WEBINAR

Next Level ERP: Why Tribes are Choosing Dynamics 365

PRESENTED BY

Matt Borkowski, Arctic IT

FEATURING SPECIAL GUEST
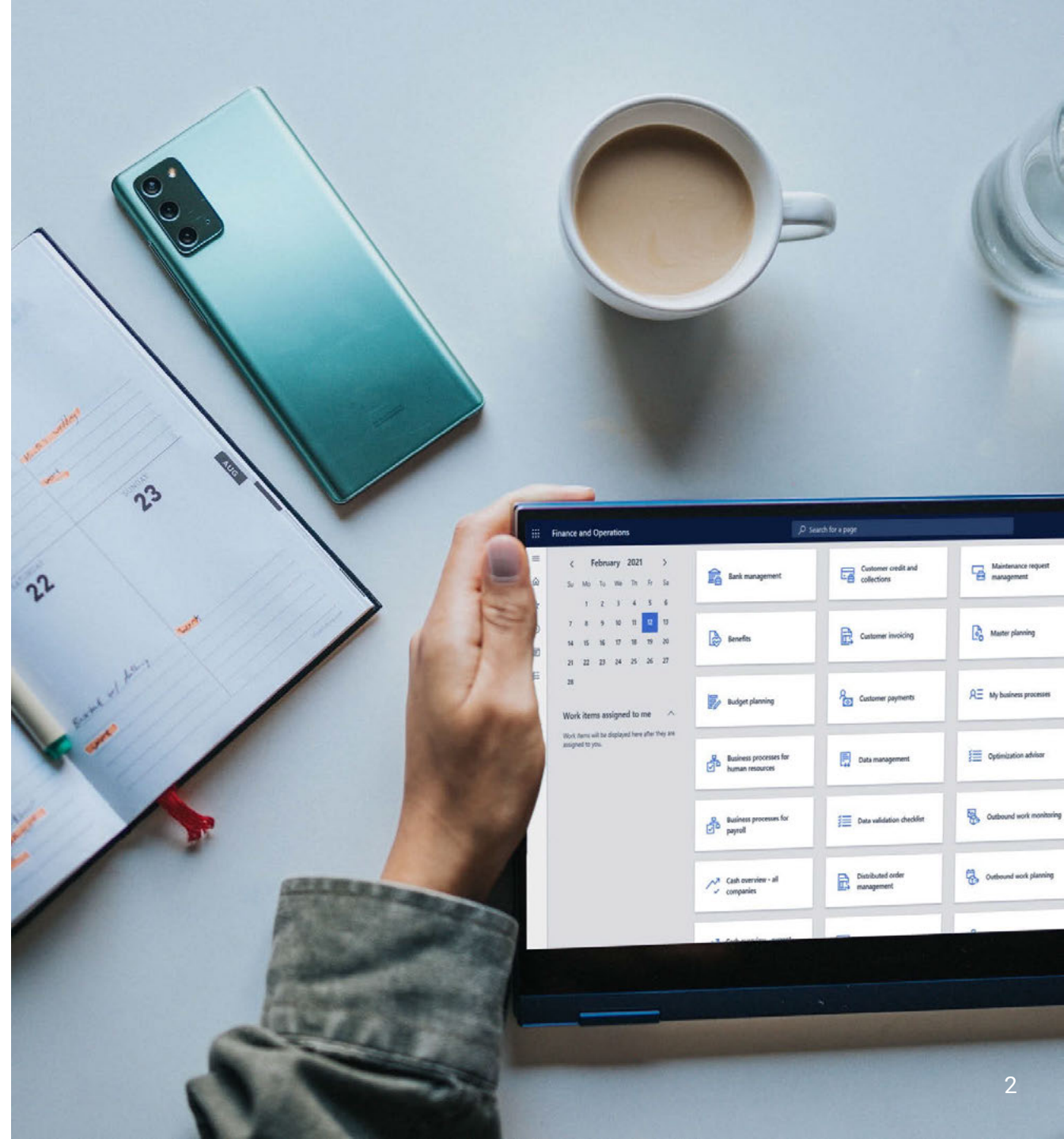
Beverly Carmichael, Graton Resort & Casino

