

Aviate Technologies Accelerates Microsoft Cloud Integration and Cuts Delivery Costs with DCG



By deploying Power Learn-trained talent, DCG helped Aviate deliver complex Dynamics integrations faster, smarter, and more cost-effectively.

About Company

Aviate Technologies is a Minnesota, US-based IT services and consulting firm specializing in helping manufacturing clients migrate to the Microsoft Cloud stack. Known for their deep industry knowledge and nimble delivery model, Aviate partners with mid-sized to enterprise manufacturers to modernize operations using Dynamics 365.

Business Overview

Aviate was working with a high-priority manufacturing client that required extensive customization and integration of Microsoft Dynamics 365. The client's goals included aligning sales and finance operations, improving process visibility, and streamlining data flow between business systems. To support delivery and control project costs, Aviate partnered with DCG to source talent through Power Learn Academy, an accelerator program for Microsoft consultants trained in Dynamics 365, Power Platform, and practical ERP scenarios.

Business Challenge

Aviate needed a skilled functional consultant who could:

- Analyze and tailor Microsoft solutions to fit the client's unique business methods
- Document and enhance the Lead-to-Order sales process across D365 CE and F&O
- Customize and upgrade dual-write integration for long-term sustainability
- Collaborate with internal teams and external vendors to streamline invoicing and task management
- Reduce manual work and improve turnaround times without increasing the cost of delivery

They needed a partner who could bring structure, operational clarity, and decades of experience, not just software delivery.



Technology & Approach



Azure



Microsoft Dynamics 365



Power BI



Business Central

How DCG Powered Recovery

DCG took a strategic step back to bring structure and discipline to execution, ensuring every integration and automation decision aligned with long-term business value. Rather than simply completing tasks, the team focused on sustainable design, measurable outcomes, and scalable architecture.



Critical Implementation Milestones

- Built and upgraded dual-write maps for seamless integration between F&O and Sales
- Defined and documented the Lead-to-Order business process
- Migrated the dual-write application to support the Global Address Book module
- Created Power Automate flows to capture communication data and eliminate rework
- Developed plugins to expedite invoicing and enhance CRM usability
- Designed a work queue and dashboard system for real-time task tracking across internal teams



Strategic Wins

- **Repeat business:** secured from an impressed, high-priority client
- **Rapid ramp-up:** achieved with minimal onboarding time thanks to prior ERP expertise
- **Process automation:** reduced manual steps and improved time-to-completion
- **Dashboard visibility:** empowered users and leadership with real-time insights

Testimonial

My functional consultant had a lot of experience with ERP and manufacturing software, and I think that helped out a lot. We really didn't have to work at it.

Mark Blevins
President, Aviate Technologies



Key Benefits

Accelerated Time-to-Value

Rapid consultant ramp-up and automated workflows reduced rework, shortened completion cycles, and delivered results within days.

Seamless Integration

Dual-write customization and upgrade—including the Global Address Book—executed with zero data disruption.

Enhanced Client Satisfaction

Custom plugins, streamlined sales processes, and faster invoicing impressed the client and secured repeat business.

Operational Visibility

Dashboards and work queues gave both users and managers real-time transparency into cross-team activities.

Cost-Effective Delivery

Powered by DCG's affordable Power Learn resources, Aviate reduced delivery costs while maintaining high-quality outcomes.



Scale Your Microsoft Projects with Deployment-Ready Talent.