Corpital

– more than IT

Specialists in Salesforce, Microsoft Business Central
(NAV) and system integrations.

IT must support the business – not the other way around.

Advisory with an edge – that's the difference between us and other IT houses

With strong attitudes, we create the most successful IT solutions

More than IT

Corpital is a consulting firm specialized in ERP and CRM solutions. Our core competencies concentrate around Microsoft Dynamics 365 Business Central and Salesforce.com.

We have a holistic mindset and combined with a high degree of business understanding and process knowledge, we are able to put ourselves in your place. We look at the challenges to be addressed, what opportunities can be further explored and what value can be created for you. We believe this creates the foundation that makes Corpital an advisor that you can trust!

Making the complex simple is a demanding discipline. With all great successes, it is often the small details that make the difference. This is the mindset which is central to Corpital's success.

The successful IT solutions that we design are based on our strong opinions and as your business partner, we always consider the full solution – before we start thinking about IT.

At Corpital, we take pride in thinking beyond the immediate needs, then we design the holistic and visionary solutions that suit your business in the best way.

We help you realize your visions – no matter if systems or processes need to be improved or simplified. We make sure that every step we take together adds value to your business.

Corpital's partners

Sune Schlott
Founder & CEO

In 1986, Sune started his first company, Schlott Systems A/S, which specialized in Navision and general network/operating services. The company was sold in the year 2000.

After a short period as an employee, the urge to be master of his own house could no longer be contained and in 2001, Corpital was founded. Sune is a man who does not go into anything half-hearted. He is the type of person who prefers to see things from a broader perspective. He possesses analytical skills that go beyond the ordinary and is known for chasing simplicity even in the most complicated solutions.

Sune Schlott: "For me, it's important to make a difference. Solutions must be simple and elaborate so that the foundation is right from the start. Our customers should not just be satisfied. They have to be excited."

Sune started his first company when he was 18 years old. Growth and entrepreneurship have always been a big part of Sune's life.

Sune is a man with attitude and Corpital very much reflects his mindset.

We know our customers
Corpital has more than 30+ years of experience with ERP and CRM. We see ourselves as a strategic partner in IT and business development, and will challenge your expectations if we think it will deliver more value. Our clients come from various different business areas. However, they all have one thing in common that they want: growth, efficiency, transparency and simplified processes.

Flemming Dahl Pedersen
Partner, Business & IT Advisor

Flemming has been with Corpital since its inception in 2001 and has been a partner in the company since 2004.

He is a trained chemical engineer but his great passion for IT has been dominant throughout his professional career. Since 1998, he has worked as a Microsoft Dynamics NAV consultant and he is Corpital's primary NAV architect.

Flemming has a high level of business understanding and he likes nothing better than to see business needs transformed into well-designed IT solutions that support your corporate vision and users in their everyday lives. Flemming thinks holistically when he designs and builds applications that meet customer expectations.

He possesses both technical skills as well as analytical and strategic skills and you can see his dedication in his eyes.

Make decisions on an informed basis

If you want to make decisions on valid data instead of your gut feeling, Corpital can help you. We design solutions with simple and logical data models. Integration between the systems and no grey areas gives the same data across the systems.

Thus, all decision makers have access to the same data – we call it one data truth!

Kristoffer Bjerno
Partner, Business & IT Advisor

Kristoffer started as a senior consultant in 2009 and has since become a partner in Corpital. With many years of Microsoft Dynamics NAV experience, Kristoffer is the chief consultant for Corpital's development team and is a key figure in many of Corpital's ERP projects.

Kristoffer is involved in the pre-sales/ clarification phase, is responsible for the technical architecture, discusses the business processes with each client and plays an active role in both the development and implementation phases of our engagements.

Kristoffer: "I see myself as a hybrid between a management and technical consultant. It is exciting for me to see what challenges need to be addressed, what opportunities can be exploited and what value can be created for our customers, but I also love to delve into the details. Everything we do must add value to our customers' business."

We take you from vision to implementation

You will experience that your vision is quickly translated into actual activities using:
- *Our analytical model where value creation is pivotal.*
- *Our agile project model where we translate your vision into operation sprint by sprint.*

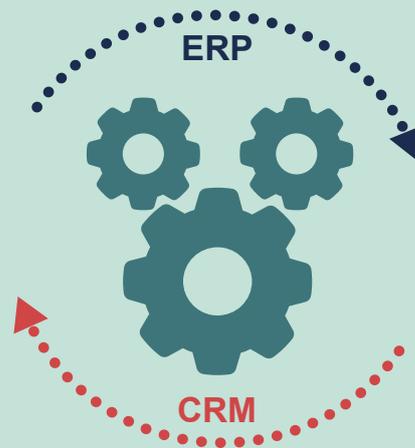# Integration

The best of both worlds

Corpital is system integration specialists with core competencies in Salesforce and Dynamics 365 Business Central. We have a deep understanding of the technology, processes and issues related to both the ERP and CRM worlds.

