



 **DynaTech** | Systems

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Accelerate Business

About DynaTech

# Unified Purpose, Shared Journey

DynaTech Systems stands out as a comprehensive and flexible solution for businesses looking to leverage technology to drive growth and innovation.

As thought leaders in digital transformation, we deliver cutting-edge solutions and industry best practices. From consulting and proof of concept to end-to-end implementation and custom solutions, our expertise ensures your success.



**150+**

Projects

**100+**

Happy Clients

**350+**

Expert Minds

What Sets Us Apart

# DynaTech's Competitive Advantage



Global Work Experience  
(USA, Europe, Asia) for  
seamless rollouts



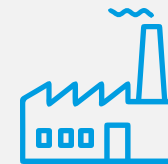
Successful Deployment  
of 150+ Microsoft  
Dynamics Projects



A single-stop shop for  
all of Microsoft's  
Business Applications



In-house QA Teams to  
ensure Information and  
Data Security



Empowering businesses in  
Manufacturing, Retail,  
Education, and more



Strategic Approach  
Resulting in Quick  
Turnaround & Solutioning

# Microsoft Cloud Capabilities



## Microsoft Azure



Azure Infra



Azure Services



Azure Fabric for BI



Logic Apps



Service Bus



Functions



Event Grid



API Management



Synapse Analytics



Data Lake



Data Factory



Load Testing



## Microsoft Dynamics 365



Marketing



Sales



Finance



Supply Chain Management



Commerce



Customer Service



Field Service



Project Operations



Human Resources



Customer Insights



Finance & SCM



Copilot



## Power Platform



Power Pages



Power BI



Power Apps



Power Automate



Copilot Studio



Dataverse



AI Builder



# CPQ for Dynamics 365 CRM

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Easily create new products in just a few clicks by navigating to the “Master Products” section. Add all key details effortlessly, ensuring your product catalog is always up to date and ready for seamless configuration.

The screenshot displays the CPQ Tool interface. At the top, a navigation bar includes options like 'Focused view', 'Show Chart', 'Add Family', 'Add Product' (highlighted with a red box), 'Add Bundle', 'Delete', 'Refresh', 'Visualize this view', 'Email a Link', and 'Share'. Below this is the 'Master Products' section, which contains a table with columns: Name, Product ID, Product Category, Status, Product Structure, and Is master. The table lists three products: Laptop, Lathe Machine, and Milling Machine. A modal window titled 'Product: Laptop - Saved' is open, showing the configuration form for the 'Laptop' product. The form is divided into two columns of fields. The left column includes: Name (Laptop), Product ID (Laptop), Prefix (LAP), Product Category (Product), Is master (Yes), Master Product (---), and Description (---). The right column includes: Unit Group (Default Unit), Default Unit (Primary Unit), Default Price List (---), Decimals Supported (0), and Variable (Prod-160). The modal also features a 'Summary' tab and an 'Active Status' dropdown set to 'Active'.

Name	Product ID	Product Category	Status	Product Structure	Is master
Laptop	Laptop	Product	Active	Product	Yes
Lathe Machine					
Milling Machine					

**Product: Laptop - Saved** Active Status

**Summary** Attribute Product Properties Conditions Product Configuration Properties Additional Details Notes Related

Name \* Laptop

Product ID \* Laptop

Prefix \* LAP

Product Category Product

Is master Yes

Master Product ---

Description ---

Unit Group \* Default Unit

Default Unit \* Primary Unit

Default Price List + ---

Decimals Supported \* 0

Variable Prod-160

Enhance your product configurations in the “Attributes” section by adding new attributes or components with ease. In the Product Properties tab, manage and customize components effortlessly to align your offerings with customer needs.

The image displays two screenshots from the Dynamics 365 interface. The left screenshot shows the 'Active Attributes' section with a table of attributes. The right screenshot shows the 'New Product Properties' configuration page, specifically the 'Hardware Configurations' attribute.

**Active Attributes Table:**

Name	Product	Created On
Annual Maintenance Contract	Laptop	9/20/2024 2:28 PM
Design	Lathe Machine	9/16/2024 10:16 AM
Design Services	Milling Machine	9/6/2024 9:23 AM
Do you need 3D modeling and simulation services?	Design Services	9/10/2024 7:30 AM
Do you need custom design services for the machine?	Design Services	9/10/2024 7:28 AM
Hardware Configurations		
Lathe Machine Configuration		
Machine Hardware Configuration		
Office 365		
Software Configuration		

**Hardware Configurations - Saved Attribute Table:**

Product	Related Product	Product Category	Attribute
Laptop	Processor	Configuration	Hardware Configurations
Laptop	Memory	Configuration	Hardware Configurations
Laptop	Display	Configuration	Hardware Configurations
Laptop	Storage	Configuration	Hardware Configurations

Unlock the potential of your components by selecting a Related Product and exploring its attribute variants. Create new variants seamlessly by clicking “New Product Properties,” and enhance your offerings by defining attributes and options as “Parts” under the Product Properties section.

