



Fast Facts

Customer

As a spin-off of the Baden-Wuerttemberg Cooperative State University in Germany, [holistic solution engineers](#) provides business and technology consulting, project management, and staff development.

Partner

[proMX](#) is a Microsoft partner that serves customers across Germany, the United States, and worldwide with its project resource management add-on for Microsoft Dynamics CRM, proRM.

Microsoft Dynamics Marketplace Listing
dynamics.pinpoint.microsoft.com/en-US/PartnerDetails.aspx?PartnerId=4295523479

Solutions

- proRM

Consulting Company Bases Business Model on Microsoft Partner Solution

Located close to Stuttgart, Germany, [holistic solution engineers](#) is a spin-off of the Wuerttemberg Cooperative State University, which often incubates innovative businesses that benefit the regional economy and the customers they serve. The company's consultants help customers define their business and technology strategies, choose the best business software tools, optimize processes, operate sustainably, and bring the right skills into their teams.

As a new company, holistic solution engineers needed to identify and acquire the software tools to help run an efficient and profitable business. Swen Niebann, CEO at holistic solution engineers, says, "All of our activities relate to customer projects, so we were looking for the best way to manage our resources, financials, and operations in alignment with the best possible outcome on projects. As a professor at the Wuerttemberg Cooperative State University, I teach about business processes and software systems. Microsoft Dynamics CRM was a good fit with our direction and technology environment, and made even more sense once I reviewed the solutions available through the Microsoft Dynamics Marketplace."

Through the Microsoft Dynamics Marketplace, Niebann connected with [proMX](#), a Microsoft partner that offers an add-on solution, proRM, which is fully compatible with Microsoft Dynamics CRM and Microsoft Dynamics CRM Online and is Certified for Microsoft Dynamics. proRM enables professional services firms to perform a wide range of project and resource management tasks from within the Microsoft Dynamics CRM environment. "We thought proMX had a very innovative approach, and proRM, its solution, provided all the capabilities we needed," says Niebann. "We deployed Microsoft Dynamics CRM and proRM together in a hosted scenario. Financially, this pencils out to our great advantage. We don't need our own back office; we get all the solution enhancements from Microsoft and proMX in a timely manner, and we enjoy excellent security for our data and applications."

At holistic solution engineers, close to 25 team members, including contractors, work with proRM. By using temporary licenses, customers can access the solution to review details of their own projects. Going beyond day-to-day technology use, the relationship between the company and its technology partner opens new opportunities. "proMX matches our creative spirit and is willing to include our ideas in their development," notes Niebann. "Their expertise helps us manage our resources more effectively, for example, by planning around skills as opposed to individuals. We look forward to collaborating with them in the years to come."

A new company spun off from Wuerttemberg Cooperative State University, holistic solution energy, and will focus on business sustainability and environmental benefits. That company will run on the same instance of Microsoft Dynamics CRM and proRM. "I'm delighted with the Microsoft Dynamics Marketplace," says Niebann. "It helped me connect with a scalable, powerful solution that helps us deliver the best possible service and project management for our clients."

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Microsoft Corporation
 1 Microsoft Way
 Redmond, WA 98052
 1 (800) 642-7676
www.microsoft.com