

NDD

Aernoud Florijn  
CEO



*"MS Access? Alive and kicking!"*

THE DUTCH ACCESS DEVELOPERS DAY

# ABOUT US

- Team of 40 Microsoft Office Development Professionals
- Our Core Business is our Mission



## **Our Mission**

*Being a one-stop-shop for Dutch enterprises for the best independent advice about-, and development in Microsoft Office.*

HOW DO WE DO THAT?

**FLORIJN**  
Business Solutions®



**ENDROiT**  
Web & App Development

## OUR SOLUTIONS



### Microsoft Development Technology

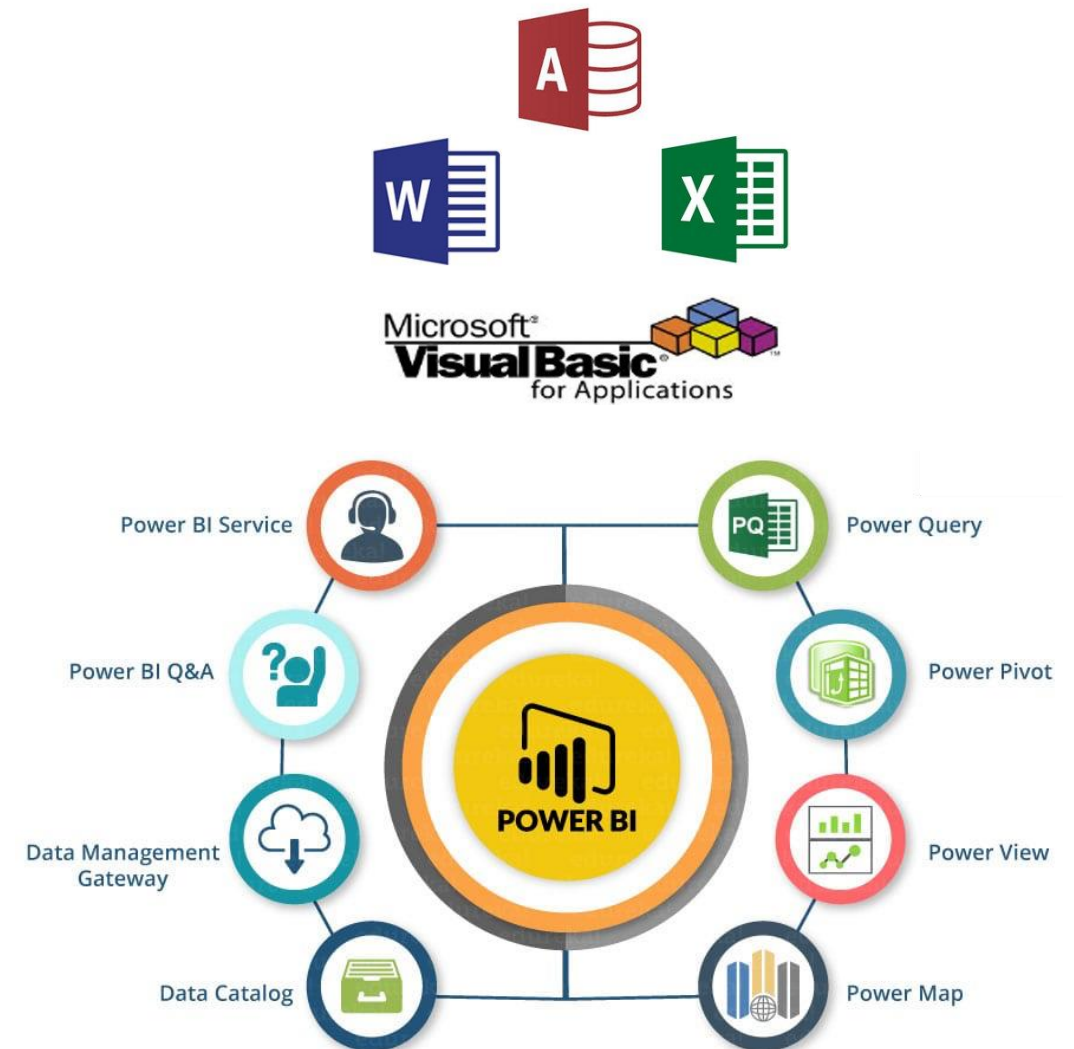
- 1) Access & VBA
- 2) Excel & VBA
- 3) Power BI & Power Query & Power Pivot
- 4) Training for Clients & Development team

