

#FABCONSQLCON2026

FABCON

Microsoft Fabric
COMMUNITY CONFERENCE

SQLCON

Microsoft SQL
COMMUNITY CONFERENCE



MARCH 16 - 20, 2026



WELCOME #FABCON

90 Days, 1 Fabric Foundation:
Delivering Fabric as
an Enterprise Data
Platform



2024 Partner of the Year

Winner
Analytics Award

Meet the Team



Rick Weber

Caplugs

Senior Director,
Enterprise Insights &
Analytics



Kevin Gormley

Caplugs

Manager, Data &
Analytics Platforms



Daniel Paschall

Quisitive

Digital Architect



Alex Carvalho

Quisitive

Principal Consultant

Agenda

- 1 Caplugs Vision & Fabric Journey
- 2 Quisitive Approach
- 3 Establishing a Unified Data Platform
- 4 Caplugs Next Steps
- 5 Questions

Protective Industries Inc. / Caplugs

NORTH AMERICA



Buffalo, NY



Erie, PA



Toronto, ON



Los Angeles, CA



Houston, TX



Monterrey, MX

12

Manufacturing & Distribution Facilities

32 million parts produced per day
Servicing global customers in
diverse market segments

EUROPE



Ludenscheid, Germany



Oss, Netherlands



Falciano, San Marino



Tempere, Finland

ASIA



Jintan, China



Brisbane, Australia

Buffalo, NY

- 224,000 sq ft
- 360 Employees
- Manufactures Full Range of Products



Pennsylvania

- 173,000 sq ft
- 133 Employees
- Manufactures Injection Molded Products



California

- 160,000 sq ft
- 157 Employees
- Manufactures Injection & Vinyl Dip Molded Products and Die Cutting



Canada

- 28,000 sq ft
- 18 Employees
- Conversion & Distribution



Mexico

- 22,000 sq ft
- 8 Employees
- Distribution



Texas Tri-Star Protectors

- 17,000 sq ft
- 25 Employees
- Manufactures Injection Molded Products



Germany

- 25,000 sq ft
- 16 Employees
- Manufactures Injection Molded Products

Netherlands

- 30,000 sq ft
- 20 Employees
- Manufactures Vinyl Dip Molded Products



San Marino

- 53,800 sq ft
- 13 Employees
- Manufactures Injection Molded Products

Finland

- 64,000 sq ft
- 32 Employees
- Manufactures Injection Molded Products



China

- 290,000 sq ft
- 304 Employees
- Manufactures Injection & Rubber Molded Products and Die Cutting



Australia

- 34,000 sq ft
- 19 Employees
- Extrudes Plastic Hose Guard



Major Product Categories



Caps



Plugs



Masking



**Tubing,
Netting &
Containers**



**Hose Guard &
Spiral Wrap**



**Custom
(Including
Rubber
Components)**



**Medical
Device &
Labware**

Our Focus & Commitment

IT Objective

Drive business growth, innovation, and workforce efficiency by building a modern digital foundation and leveraging advanced technologies. Deliver secure, data-driven, and globally consistent IT services, while maximizing the value of existing investments to accelerate digital transformation.

Enterprise Data & Analytics Mission

Unify a shared services model around a trusted enterprise data foundation in Microsoft Fabric so that the business can scale from today's diagnostics reporting into automation, predictive, and ultimately prescriptive analytics as part of the broader connected-enterprise modernization.

Legacy & Vision

- Fragmented Data
- Legacy SSRS Reporting: Limitations & Technical Debt Accrual
- KPI & Metric Inconsistencies
- Constrained Scalability
- On-Prem PBI

- One Source of Truth
- Scalable Enterprise
- Accelerated Insights
- AI & Business Enablement



Why Microsoft Fabric?

- Centralized Logic & Governance
- Improved Data Quality & Trust
- Scalability & Performance
- Enhanced User Experience
- Faster Development & Deployment
- Future-Proofing & Integration

