



SCOPEX

From Scope to Specs

Winning the deal is no longer enough

In complex, project-driven environments, success is not solely defined by winning contracts. It is defined by the ability to deliver exactly what was sold with absolute accuracy, strict control, and predictable profitability. As customer expectations rise and margins tighten, the pressure on delivery timelines exposes a fundamental flaw in traditional enterprise operations.



The disconnect between commercial intent and technical reality

Sales & Pre-Sales



Outcomes



Features



Timelines



Budgets

Project Delivery



BOMs



WBS



Cost Constraints



Resource Limits

The heavy cost of manual interpretation

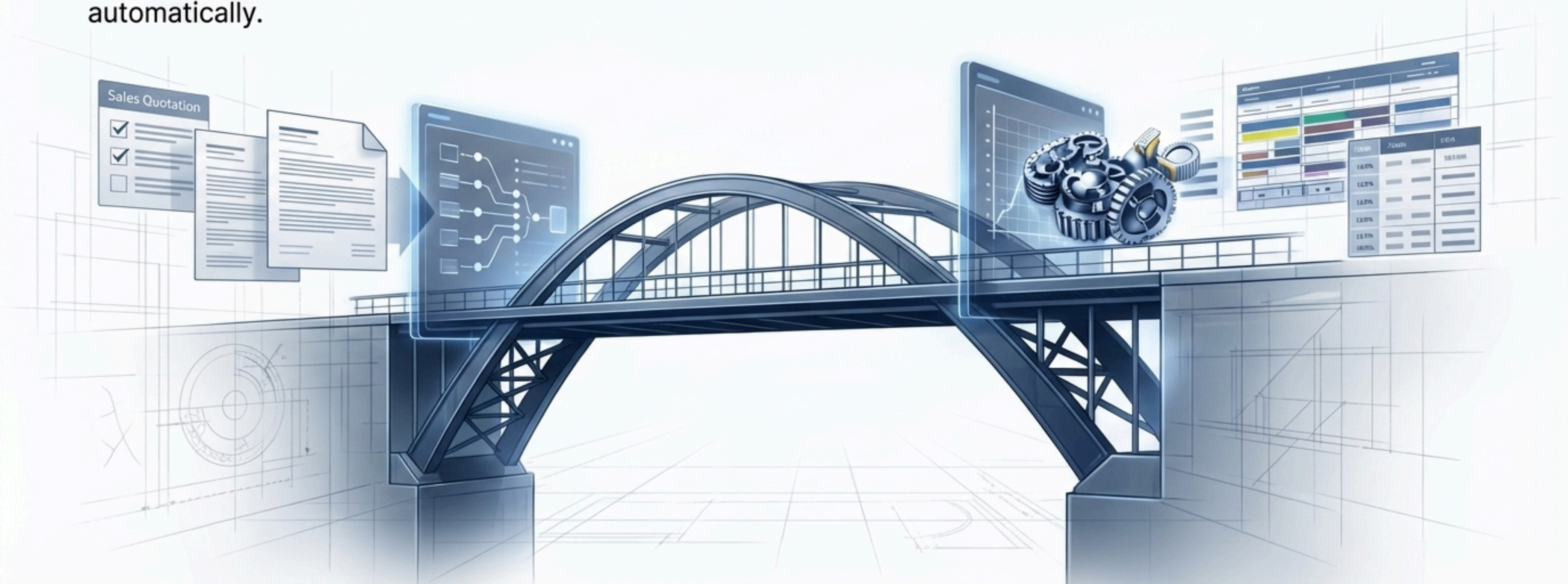
Without a system to bridge the gap, organizations rely on disconnected tools, spreadsheets, and manual re-engineering of scope.

- Misalignment between what is sold and what is delivered.
- Unplanned cost overruns and severe margin erosion.
- Project delays caused by unclear or incomplete specifications.
- A dangerous dependency on individual expertise rather than repeatable, system-driven intelligence.



Bridging the gap with SCOPEX

SCOPEX is a purpose-built **scope-intelligence** extension for Microsoft Dynamics 365 Finance & Operations. It does not replace standard Dynamics 365 functionality—it elevates it. SCOPEX actively transforms general, human-readable scope descriptions into detailed, structured, and **execution-ready technical specifications** automatically.



Connecting sales configuration directly to project planning



Commercial scope is converted directly into an executable delivery model aligned with cost, effort, and resource reality.

Ensuring absolute accuracy and early margin visibility

Every commercial promise made during the sales cycle becomes fully traceable. By eliminating ambiguity and interpretation risk, SCOPEX provides highly reliable visibility into cost, effort, and asset usage long before a project commitment is finalized.

