**Arman Ahmadi**
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Summary of Experience

As a **Microsoft Dynamics AX and 365 Solution Architect and Instructor** with over 14 years of experience in the **ERP** implementation space, I specialize in Dynamics AX 2012 and Dynamics 365 for Computer Accounting and Financial Systems, Contact Management Systems, Supply Chain Management, Business Applications, Retail, Manufacturing, eCommerce, and Warehouse Management Systems. I provide ERP implementation, reporting, integration and customization services, as well as technical support and training. In order to identify and best understand my clients’ requirements and needs, I start with an in-depth business analysis, and then I craft complete technology solutions tailored to fit the clients’ unique needs. The solutions I deliver are right-sized for each client’s environment, from Quickbooks integrated eCommerce Shopping Carts for small shops, to mid-size and large enterprise Multifront eCommerce systems integrated with Microsoft Dynamics AX/365 WMS and SCM. I have managed offshore software development teams specialized in the development and packaging of custom software, as well as local teams that apply the Software Development Life Cycle (SDLC) methodology to design and develop custom software products.

As a Dynamics AX/365 Technical Instructor, I have developed and conducted customized professional, user, and functional training programs, from introductory through advanced levels of technical instruction. Since effective training is imperative during AX/365 implementation, and well prepared training materials are essential, I always begin by conducting an analysis to identify training requirements and objectives, and to set realistic goals for their accomplishment. After the initial analysis, I prepare customized training materials based on the urgency of training, preferred learning styles, and the amount of time available.

My technical background in Microsoft technologies ensures that I provide the best possible solution for a given set of requirements. My analytical and functional skills allow me to apply proven methodologies for analyzing Business Use Cases and offering solutions to address those requirements, and provide technical and SOX (Sarbanes-Oxley) compliance documentation for each project.

Education

* Certifications by Microsoft in Dynamics Business Solutions
	+ Microsoft Dynamics AX2012 Financials
	+ Microsoft Dynamics AX2012 Trade and Logistics
	+ Microsoft Dynamics AX2012 Development Introduction
	+ Microsoft Dynamics AX2012 Installation and Configuration
* BS, computer science, minor in mathematics
* <https://www.linkedin.com/in/arman-ahmadi-b82b83>

# Microsoft Training

# Microsoft Dynamics 365 Finance & Operations

*Supply Chain Management*

Product Management, Master Planning, Sales Order Management, Procurement Sourcing, Asset management, Warehouse Management, Manufacturing.

*Products and Inventory Management*

Item Groups, Item Model Group, Storage and Tracking Dimensions, Product Dimensions, Inventory Tracking, Unit of Measure, Owner Dimensions, Released Products, Product Variants, Product Attributes, Category Hierarchies, Sites, Warehouses, Ailes, Locations, Boxing Logic, Picking Workbench Profiles, Inventory Journals and Types, Counting Journals, Cycle Counts, Transfer Orders, Picking, Shipping, Receiving, ABC Classifications, Inventory Aging Reports, Close Process.

*Warehouse Management*

Basic vs. Advanced WMS, Production Waves, Raw Materials, Releasing Production Orders, Default Locations, Input Locations, Finished Goods, Wave Templates, Location Directives, Work Templates, Route Operations, Mobile Devices.

*Order to Cash Optimization*

Automating O2C, Order Management, Cash Management, Order Fulfillment, Transportation and Shipping, Invoicing, Accounts Receivables, Credit and Collections, Reporting and Business Intelligence.

*Procure to Purchase and Pay Optimization*

Purchase Requisition, Request for Quotation, Purchase Order, Products Received, Invoice Generated, Vendor Payments.

*Retail - Channel Management and Corporate Operations*

Architecture, HQ/Channel Setup, Omni-Channel, Retail Channels, MPOS, Cloud POS, Online Store and Components, Organization Model/Hierarchy, Operating Units, Store Creation Process, Call Centers, Store Locator Groups, Info Codes, Email Notification Profiles, Shared Parameters, Sales Tax, Payment Connectors, Channel Payment Methods, POS Setup, POS Offline Profiles, Receipt Format Masks, Hardware Profiles, POS Considerations, Retail POS Layout, Keyboard Mapping Groups, Workers and Security, POS Permission Groups, Global Address Books, Retail Security Roles, Loyalty Reward Points, Price Groups, Loyalty Transactions, Retail Channel Transactions, Gif Cards, End of Day Operations, Statement Posting Process.

*Retail - Merchandising and Inventory Management*

Workflow, Unit of Measure, Product Variants, Product Dimensions, Dimension Groups, Retail Categories, Barcodes and Labels, Category Hierarchies, Product Attributes, Released Products and Catalogs, Catalog Approval Flow, Up-Selling and Cross-Selling, Catalog Source Codes, Assortments, Assortments Scheduler, Modes of Delivery, Pricing and Discounts, Vendor Catalogs, Replenishments, Service Categories, Cross-Docking, Product Kits, Inventory Periodic Functions, Product Availability, Product Relationships.