Project Objectives

1. Legacy Environment Stabilization
2. Establish Modern Data Platform

Legacy Environment Stabilization

Legacy Data Sources

Cloud Based

- Business Central
- Dynamics CRM

On-Premise Sources

- Navision
- Internal Apps
- Warehouse Systems



Microsoft
Dynamics 365



BC Australia



BC Canada



BC Europe



BC Finland



BC Mexico



BC Netherlands



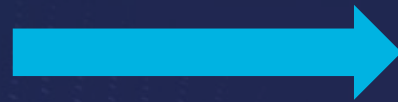
CAPLUGS NAV



01BUFSQL
Primary DW Server



MOKON NAV





BC Australia



BC Canada



BC Europe



BC Finland



BC Mexico



BC Netherlands



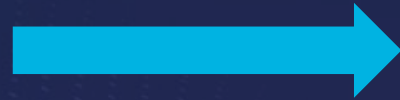
CAPLUGS NAV



01BUFSQL
Primary DW Server



MOKON NAV



Business & Technical Impact



- ERP System Performance Issues
- Reporting Reliability
- Maintenance
- Scalability
- Limited Cloud Functionality

SQL Transactional Replication



- Mature Solution
- Near Real-Time Synchronization
- High Availability for Read Activity
- Selective Replication



BC Australia



BC Canada



BC Europe



BC Finland



BC Mexico



BC Netherlands



CAPLUGS NAV



MOKON NAV



04BUFNAVSQLO
Replica DW Server



01BUFSQL
Primary DW Server



Benefits Achieved from Replication



- Reduced ERP System Strain
- Dedicated Reporting Platform
- Foundation for Modernization

Establish Modern Data Platform

- Medallion Architecture
- Standardized Load Patterns
- Maintenance
- Scalability
- Enable Advanced Analytics Capabilities

Medallion Architecture Overview - Bronze



- Landing zone for all source system data
- Lakehouse per source
- Leverage Managed Schema shortcuts

Medallion Architecture Overview - Silver



- Source system specific reporting needs
- Simplified Model
- Solves source system transactional reporting

Medallion Architecture Overview - Gold



- Consolidated view across all ERPs
- Built for enterprise analysis
- Star Schema for optimal performance

Business Central Ingestion



- Leverage BC2ADLS Interface
- Consistent Interface
- Low maintenance
- Scalability

BUSINESS CENTRAL



BC Australia



BC Canada



BC Europe



BC Finland



BC Mexico



BC Netherlands

BC2ADLS

BC2ADLS

BC2ADLS

BC2ADLS

BC2ADLS

BC2ADLS

BRONZE LAYER



lh_bronze_bc_australia



lh_bronze_bc_canada



lh_bronze_bc_europe



lh_bronze_bc_finland



lh_bronze_bc_mexico



lh_bronze_bc_netherlands

Schema
Shortcut

SILVER LAYER



lh_silver

Schema
Shortcut

GOLD LAYER



lh_gold

CRM Ingestion



Microsoft
Dynamics 365

- Leverage Dataverse shortcuts
- Low Code solution
- Controlled by CRM Interface
- Easy to maintain

DATAVERSE
CRM

BRONZE
LAYER

SILVER
LAYER

GOLD
LAYER



Microsoft
Dynamics 365

Schema
Shortcut



lh_bronze_dataverse_crm

Schema
Shortcut



lh_silver

Schema
Shortcut



lh_gold

SQL Server Based Ingestion



- Leverage Metadata Driven Pipeline
- Full Load / Incremental Load Capabilities
- Generic pipeline ingests all types of SQL Server databases
- Easily adaptable to other database engines

