

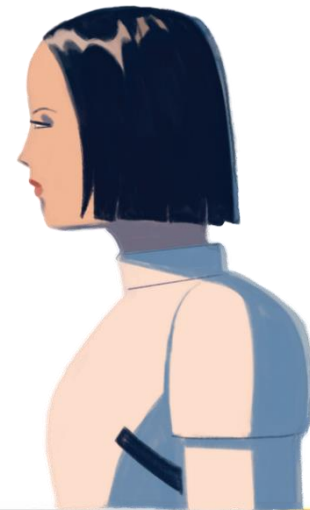


EOS Solutions

Company Profile 2023



Digital Systems | Human Feelings



EOS Solutions at a glance



+400 employees

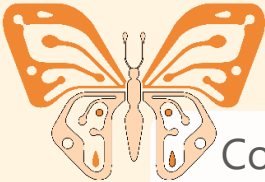
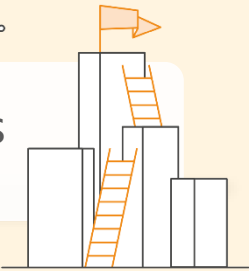


EOS Group 2022 Turnover:
45.3 M€ +12% vs 2021



12 offices in Italy
1 in USA

+1000 customers



Complete offering for our Customers' Digital Transformation



1st worldwide Publisher on Microsoft AppSource

Microsoft Solutions Partner
Digital & App Innovation
Azure

Microsoft Solutions Partner
Modern Work

Microsoft Solutions Partner
Business Applications

Microsoft Solutions Partner
Data & AI
Azure

Microsoft Solutions Partner
Infrastructure
Azure

2023/2024
INNERCIRCLE
for Microsoft Business Applications

Western Europe
Partner Pledge



Microsoft Catalyst Partner



Microsoft 2021/2022

Small & Midsize Business Management
Advanced Specialization

Dynamics 365 Business Central

Dynamics 365 Customer Engagement

Power Platform

Controlling & Analytics

Azure

Microsoft 365

MES

AI & Machine Learning

Wearables

Marketing Services



In short words

EOS Solutions is one of Microsoft's leading business application partners (Dynamics 365). Gold partner Microsoft since 2000, EOS successfully implements ERP and CRM solutions based on Dynamics 365. EOS Solutions is part of KUMAVISION Group. Together, they represent one of the largest worldwide Microsoft Dynamics 365 Business Central partners worldwide, with over 2.000 customers, 66.000 users, 900 employees and 29 offices in Italy, Germany, Austria, Switzerland and US.

About us

EOS Solutions is a group operating in the Information Technology sector with more than 400 collaborators spread over 13 offices. EOS Solutions, leading Microsoft partner in the SMB segment, focuses its expertise on the Microsoft Dynamics 365 business solutions suite, integrating it with the entire stack of Microsoft cloud services for business intelligence, AI, collaboration and productivity.

EOS Solutions is participated by the German group KUMAVISION, leading partner for Dynamics 365 in Germany; the extended group is one of the largest Microsoft Dynamics 365 partners worldwide, with over 2,000 customers, 66,000 users, 900 collaborators and 29 offices spread across Italy, Germany, Austria, Switzerland and US.

EOS Solutions is a member of the Microsoft Business Applications Inner Circle 2023-2024, the group of the world's top Dynamics partners that includes less than 1 percent of the entire channel. EOS Solutions is also the world's first publisher of apps for Dynamics 365 Business Central in AppSource, Microsoft's marketplace dedicated to its partner solutions.