There are many integration tools on the market. Jitterbit and Rapidi are examples of generic integration tools that we have good experience with.

Integration between Salesforce and Business Central

NAVlink is a special product developed by Corpital, which exchanges and processes data between Salesforce and Business Central. Data exchange takes place directly between Business Central and Salesforce without data being handled by third parties.

NAVlink uses the business logic that you already have in Business Central (NAV) and thus provides the opportunity to reuse already developed functionalities from Business Central (NAV) directly in Salesforce.

Independent advisers

No matter how you turn it around, there will always be a business connection between CRM and ERP. It is only when the systems "talk to each other" that management and employees will experience a value that contributes positively in the daily decisions and work processes.

Whether functionality lies in ERP or CRM is secondary to us. Functionality must be where it is logical and creates the greatest value – and it differs from company to company.

Regardless of the choice of integration product, it is important for us to find the right solution together in relation to needs, architecture and economy.

Our values

Our values underpin everything we say and do, how we work with people, behave towards them and communicate.

Trust

We have a holistic mindset and combine this with a high degree of business understanding and process knowledge, to be able to put ourselves in your place. We look at the challenges to be addressed, what opportunities can be further explored and what value can be created for you.

Simplicity

Making the complex simple is a demanding discipline. With all great successes, it is often the small details that make the difference. This is the mindset which is central to Corpital's success.

Passion

We are passionate enthusiasts who love our work and we know our subject matters inside out. Our consultants are passionate with a high level of professional expertise and we keep up to date on relevant technologies and trends.

"I feel I have been working with competent consultants – and it has made me feel safe. They have listened to our challenges and our organizational needs. At the same time, they have challenged me. That's why I've always had a gut feeling that I'm being guided in the right direction."

Henrik Hansen, Sales Director DK – Louis Poulsen A/S

Microsoft | Dynamics 365 Business Central

A favourite child has many names – and the ERP system, Dynamics 365 Business Central, is no exception.

The system was originally created by the Danish company PC&C, which in the late 1980s, published Navigator in collaboration with IBM. Since then, the product has had many names, probably best known as **Navision** and **NAV**. Today, it is called Business Central and is part of Microsoft Dynamics 365.

The team behind Corpital has been involved right from the start. With more than 30 years of experience, we believe that Business Central is the perfect platform to build its ERP solution on.

Business Central is for small and medium-sized companies, a flexible solution that is easy to adapt and which, via automations, gives your company optimized business processes. Business Central is available both on premise and in the cloud and it is a robust and scalable solution that can support your company's current and future needs.

Salesforce was founded in 1999 on the premise of "no software" and is a pioneer in the transformation of the IT industry to what we know today as "cloud computing". The mindset was that all companies automatically use the latest "software" version, thus eliminating the upgrades and patches we all know from the Microsoft world for example.

Salesforce has repeatedly been named one of the world's most innovative companies in recent times and is recognized as the CRM system in the world market. We understand that well!

Certified Salesforce Partner

After working with other CRM vendors, where our expectations were not met, the choice fell on Salesforce and we became a Salesforce Partner in 2009. As a consulting firm, Salesforce fitted precisely with our desire to eliminate upgrades, service patches and maintenance allowing us to focus solely on value-adding consulting services.

Collaboration model

It is our recommendation that we work agilely together, as it provides valuable flexibility that is continuously coordinated – functionally as well as financially.

As a company, your needs are unique in terms of how you clarify ambiguity, how you prefer to cooperate, and how you organize your documentation, testing and training. Therefore, from the start we agree which elements should be included in our collaboration.

There are two ways to get started. The direction from here is based purely on how you prefer to progress:

"Operational Quick Start" or
"Clarification Progress with Corpital"

The choice is yours.

"Pedan's engine is Microsoft Dynamics 365 Business Central while Salesforce manages all of our customer-facing inter-actions. It's a fantastic foundation."

Bent Hagen, CEO – Pedan A/S

Operational Quick Start

An "Operational Quick Start" begins with hands-on collaboration from day one. We sit down with key people in your company who understand the current processes and systems as well as being ambassadors for the change that is to take place

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And then we roll up our sleeves and get to work!

