- AX2012 Intro
- Impressie Convergence 2011
- Product presentatie

Wim van Vliet

Aldert Kadijk

Aad de Jonge

Arie van de Pol

Sjaak Smeeing



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Na de pauze

- AX2012 en uw organisatie
- Product presentatie
- Dynacademy aanbod
- Invloed op Partnerkanaal
- Paneldiscussie

Joop van Voorthuijsen

André Arnaud de Calavon
Roelof Jan Snee

Jan Leppink
Mirjam Berntsen
Stefan v.d. Brink

Aad de Jonge



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Uitdaging

Aantal wijzigingen

- AX 2009 : 400
- AX 2012 : 1.190

Aantal Microsoft Sessies (Redmond & Atlanta)

- > 100 ieder minimaal 1 uur
- Knowledge transfers



AX2012 productpresentatie

- Look en Feel introductie
- Functies en invloed op branche oplossing
- Functies invloed op marktpositionering



Look & Feel



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Een demo omgeving op maat

- Rolebased Security
ca. 80 voorgedefinieerde rollen



Credit management

Cockpit
in plaats van
tien verschillende schermen



Credit management

Functie

- Klanten toewijzen aan Credit Managers
- Oudersdomsperiode met symbolen
- Periodieke momentopname van ouderdom

Voordeel

- Flexibiliteit
- Visualiteit
- Performance



Credit management - Cockpit

Functie

- Credit management statistieken
- Herafdrukken facturen
- Maken van cases/activiteiten
- Afschrijven openstaande transacties
- Versturen van saldijst via mail

Voordeel

- Inzicht
- Gemak
- Opvolging
- Gemak
- Gemak



Credit management

Standaard in plaats van maatwerk,
ook voor grotere organisaties!



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Functionaliteiten en hun invloed op maatwerk cq. branche oplossingen

- Office Integratie
- Dimensies



Excel Integratie

- Exporteren visualisering
- Excel Add In
- Upload naar AX
- Alle tabellen



Dimensies

- Nu: veel maatwerk functioneel en koppelingen aan entiteiten
- Maar in AX2012
 - Out of the box configureren
 - Geen synchronisatie meer tussen dimensie en de gekoppelde tabel (project dimensie en projectnummer)
 - Accountstructure maakt dimensie inrichting begrijpelijk
 - Per administratie of gedeeld over bedrijven
 - Per dimensie delen of bedrijfsspecifiek



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AX2012 productpresentatie

André Arnaud de Calavon
Roelof Jan Sneep

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Horizontaal

- Casemanagement
- Verplichtingenadministratie
- Funding (Public Sector)
- Work Breakdown Structure
- Product Configurator