November 10, 2022

ARCTIC IT
Tenacious Ingenuity®

TRIBALWISE

Today's presentation

- Arctic IT Partnership
- Dynamics Solution Overview
  - Dynamics 365 Platform
  - Tribal Finance
    - Benefits for Tribes
    - 'Best Fit' Scenarios
    - Two Implementation Options
  - Special Guest Feature
    - Why Dynamics 365 Finance
- Solution Sneak Peek
- Q & A

A partnership
that works for you

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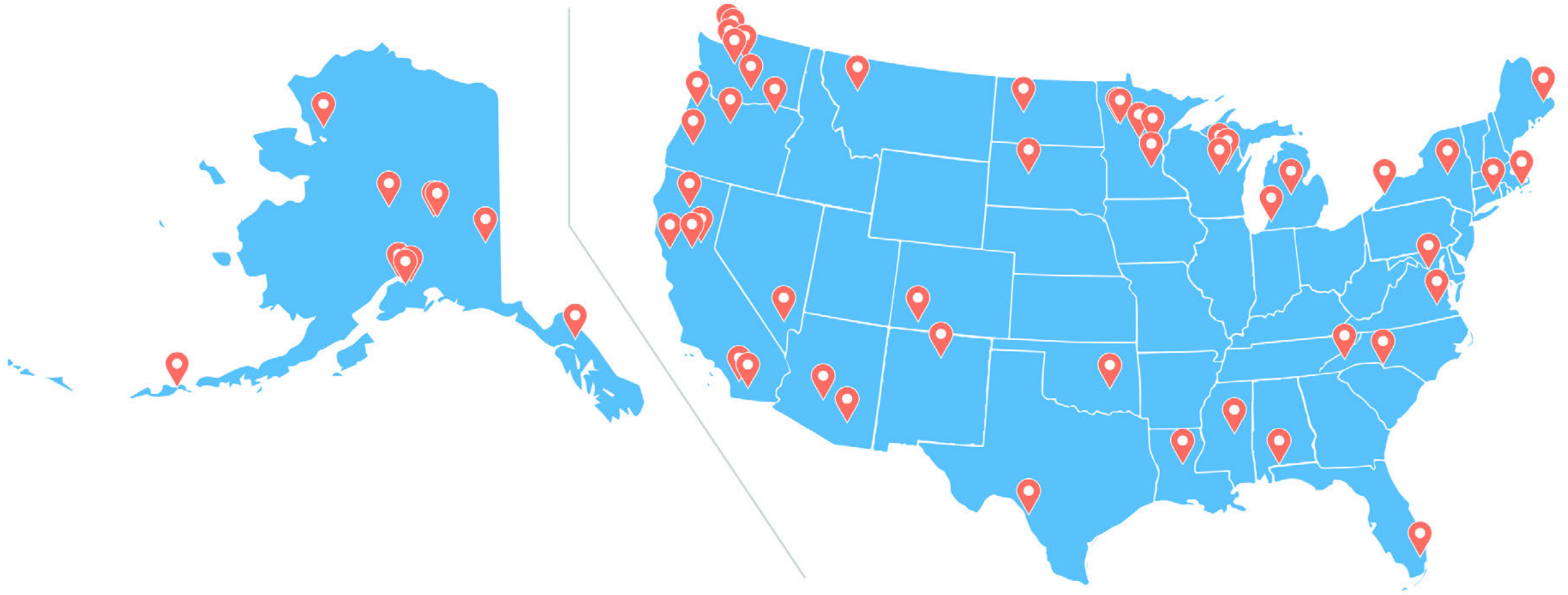# Arctic IT has deep roots with tribes

- More than 15 years of community engagement

- Client experience with 80 tribal entities across the U.S.

- Specialize in technology for tribal governments and casinos

- 100% native-owned

DOYON Limited

Gold
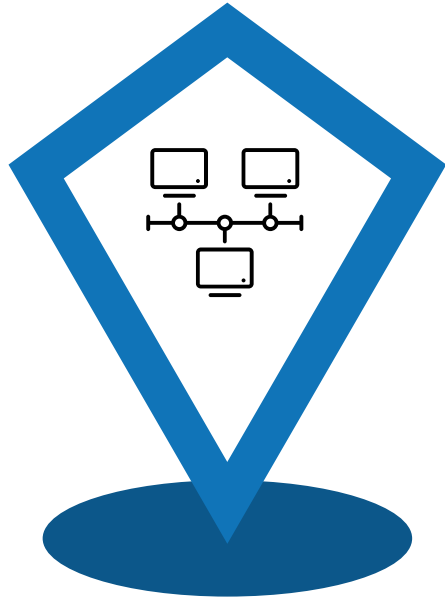Microsoft Partner
Microsoft

Our experience spans tribal nations across the U.S.

