

INWAY SYSTEMS

Your trusted partner
for Microsoft Dynamics



BUSINESS.
SOFTWARE.
EXCELLENCE.



OUR PASSION IS ...

... to realize your vision together with you:
Using digitalisation, we align your business
processes for more growth, efficiency, and
profitability.

OUR COMPANY

We offer all services our customers need to implement, operate and optimize their ERP and CRM business solutions. For that, Microsoft products are our tool of choice.

Since 2003, we have been working on the digital heart—and thus on the digitalisation of companies focused on national and international markets. With an experienced team of 100+ Microsoft Dynamics specialists, we offer our customers customised and industry-specific business solutions.

We stand for experience and expertise, a speedy and secure implementation, reliability, and innovative strength.

We strive for long-term partnerships at eye level and cooperation based on trust. With offices in Berlin, Chemnitz, Hamburg, Kiel, Cologne and Neu-Ulm, we are close to our customers. Even though we work for companies, we always work for and with people.

Why Inway Systems

- > Speed: Using our project methodology, we can introduce solutions leanly and quickly
- > Short "time to value" and fast ROI
- > Sophisticated add-on modules such as: Bank Automation Suite, EDI-Connector, etc.
- > Security for companies: Microsoft technology and their continuous development of Dynamics 365
- > Process-orientation: Minimal risk and high effectiveness and efficiency



gardeur

Patrick Hexels, Senior Financial Analyst
Atelier Gardeur GmbH

"As a traditional company in the textile industry, we were looking for a competent, efficient and cooperative partner for the implementation and support of suitable financial software and found what we were looking for at Inway Systems. The commitment, the goal orientation and the outlook for long-term cooperation encourage us every day that we have made the right decision."

PARTNERSHIPS AND AWARDS

We are a Microsoft Solutions Partner and were one of the first partners worldwide to be recognized in the Microsoft Cloud Partner Program (MCP). In addition, we received a specialisation in the area of Business Applications and thus offer our customers comprehensive services and expert knowledge around Microsoft Dynamics 365, Microsoft Business Central, Power BI, etc. This means you can purchase all cloud services directly from us.

Both our administrative and project management processes are certified in accordance with DIN EN ISO 9001:2015. Therefore, you can be sure to get the best project results. Most recently, Inway was awarded TOP CONSULTANT in 2022. We are particularly proud of this award, as it is based on independent surveys of our customers regarding their satisfaction with our consulting services and the professionalism of our consultants.

Our excellent partnerships

For the successful implementation of your new business solutions, such as ERP or CRM, we rely on long-term partnerships and cooperation on equal footing.