Pr

**Product: Processor** - Saved

Product

Active Status ▼

Summary   Attribute   Product Properties   Conditions   Product Configuration Properties   Additional Details   Notes   Related ▼

New Section

+ New Product Properties
📄 Add Existing Product ...
⋮

<input type="checkbox"/>	Product <span style="font-size: 0.8em;">↑ ▼</span>	Related Product <span style="font-size: 0.8em;">▼</span>	Product Category <span style="font-size: 0.8em;">▼</span>	Attribute <span style="font-size: 0.8em;">▼</span>	<input type="checkbox"/>
<input type="checkbox"/>	Processor	Intel® Core™ i9-13900K Processor 36M ...	Part		<input type="checkbox"/>
<input type="checkbox"/>	Processor	Intel® Pentium® Processor G3420T 3M ...	Part		<input type="checkbox"/>
<input type="checkbox"/>	Processor	Intel® Core™ 7 processor 150U (12MB c...	Part		<input type="checkbox"/>
<input type="checkbox"/>	Processor	Intel® Core™ 5 processor 120U (12MB c...	Part		<input type="checkbox"/>

Rows: 5



Easily select a product or service from your chosen category to streamline pricing. Set the price and product code directly in the Configurator condition or create pricing functions based on combinations of other variants for added flexibility.

The screenshot displays the CPQ Tool interface for configuring a product. The main window shows the product details for "Intel® Core™ i9-13900K Processor 36M Cache, up to 5.80 GHz". The "Conditions" tab is selected, showing a table with one row for the product. A modal window is open for editing a "Configurator Condition". The modal has tabs for "General", "Conditions", and "Related". The "Conditions" tab is active, showing a "New Section" with a text area containing the pricing function: `[Prod-192]*1000/[Prod-193]`.

Navigate to the “Quotes” section and click “New Quote” to kickstart your quoting process. Enter essential details like Name, Potential Customer, and Pricelist, then save your quote and click on "Configure Product" to customize your offering further.

The screenshot displays the CPQ Tool interface for creating a new quote. The main form is titled "XP Prof - Saved" and shows a total amount of \$0.00. The quote is currently in an "In Progress" status. The form is divided into several sections:

- Summary:** Includes fields for Quote ID (QUO-01004-N8Z8V5), Revision ID (0), Owner (Piyush Thakur), Name (XP Prof), Currency (US Dollar), and Price List (Retail).
- PRODUCTS:** A table with columns for Product Name, Proper..., Unit, Price Per..., and Quantity. It currently shows "No data available."
- SALES INFORMATION:** Includes fields for Opportunity and Potential Customer (CPQ).
- DESCRIPTION:** A text area for describing the quote.