Solution overview
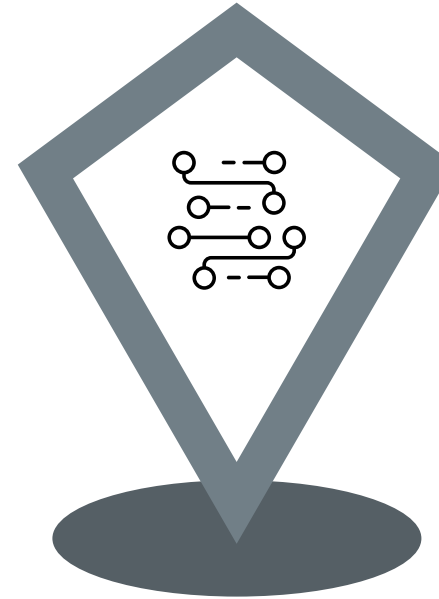
Today's operational challenges

CROSS-DEPARTMENTAL COLLABORATION

Departments can no longer operate in silos to maintain service delivery. A secure cloud platform strategy enables better communication.

DIGITAL SERVICE EXPECTATIONS

The pandemic has only reinforced the need for digital government services and programs to meet changing expectations and new social norms.

PROCESS AUTOMATION

Automating everyday workflows is necessary to keep up with the demand to deliver services faster with less staff.

DATA SOVEREIGNTY

Tribal nations don't want outsiders controlling their data, however keeping it solely on-premises puts the tribe at risk for threats to move laterally within the network.

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One platform for security and governance

Collaboration Platform

Shared calendars

Advanced email functionality

Document collaboration in real-time

Connect anywhere, any time, on any device

Integration Platform

Common Data Service – Microsoft Power Platform

Full-featured APIs and integration tools

Virtual entity facilitates customization efforts

Azure Cloud Platform

Security first – certified and tested

Continuous operations, One Version, Lifecycle Services

Unlimited storage and computing

Azure Active Directory

Microsoft Dynamics 365

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Tribes are moving to the Microsoft Cloud
(Stats as of November 2022)