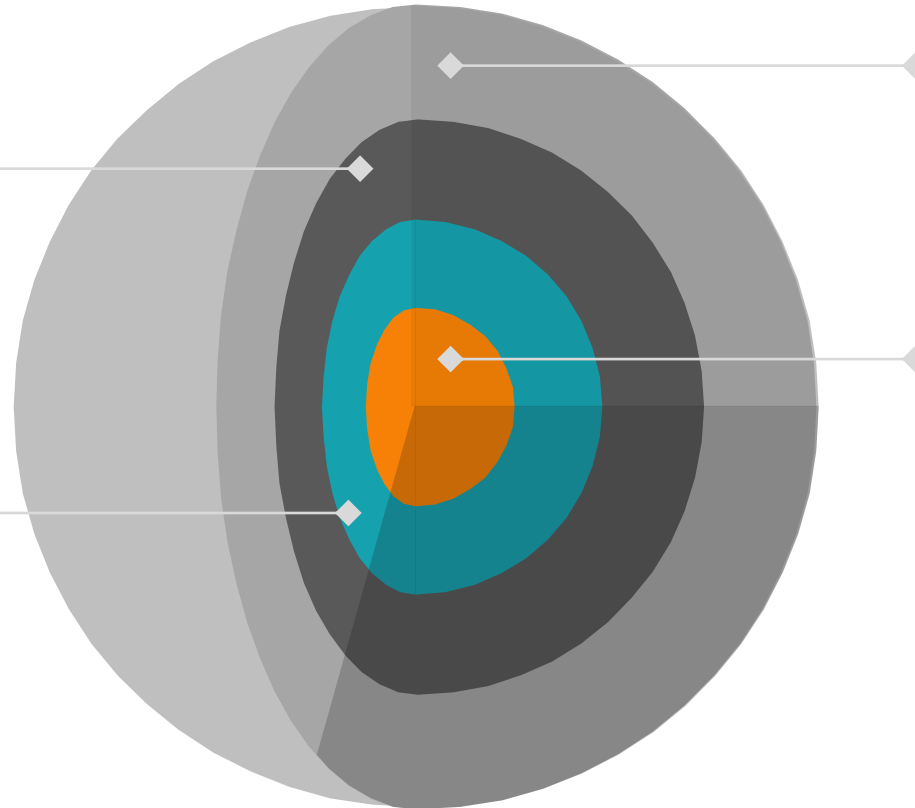
Values

COMPETENCE

Specialists in digitalization
Training
Education
Best practices

EMPATHY

Focus on Relationships
Inclusion
Transparency

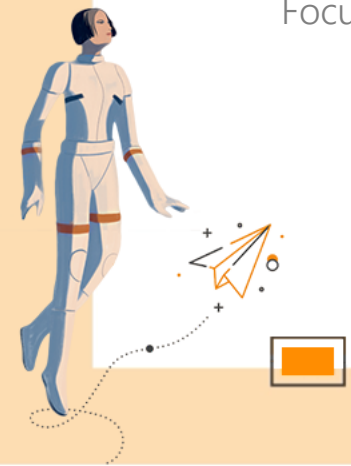


PROXIMITY

Local: 12 branches in Italy + 1 in USA
Global: with Kumavision
in 16 other locations

INNOVATION

Technology
App & solutions development
Constant evolution of
the internal organization
Support for the evolution
of customer processes



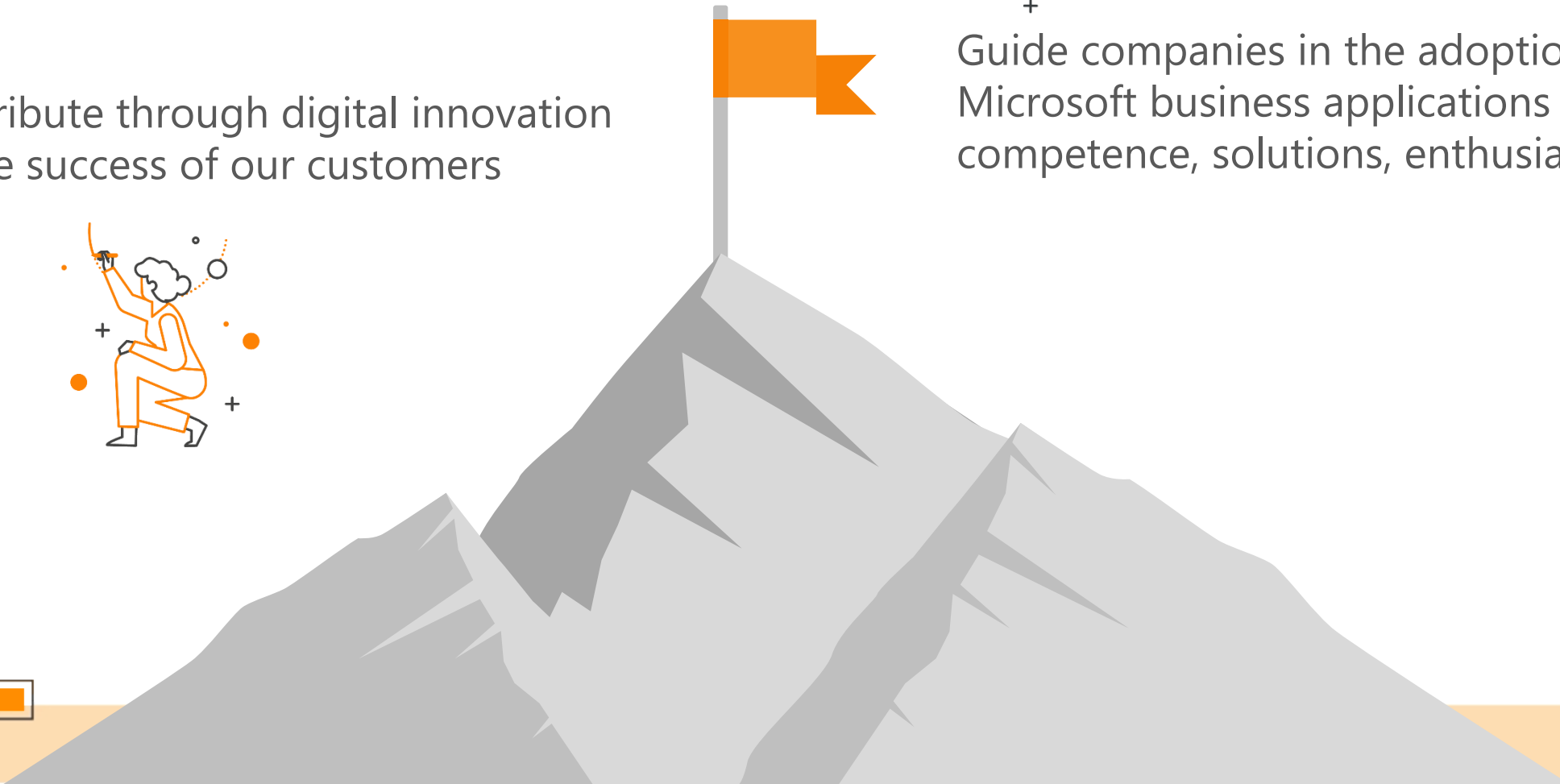
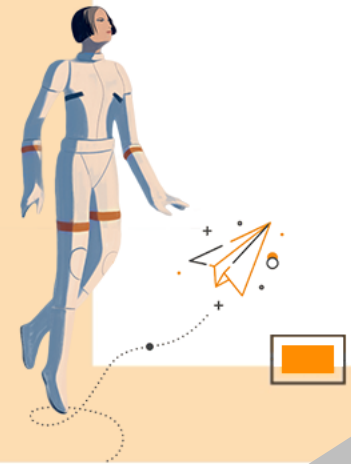