AX2012 Techniek

- Architectuur kansen en bedreigingen
- Upgrade en zijn consequenties

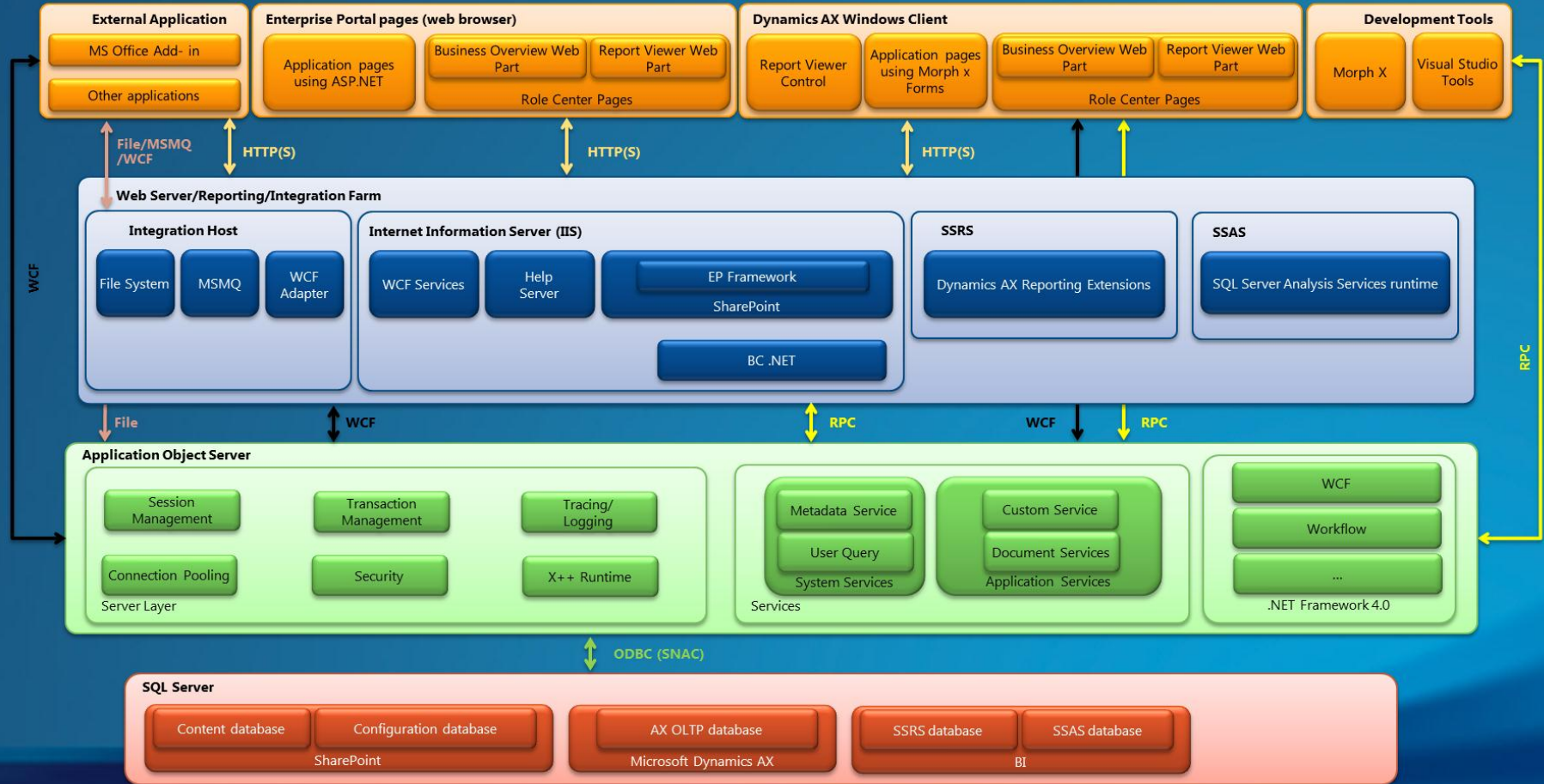


Architectuur

- Framework aanpassingen
- Model Driven Layered Architecture
- Master Data
- Development environment
- Organisation model



Framework Architecture



Architectuur

Model Driven Layered Architecture

Layering' in the model store allows for support of a base model, extended with models for **localization**, **industry specialization**, and on top of that can **incorporate ISV (vertical)** specialization as well as **reseller specialization** and customer specific customization. Although these models are separated through the layer structure, they are contain within one model store and are executed as one solution at runtime.