SQL DATABASES

SQL

sql_db_1

SQL

sql_db_2

SQL

sql_db_3

SQL

sql_db_4

SQL

sql_db_5

SQL

sql_db_6

Metadata
Pipeline

BRONZE LAYER



lh_bronze_source_db1



lh_bronze_source_db2



lh_bronze_source_db3



lh_bronze_source_db4



lh_bronze_source_db5



lh_bronze_source_db6

Schema
Shortcut

SILVER LAYER



lh_silver

Schema
Shortcut

GOLD LAYER



lh_gold

Navision Ingestion - Microsoft Fabric SQL Mirroring



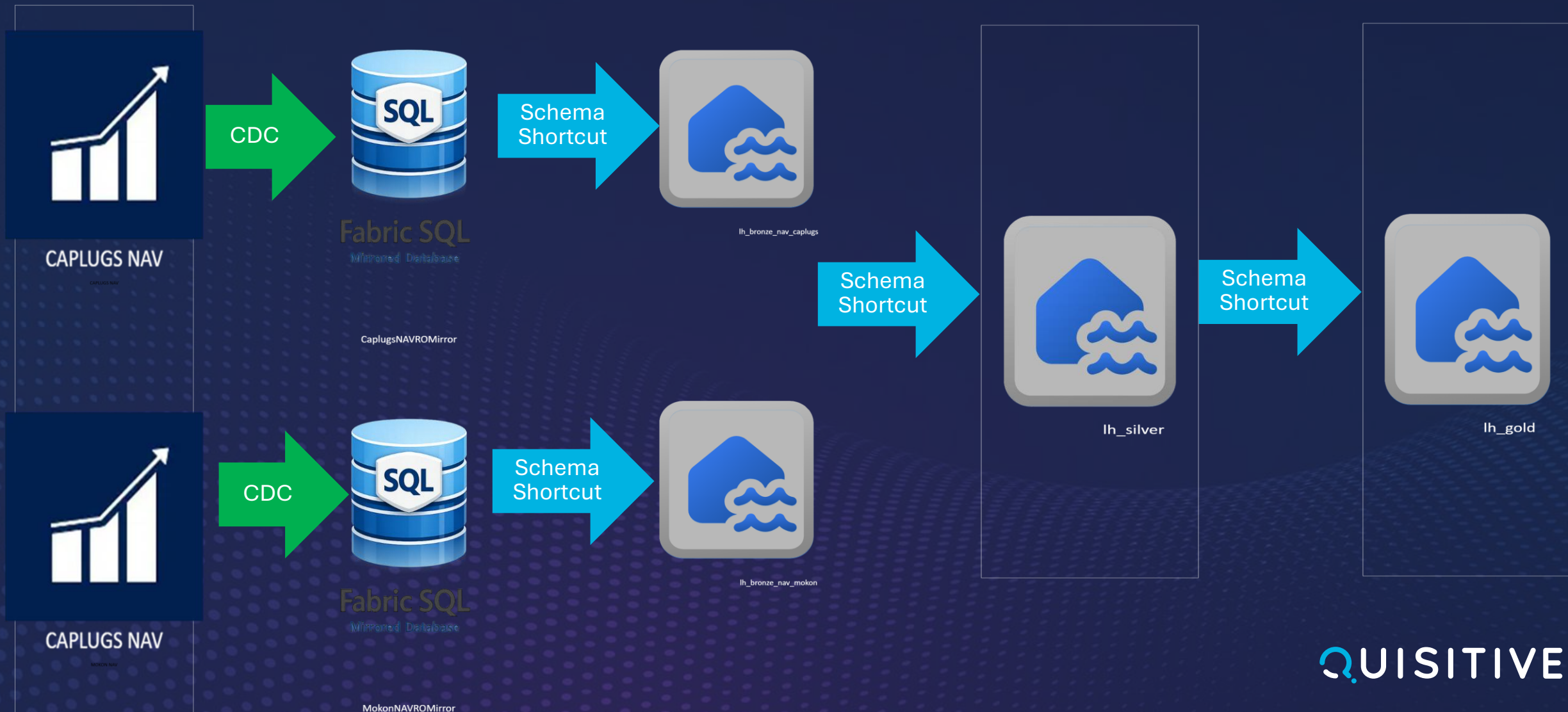
- Real-Time Data Ingestion
- Native Fabric Integration
- Simplified Analytics Architecture
- Data Availability and Protection
- Open and Scalable Architecture

NAVISON
DB

BRONZE
LAYER

SILVER
LAYER

GOLD
LAYER



Why was it the right fit?



- Low code solution
- Easy to manage
- Simplified load patterns
- Best for read-heavy analytic environments
- Leveraged the replica server

Manage your mirroring configuration



i **Data replication** Only valid columns are replicated to Fabric OneLake. You can set your security controls and policies from the SQL analytics endpoint. [Learn more](#)

Choose data



Search

219 out of 221 tables selected

- ☒ dbo.Caplugs\$Bill of Lading Line
- ☒ dbo.Caplugs\$Bin
- ☒ dbo.Caplugs\$Bin Content
- ☒ dbo.Caplugs\$Bin Type



Select a table to see its preview

☒ **Automatically mirror future tables** Any new tables added to the source will be replicated to the destination.

Apply changes



Stop replication



Configure replication



Manage OneLake data access (preview)

i A SQL analytics endpoint for SQL querying and a default Power BI semantic model for reporting were created with this item.