GREATER THAN

300

Tribal Tenants in the cloud

GREATER THAN

155k*

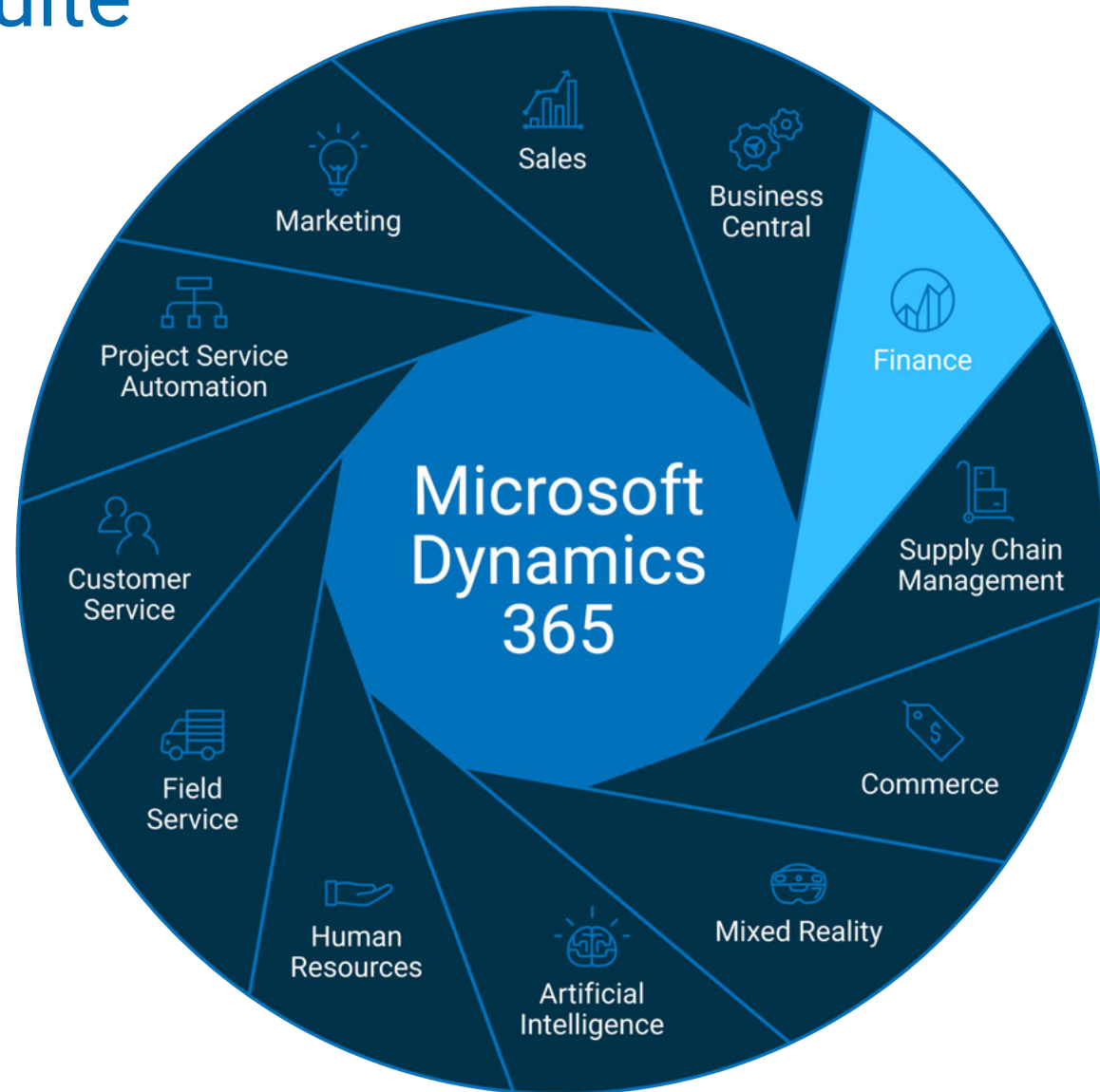Tribal employees on Microsoft 365 E3/E5

GREATER THAN

60

Tribal organizations on Dynamics 365 SaaS Apps

*PLUS, another **65,000+ Tribal users** that are in the cloud at a mix level of suites and services

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An intelligent software suite

- **Finance / Accounting**

- Supply Chain Management

- Project Automation

- Field Service

- Tribal Platforms Enrollment, Family Wellness, Court, etc.