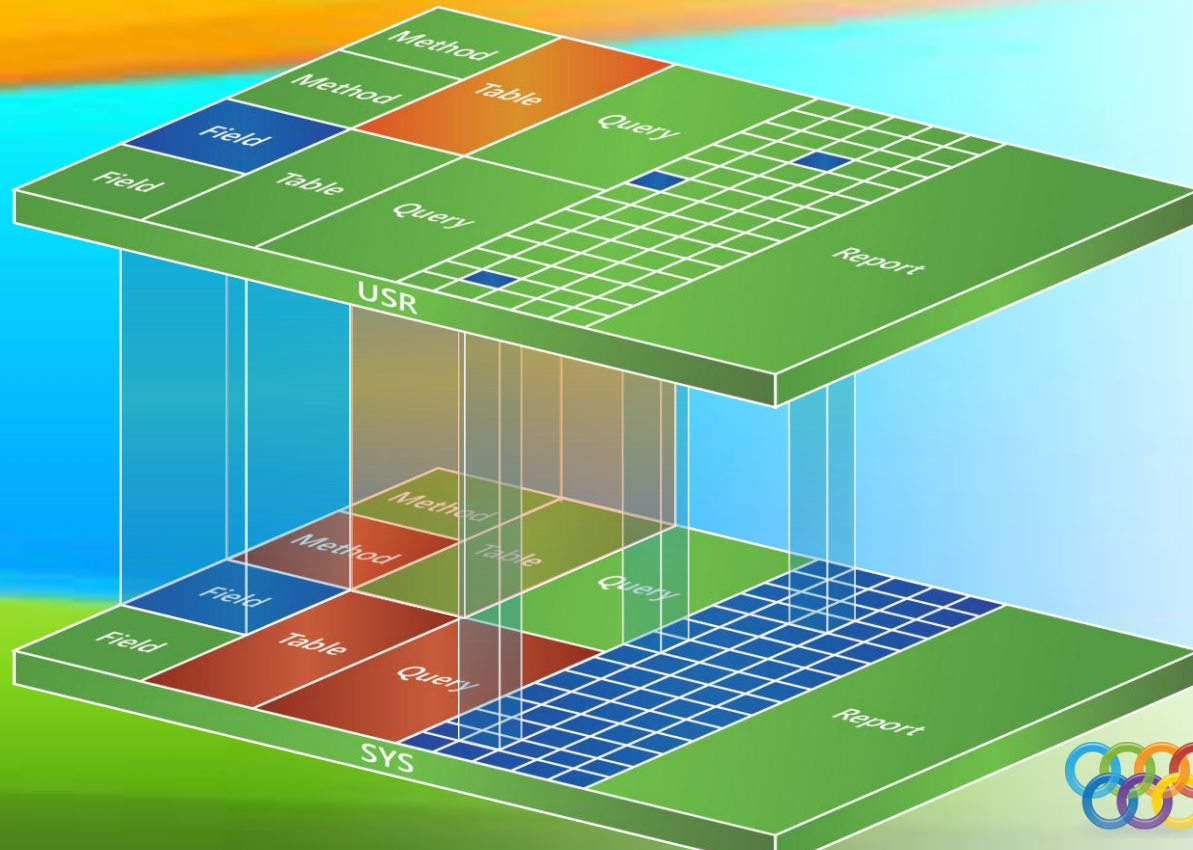


Director - Product Management, MS Dynamics AX at Microsoft



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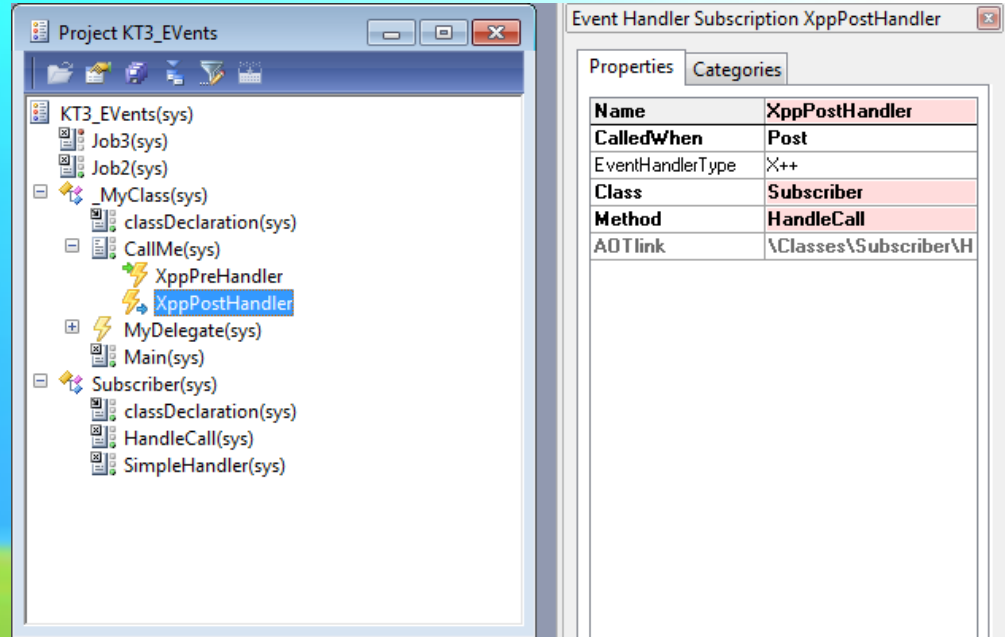
Model Driven Layered Architecture



