



atlas +

Case Study.

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+

Atlas Overview.

1998

Year of Establishment

20

Years in business

330+

Employees

\$6.5m+

In Revenue

90%

BIM Projects

2

Level of BIM Accreditation

85%

Repeat Customers

10

Worldwide Strategic
Partners.

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+

Operating Globally.



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— The Challenge. —

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Isolated Systems

For years Atlas had been struggling with multiple systems all isolated from each other with no interaction or integration between them. Remote staff had no access to on-site server data and collaboration did not exist.

Development of Atlas NGW

During 2016 Atlas tested, developed and migrated to Microsoft's Office 365. Utilising the power of the integrated approach of the Microsoft's Exchange & SharePoint online applications, Atlas quickly understood that the 365 cloud platform had a lot more to offer.

The next stage of development

To replace their redundant CRM system, Atlas once again approached Microsoft Vietnam who recommended teaming up with Votiva as their Microsoft Dynamics 365 partner.

Next Generation Workspace

- During 2017 Atlas teamed up with with Votiva to migrate their existing CRM system to Dynamics 365 for Sales. Then during 2018 continued to develop the system by introducing new workflows and processes to monitor and control their project acquisition.
- Therefore Atlas has now a complete joined up system that integrates their:
 - Communications - Exchange/ Outlook 365
 - Document Portal – SharePoint Online.
 - Client Database – Dynamics 365 for Sales.

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Atlas NGW



Integrating Atlas' new Dynamics 365 CRM system into their Microsoft 365 environment to complete Atlas' NGW.



What was the benefit of this integrated working environment?

- A single source of truth with regard to documents.
- Reduces the volume of emailing attachments creating multiple copies.
- Always know what and where is the latest version of any document.
- Increased efficiency in your working environment



How It All Comes Together.

PHASE 1

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Communications

Exchange/ Outlook 365.

- Email functionality
- Global company contacts list
- Shared calendaring / resource calendars
- Skype for Business

Document Portal

SharePoint Online.

- Document & list libraries
- Structured metadata
- Newsletters
- Company blog

Client Database

Dynamics 365 for Sales.


- Client company database
- Client Contact database
- Project acquisition

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Microsoft 365 Admin Center

- Centralize control for all licenses

- Outlook lookups 
- Outlook tracking
- Service Calendaring

- Delve
- OneNote
- Teams 
- Planner

- Synchronised list libraries
- Synchronised Document Libraries 
- Processes
- Flow

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How It All Comes Together

PHASE 2

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Dynamics 365 for Sales Phase 2 – Q4 2018

Again Atlas turned to Votiva to help with the next phase of the Dynamics 365 development roadmap.



SharePoint Integration

- Customized links for document libraries
- Contacts synchronization



Dashboards

- Customized Sales Pipelines
- Activities

Power BI

- Customized reports on Project Acquisition



Customized reports

- Automated monthly activity reports direct from D365



A low-angle, upward-looking photograph of several modern skyscrapers with grid-like window patterns. The buildings are dark, and the sky is a light, hazy grey. The perspective creates a sense of height and scale.

Roadmap

Next Steps

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The roadmap consists of the last three projects needed to make Atlas a fully integrated Next Generation Workplace after phase 2.



Dynamics 365 Operations – Q3 2019

- Resource & Project Management
- Streamline Procedures

D365 HR Management – Q1 2019

- Employee Administration
- Time / Attendance
- Leave Management
- Reporting

Dynamics 365 Finance – Q1 2020

- Budget Planning
- Invoicing

A woman is seated at a desk in a dimly lit office, looking towards the right. The desk is cluttered with stacks of papers and several rolled-up documents. The scene is overlaid with a semi-transparent dark blue filter. The word "Testimony" is centered in white text, flanked by two horizontal lines.

— Testimony —

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Simon Richards – Digital Development Manager - Atlas Industries

As Atlas' Digital Development Manager, Simon is responsible for consolidating the Company's data by implementing cloud technology to enable our in house and remote teams to work seamlessly wherever they are in the World.

Utilising the power of the cloud environment we are continuing to develop the use of integrating applications to increase the efficiency of our staff and reduce the ever growing email avalanche through the use of forward thinking applications and methodologies.

"...Vovita worked alongside Atlas to help create our integrated 'New Generation Workspace'..."

"...Votiva customized Dynamics 365 to work with Atlas' procedures, therefore Atlas did not have to change the way we work to suit the software..."

"...Continuing to work with Votiva means we have continuity, a partnership throughout all of our development stages and beyond..."

Simon Richards - 2018