Key outcomes: Better pricing decisions, rigorous margin protection, and highly accurate early-stage risk assessment.



Driving controlled execution through automation

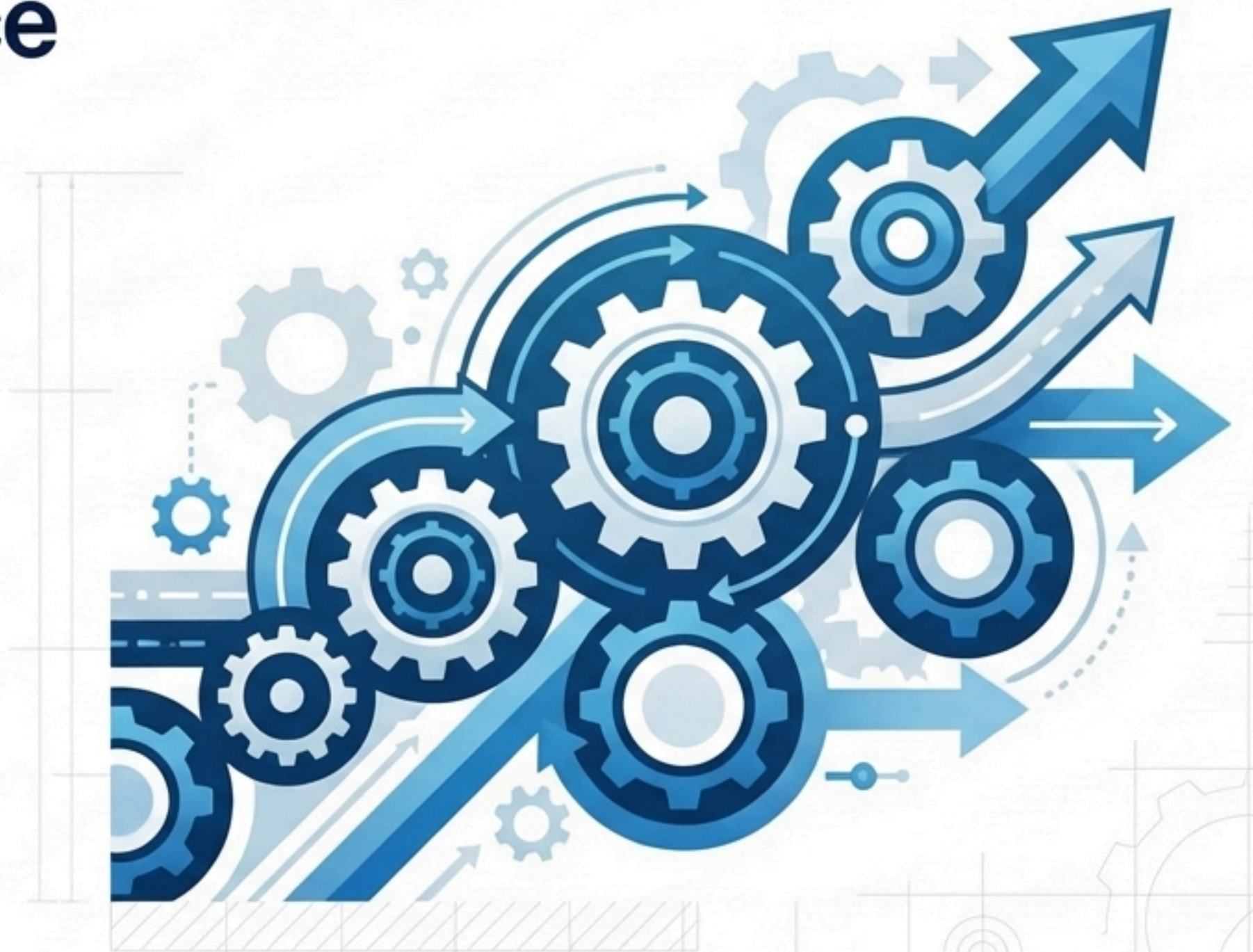
Successful execution requires starting with a validated technical model. SCOPEX eliminates the reliance on manual assumptions by automating the translation of sales scope into structured project data. Project teams begin day one with a fully structured WBS, perfectly aligned costs, and defined resource allocations, drastically reducing execution uncertainty.