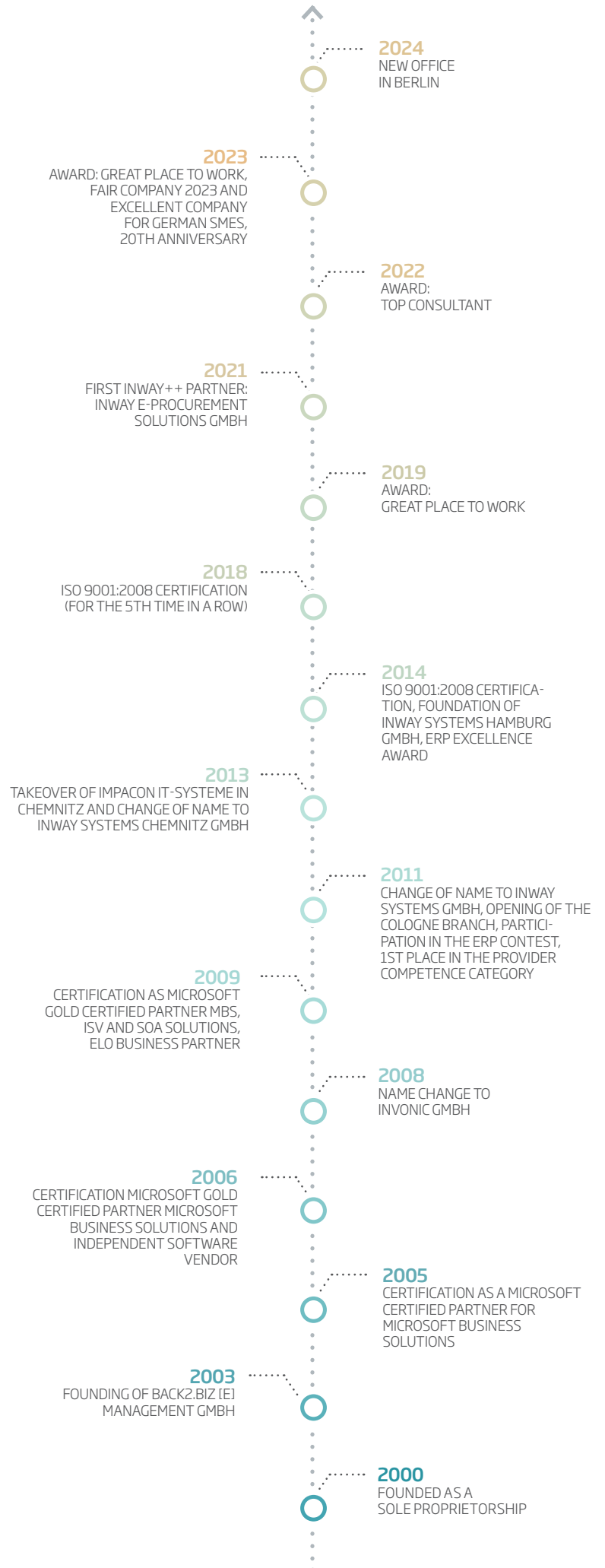


Our awards (extract)

The satisfaction of our customers and our employees is equally important to us. We therefore strive to constantly improve and are particularly proud of our awards.



HOW WE BECAME, WHAT WE ARE



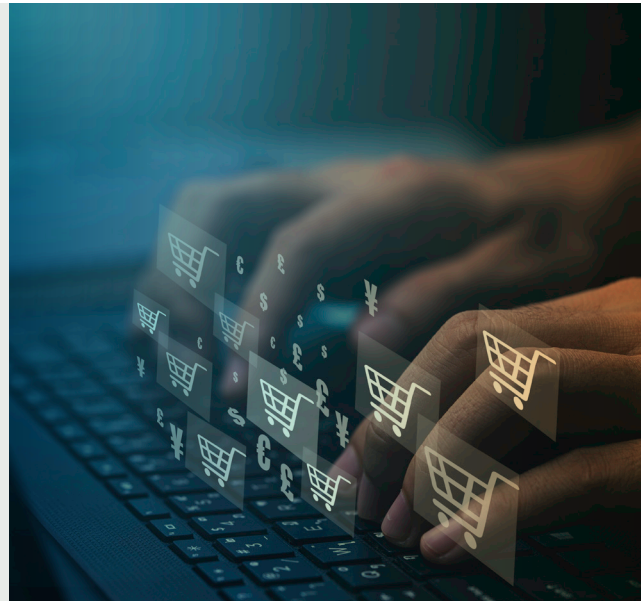
E-PROCUREMENT WITH COUPA

Most companies have some catching up to do when it comes to the digitalisation of purchasing processes. In addition to areas such as production and sales, there is significant potential for savings in purchasing that many companies are not yet exploiting. This is where e-procurement solutions such as Coupa can help.

With Coupa, we offer you a fully cloud-based e-procurement solution that supports the optimisation of all spend-related business processes. The aim is to make procurement in your company as simple as day-to-day shopping.

The goals of e-procurement are

- > to make purchasing-related transactions visible,
- > to create transparency for all parties involved,
- > to automate procurement processes,
- > to reduce administrative costs and purchasing cycles,
- > and to achieve cost savings by minimizing incorrect purchases and unnecessary expenses.



Inway is a certified Coupa partner

Inway is a certified Coupa partner. With 100+ successful projects in purchasing and well over 150 projects in ERP, we have a unique combination of this cross-industry expertise and are the right Coupa partner for your e-procurement project.



Integration of ERP and e-procurement

In addition to our technical expertise in purchasing and e-commerce, as a Coupa partner we also provide the necessary integration know-how to successfully connect your ERP system with Coupa.