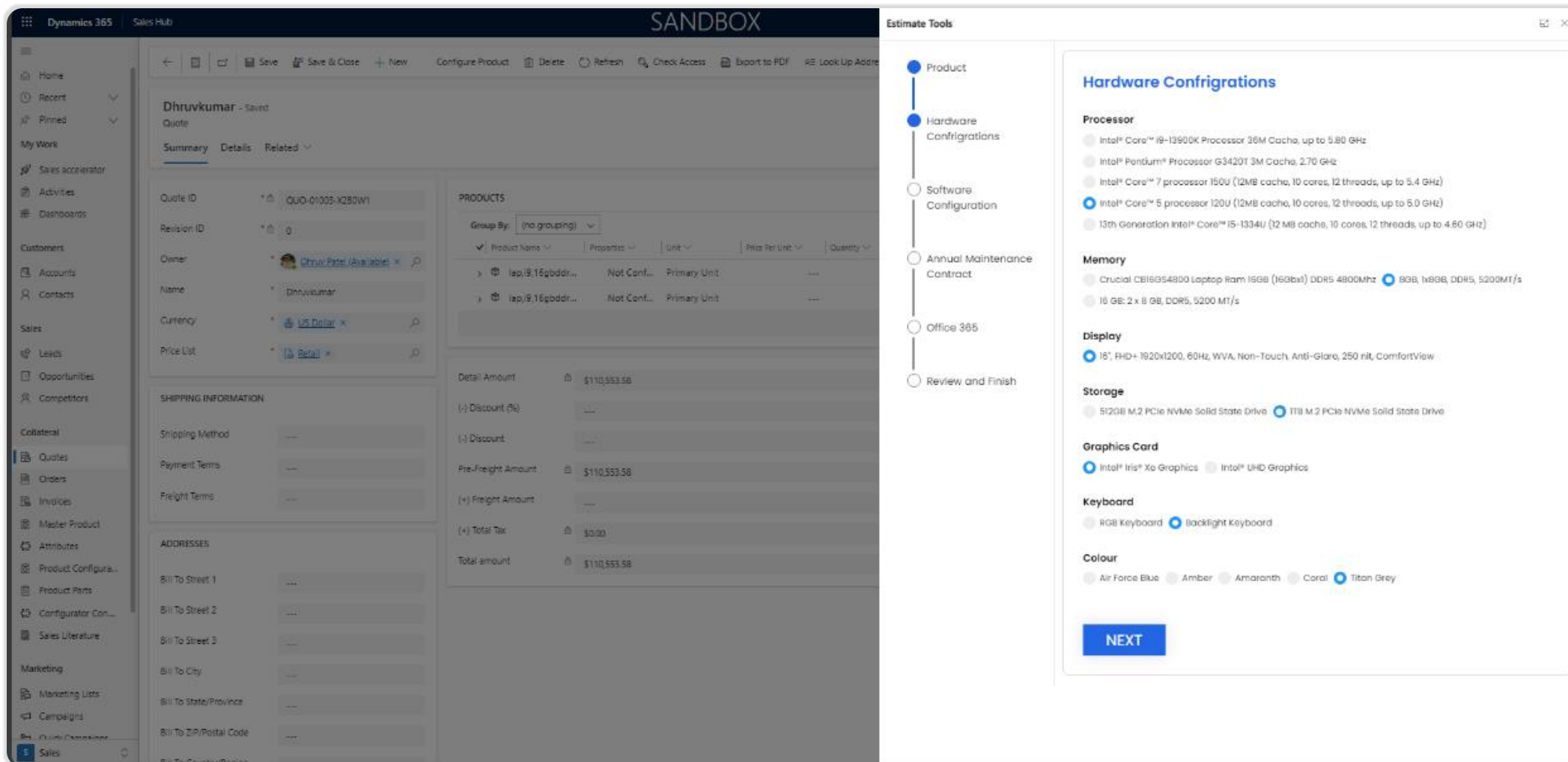
The top navigation bar includes buttons for Save, Save & Close, New, Configure Product, Delete, Refresh, Check Access, Export to PDF, and Share. The left sidebar provides navigation for Accounts, Contacts, Sales, Leads, Opportunities, Competitors, Collateral, Quotes, Orders, Invoices, Master Product, Attributes, Product Configura..., Product Parts, Configurator Con..., and Sales Literature.

Select the product you wish to configure and unlock a wealth of detailed options tailored to each category. For example, choosing "Laptop" will instantly display all available Hardware Configurations and Software options in the CPQ system, empowering you to create the perfect solution.

The screenshot displays the Dynamics 365 CPQ system interface. The main window is titled "Estimate Tools" and is divided into two sections: "Product" (selected) and "Review and Finish". The "Product" section shows a list of products: "Laptop", "Lathe Machine", and "Milling Machine". A "NEXT" button is visible below the product list. The background shows the Dynamics 365 Sales Hub interface with a quote form for "Dhruvkumar". The quote form includes fields for Quote ID (QUO-01003-X2B0W1), Revision ID (0), Owner (Dhruv Patel), Name (Dhruvkumar), Currency (US Dollar), and Price List (Retail). The "PRODUCTS" section shows a list of products with columns for Group By, Product Name, and Detail Amount. The "SHIPPING INFORMATION" section shows a Shipping Method field.

<https://orgaf/2882f.crm.dynamics.com/%7b638624915770000154%7d/webresources/b8a1e649-736e-ef11-a671-000d3a17cbeb>

In the Hardware Configuration section, effortlessly select key specifications such as processor type, memory, storage, and color. Tailor each product to meet customer preferences and deliver a personalized experience that stands out.



In the Software Configuration section, effortlessly select the Operating System, its Version, and Language to meet specific needs. Customize additional details to ensure the software perfectly aligns with your customer's requirements.

The screenshot shows a web application window titled "Estimate Tools". On the left, a vertical progress bar indicates the current step: "Product", "Hardware Confrigations", "Software Configuration" (highlighted with a blue circle), and "Review and Finish". The main content area is titled "Software Configuration" and contains three sections of radio button options:

- Operating System:**  Windows  Linux
- Operating System Type:**  Windows 10  Windows 11
- Language:**  Chienese  English

At the bottom of the configuration area, there are two buttons: "Back" and "NEXT".