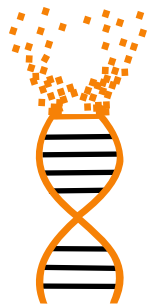
Vision & Mission

Contribute through digital innovation
to the success of our customers



Guide companies in the adoption of
Microsoft business applications with
competence, solutions, enthusiasm





EOS Solutions Group



EOS Solutions Spa (holding)

Controlled companies
and Associated companies



EOS SpA
Dynamics 365
for SMB



EOS Online
Apps for partners,
Solutions-as-a-service



DoIT80 Srl
Dynamics 365
for SMB
(Carpi)



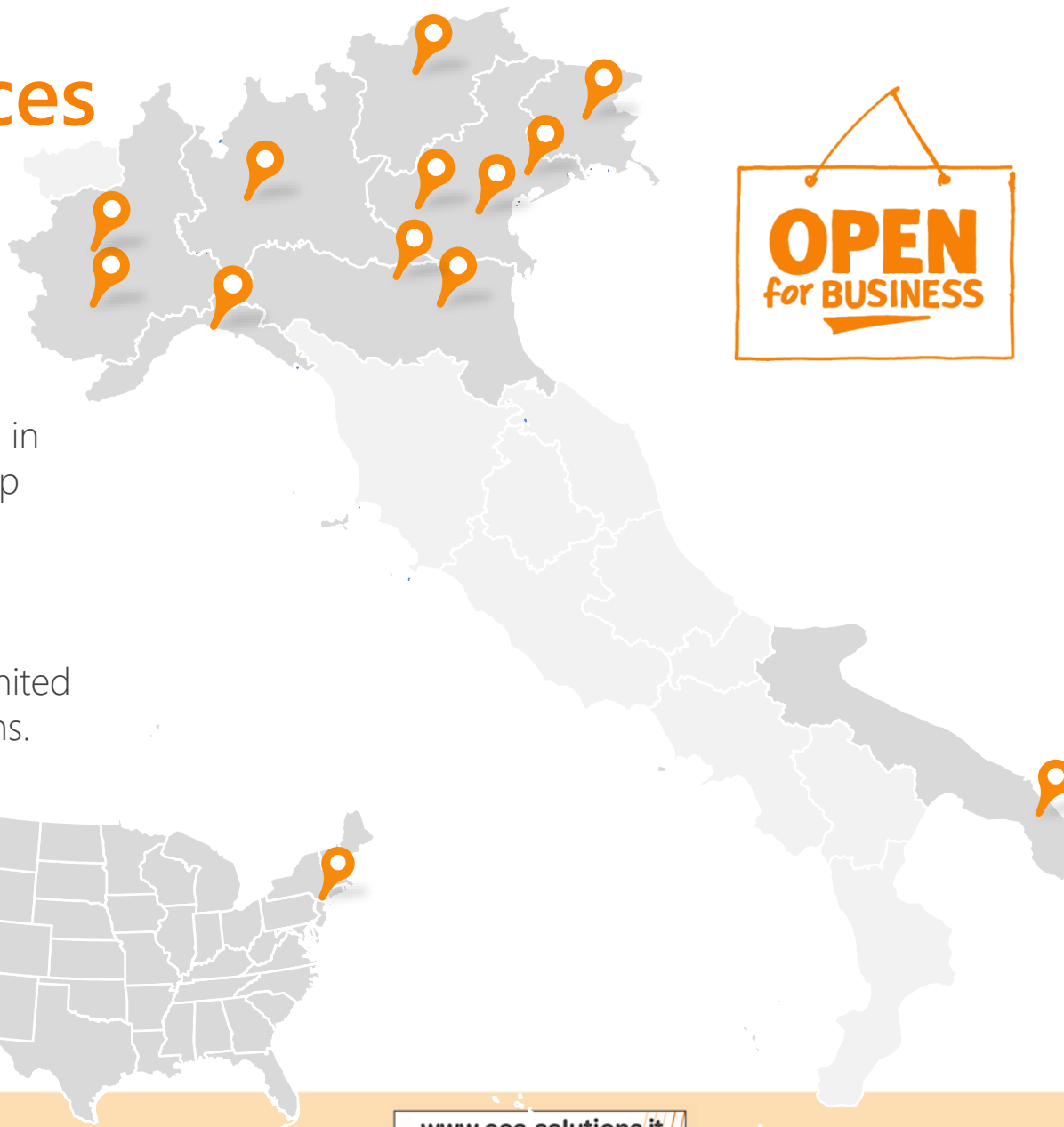
EOS Smart Solutions
Apps for partners,
Solutions-as-a-service
(United States)