New Development (40%)

Maintenance existing software (60%)

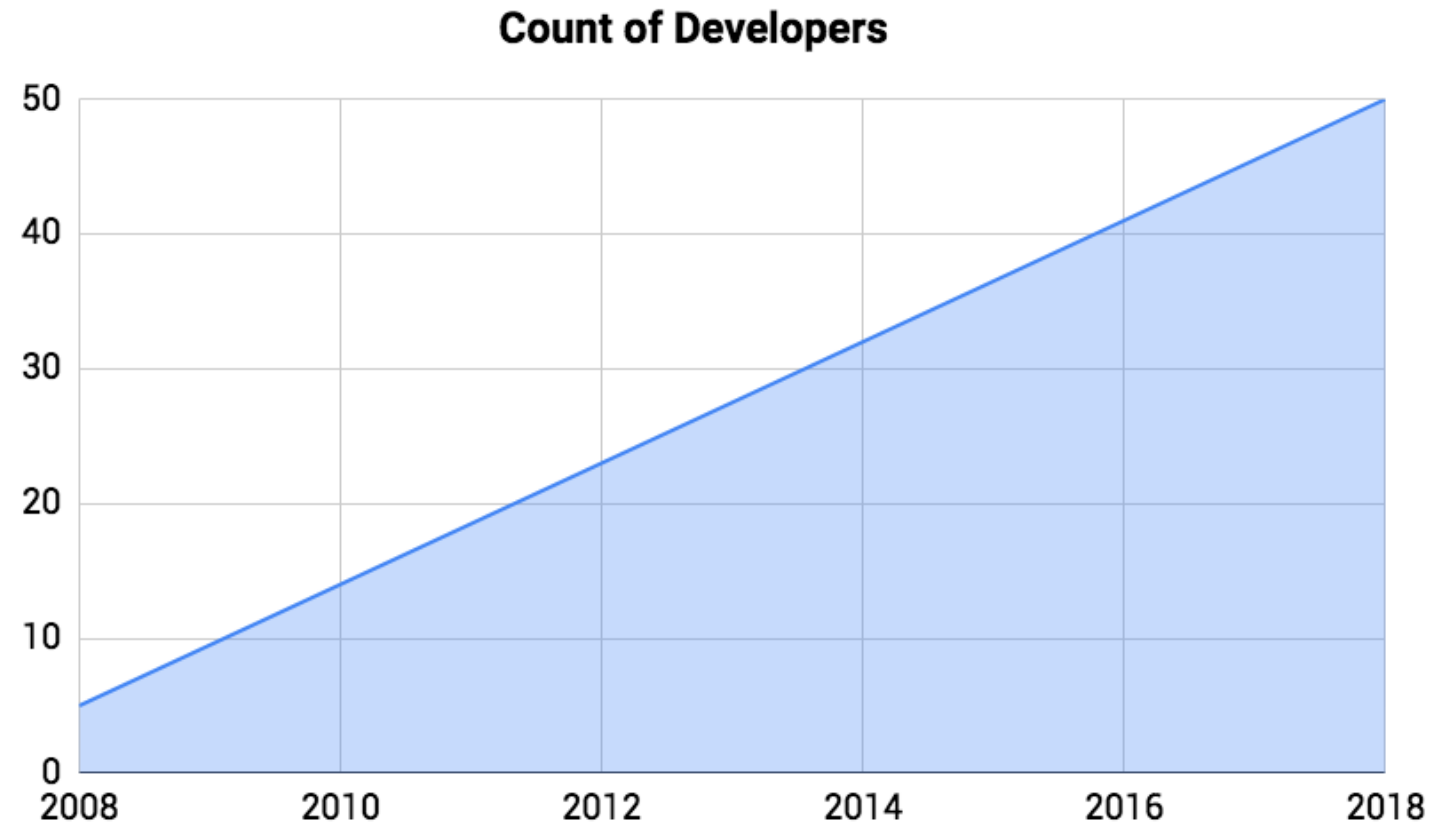


Migrate Office 2 Web Applications (**ENDROiT**)