Replication status

You can also utilize workspace monitoring along with mirrored database operation logs to gain deeper insights and enable proactive monitoring. [Learn more](#)

Status

✓ Running

Refresh

Filter by keyword

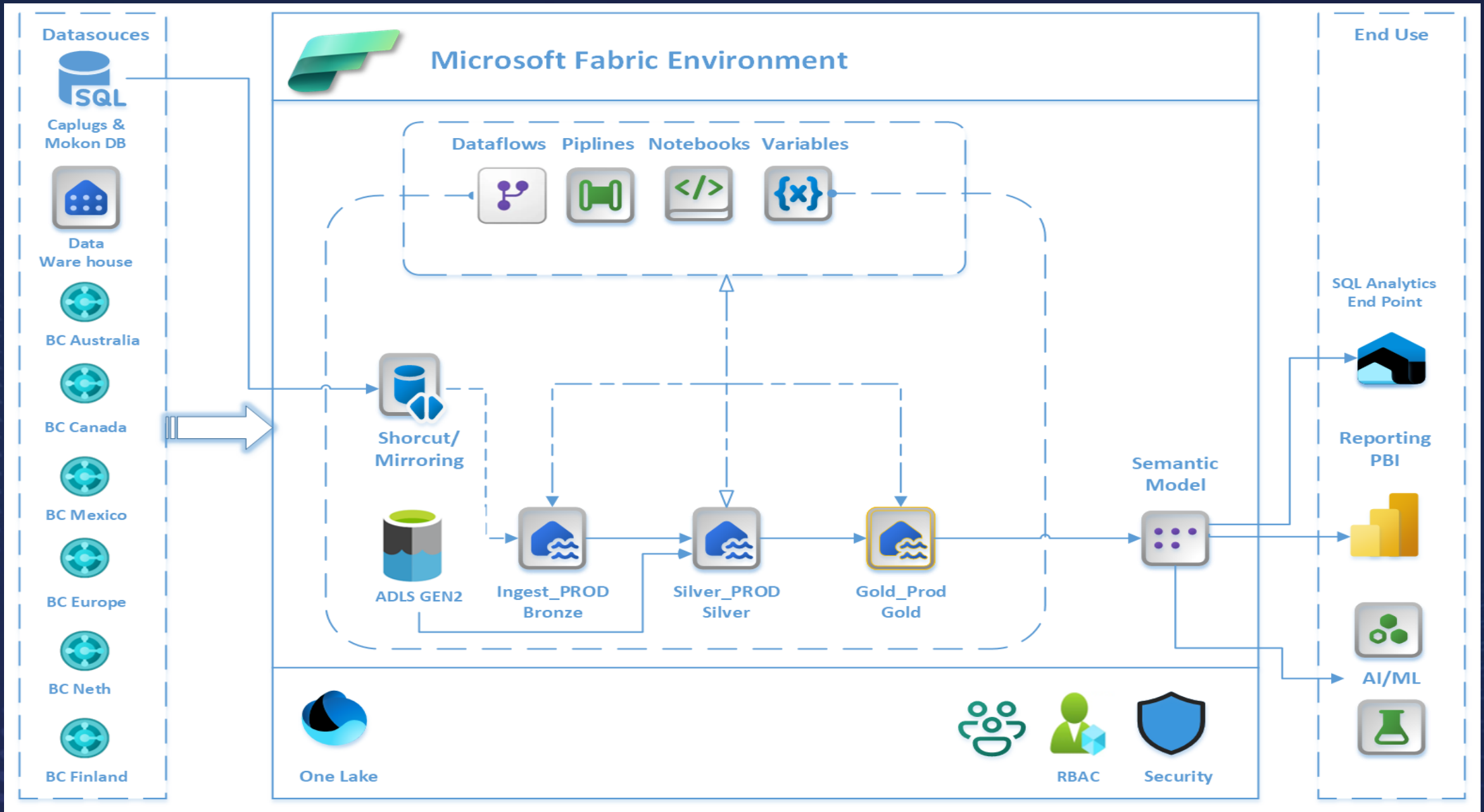
Filter ▾

Name	Status	Rows replicated <i>i</i> ↓	Last completed <i>i</i>
[dbo].[Caplugs\$G_L Entry]	✓ Running	64172623	3/8/2026, 10:48 PM
[dbo].[Caplugs\$Net Daily Orders]	✓ Running	32198812	3/8/2026, 10:13 PM

Lessons Learned



- Best Option For Mokon
- Tricky To Set Up From Replica
- Schema Evolution Updates
- Limited Monitoring Capabilities
- Limit on Number of Tables Per DB
- Exceeded Performance Expectations



Business Outcomes



- Improved ERP Performance
- Faster Data Access for Decisions
- Reduced Operational Costs
- Future-Read Data Platform