Models naast elkaar

Met behulp van

- Events
- Delta elementen



The image shows a screenshot of a Visual Studio IDE. On the left, the Solution Explorer displays a project named 'Project KT3_Events'. The project structure includes:

- KT3_Events(sys)
 - Job3(sys)
 - Job2(sys)
 - MyClass(sys)
 - classDeclaration(sys)
 - CallMe(sys)
 - XppPreHandler
 - XppPostHandler
 - MyDelegate(sys)
 - Main(sys)
 - Subscriber(sys)
 - classDeclaration(sys)
 - HandleCall(sys)
 - SimpleHandler(sys)

The 'XppPostHandler' class is selected. On the right, the Properties window shows the 'Categories' tab for 'Event Handler Subscription XppPostHandler'. The properties are:

Name	XppPostHandler
CalledWhen	Post
EventHandlerType	X++
Class	Subscriber
Method	HandleCall
AOT link	\Classes\Subscriber\H



Master Data

- Gedeelde tabellen versus virtuele bedrijven
- Masterdata nu voor
 - Global address book
 - Product Information Management
 - Grootboek
 - Dimensies
 - Enz.



Case Sales quotation Prospect Lead Opportunity View Edit Delete Convert to customer Activities Export to Microsoft Office Excel Attachments

Standard portal

Sales

Places

- Customers
- Prospects
 - My prospects
 - Leads
 - Active leads
 - New leads
 - My new leads
 - My leads
 - My active leads

- Opportunities
- Cases
- Activities
- Contacts
- Products
- Quotations
- Sales orders

All prospects

Name	Account	Contact number/address	Extension	Type ID
<input checked="" type="checkbox"/> Adventure Services	000083_139			Vendor
<input type="checkbox"/> Angle Training Center	000127_139			National account
<input type="checkbox"/> Apple Conference Center	000126_139			Prospect
<input type="checkbox"/> Arkansas Airport	000132_139			Government
<input type="checkbox"/> Basketball Stadium	000025_139			Customer
<input type="checkbox"/> Beach Electronics	000150_139			Prospect
<input type="checkbox"/> Beaver Wholesales	000047_139	123-555-0169		Customer
<input type="checkbox"/> Beetle Electronics	000094_139			Vendor
<input type="checkbox"/> Berry Conference Center	000008_139	123-555-115	16	Customer
<input type="checkbox"/> Birch Company	000137_139	111-555-0113		Customer

000083_139 : Adventure Services

Status:	Active	Segment:	Reseller
Credit limit:		Subsegment:	Supplier
Delivery terms:	PCK	Sales district:	
Sales tax:	No-Tax	modifiedDateTime:	1/10/2011 7:16:07 PM
		modifiedBy:	Admin

Primary address

123 Second Street
Baldwin City, KS 66006
United States of America

Related information

- Open sales quotations: (-)
- Open cases: (-)
- Active leads: (-)
- Active opportunities: (-)

Contacts

Contact	Telephone
Josh Pollack	654-555-0115

Contacts

Relationships

Organisatie Modellen

- Grafische weergave van de organisatie
- Financiële en functionele sturing op
 - Dimensies
 - Data security
 - Policies (Autorisatie, Workflow)



Marktpositionering features

- Product Information Management
- Ledger & Subledger & Distributions
- Wisselkoersen types / crossrates
- Corporate Performance Management
- Credit Management