- Marketing/Communications

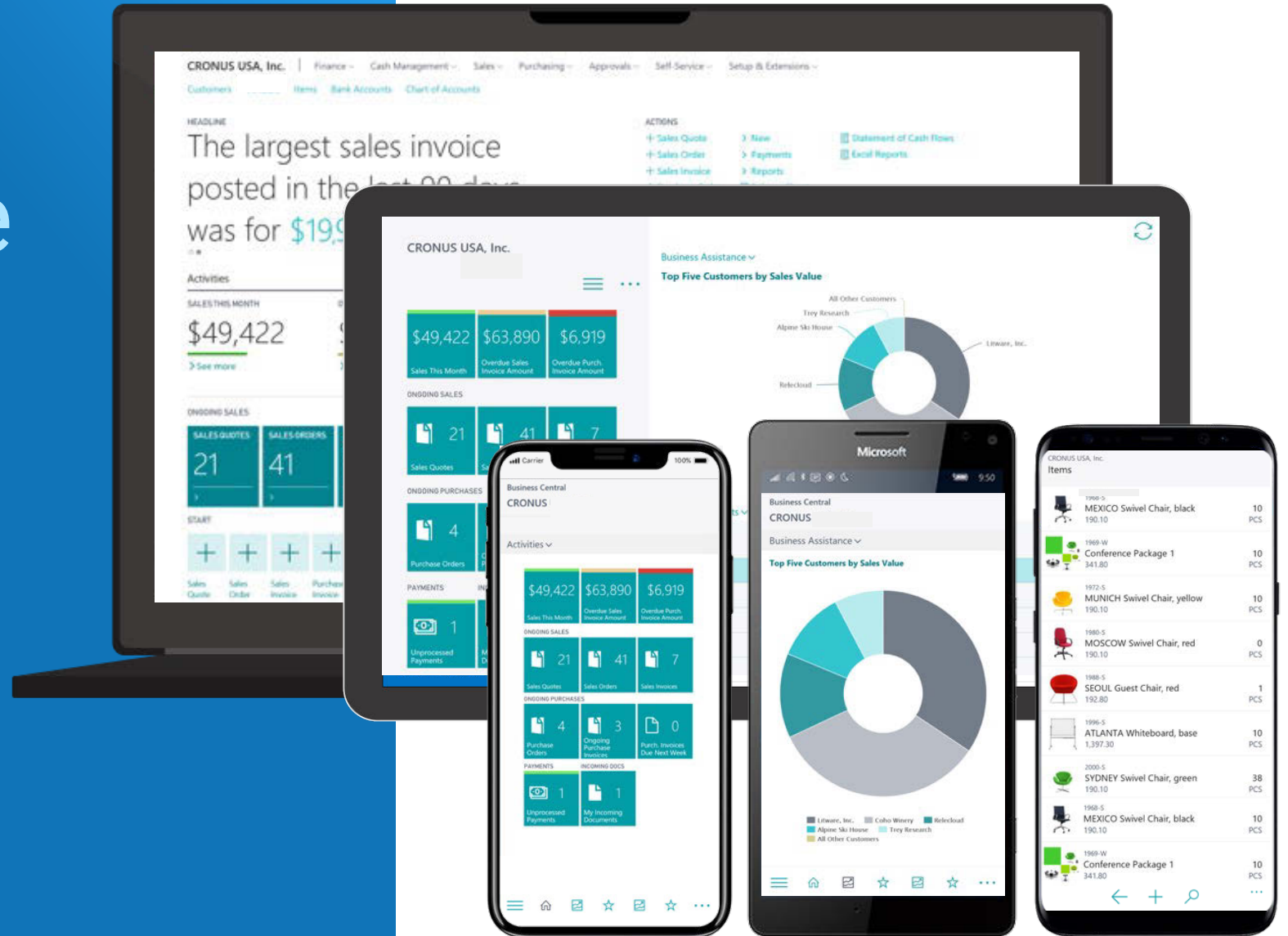- Sales/Retail/eCommerce

Introducing Dynamics 365 Finance

Project management

Inventory and warehouse management

Reporting & analytics

Customer management

Retail and eCommerce

Financial management

MICROSOFT DYNAMICS 365
Finance

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Work where you need to be

Desktop, laptop, tablet, or phone you get the same powerful capabilities and rich functionality

Get one experience that's consistent and secure across Windows, iOS, and Android.