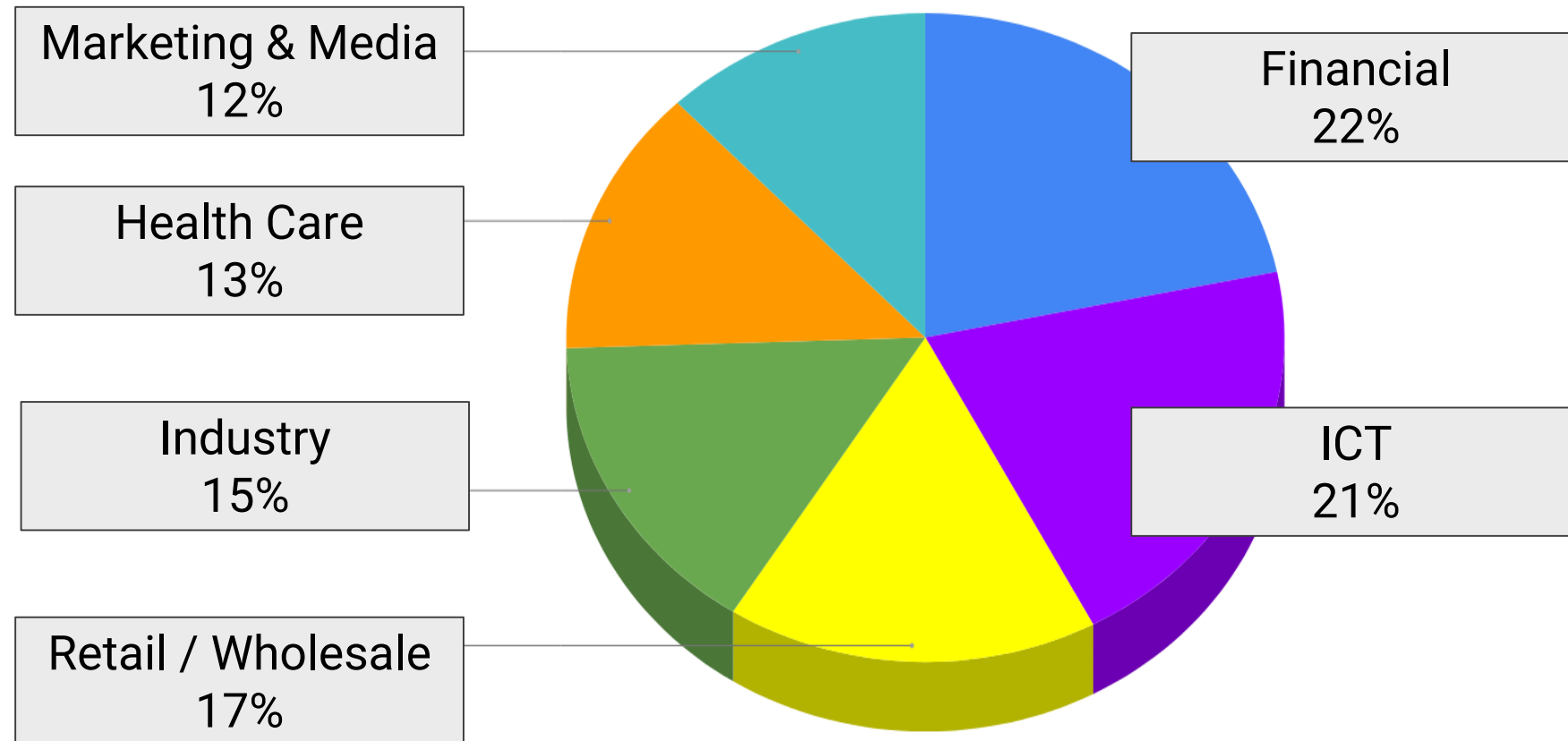
## DEVELOPMENT TEAM OFFICEPROFS

- 2008 5 developers
- Today 50 developers
- Excel 25%
- Access 75%
- Only Freelancers for guaranteed quality