DGM
Dynamics 365
for SMB
(Udine)



Offices



EOS Solutions has 12 branches in Italy. Our customers are our top priority and we always provide them with fast support.



It also has a presence in the United States with EOS Smart Solutions.

BOLOGNA

Via 2 Giugno 1946, 8 - Casalecchio di Reno

BOLZANO

Via G. Di Vittorio, 23

CARPI

Via Zappiano 1/G/L

CUNEO

Via Dell'Artigianato, 1 - Sant'Albano Stura

GENOVA

Giardini Baltimora

LECCE

Via Adriatica 2/B

MILANO

Via Colleoni, 11 - Agrate Brianza

NEW YORK

Saddle Brook, New Jersey

PADOVA

Via della Navigazione interna, 51

TORINO

Via Giuseppe Giacosa 38

TREVISO

Via Roma 4 int.18 - Lancenigo di Villorba

UDINE

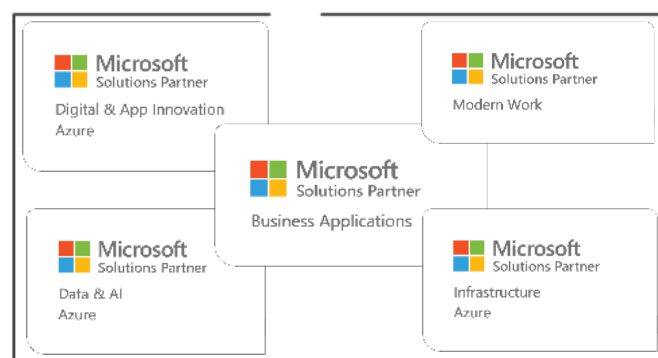
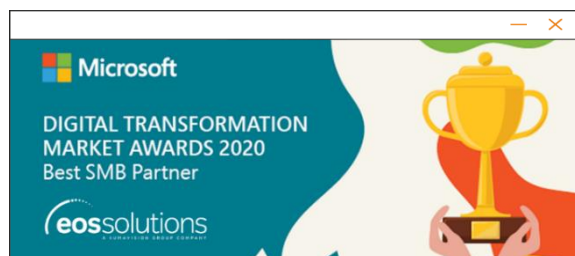
Viale Tricesimo, 101

VERONA

Via del Lavoro, 43 - San Martino Buon Albergo



Awards



2023/2024
INNERCIRCLE
for Microsoft Business Applications



5 Microsoft Solutions Partner Designation

for Business Applications (ERP & CRM), Data & AI, Digital & App Innovation, Modern Work and Infrastructure competencies