Upgrade

Roelof Jan Sneep

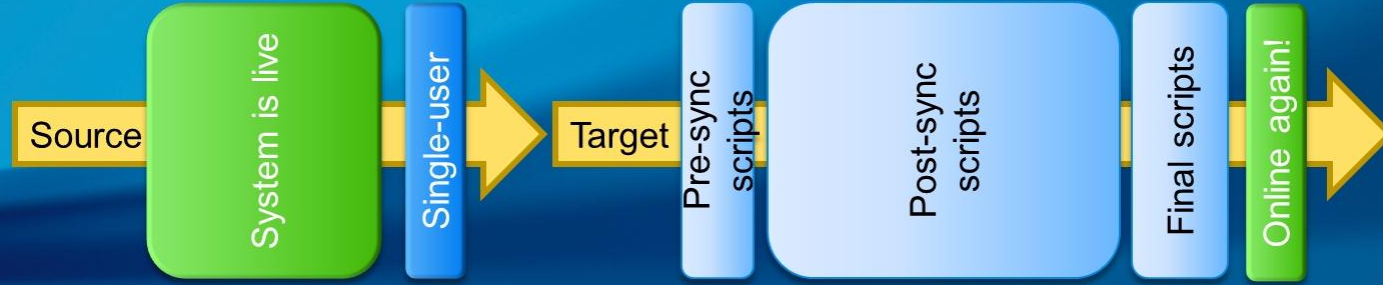
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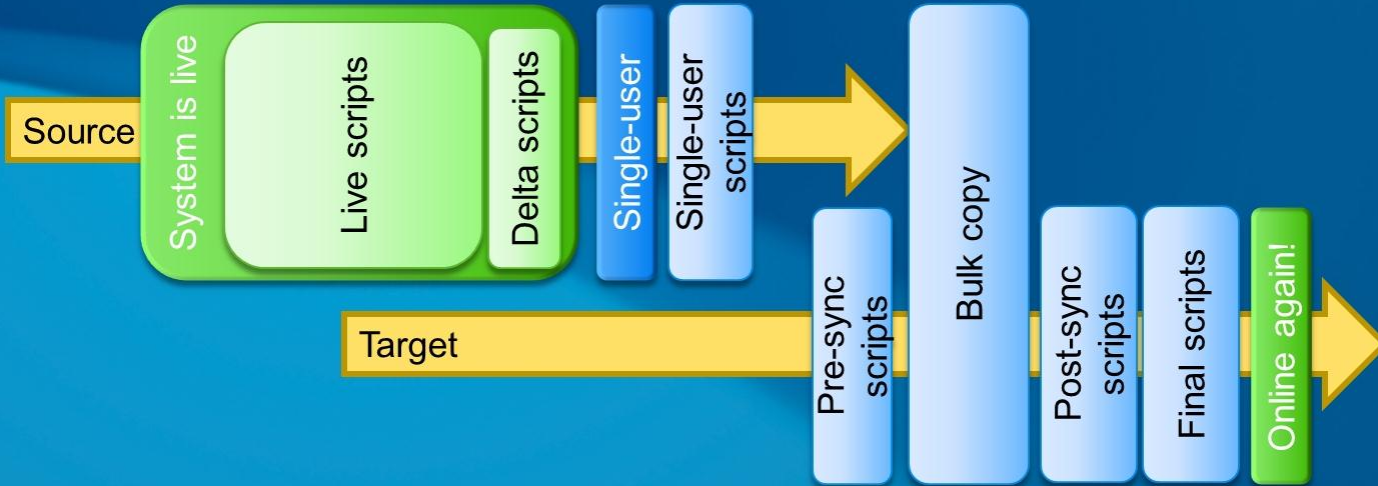
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The old and the new upgrade