You book time to collaborate on site or virtually, where:

- We have an ongoing dialogue
- You make decisions on an informed basis
- We build the solution together
- We sit together as much as possible, which creates dynamism and common understanding.

Clarification process with Corpital

Why spend time and money on a clarification process?

When your company's IT system needs to be expanded or improved, a break-down of the elements is crucial for success.

A clarification analysis uncovers the vision and wishes. You get the overview with specific initiatives that we can help you implement to reach your vision.

The purpose of a clarification process

This phase must take us from the high-level business requirements to an in-depth knowledge of your systems and processes enabling the creation and release of implementable actions.
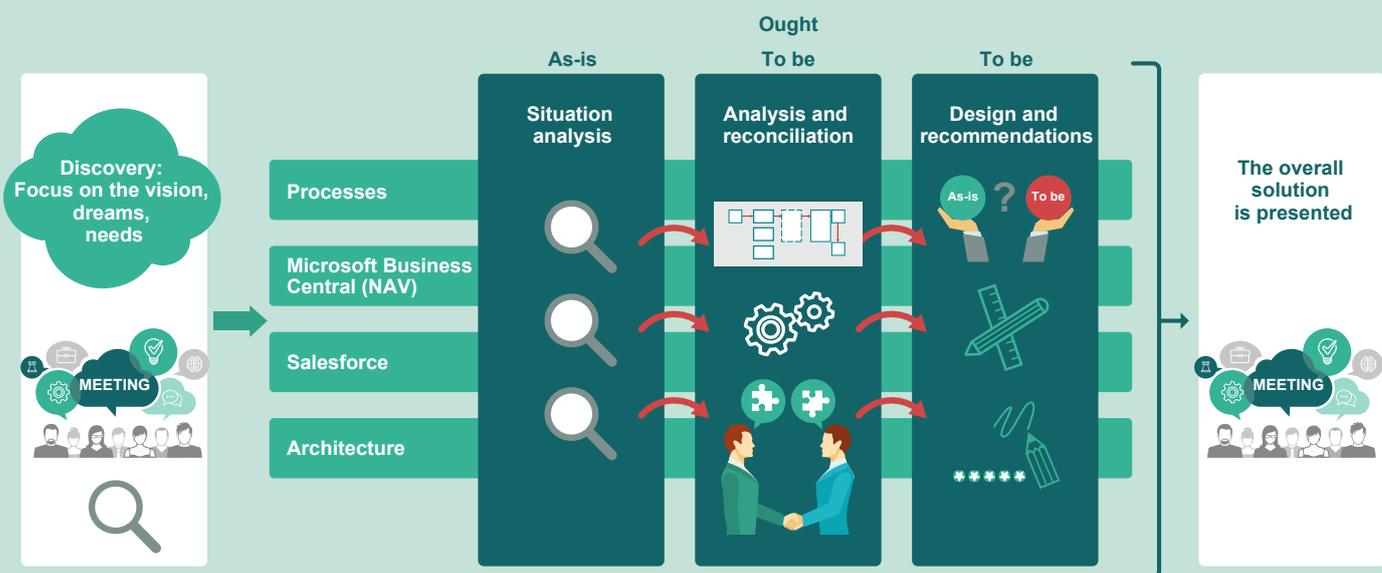
We get:

- An overview of the existing IT and/or process infrastructure
- A description of the current business processes (AS-IS)
- A solution description (TO-BE)
- A gap analysis
- Project governance in place (plan, estimates, roles etc.)

"We reached our goal on time. I can highly recommend Corpital as a sparring and implementation partner"