For 9 times in
Microsoft Dynamics Inner Circle

Microsoft Advanced Specialization
Small & Midsize Business Management

Microsoft Italia Partner Awards 2020 - Best SMB Partner

1st worldwide Publisher for Business Central Apps

PROUD TO BE

**Great
Place
To
Work®**

Certified
NOV 2022 - NOV 2023
ITALIA

**Best
Workplaces™**

150-499 Employees

**Great
Place
To
Work®**

**ITALIA
2023**



Our Growth



Employees

2017	2018	2019	2020	2021	2022
320	339	397	333	387	400

+3% vs 2021



+12% vs 2021



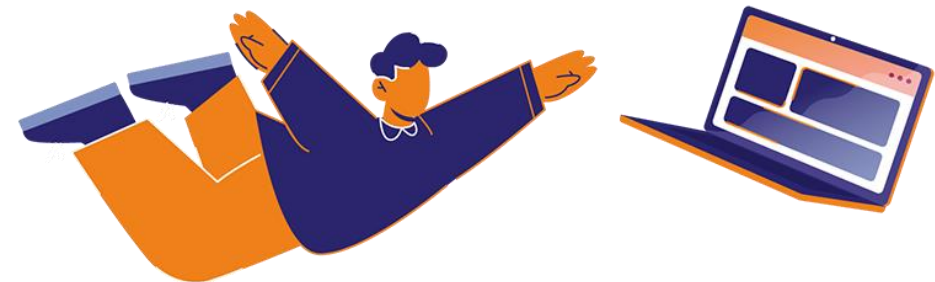
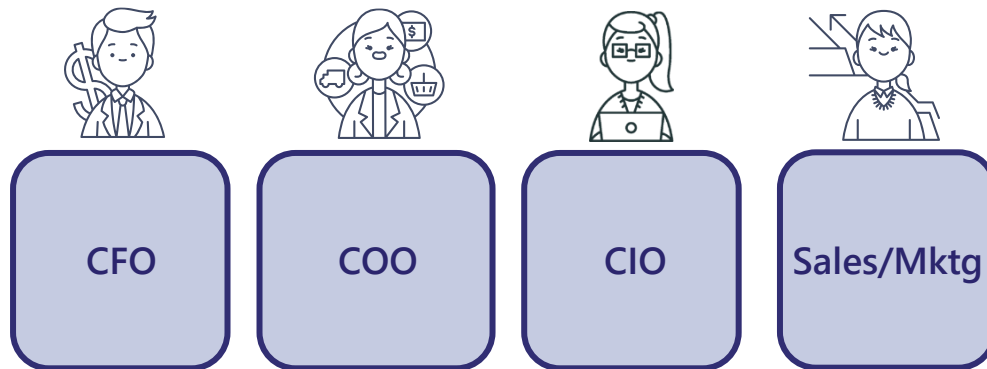
Turnover M€

2017	2018	2019	2020	2021	2022
35,8	39,6	41,4	37,8	40	45,3

Customer Academy: neverending training

A learning path to learn how to navigate the complexities of digital transformation.

This and more is Eos Customer Academy: tailor-made activities to train managers and executives to streamline processes and simplify activities in different business areas, thanks to training paths that include webinars, on-demand videos, classroom sessions and demos.





EOS Solutions & Kumavision

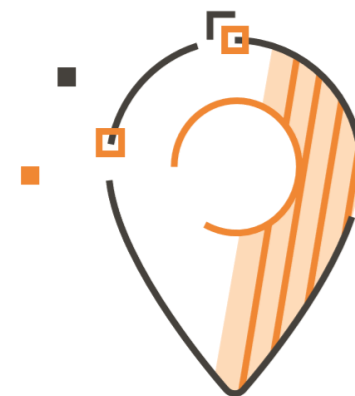
EOS Solutions is part of KUMAVISION Group.
Together, they represent the largest worldwide
Microsoft Dynamics 365 Business Central partner, with...



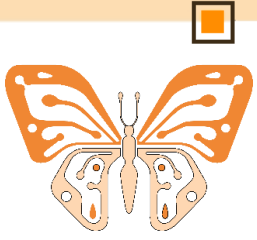
114,3 M€
REVENUE



900
EMPLOYEES



29
LOCATIONS



The offering for Digital Transformation

So Smart

So Smart managed service

Azure & Modern Workplace

Azure
Microsoft 365
Teams
Viva
Power Apps

Digital Factory

EOS Power MES
freeHands (wearable for factory)



ERP

Dynamics 365 Business Central
EOS Apps Kit (*Finance, Administration, Inventory & Logistic, Distribution, Manufacturing, Productivity, Purchase, Salesperson Commissions*)
Demand Forecasting | Inventory Planning