## 50% OF OUR CLIENTS BY SECTOR

- +/- 500 clients in 5 years
- +/- 100 clients annually
- Different issues/  
solutions per sector





## OUR CLIENTS BY SECTOR

### RETAIL/WHOLESALE (17%)

- Branch specific processes
- Different ICT infrastructure
- No ready-made software (yet)





## OUR CLIENTS BY SECTOR

### INFORMATION TECHNOLOGY (21%)

- MS Access is unknown for ICT companies
- Limited in-house skills



## OUR CLIENTS BY SECTOR

### INDUSTRY/ENGINEERING (16%)

- Branch specific processes
- RAD (Rapid Application Development)



## OUR CLIENTS BY SECTOR

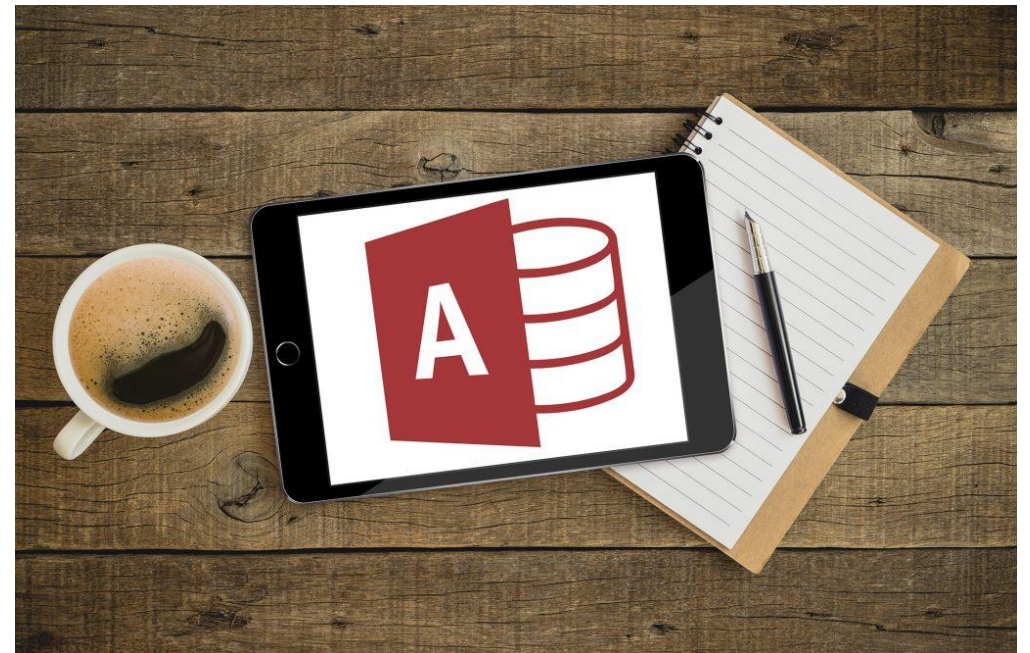
### HEALTHCARE (13%)

- Fast growing science
- Needs fast changing tooling
- RAD (Rapid Application Development)
- GDPR Issue (AVG)



## FUTURE MICROSOFT ACCESS

- Alive and Kicking!
- Proof of Relevance Access
- Usage Access (75%) high



## AGENDA - SPECIAL TRAINING FOR DEVELOPERS

Training: **In-Depth Power BI & Power Query - Developers**  
Trainer: Henk Vlootman (Power BI Guru)  
Date: 21 and 22 November 2018  
Place: Hotel van Der Valk Breukelen

### Live Power BI Training

by Microsoft Most Valuable Professional

Henk Vlootman



Power BI | Power Pivot | Power Query | MS Excel