If you are using Microsoft Dynamics 365 as your ERP system, we offer you a powerful accelerator with our Coupa Connector for Dynamics 365.

INDUSTRIES FOR WHICH WE FIND SOLUTIONS

We find solutions for all our customers. In over 200 ERP implementation projects we focused on the trade sector, discrete manufacturing and project service providers.

Our customers are mostly medium-sized companies, often with several locations or subsidiaries.



WHAT
THE WEB
SAYS

Inway Systems GmbH

Edisonallee 3, Neu-Ulm

[Rezension schreiben](#)

4,9 ★★★★★ 24 Rezensionen ?



Josef Becker

1 Rezension

★★★★★ vor 5 Monaten

Positiv: Preis-Leistungs-Verhältnis, Professionalität, Qualität, Reaktionsschnelligkeit bei Anfragen

Volker Eberle und sein Team waren bei der Migration unseres ERP-Systems und den damit verbundenen Aktivitäten und insbesondere Schulungen sehr engagiert, fokussiert und erfolgreich. Die Vorgehensweise war sehr zielführend. Die Zusammenarbeit war ausgesprochen angenehm.

Insgesamt wurden wir von Inway und hier insbesondere von Volker Eberle und seinem Team absolut professionell bedient.

Wir werden auch weiterhin für weitere Optimierungen mit Inway und Volker Eberle in Kontakt bleiben.

Die Zusammenarbeit ist sehr zu empfehlen.

Auch für mündliche Referenzen stehen wir gerne zur Verfügung.

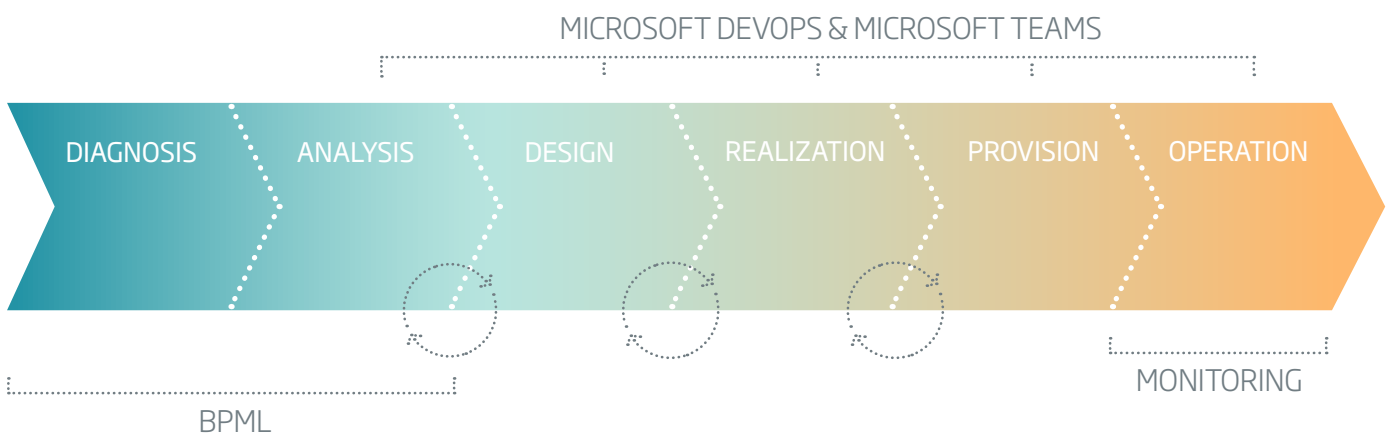
[Antworten](#) [Gefällt mir](#)

OUR PROJECT METHODOLOGY

We use our tried-and-tested Inway Advanced Implementation Method (AIM) to implement successful projects together with you. This is based on the Microsoft Dynamics SureStep methodology, an implementation method developed by Microsoft. Inway has already supplemented this classic approach with important components (e.g., agility) and developed it further for medium-sized companies.

For you, our tried-and-tested Inway Advanced Implementation Method means:

- > Calculable, on-time and on-budget implementation
- > Early involvement of key users
- > High-quality documentation
- > Cost-effective project realisation
- > Structured approach
- > Transparency throughout the entire project



MICROSOFT DEVOPS & MICROSOFT TEAMS

From analysis to operation: we record and describe all process steps in Microsoft DevOps. This means that every employee involved in the project is always informed about the status and all tasks. Additionally, we edit and version all project documents in Microsoft Teams.