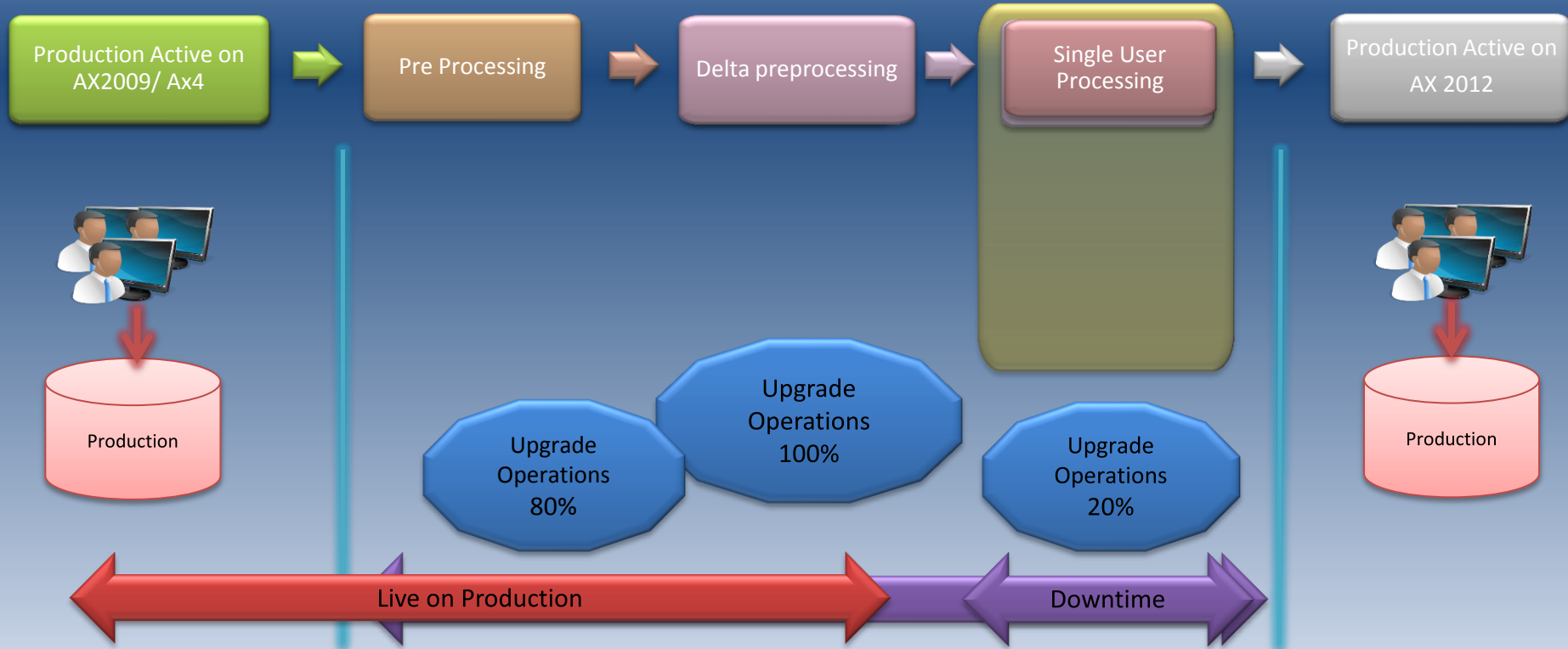
Upgrade to AX 5 (old way)



Upgrade to AX 6 (new way)



Upgrade: Before (AX 2009) & Now (AX 2012)



