

ALLETEC



Is My Business Too Big for D365 Business Central?

BUSINESS APPLICATIONS PROVIDER SINCE 2000

23

Years on Microsoft
Business Applications



~360

Team Strength
(30% of the workforce is women)

900+

Successful
Customers

7

Inner Circle
Microsoft BizApps
Gold Partner

Microsoft CSP Tier 1
India | USA | Canada | Africa | SGP

Business Applications Competency
Microsoft Dynamics Master VAR

Why the Question?

- ERP Projects are:
 - High Impact (often Mission Critical)
 - Tedious (even Difficult)
 - Risky (substantial rate of failure)
 - Time consuming
 - Expensive

D365 Finance + SCM Is The Big Brother

So - why then the question?

Business Central Younger Brother, But Also ...

- Significantly lower product license cost
- Quicker to implement (2 to 4 months vs 6 to 9 months)
- Significantly lower cost of implementations
- Faster to learn
- Higher project success rate, and ROI

Primary Concerns

- Number of users supported
- Performance (as transaction volume grows)
- Business Process Mapping: Out-of-the-Box vs Customization
- System controls and Reporting
- FOMO

Learning from Examples

- Rentokil Global: ~25 countries, 130 Production Plants: 3000+ users on BC
- [Design Offices](#) (Germany): 350+ users on BC
- MakeMyTrip: Hundreds of users on NAV; Moves to Finance on crossing 1mil transactions per day
- A Legal Services firm, with operations in 16 states (US), ~ 750 employees: moves from AX to Business Central

CS 1 – Legal Services Firm Moves to Business Central

- Solution assessment triggered when planning the transition to cloud
- Large parts of AX system had never been used. Customer did not want to pay for something they were not consuming.
- Fresh look at the business confirmed that all BC met all their needs
- Needed controls, tracking and audit trail of data and its sources available
- Substantial transaction volumes
- System stable for ~ 2 years; minimal maintenance cost

CS 2 – Leading Tea Company Recommended D365 Finance

- RFP issued for D365 BC; but D365 FSCM recommended
- Advanced functionalities needed + span of business operations:
 - Advanced Production Planning
 - Adjusting MRP with Machine centre and Work Centre capacities
 - Production BOM and Routing deactivation from effective date
 - Multiple accounting books and accounting calendars
 - Separate BOM for Accounting and Manufacturing
 - Auto Inventory ABC Classification based on inventory value, usage volume or sales gross margin
 - WMS scanning capabilities
 - Define pick/pack/ship rules per Best By Date or FIFO rules
 - Complex Rebates and Schemes structure
 - Vendor Portal
 - Vendor Rating / Score card
 - QC
- Deployment of BC would have required integration with multiple ISV solutions

Summary

D365 Business Central	D365 Finance & Supply Chain Management (FSCM)
Good for simple business processes. Customization is required to map complex business process.	Capable to handle most business process complex scenarios
ISV solutions may be required for advanced functionalities	Many advanced functionalities in-built
All-in-one solution with ISVs & customizations.	Based on need, customers can pick different modules: <ul style="list-style-type: none">▪ D365 Finance▪ D365 Supply Chain▪ D365 Project Operations
1 Country Localization per instance (DB)	Single instance with the needed Localizations
Minimum Users: 1	Minimum Users: 20
User Count, Transaction Volume and Performance may be less of an issue than often perceived	



Bridging The Gap

Between What We Knew & What's New

USA | Canada | Singapore | Kenya | India