Carsten Blom Hannsen, CEO – Sweetdeal A/S
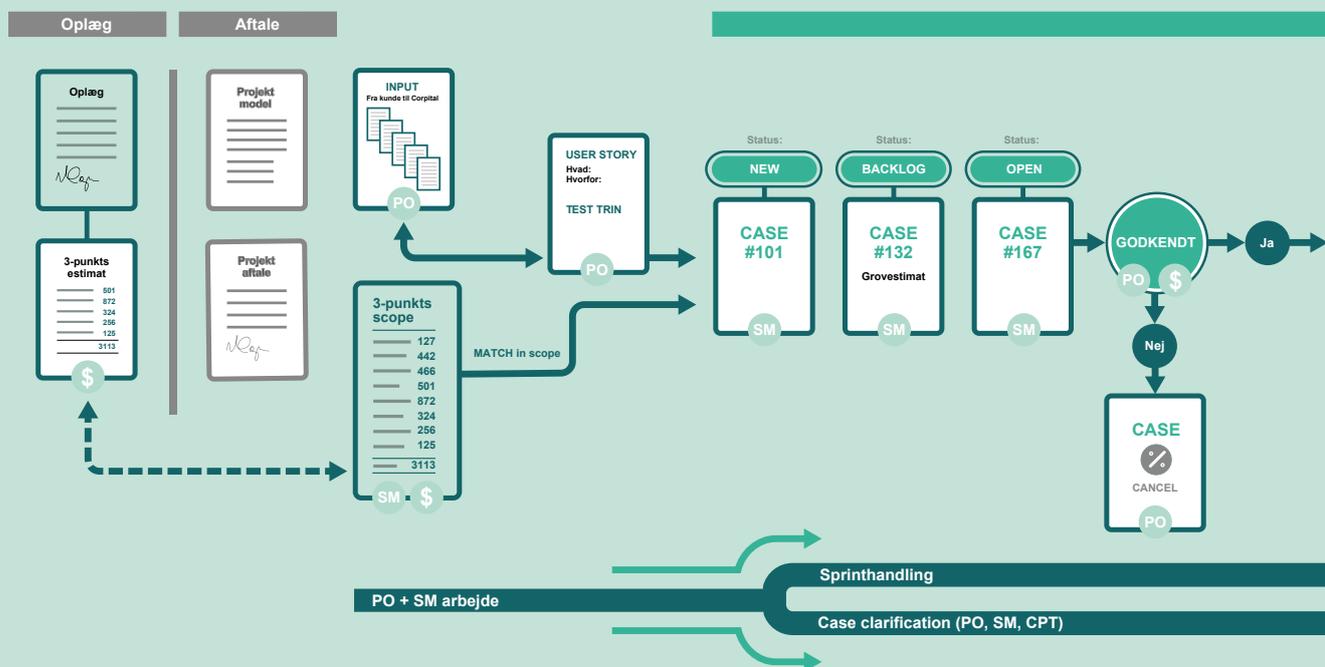
Because well begun is half done …

"Corpital was really good at getting into our company, looking around and analyzing our issues, proposing concrete management models and not least implementing the solutions."

Heine Fusager, Director, Global Financial Systems & Processes – Unity Technologies

From vision to implementation
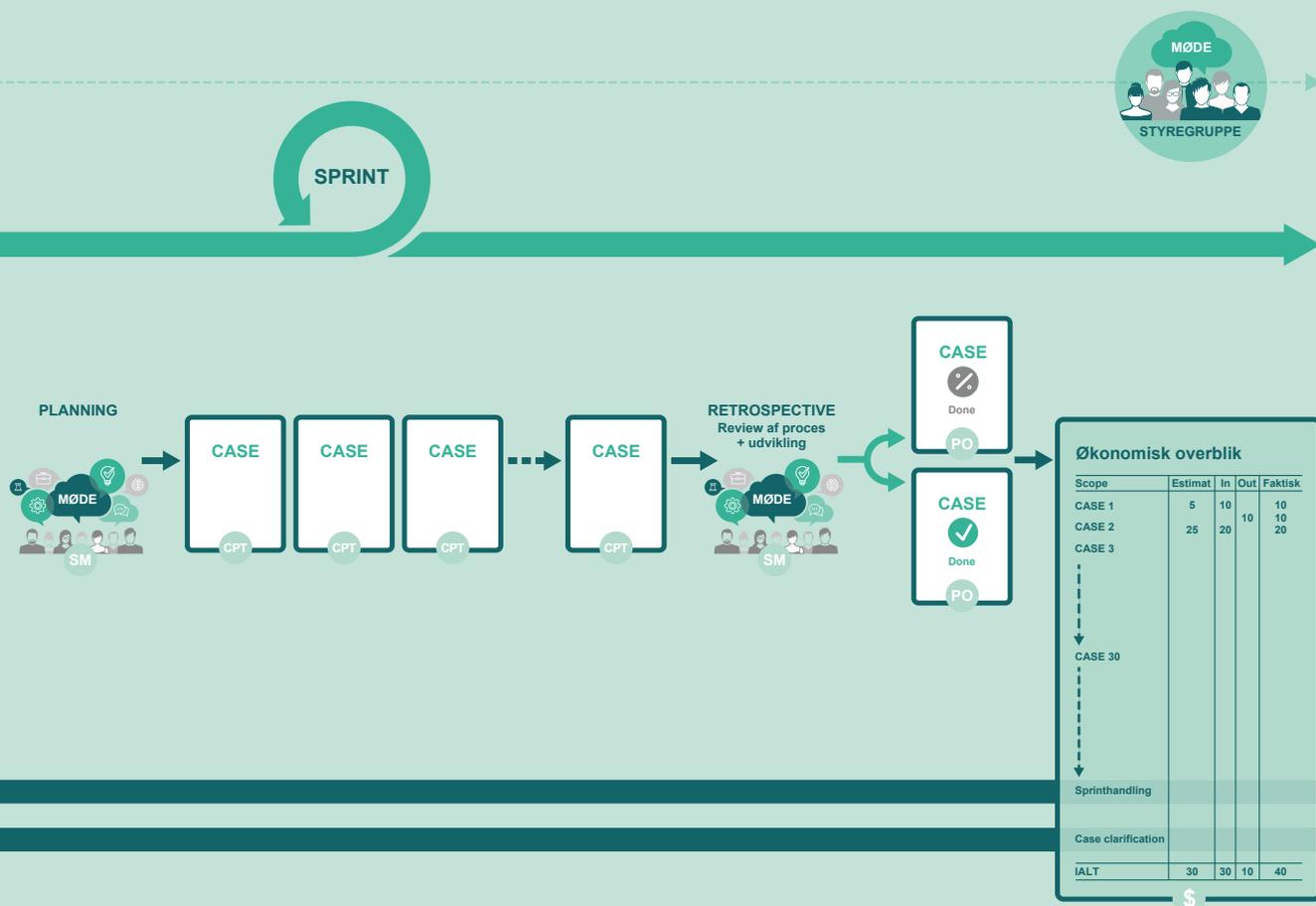
Corpital's agile project model