Dynacademy opleidingsaanbod

Jan Leppink

Mirjam Berntsen

Stefan van den Brink

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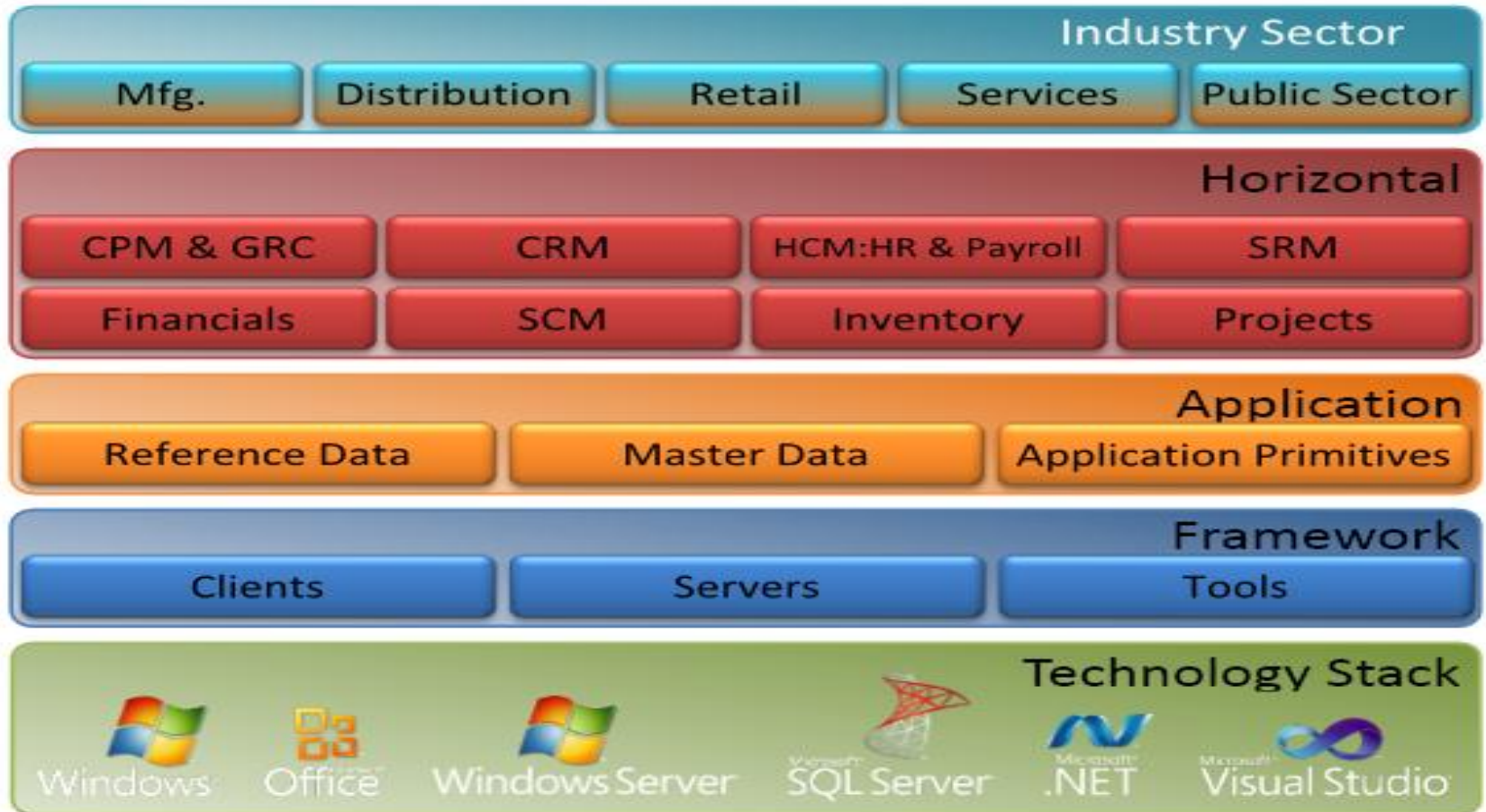


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AX2012 – wat te doen?



Opleidingsaanbod – AX 2012 What's new



Opleidingsaanbod – AX 2012 What's new

Doelgroep: huidige AX Consultants en Developers

Tweede serie juni 2011

1. What's New AX2012 Overview

- Technisch (1 dag) - 27 april 2011
- Functioneel (1 dag) - 28 april 2011

Data gepubliceerd via website

2. What's New AX2012 Rolgebaseerd - Verdieping

- Consultant rollen: Application & Developer
- Pre – Sales & Project Management
- Microsoft Application Platform



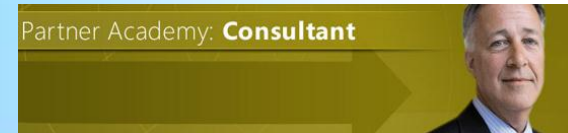
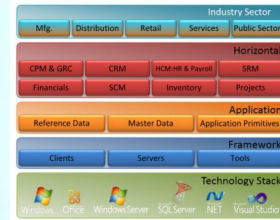
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Opleidingsaanbod – Curriculum

Doelgroep: nieuwe AX Consultants & Developers

3. Volledige trainingen AX2012 per gebied
-> vanaf september

4. Certificering op AX2012
-> eerste examens sept. beschikbaar



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Innovation in Microsoft Dynamics AX 2012 is delivered by integrating with Microsoft SQL Server, Microsoft SharePoint 2010, Microsoft Office 2010, and Microsoft Visual Studio 2010. Partners will need to develop skills in the following technologies to successfully deploy Microsoft Dynamics AX 2012. The objective of the application platform training is to identify courses that are required for developing the skills in those technologies. Specific training to address how these technologies are applied to Microsoft Dynamics AX 2012 is anticipated and will be announced at a future date.