Initial Improvements

CHALLENGES

Breakaway from IaaS to SaaS

Migration complexity & maintenance overhead

Data quality

Intake practices & CI/CD

Advanced analytics outcomes & AI enablement

User security

SOLUTIONS

Fabric established as the SaaS platform

Built single sales semantic model as part of domain model first approach

Systematically archiving, migrating, & retiring legacy reporting

Launching initial customer profile and churn model

Leveraging AAD roles

IMPROVEMENTS

Reduce IaaS-hosted reliance and retuned capacity

Fabric reporting rooted in single source of truth modeling

Early operationalization of data standards, deployment, & governance practices

User-level access control enables

Capability Maturity Over 3-Year Roadmap

Purposeful investment in data and AI capabilities will elevate our organization from descriptive reporting to predictive and intelligence embedded in daily decision-making.

Level 1: Reactive / Ad Hoc

Disconnected spreadsheets, manual reporting, no governance

Level 2: Descriptive / Standardized

Shared KPIs, Power BI adoption, common data sources



Current State

Level 3: Diagnostic / Self-Service

Self-service with governed Fabric models, business exploring 'why'

Level 4: Prescriptive / Intelligent (Target)

Predictive analytics, ML & GenAI insights embedded in workflows



Target State

Level 5: Autonomous / Cognitive

AI-driven automation, unsupervised optimization

2026 – **Stabilize & Plan**

| 2027 – **Activate on AI Foundation**

| 2028 – **Scale & Differentiate**

Need Help?

Book your Fabric Design Lab!

We have worked in partnership with Microsoft to develop and launch the [Fabric Design Lab](#), a program established to help enterprises build a business case for data transformation and accelerate the adoption of Microsoft Fabric



Questions?



**Tell Us How We Did –
Win \$100**

Complete the 2-minute session
feedback survey to be entered
into a drawing for
two \$100 Amazon Gift Cards!



**JOIN US MAY 6!
Spring Clean Your Data Estate**

Building a Unified Data Platform for
AI with Microsoft Fabric
Save your spot now!



Thank you

See you in Booth #813!

QUISITIVE

Sound off.
The mic is all yours.
Influence the product roadmap.

Join the Fabric User Panel



Share your feedback directly with our
Fabric product group and researchers.

<https://aka.ms/JoinFabricUserPanel>

Join the SQL User Panel



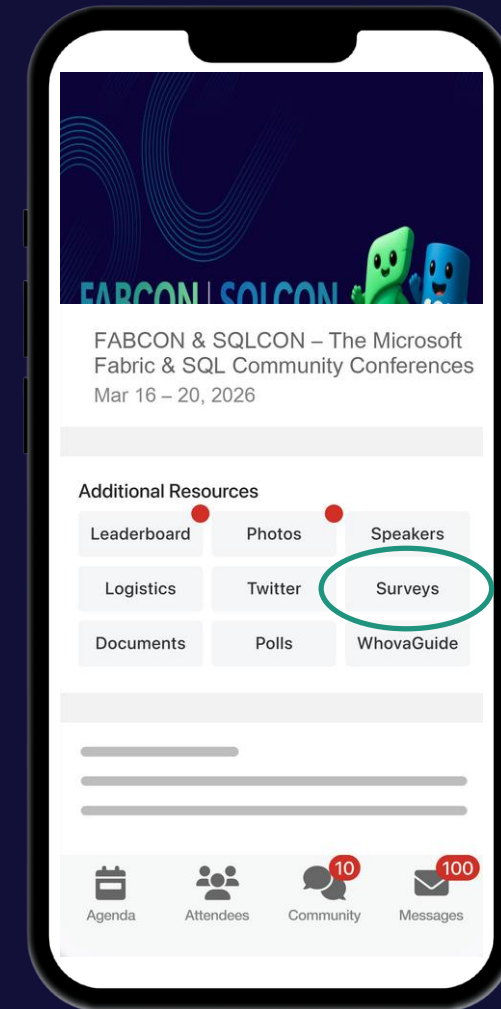
Influence our SQL roadmap and ensure
it meets your real-life needs

<https://aka.ms/JoinSQLUserPanel>

How was the session?



Complete Session Surveys in *Whova*
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Attendees of FABCON can take the Fabric Analytics Engineer or Fabric Data Engineer exam for free. Be part of the 2 fastest growing role-based certifications in Microsoft history.

Request your voucher by March 23, 2026.

<https://aka.ms/fabcon/cert100>