In the Review and Finish section, users will enjoy a summarized view of their selections made throughout the questionnaire. This overview ensures that every detail is accurate and aligns with their preferences before finalizing the configuration.

The screenshot displays the 'Review and Finish' section of the CPQ tool. On the left, a sidebar lists navigation options like Home, Recent, Pinned, My Work, Sales accelerator, Activities, Dashboards, Customers, Accounts, Contacts, Sales, Leads, Opportunities, Competitors, Collateral, Quotes, Orders, Invoices, Master Product, Attributes, Product Configurations, Product Parts, Configurator Configuration, Sales Literature, Marketing, Marketing Lists, and Campaigns. The main content area is divided into several sections:

- Quote Summary:** Shows 'Dhruvkumar - Saved Quote' with fields for Quote ID (QUO-01003-X2B0W1), Revision ID (0), Owner (Dhruv Patel (Busy)), Name (Dhruvkumar), Currency (US Dollar), and Price List (Retail).
- SHIPPING INFORMATION:** Fields for Shipping Method, Payment Terms, and Freight Terms.
- ADDRESSES:** Fields for Bill To Street 1-3, Bill To City, Bill To State/Province, and Bill To ZIP/Postal Code.
- PRODUCTS:** A table with columns for Product Name, Properties, Unit, Price Per Unit, and Quantity. A summary table below shows:
 

Detail Amount	\$199,576.79
(-) Discount (%)	---
(-) Discount	---
Pre-Freight Amount	\$199,576.79
(+) Freight Amount	\$0.00
(+) Total Tax	\$0.00
Total amount	\$199,576.79
- Hardware Configurations:**
  - Processor:** Intel® Core™ i9-13900K Processor 36M Cache, up to 5.80 GHz (selected), Intel® Pentium® Processor G3420T 3M Cache, 2.70 GHz, Intel® Core™ 7 processor 150U (12MB cache, 10 cores, 12 threads, up to 5.4 GHz), Intel® Core™ 5 processor 120U (12MB cache, 10 cores, 12 threads, up to 5.0 GHz), 13th Generation Intel® Core™ i5-1334U (12 MB cache, 10 cores, 12 threads, up to 4.60 GHz).
  - Memory:** Crucial CB16GS4800 Laptop Ram 16GB (16Gbx1) DDR5 4800Mhz (selected), 8GB, 1x8GB, DDR5, 5200MT/s, 16 GB: 2 x 8 GB, DDR5, 5200 MT/s.
  - Display:** 16", FHD+ 1920x1200, 60Hz, WVA, Non-Touch, Anti-Glare, 250 nit, ComfortView (selected).
  - Storage:** 512GB M.2 PCIe NVMe Solid State Drive (selected), 1TB M.2 PCIe NVMe Solid State Drive.
  - Graphics Card:** Intel® Iris® Xe Graphics (selected), Intel® UHD Graphics.
  - Keyboard:** RGB Keyboard (selected), Backlight Keyboard.
  - Colour:** Air Force Blue, Amber, Amaranth (selected), Coral, Titan Grey.
- Software Configuration:**
  - Operating System:** Windows (selected), Linux.
  - Operating System Type:** Windows 10 (selected), Windows 11.



After completing your selections based on the chosen configuration, click the “Submit” button to finalize your choices. This action generates a sales order line that captures all specific variant details and customizations, with a detailed breakdown available under Product Configuration properties.

The left screenshot shows the 'Quote Product' configuration page for 'lap,i7150u,16gbddr5,16fhd,1tb,intiris,bklight,AFblue,win'. It includes a 'Pricing' section with the following details:

Price Per Unit	---
Volume Discount	\$0.00
Quantity	5.00000
Amount	\$65,800.00
Manual Discount	\$1,000.00
Tax	\$10.00

The right screenshot shows the 'Product Configuration Properties' table for the same configuration:

Product Id	Related Product Id	Product Category	Price
Colour	Air Force Blue	Part	\$400.00
Display	16", FHD+ 1920x1200, 60Hz, WVA, Non-...	Part	\$19,000.00
Graphics Card	Intel® Iris® Xe Graphics	Part	\$8,000.00
Keyboard	Backlight Keyboard	Part	\$5,600.00

**Note:** During the entire process, users enjoy the flexibility to revisit any previous step and adjust their choices with ease. This allows for seamless revisions of product models and accessories, comparisons of different configurations, modifications of specific options, and exploration of all available choices before finalizing their selection.

Want to know more?

## Contact Us!

DynaTech Systems has proudly served clients seeking advanced tech solutions across the globe with top-notch precision and excellence.



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