Harness the power of the Microsoft Cloud

Microsoft 365 (Office 365) integrated

Power BI embedded

Power Automate
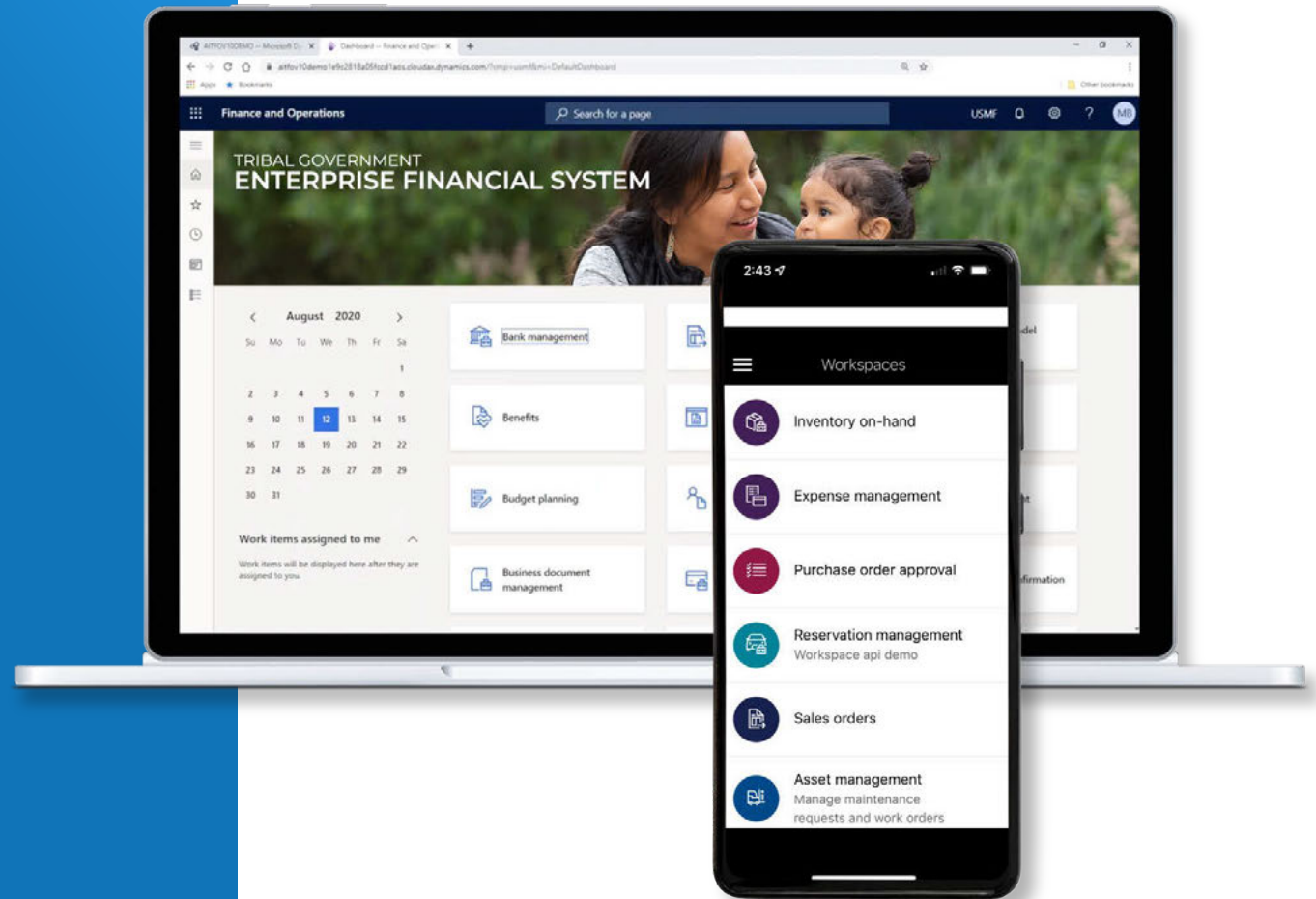
Power Apps

App Store

Existing ISVs

Manage requests and fulfillment of services/goods

Vendor Punchout capabilities for website shopping experience

Fulfill requests from warehouse inventory and send for new purchase/replenishment

Turn requests into RFQ and publish to Vendor Portal for bid management

Consolidate approved requests into single POs based on procurement policies
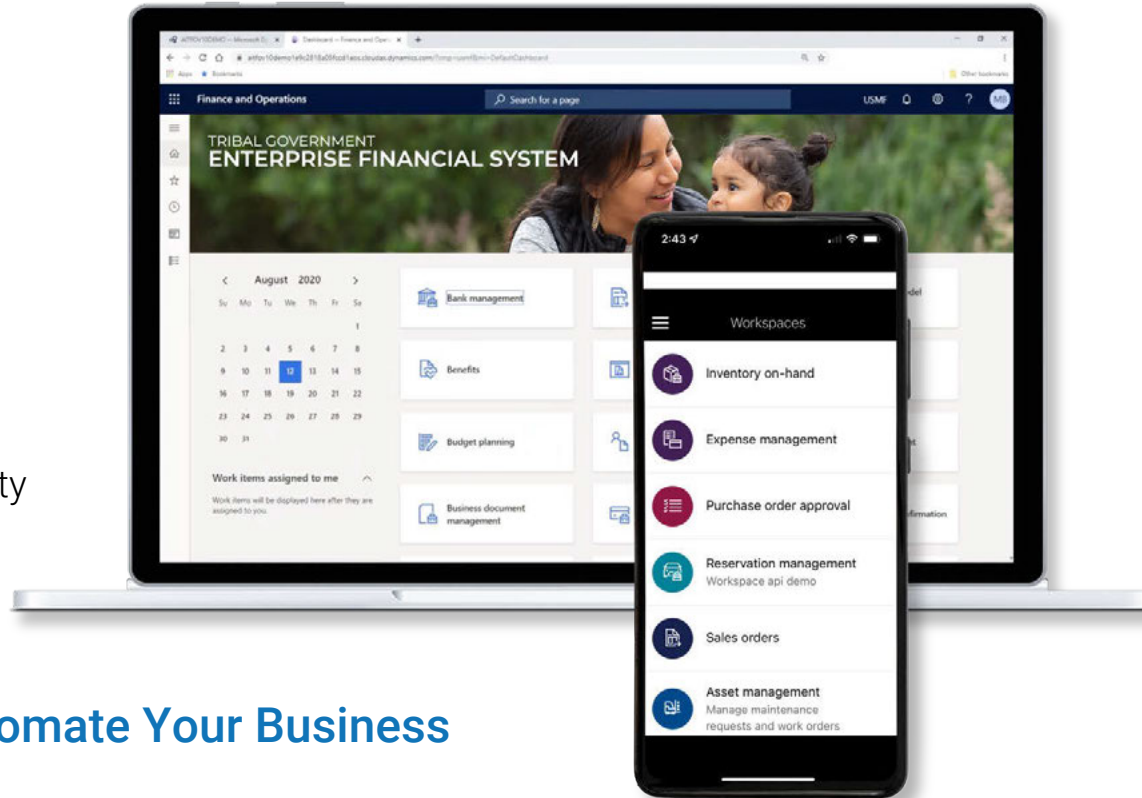
Tribal Finance on Dynamics 365