MONITORING

In the operating phase, we monitor the smooth operation of Microsoft Dynamics AX/365.

BUSINESS PROCESS MASTER LIST (BPML)

This business process library serves as the basis for the diagnosis and analysis phase. It ensures that we adhere to best practices for business processes and do not forget any processes.

WHY THE MICROSOFT PLATFORM

Just as Spotify® stands for music streaming and Amazon® stands for e-commerce, Microsoft stands for productivity. This fits perfectly with our mission.

With Dynamics 365, Microsoft has done away with traditional application thinking. Instead of delivering individual applications, Dynamics 365 maps process areas. The customer decides which process areas they want to use. This results in a complete merger of the classic worlds of ERP, CRM, Office, mobile applications, and apps.

Your benefits of business applications from the Microsoft ecosystem:

- > Connecting ERP, CRM, BI and artificial intelligence
- > All services from the cloud, on-premise or as a hybrid solution on request
- > D365 One-Version concept with automatic updates instead of versions
- > Valuable network through which proven partner solutions are always available
- > Complete integration in Outlook, Word, Excel, and Co.
- > Scalable and flexible ERP solution that grows with you
- > The ERP software's standard version has already integrated what many solutions solve via additional modules



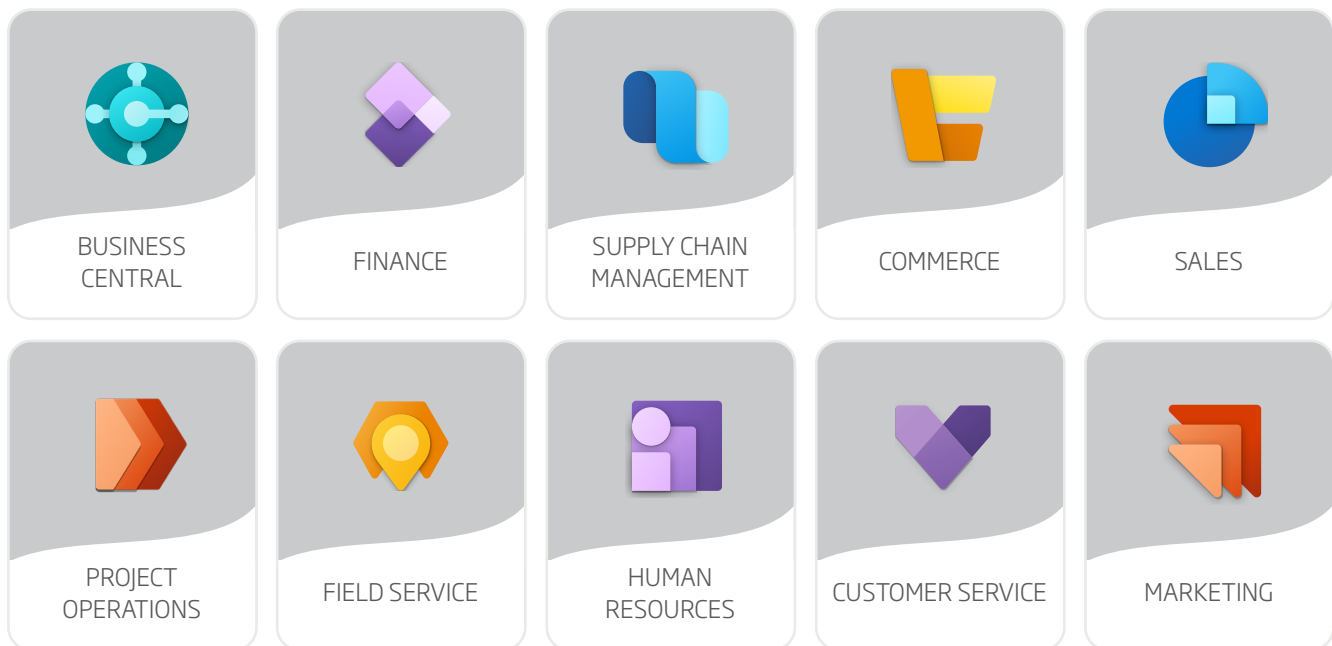
Franz-Peter Degen, CEO
degen & partner mbB

"The Microsoft platform is ideal for implementing our digitalisation strategy. Almost of all, the tools we use integrate into the Microsoft world. Inway provides the necessary Dynamics 365 expertise paired with geographical proximity to select and implement the right Dynamics solution."