*Retail - Call Centers*

Configuration, RFM (Recency, Frequency, Monetary) Analysis, Order Holds, Fraud Rules, Catalog Management, Target Markets, Pricing and Discounts, Coupons, Customer Management, Customer Merge, Product Management, Gift Cards, Sales Order Management, Order Notes, Price Match Process, History Purge Process, Credit Card Processing, Credit Card Workbenches, Refund Check Process, Check Holds, Installment Billing, Returns and RMA Process, Continuity Programs, Direct Delivery (Drop-ship), Picking Workbench, Picking Workflow.

*Retail - Point of Sale*

Cahier’s Tasks, Time Clock, Tender Process, Void Transactions, Returns, Gif Cards, Loyalty Process, Inventory Lookup, Store Manager’s Tasks, Shift Operations, Opening Procedures, Overrides, Closing Procedures, Safe and Bank Drops, X and Z Reports, Income and Expense Accounts, Store Inventory Manager’s Tasks, Picking and Receiving, Stock Counts, Disassemble a Kit at the POS, Reports and Analysis, Power BI.

*Manufacturing - Managing Production*

Sites, Warehouses, Production Units, Working Time Templates, Resources, Resource Groups, Workers, Production Orders, Stages of Pre-Production, Job Card Terminal/Device, Corrections and Reversals, Job Management, Picking Lists, BOM Lines, Production Feedback, Daily Registrations, Monitor Production, Monitor Attendance, BOM Consumption, Flushing Principals, Route Consumption, Allocation Keys, Production Costing, Item Pricing, Costing Versions, Trade Agreements, Standard Costing, Bill of Materials, Operations and Routes, Route Groups, Cost Groups, Cost Categories, Item Calculations, BOM Calculations, Scrap and Waste Calculations, Reporting as Finished, Ending Production Orders.

*Master Planning Essentials and Intercompany*

Master and Forecast Plans, Scheduling Parameters, Run Master Scheduling, Intercompany Planning, Purchase and Sales Order Policies, Planning Groups, Run Intercompany Master Planning.

*Accounts Receivables*

AR Setups (Method of Payments, Terms of Payment, Cash Discounts, AR Parameters, Customer Groups, Posing Profiles), Sales Order Invoices, Text Invoices, Account Statements, Collection Letters, Interest Calculations and Codes, Aging Periods, Payment Schedules, Cash Receipts, Electronic Payments, Customer Transactions, Deposit Slips.

*Accounts Payables*

AP Setups (Method of Payments, Terms of Payment, Cash Discounts, AP Parameters, Vendor Groups, Posing Profiles, Payment Schedules), Vendor Invoices, Invoice Matching, Invoice Journals, Voucher Templates, Vendor Payments, Payment Journals, Electronic Payments and Checks, Vendor Transactions, Refund Checks, 1099s.

*Cash and Bank Management*

C&B Setups (Bank Transaction Types and Groups, Parameters, Purpose Codes, Bank Accounts, C&B Advanced Reconciliation, Electronic Reporting, Checks, Bill of Exchange.

*Fixed Assets*

Books (Value Models), Asset Types, Parameters, Main Accounts, Asset Groups, Posting Profiles, Reason Codes, Capitalization Threshold, Depreciation Profiles, Depreciation Conventions, Provision Types, Lending Assets, Bar Codes, Acquisitions, Transaction types, Reversals, Disposals, Adjustments.

*General Ledger*

GL Setups (Currency, Exchange Rate, Periods and Fiscal Year, Reason Codes, Sales Tax, Calendars, Consolidation Company, Subsidiary Company), Allocations, Financial Dimensions, Account Structures, Chart of Accounts, Main Accounts, Journal Controls, Balance Control Accounts, GL Transactions and Reversals, Journals w/Worflow Approvals, Voucher Templates, Periodic Journals, Ledger Accruals, Intercompany Transactions, Year End Close, Consolidations, Financial Reporting.

# Microsoft Power BI

Datasets, Data Model & Warehouse Design, Server Configuration, Administration, Security Roles, M Queries, DirectQuery, DAX (Data Analysis Expressions) Measures and Functions, KPIs, Data Transformations, SQL Views, Fact and Dimension Tables, On/Off Premise Data Gateways, OData Feeds, Mobile-Optimized Reports, D365F&O OOB Power BI Reports (*Actual vs budget, Cash overview, Compensation and benefits, Cost accounting analysis, Credit and collections management, Employee competencies and development, Financial performance, Fixed asset management, Organizational training, Practice manager, Production performance, Purchase spend analysis, Recruiting, Sales and profitability performance, Vendor payments, Warehouse performance, Workforce metrics*).

# Microsoft Power Apps

Canvas Apps, Common Data Services, Business Rules, Process Flow, Data Entities, Custom Entities, Model-driven Apps, Power Automate.