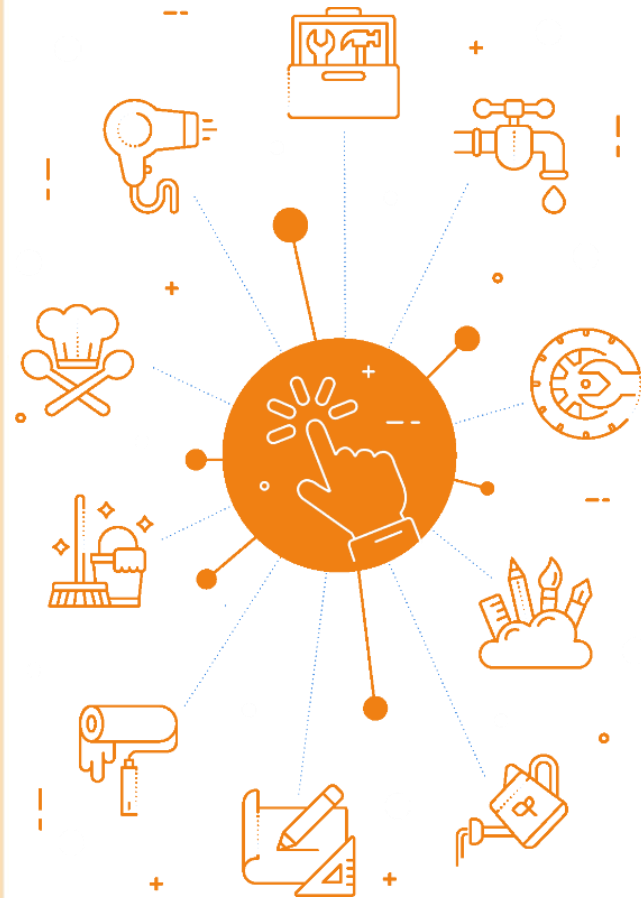
Customer Engagement

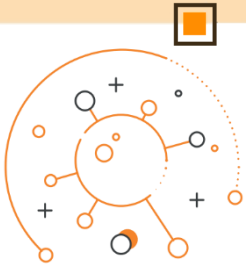
Dynamics 365 Sales
Dynamics 365 Marketing
Dynamics 365 Field Service
Dynamics 365 Customer Service
EOS Value 365