THE COLOURFUL DIVERSITY OF MICROSOFT

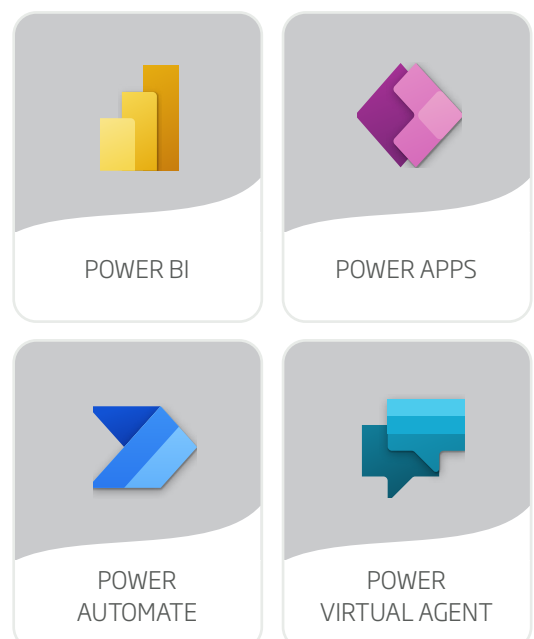
ERP, CRM, Azure Services, Microsoft Office, the Power Platform and much more: 1.3+ billion users worldwide rely on the colourful variety of Microsoft products. Furthermore, there are already 1,000+ ready-made connectors (interfaces) available today (as of September 2023) that seamlessly connect Microsoft products with third-party applications (Facebook, Google Analytics, SAP, etc.–but also data from machines; M2M and Industry 4.0).

Integrating data from these sources into your ERP or CRM is just as doable as setting up cross-system workflows. This makes Microsoft's already gigantic portfolio of solutions even larger.



Power Platform

Creating apps, setting up and automating cross-system workflows, analysing data intelligently–this and much more is possible with the Microsoft Power Platform. Using the four services Power BI, Power Apps, Power Automate and Virtual Agents as well as numerous ready-made connectors, we can easily and conveniently integrate third-party solutions into the Microsoft ecosystem. The particular strengths of the Microsoft Power Platform include the graphical processing of data from different sources, the low-code development of apps to solve business challenges, the setup and automation of digital processes, and the creation of intelligent and AI-supported chatbots.



THE PERFECT INTERPLAY

To offer you the most important business processes from a single source, we have developed additional add-ons alongside the industry solutions that cleverly complement Microsoft Dynamics AX/365 as well as Business Central and save you time, effort, and money. Our Solution Store offers you all these add-ons as well as other services, workshops and trial versions with all costs and prices at a glance—just a click away.

Microsoft AppSource

Microsoft has compiled the world's best solutions for business requirements revolving around Dynamics 365 on this platform. You can also find our numerous apps and services there.

MORE IN
OUR INWAY
SOLUTION
STORE



The Inway apps and services

DOC

DOCUWARE
CONNECTOR

for
ELO

CONNECTOR
FOR ELO

SHP

SHAREPOINT
CONNECTOR

SHF

SHAREFLEX
CONNECTOR

BAS

BANK
AUTOMATION SUITE

DAT

CONNECTOR
FOR DATEV

GQD

GRAPHICAL
QUOTATION DESIGNER

INWAY
SERVICE

INWAY
SERVICE

WORK
SHOP

INWAY
WORKSHOP

PERFECTLY MATCHED TO YOUR NEEDS: OUR WORKSHOPS AND TRAINING COURSES

ERP-WORKSHOPS: MICROSOFT DYNAMICS 365 BUSINESS CENTRAL

In our Business Central workshops, you will gain exactly the practical and specialist knowledge you need to master your professional challenges and professionalize your work processes. Regardless of whether you are already using Business Central and want to get to know it better or whether you are starting from scratch: We offer customized workshops to get to know Business Central.