Standardizing operations to scale with confidence

As project-driven organizations scale, a heavy reliance on individual tribal knowledge becomes an unsustainable bottleneck. SCOPEX

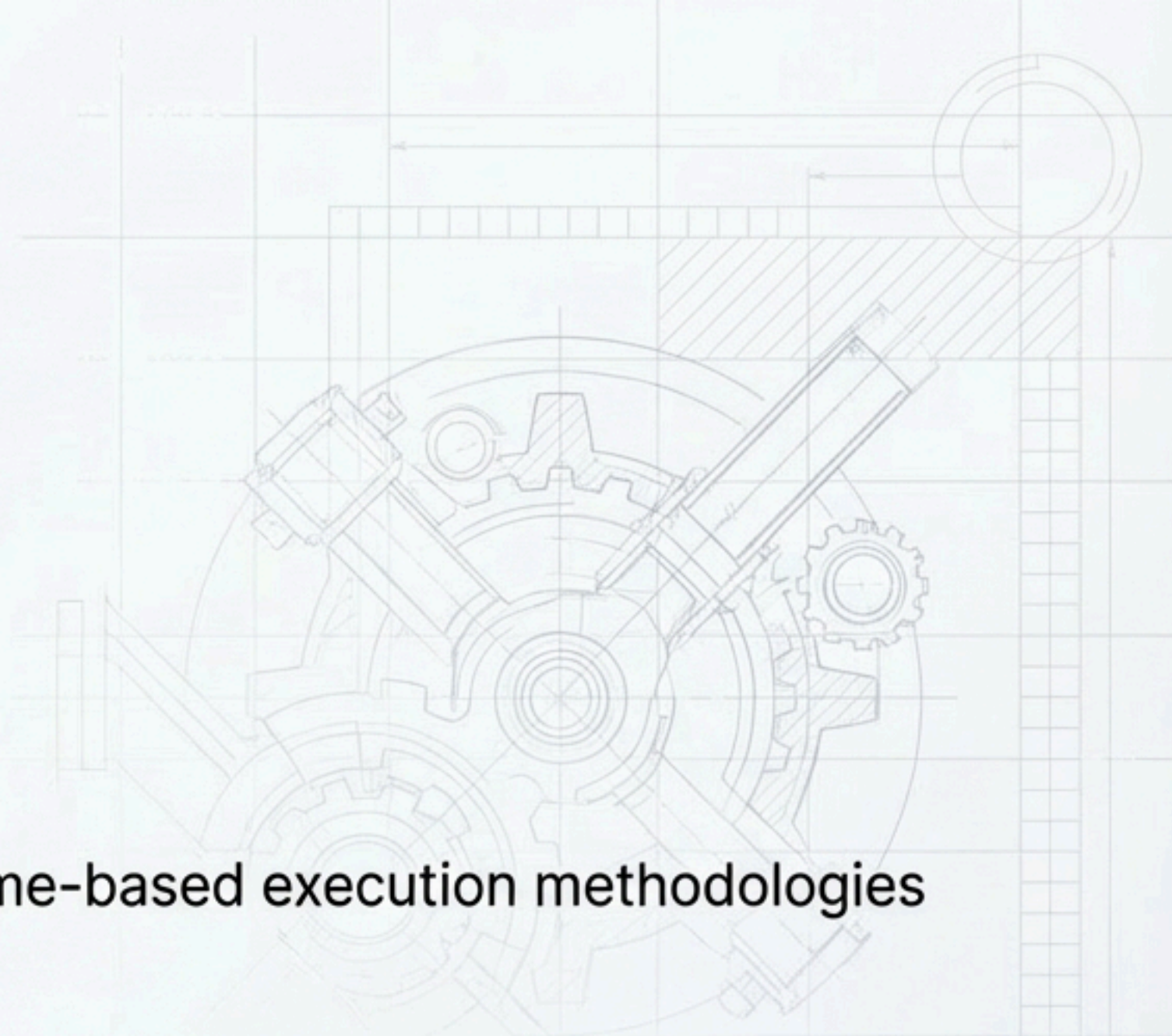
SCOPEX creates standardized, repeatable execution models. This allows organizations to take on highly complex, custom projects and deliver them consistently across the entire enterprise portfolio.



Recognizing the need for scope intelligence

SCOPEX is engineered for organizations where every customer order must be managed as a project, rather than a simple sales transaction.

- ✓ Configurable or engineered-to-order products
- ✓ Customer-specific BOMs with non-standard scope per order
- ✓ Value relies heavily on on-site installation and commissioning
- ✓ Time-based execution methodologies
- ✓ Heavy dependence on labor, materials, and equipment variables
- ✓ Strict requirements for project-driven cost and margin control



Securing margins in vertical transportation

Elevator and escalator systems are only complete once installed and commissioned on-site, with every project varying by building design, capacity, and safety codes. SCOPEX automatically converts complex elevator configurations into structured project execution models—aligning customized BOMs, labor, equipment usage, and timelines to guarantee predictable delivery.

