



About SAGlobal

SAGlobal provides Microsoft Dynamics implementation, consulting, cloud migration services, and industry-specific solutions. Over 250,000 Dynamics users worldwide work with SAGlobal to drive operational excellence and financial performance.

Products and services

Microsoft Dynamics 365

Industry

Professional services

Organization size

Medium (50-999 employees)

Country

United States

Business Applications partner since

2001

Broaden impact with services for Microsoft Dynamics 365

Comprehensive vertical strategy

SAGlobal first partnered with Microsoft to provide ERP services in 2001 because they saw how Microsoft was disrupting the business applications market. In 2007, SAGlobal verticalized their business to align with Microsoft's recommended go-to-market strategy. When Microsoft Dynamics 365 was released, SAGlobal quickly adapted by expanding their offerings to include new workloads and provide cloud services to their key verticals. Many of the industries they support, such as accounting and law firms, handle sensitive information, and Microsoft's trusted cloud helps assure customers their data is secure.

The flexibility of the Dynamics platform makes it easy to implement multiple workloads, such as sales, marketing, finance and operations, and talent, within a single customer engagement. Since offering cloud services three years ago, SAGlobal's revenue has increased by 30% each year. In the last year alone, they've doubled new customer adds and grown their pipeline by 75%.

Building new revenue streams

SAGlobal saw an opportunity to diversify their offerings with Dynamics 365 by extending the CRM and ERP functionality with customized vertical capabilities and workflows. The Dynamics 365 platform provides 80% of the functionality that SAGlobal's customers require. On top of this base, their industry solutions preconfigure Dynamics 365 for vertical markets, which reduces client-specific development time by about 50%.

Through diversifying their business, SAGlobal has developed a strong new revenue stream – 70% of their business is services and 30% is solution based.

“ Using Dynamics 365, we've been able to help our service industries clients find work, win work, deliver work, account for their work, and manage their talent across their entire value chain, making us a more competitive business. ”

— Andy Yeomans, Executive Vice President, SAGlobal



Outcomes

- **Drove 30% revenue growth YoY** for previous 3 years
- **Increased pipeline by 75%** in the last year
- **Doubled customer adds** in the last year
- **Reduced client-specific development time by 50%** building on Dynamics 365

Visit the [Microsoft Partner Network](#) to learn how to build a Microsoft Business Applications practice



Expert implementation

Chemonics, an international development company that works in 70 developing countries, needed a cloud-based platform to comply with government regulations and to streamline internal operations – especially across field offices in remote or conflict-ridden environments.

SAGlobal had the expertise Chemonics was looking for to implement Dynamics 365 for Finance and Operations. Dynamics 365 integrates with Power BI to automate forecasting and business planning reports, allowing Chemonics to plan in real time to deploy the resources necessary to make remote projects successful from the get-go. The solution made scaling easier, provided easy access to data from anywhere across the globe, and did all this while fulfilling the specific data-management requirements of a U.S. government contractor.

“SAGlobal has worked with Microsoft Dynamics 365 for many years, understands the opportunities and pitfalls of ERP implementations, and helped us see the best way to get through.”

– **Eric Reading**
Executive Vice President, Chemonics

Partnering for global innovation

Already serving customers in 80 countries, SAGlobal continues to expand their global reach by using the Microsoft field ecosystem and a team dedicated to their partner success.

SAGlobal is excited about where Microsoft is taking cloud technology and plans to leverage these advancements to develop more competitive CRM and ERP solutions. In the future, they will incorporate Microsoft AI technology into their relationship intelligence tools and leverage the Microsoft Power Platform to create offerings that complement core Dynamics 365 solutions.

“ With best-in-class cloud offerings on Dynamics 365, we’ve become a more competitive business, because we deliver services tailored to the unique needs of these vertical markets from a suite of streamlined business applications. ”

— **Whit McIsaac**, CEO, Americas at SAGlobal