



Microsoft Dynamics Sure Step 2010

By Chandru Shankar, Vincent Bellefroid

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A focused tutorial, this book is much more than just another step-by-step guide into project management. This book shows you how to implement Microsoft Dynamics Sure Step business solutions, with Microsoft Dynamics Sure Step providing the basis. This book will also help you to plan, align, and orchestrate your sales activities. It will orient you to tactics required to be efficient, proactive, goal driven and flexible in your Microsoft Dynamics engagements. If you are a Dynamics consultant, developer, or in a customer resources or sales role that requires guidance and knowledge of the ERP/CRM business solutions space or to deliver business solutions that meet or exceed the expectations of your organization, then this book is ideal for you.

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Editorial Review

About the Author

Chandru Shankar

Chandru Shankar is a Microsoft Services Director, responsible for driving solutions and offerings for the Microsoft Dynamics Program Office. He is also the Architect of Microsoft Dynamics Sure Step, the implementation methodology for deploying the Microsoft family of ERP and CRM solutions, and is responsible for the functional design and content flow in the methodology.

Chandru has consulted for companies in a variety of industries, including Aerospace, Automotive, CPG/Retail, High-Tech and Manufacturing. He has undertaken multiple implementations of ERP & Supply Chain solutions, in numerous capacities including Program/Project Manager, Solutions Architect & Lead Consultant. His consulting skills are complemented by several years of Manufacturing Industry experience.

Chandru has also functioned as Adjunct Faculty for a major University, where he has covered topics including Supply Chain/e-Business Design, Strategy & Architecture for MBA students & Company Executives. He has spoken in multiple internal and external conferences over the years, as well as conducted training programs around the world.

Vincent Bellefroid

Vincent Bellefroid is a Microsoft Certified Trainer (MCT), founder and co-owner of Plataan. Plataan is a Gold Certified Partner of Microsoft, an independent training and consultancy bureau specialized in Microsoft Dynamics and Project Management. Vincent is an experienced implementation consultant, who has worked with a number of customer and partner organizations, including global SI's. Building upon his distinguished ERP implementation career, Vincent is now responsible for Project Management and Quality Control at Plataan.

Vincent was one of the early adopters of Sure Step in Europe and has been evangelizing the true value of Sure Step ever since. He has conducted multiple Sure Step training sessions, while helping the Microsoft Sure Step team develop the training materials and courseware. Vincent also guides Microsoft Dynamics partners through the certification and adoption process of Sure Step.

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