Corpital conducts projects according to our project model "The Agile method". The model is based on agile principles including SCRUM's toolbox but Corpital has adapted the theory to best fit the practices most seen during engagements.

It is our experience that you get the best solution, functionally as well as economically, by working according to the agile project model.

Working according to the agile project model means that we have an idea about the goal of the project, but the exact way to get there will evolve as we progress through the project. We find the way to the goal via a series of short interactions (sprints) that have a typical duration of 2-4 weeks.

We are getting wiser along the way.
Take advantage of it!

MØDE
STYREGRUPPE

SPRINT

PLANNING

MØDE
SM

CASE
CPT

CASE
CPT

CASE
CPT

CASE
CPT

RETROSPECTIVE
Review af proces
+ udvikling

MØDE
SM

CASE
Done
PO

CASE
Done
PO

Økonomisk overblik

Scope	Estimat	In	Out	Faktisk
CASE 1	5	10		10
CASE 2	25	20	10	10
CASE 3				20
CASE 30				
Sprinthandling				
Case clarification				
IALT	30	30	10	40

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The starting point of each project is that we:

- *Create competitive advantages through innovative IT solutions*
- *Streamline the way of working*
- *Reduce costs*
- *Establish a complete overview of the business through effective reporting and clear goals*

We say what we do!
We do what we say!

Maintain the full overview when teaming up with Corpital:

Scope

Quality

Costs

Time spent

Risks

We are a good investment!

You get symbiosis between the strategy, business processes and IT systems:

- *You stand stronger because you can operate in an agile manner*
- *You make decisions based on an enlightened foundation*
- *You get focus on goals and vision*
- *People, processes and systems communicate*

Good reasons to team up with Corpital

We make a difference

We know our customers and are their partner in IT and business development – often for many years

We take you from vision to implementation

You will experience that your vision is quickly translated into actual activities using:
- Our analytical model, where value creation is pivotal.
- Our agile project model where we translate your vision into operation sprint by sprint

We succeed – together!

- *We sit together as much as possible – it creates dynamism and common understanding*
- *We get smarter along the way and take advantage of it – that's the whole essence of agile working*
- *We say what we do! We do what we say!*

We create value

- Your strategy, business processes and IT systems are well-connected
- Your IT solution is ready for the future development of your company
- You can develop your business and act on the market
- You stand stronger than competitors because you can act with agility
- You can make business-critical decisions based a valid data foundation
- IT is an active partner – and you are able to focus on goals and vision
- People, processes and systems communicate

We reach the finish line

We cover the entire intersection between IT and business. Choose Corpital as a business and implementation partner due to:
- Our great business understanding
- Our many years of experience across industries and IT systems
- We always consider the full solution – before we start thinking about IT
- The successful IT solutions that we design are based on our strong opinions

Corpital – more than IT

We are a business partner who thinks of whole solutions – before we think of IT.
With strong attitudes, we create the most successful IT solutions.

Corpital P/S

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