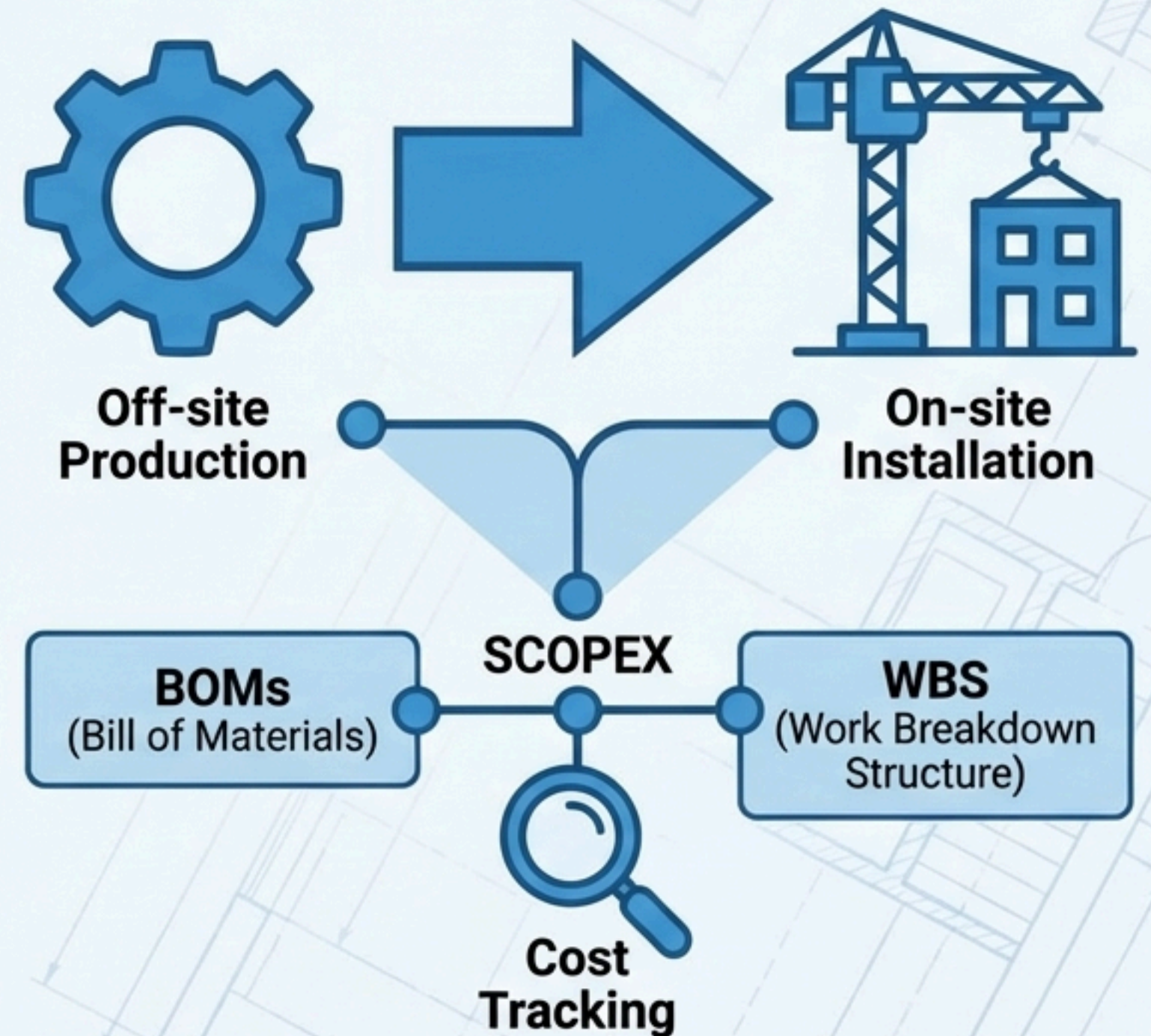


Controlling costs in configurable construction

For companies delivering configurable building systems like custom facades, modular structures, or specialized steel.

While components are produced off-site, the true commercial value is only realized during complex on-site installation.

SCOPEX links configuration-driven BOMs directly to project WBS structures, ensuring tight cost tracking across the manufacturing-to-installation lifecycle.