Enhance Your Financial Decision Making

- Comprehensive, real-time financial reporting
- Embedded analytics & AI-driven insights
- End-to-End transaction visibility and audit traceability
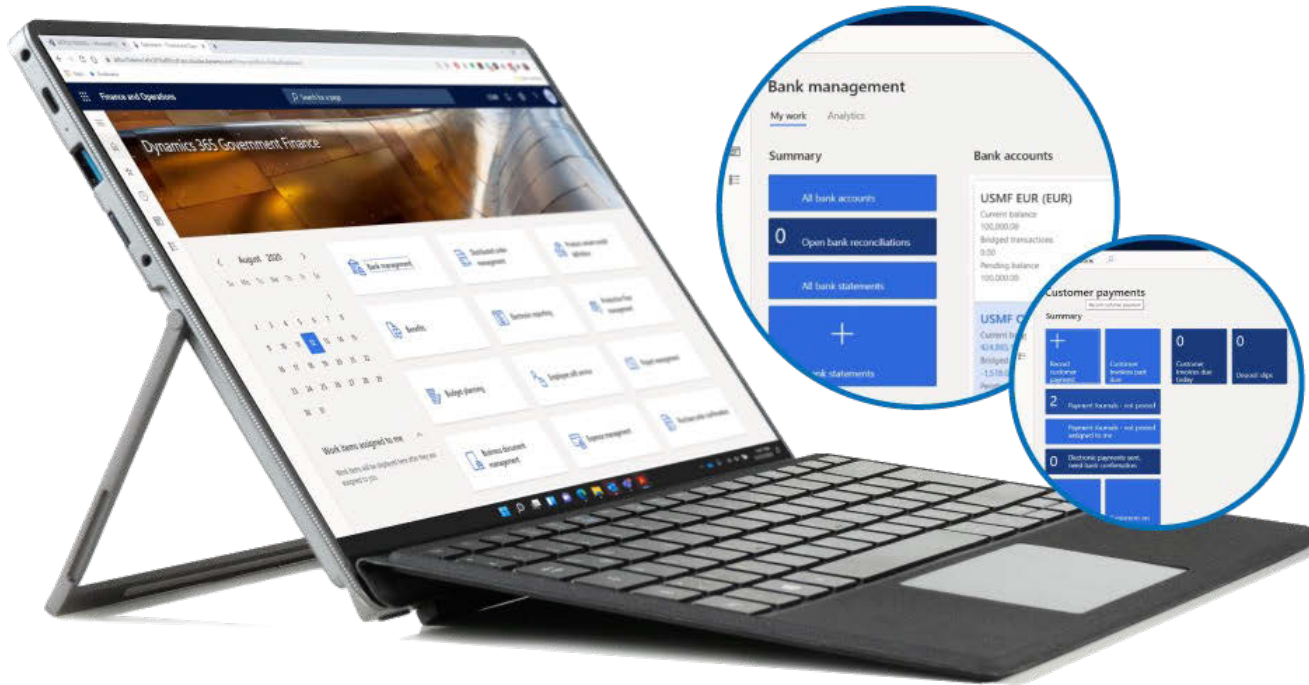- See budget impact of requests at time of entry