- > **Business Central Starter:** For all companies that wish to get to know Business Central without any obligation and free of charge
- > **Business Central Basic:** Get to know Business Central in 365 minutes, for anyone who already knows Business Central but has little experience
- > **Business Central Individual:** Designed for companies that already use Business Central and have highly specific questions or requirements
- > **Business Central Finance:** For companies that already use Business Central and need help customizing and setting up the finance module
- > **Business Central Project:** For companies that already use Business Central and need help customizing and setting up the project module

CRM-TRAININGS: MICROSOFT DYNAMICS 365 SALES

Our 3-hour CRM training courses give you a detailed overview of Microsoft Dynamics 365 Sales. The unique thing about these training courses is the practical relevance with exercises on a demo system. You can get started immediately after this training and apply the knowledge gained to your own CRM system.

- > **Getting started with Dynamics 365 Sales:** Here you will get an overview of Dynamics 365 Sales and learn about the structure and basic settings in CRM.
- > **Sales processes in Dynamics 365 Sales:** Here we show you the process of how to turn a lead into an opportunity - and an opportunity into a happy customer.

CHECK-UPS: PROJECTS, STRATEGIES, DIGITALIZATION & PERFORMANCE

In addition to our "classics", we also offer you other workshops, consultations and check-ups that address exactly where you need support in your company. Our check-ups are aimed at customers who are already using Microsoft

Dynamics 365 or Dynamics AX (or are planning an upgrade) and need comprehensive and professional advice. Find out how to get more out of your ERP system.

MORE IN OUR INWAY
SOLUTION STORE



OUR COMMITMENT

We take responsibility for people and our nature. As a successful medium-sized company, we are not only responsible for our employees, but also want to give back to society. That is why we are committed to helping our fellow human beings and our environment in various ways. In recent years, we have supported a wide variety of projects. One of our regular projects is our annual Social Day. For that day, we think about how we can do something for the environment and nature in our immediate surroundings every year, such as collecting rubbish and building bee hotels.

Weitere Themen, Projekte bzw. Aktionen, an denen wir uns beteiligen, sind:

- > Aktion Mensch
- > Sponsoring fire safety education for children
- > Sponsoring Albert Einstein Discovery Center Ulm
- > Sponsoring TSV Blau-Weiß Röhrdorf e.V.
- > Sponsoring youth handball SC Vöhringen 1893 e. V.
- > Sponsorship "Klasse 2000"



SUSTAINABILITY AS A MATTER OF HEART

Green IT is a topic close to our hearts. We have been working for a long time on living more sustainable and integrating it into our day-to-day work. One of our rules at Inway is: "everything in glass bottles". An almost paperless and energy-saving office is at least as important to us as organic food with regional products. We take this to heart, for example, with the fruit and vegetable basket that our employees can help themselves to every week in the office. We have been using the train for most of our business trips

for a long time, but recently our employees have also had the opportunity to get a job bike via Inway. Next, we want to make a general contribution to establishing the topic of sustainability in our society. Therefore, our customers and employees have become tree and bee sponsors, and together we are helping to protect animals, plants, and the climate.



