



Microsoft Dynamics 365 Business Central and erpwerx

The new business management solution for small to medium-sized businesses

For years, businesses in Australia have looked to what are now legacy Enterprise Resource Planning (ERP) platforms, such as Microsoft NAV and Microsoft Great Plains (GP), to boost efficiency and productivity. However, traditional approaches to ERP have long been considered costly for small businesses – it's time for many to upgrade.

Microsoft Dynamics 365 Business Central is the next generation, integrated solution and erpwerx offers a unique, transparent, fixed-cost alternative to the competition.

Microsoft Dynamics 365 Business Central

Run an entire business from one next-generation platform

Existing Microsoft clients will already be taking advantage of Microsoft ERP technology by using Microsoft Dynamics NAV and Dynamics GP. As a long-standing client of Microsoft, they will be interested to learn more about the latest version of ERP software from Microsoft, with Microsoft Dynamics 365 Business Central.

Microsoft Dynamics 365 Business Central is the integrated business management solution designed to help small to medium-sized businesses grow.

This latest offering from Microsoft delivers an impressive array of efficiencies through Artificial Intelligence and process automation.

Why Upgrade?

Simplification

After migrating to Microsoft Dynamics 365 Business Central, businesses will get access to automatic upgrades that ensure they're always on the latest version – which means no more disruptive hardware and functional GP/NAV upgrades to plan for.

Microsoft Dynamics 365 Business Central combines and streamlines the multiple systems clients are familiar with onto a single platform, bringing operations and finance closer together and leveraging automation to save time, cost and mitigate errors.

AI and automation

Artificial Intelligence and automation capabilities are integrated into Dynamics 365 and powered by the Azure cloud. By leveraging a suite of intuitive applications, businesses can streamline processes and workflows, such as: quickly and easily forecasting sales and inventory or predicting late payments. With AI and automation, small and medium businesses are able to save valuable time that can be used on more important tasks.

Modern capabilities

Microsoft Dynamics 365 Business Central natively integrates into the Microsoft platform, unleashing new capabilities that are not available with legacy services,

including: Microsoft Office 365; Power BI analytics, and Dynamics 365 for Sales teams. Users will now be able to connect to systems via the cloud, web client or the phone application while they're on the move.

Reduced cost

Microsoft Dynamics 365 Business Central is delivered as a cloud-based Software as a Service (SaaS) and therefore offers reduced infrastructure, maintenance and security costs when compared to legacy, on-premise services. Businesses can also enjoy flexible subscription options that reduce CAPEX and provide fixed, visible billing.

Secure and trusted

By ensuring systems operate on the latest version and are secured on the Microsoft Cloud, Microsoft Dynamics 365 Business Central is proven to protect sensitive data. By running in a stable Microsoft environment with integrated Office 365 and Office tools, businesses receive a familiar, resilient, high performance experience where they know security is built in.

Who is Microsoft Dynamics 365 Business Central for?

- Small to medium-sized Australian businesses currently using Microsoft Dynamics Great Plains (GP) or NAV ERP systems and basic accounting systems.
- Typically, 5 to 20 users – but can be more (company revenue is not an attribute).
- Target personas:
Small businesses: MD/ Owner with internal or external IT.
Medium-sized businesses: CFO – sometimes MD/ Owner with internal or external IT.
- Businesses will often be inventory reliant – buying and selling products – or in finance.
- They're not limited to one specific industry or sector.

Why erpwerx?

erpwerx is the longest-standing Microsoft Dynamics 365 Business Central / NAV partner in Asia Pacific. We pride ourselves on delivering a personalised, high quality service to our clients – but what sets us apart is our unique Fixed Price Implementation of Microsoft Dynamics 365 Business Central.

With Fixed Price Implementation comes re-implementation, meaning customers don't have to go through the complex and time-consuming process of full data migration. With Microsoft Dynamics 365 Business Central, customers will only see master and opening balance-based data imported into their new environment – saving them both time and money.

By offering re-implementation at an affordable price, we enable small to medium-sized businesses to take advantage of the cutting edge in ERP technology from the trusted Microsoft brand.

Affordable, simple and reliable

The Microsoft Dynamics 365 Business Central subscription might seem to be a simple, affordable cost - but the

implementation offered by other Microsoft Partners is often complex and costly. Our fixed cost approach combined with a simple payment schedule enables small to medium businesses to know exactly what to expect, so they can plan for the expense ahead of time.

We believe it is vital that clients have a clear understanding of how the functional and business benefits of Microsoft Dynamics 365 Business Central (as seen on page one) correlate to our Fixed Price Implementation framework. By ensuring clarity from the outset, we can reliably meet expectations in both outcomes and pricing.

Transparent

With erpwerx there are no hidden costs in how we operate: everything is itemised – from implementation processes and variables, to support and training, as well as time and materials used. With erpwerx, businesses can be certain that both cost and benefits remain clear – this is part of our commitment to transparency in our dealings with clients.

Fixed cost offer dependencies

The erpwerx Fixed Price Implementation is preconfigured and therefore not designed for highly complex or modified GP or NAV systems. Each client must fit the following requirements to be suitable:

- **They run standard process systems** that are not modified or highly complex.
- **Their function fits** – finance, sales and receivables, purchase and payables and or inventory management.
- **They can fulfil their responsibilities** which include: ensuring staff availability for training; preparing for data migration and population into supplied templates; guaranteeing availability for Q&A, upgrade and re-implementation processes, and ensuring compliance for User Accepted Testing.

If a client cannot adhere to these responsibilities, then they are not applicable for Fixed Cost Implementation and additional costs could be charged.

Here to help

Customer requirements for Fixed Price Implementation will vary, so for more information and a quotation, please go to our website: www.erpwerx.com.au/businesscentral