Unify and Automate Your Business Processes

- Integrate financials into core business processes and achieve a single source of truth
- Automate manual tasks to boost user productivity
- Combine with Tribal Platforms to achieve even more

Make a Strategic Impact and Reduce Costs

- Advanced budget control
- Financial planning and analysis

Nucleus Research recognizes Dynamics 365 Finance as a Leader in the 2022 Enterprise ERP Value Matrix

Tribal Finance benefits for tribal government and enterprise

✓ Feature Richness
- Financial and budget management
- Procurement management
- Business intelligence and financial reporting
- Grant and project management
- Consolidation Opportunities

✓ Feature Enhancements
- Expansive SCM and Retail options
- Ongoing updates based on user feedback

✓ Security
Regular, automated software updates backed by the secure Microsoft cloud

✓ Cloud Lifecycle Management
Upgrades, unlimited support and maintenance included

✓ Enhanced Usability
Dynamics 365 Unified Interface

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Tribal Finance 'best fit' scenarios

TEAM SIZE

At least 15 users on your finance team

OPERATIONAL COMPLEXITY

Managing a breadth of programs or large enterprise

ERP TECHNOLOGY GOAL

Looking to manage and oversee your government and/or gaming operation finances in a unified, intelligent ERP application

Two options for Tribal Finance implementation
BY ARCTIC IT

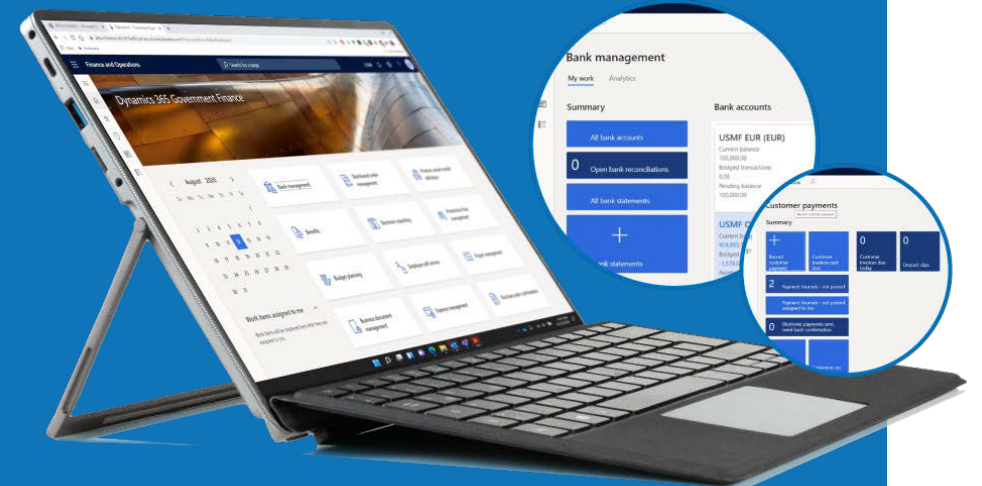|	① Tribal Finance Standard	② Tribal Finance Custom
Implementation Pricing	Set base fixed-fee implementation cost + optional modules	Fixed implementation fee varies by project complexity
Timeline	Seven months (on average)	12-24 months, depending on scope
Features and Functionality	Pre-set functionality designed for tribal governments and enterprises	Functionality configured and developed to your specific financial and operational needs

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Tribal Finance Standard modules

✓ In Scope

- General Ledger
- Accounts Payable including EFT and Invoice workflow
- Requisitions with workflow and Purchase Orders
- Accounts Receivable
- Budget Controls and Encumbrance tracking
- Bank Reconciliation
    - Including Positive Pay
- Financial Report training and embedded Power BI dashboards
- Journal Entry import Excel template

− Optional

- Fixed Assets
- Grant Tracking

Special guest

Beverly Carmichael
Director of Casino Accounting

GRATON
RESORT & CASINO™

Solution
sneak peek

Questions?

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Thank You!

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Beverly Carmichael
Director of Casino Accounting

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