OUR EMPLOYEES

What our employees say:
Excerpt from Kununu and Great Place to Work

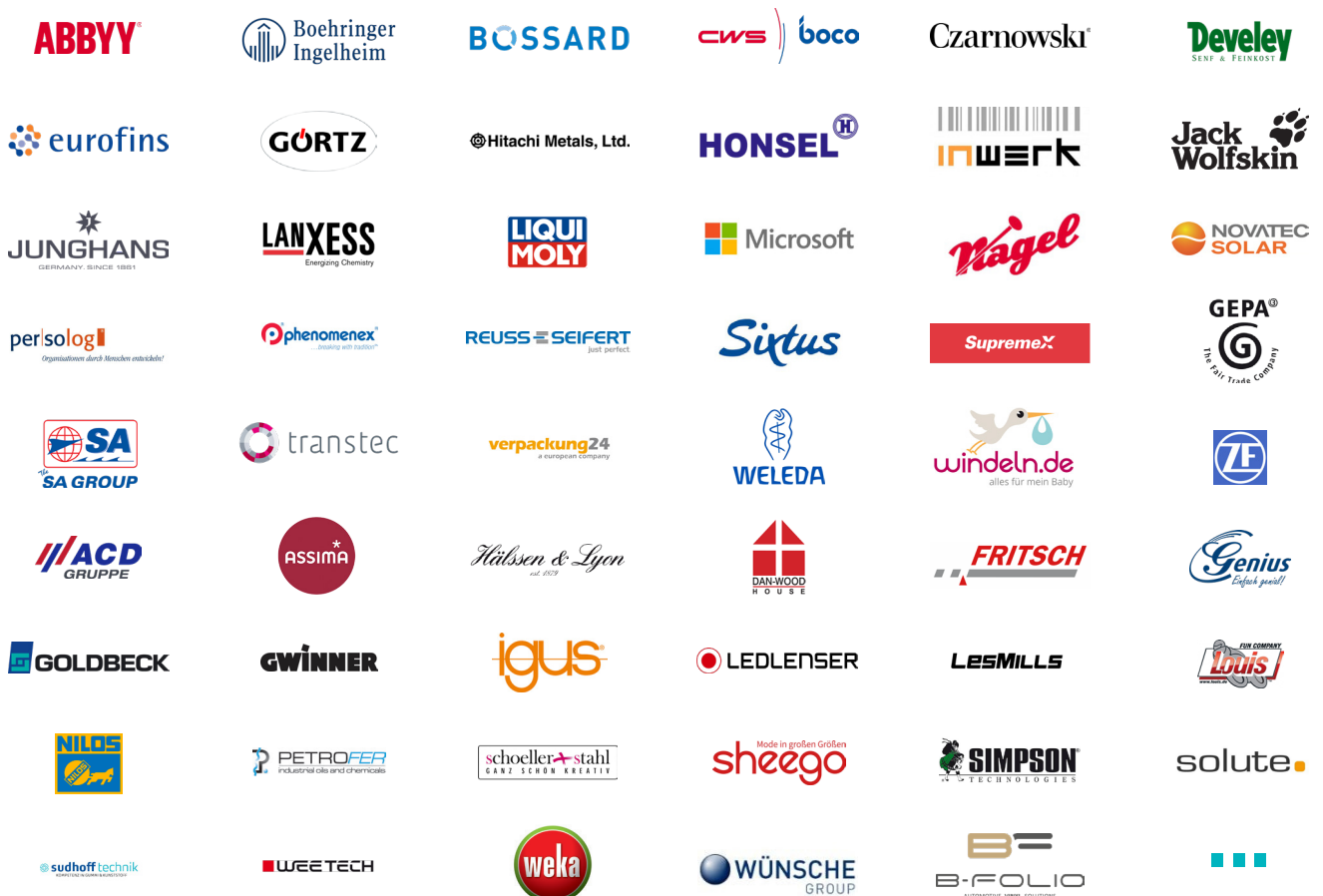
"Excellent employer that puts the employee first!"
Kununu: July 2021

"Great employer, fair and transparent"
Kununu: September 2021

"Family-friendly environment - Inway spirit - clear structures - appreciative interaction"
Great Place to Work: March 2019

"Open, honest, and fair"
Great Place to Work: March 2023

OUR CUSTOMERS*



*All logos, product names, and registered trademarks belong to their respective owners.

FROM GERMANY TO YOU

Whether live or online: our employees are always there for you. You can reach us at the following five locations.

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Jens Karossa
Team lead HR

"There is a special spirit at Inway: open, cordial communication, and rapid personal responsibility. The enthusiasm to help shape processes and make a difference unites us all—from trainees to managing directors. You work very dynamically, are challenged and learn to take on responsibility much more quickly as a result."

You can find Inway Systems here:

BERLIN	„German Capital“
CHEMNITZ	„Centre of Technology“
HAMBURG	„Gateway to the World“
KIEL	„Germany's northernmost capital“
COLOGNE	„Birthplace of Konrad Adenauer“
NEU-ULM	„Birthplace of Harald Schmidt“

Inway Systems GmbH

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