Controlling & Analytics

Power BI
EOS Power Budget & Power suite
Analytics Services

Vertical ERP and CRM solutions





EOS Labs

Team dedicated to software factory



Add-ons & verticals
development and
maintenance



Documentation,
Help Portal,
Webinars
& How To Videos



Localizations and
fiscal/regulatory
adjustments



Source control,
case tracking,
best practices

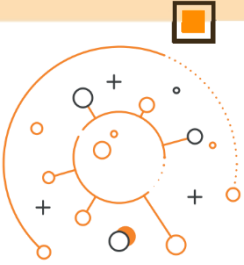


Apps & new
features
development



An entire apps ecosystem

 <p>Accruals and Simulated General Ledger Post simulated entries in Business Central</p> <p>MORE</p>	 <p>Advanced Customer Vendor Statements Display and print customers & vendors aging reports</p> <p>MORE</p>	 <p>Advanced Dimensions Management Set filters on the G/L Account Dimensions in Business Central</p> <p>MORE</p>	 <p>Advanced Document Reporting Create and print up to 20 different types of documents</p> <p>MORE</p>	 <p>Advanced Intrastat for Italy Manage the compiling process for the Intrastat model in Business Central</p> <p>MORE</p>	 <p>Electronic VAT Settlement for Italy Fill in and send the document for the periodic VAT settlement</p> <p>MORE</p>	 <p>Enasarco FIRI and FISC Manage the calculation and registration of agent contributions in Business Central</p> <p>MORE</p>	 <p>Esterometro Communication of data on active and passive invoices to or from abroad</p> <p>MORE</p>	 <p>Extended Bank Reconciliation Import and manage SEPA or CIB bank statements in Dynamics 365 Business Central</p> <p>MORE</p>	 <p>Extended Combine Shipment How to group documents, to whom to issue the invoices, how often to invoice</p> <p>MORE</p>	 <p>Packing List Create a packing list from orders & shipments in Dynamics 365 Business Central</p> <p>MORE</p>	 <p>Plant Maintenance Carry out the maintenance of the company's plants in Business Central</p> <p>MORE</p>	 <p>Product Configurator Manage product configuration through item codes or variants in Business Central</p> <p>MORE</p>	 <p>Product Configurator For Manufacturing Create routings and production BOMs with work centers, run times and BOMs components in Business Central</p> <p>MORE</p>	 <p>Product Quality Assurance Carry out quality checks of goods during their receiving, production and shipment in Business Central</p> <p>MORE</p>
 <p>Bank Files For Italy Import and export Italian bank files in Business Central</p> <p>MORE</p>	 <p>Bulk Email to Customers and Vendors Send bulk email to customers, vendors and contacts</p> <p>MORE</p>	 <p>Close Documents Without Invoicing Post purchase and sales orders without creating the related invoice or ledger entries in Business Central</p> <p>MORE</p>	 <p>Combine Warehouse Shipment Combine shipments according to grouping criteria defined in the setup in Business Central</p> <p>MORE</p>	 <p>Commissions Manage and calculate sales commissions for agents in Business Central</p> <p>MORE</p>	 <p>Extended Management Accounting Cost Accounting and profitability analysis in Business Central</p> <p>MORE</p>	 <p>General Ledger Application Link G/L Entries in Business Central</p> <p>MORE</p>	 <p>GDPR Toolset Manage personal data within Business Central in compliance with GDPR</p> <p>MORE</p>	 <p>Handling Units Management Manage load units to assign to documents to make shipments in Business Central</p> <p>MORE</p>	 <p>Historical ECB Exchange Rates Direct access to the European Central Bank exchange rates</p> <p>MORE</p>	 <p>Product Technical Specifications Save additional info related to one or more items in the system or under development in Business Central</p> <p>MORE</p>	 <p>Purchase Request Manage purchase requests of goods / services in Business Central</p> <p>MORE</p>	 <p>Sales Free Goods Invoicing for free gifts with or without vat recourse in Business Central</p> <p>MORE</p>	 <p>Sales Purchase Bonus Calculate and settle customer / vendor bonuses in Business Central</p> <p>MORE</p>	 <p>Sales and Purchase Promotions for Wholesales Apply discounts and create promotion plans in Business Central</p> <p>MORE</p>
 <p>Compress Journal Entries Reduce the number of General Journal lines in Business Central</p> <p>MORE</p>	 <p>CONAI Compliance with regulations regarding the recovery of packages in Business Central</p> <p>MORE</p>	 <p>Custom Defined Fields Add custom fields to Business Central</p> <p>MORE</p>	 <p>Customer Vendor Compensation Compensate accounting items in Business Central</p> <p>MORE</p>	 <p>Data Security Protect important information from accidental modification</p> <p>MORE</p>	 <p>Intercompany Accounting Eliminations Advanced features for generating consolidation financial statements in Business Central</p> <p>MORE</p>	 <p>Inventory Register Print the Inventory Register in Microsoft Dynamics 365 Business Central</p> <p>MORE</p>	 <p>Inventory Valuation and Costing Implement inventory valuation scenarios in Business Central</p> <p>MORE</p>	 <p>Inventory with Serial and Lot Number Show Lot and Serial number directly on the Inventory Journal page in Business Central</p> <p>MORE</p>	 <p>Invoicing Plan Create and manage customized payment plans in Dynamics 365 Business Central</p> <p>MORE</p>	 <p>Self Billing For Italy Manage the purchase of goods and services from operators who are non-resident in Italy in Business Central</p> <p>MORE</p>	 <p>Show Comments on Documents Show on documents all comments entered on Customer/Vendor Card in Business Central</p> <p>MORE</p>	 <p>Show Comments on Electronic Invoice Insert comments on the Vendor Card and display them in the electronic invoice imported in Business Central</p> <p>MORE</p>	 <p>Transport Costs Calculate the transport costs for the shipment/receipt of goods in Business Central</p> <p>MORE</p>	 <p>VAT Management for Italy Manage VAT exemptions, platform and fiscal reporting in Business Central</p> <p>MORE</p>
 <p>Detailed Document Discounts Insert header and line unlimited discounts in sales & purchase documents in Business Central</p> <p>MORE</p>	 <p>DocFinance Connector Advance management of treasury operations in Dynamics 365 Business Central</p> <p>MORE</p>	 <p>DocSolutions For Sharepoint Creation, distribution, and storage of documents into Sharepoint within Business Central</p> <p>MORE</p>	 <p>Due dates management for Italy Modify the due dates of customer/vendor accounting entries in Business Central</p> <p>MORE</p>	 <p>Electronic Invoice for Italy Create, send, receive and monitor Electronic Invoices in Business Central</p> <p>MORE</p>	 <p>Manufacturing Base Toolkit Base functionalities for the Manufacturing Management in Business Central</p> <p>MORE</p>	 <p>Manufacturing Masterdata Management Advanced features for production management in Business Central</p> <p>MORE</p>	 <p>Manufacturing planning Schedule specific operations for Work Centers or Machine Centers in Business Central</p> <p>MORE</p>	 <p>Master Data Intercompany Synchronize data between different companies in Business Central</p> <p>MORE</p>	 <p>Over- and Under-Delivery Quantities Manage tolerance on the quantities of goods, in excess or shortage, in Business Central</p> <p>MORE</p>	 <p>Withholding Tax Certification Uniche For Italy Process, send and print the file Certificazioni Uniche in Business Central</p> <p>MORE</p>	 <p>Zero Amount Invoice Make the system block or alert in case of lines or documents with zero amount</p> <p>MORE</p>			



A leading ISV

With more than 100 apps for Business Central (both SaaS and On Prem) published on Microsoft App Source Eos Solutions provides an ecosystem of integrated solutions to support companies that operate in Manufacturing, Engineering, Professional Services, Distribution and Wholesales Industries.