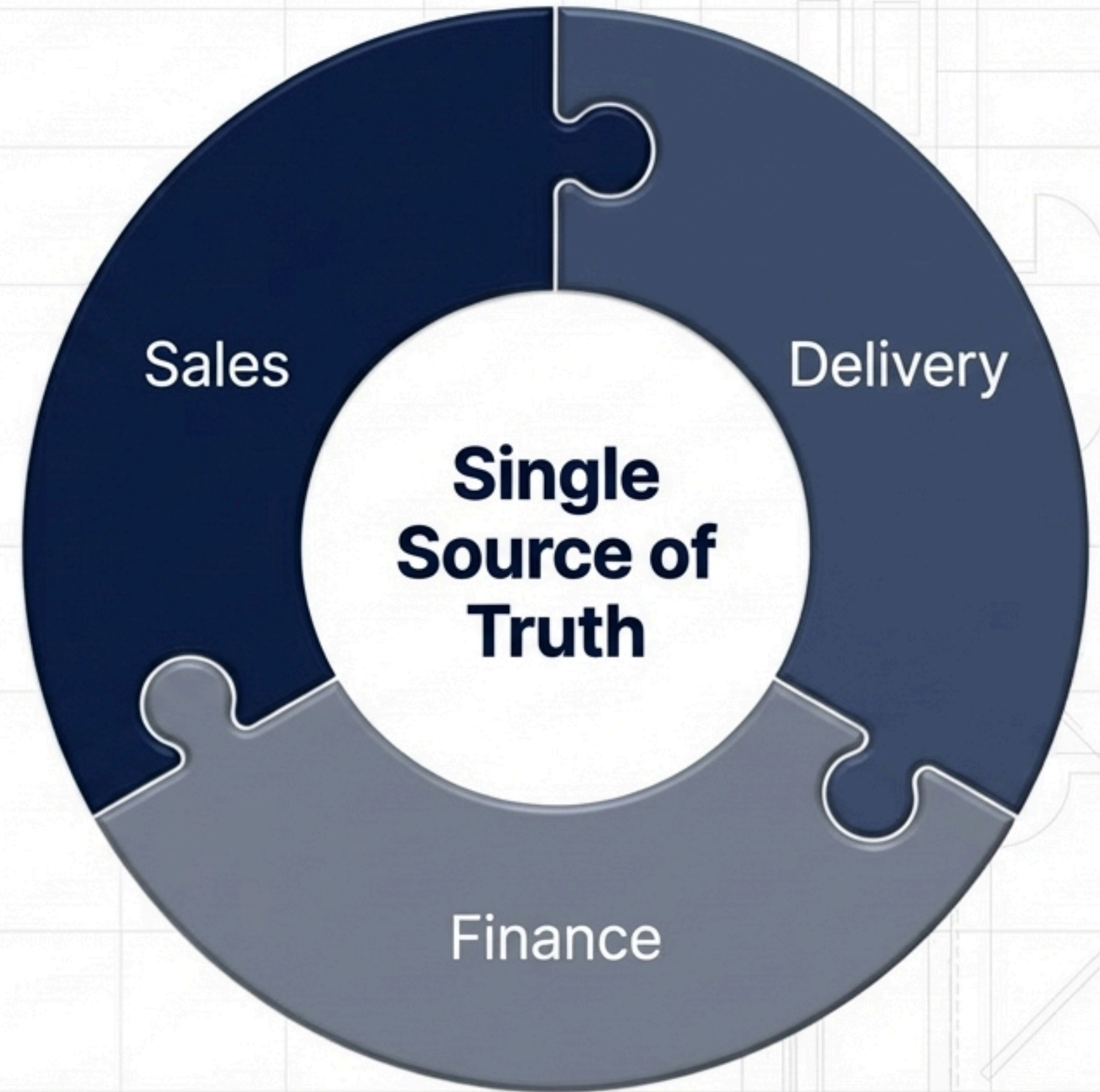
Standardizing delivery for specialized contractors

Specialized contractors in MEP (Mechanical, Electrical, Plumbing), insulation, industrial system integration, and even billboard advertising networks face wildly fluctuating site-specific variables. Labor productivity, equipment usage, and materials change per site. SCOPEX standardizes how this fluid, configurable scope is translated into rigid execution-ready project structures.



A unified execution model for the enterprise

The traditional separation between sales, configuration, planning, and execution is no longer sustainable. It is no longer sustainable. By embedding scope intelligence directly into Microsoft Dynamics 365, SCOPEX aligns Sales, Delivery, and Finance around a single, undisputed source of truth. Organizations operate with greater transparency, unmatched efficiency, and total execution confidence.



Transform vision into execution

**Transform intent into structure.
Transform scope into specs.
Transform vision into execution.**