Our reselling program is open to partners that want to expand their offer through a solid ISV partner with 20 years of experience.

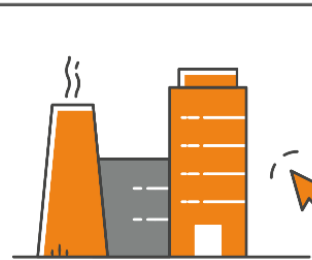




Success Stories



Stories of everyday success:
more than 1000 organizations have implemented
Microsoft Dynamics with EOS Solutions' solutions.



+1000
customers



+30 countries



+25.000 users



Microsoft Partner Pledge



Digital skills



Diversity



Sustainability



**Responsible
and Ethical AI**

A partnership between digital leaders, the promise of a forward-looking digital transformation with a human soul.

Four pillars that will guide the actions of Microsoft Partners in the years to come. A call to commitment and responsibility that EOS Solutions fully endorse, signing the program and committing to implement it, point by point.





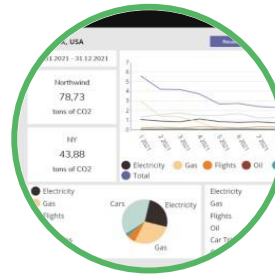
EOS Green

We believe in the contribution that technology can make to an effective ecological transition, especially in adopting appropriate solutions and choices.

In addition to promoting a green philosophy through **virtuous business practices** (100% electricity from renewable sources in all locations, reducing plastic consumption, setting up charging stations, installing LED lamps), we develop software solutions that can help companies make increasingly sustainable choices.

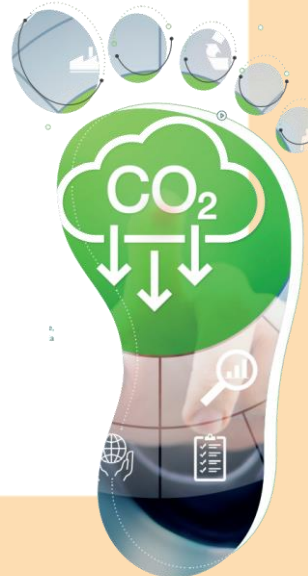
In 2021 we joined the **Microsoft Partner Pledge**: a pact that binds us to pursue environmental sustainability in every activity.

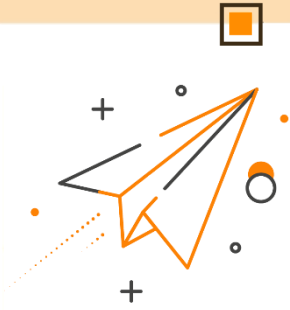
That's why we collaborate with **Treedom**, planting trees from a distance to help **reduce CO2 in the atmosphere**. Collaboration concretized in the **EOS Future Forest project**: the first 200 trees planted to celebrate our first 20 years. The next ones? Treedom will plant a tree for each new colleague and each new customer.



That's why we've developed the **Carbon Footprint Calculator** app, that allows businesses to monitor the CO2 emissions of each activity. The free app for Microsoft Teams allows you to identify carbon hotspots in your company and reduce them.

For our part, we power our offices only with energy produced from renewable sources and we have structured our car fleet with exclusively hybrid or electric vehicles. But above all, **we combine digital commitment and sustainability**.





Social responsibility & sponsorships

EOS Group believes in sports sponsorships that enrich the corporate world with the values of sport.

Values and passion that drive team managers, as well as young players, are the same that EOS Solutions applies every day in the development and implementation of projects for its customers. As in sports, in everyday business activities factors as teamwork, respect, overcoming difficulties and achieving big goals are critical to the success of the whole team.

This is why EOS Solutions has signed a sponsorship agreements with Rugby Bologna, active since 1928, and the Baseball Club Pool 77 team of Bolzano. At the end of 2020, an agreement was signed for the sponsorship of STS VOLLEY (Sport Team Sudtirolo Volley), a volleyball sports association founded in Bolzano in 2010.





eossolutions
A KUMAVISION GROUP COMPANY

WEB

www.eos-solutions.it

