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Ardiscover & Ardiscover **Plus**

Your Solution to Help Accelerate Sales

01 Common Challenges

Standard ‘Discovery’ process

The traditional process presents a number of challenges…

Takes too long

Resource heavy

Often requires external help

Limits your wins

Helping your supplier gain an in-depth understanding of the business

Often more questions than answers

Your Challenge

The traditional process for getting answers is both time-consuming and costly, typically taking several months.

"Have we captured all the requirements?"

"Will it do everything we want it to do?"

"How much will it cost?"

How can I build a business case with confidence?

"How long will it take?"

"Which business application should we choose?"

"Who do we choose to make it happen?"

02 The Solution: Ardiscover

One Platform, Two Applications

SALES EXECUTIVE

PRE-SALES

BID MANAGER

SALES LEADER

Ardiscover

A survey-driven application enabling a fast, accurate Evaluation of Dynamics 365 against a company's business requirements.

Detailed Fit-Gap Analysis

Gaps identified

Ardiscover Plus

A survey-driven application enabling a fast, accurate Evaluation of Dynamics 365 against a company's business requirements, PLUS project phasing, and licencing & project indicative costings.

Detailed Fit-Gap Analysis

Gaps identified & Recommendations given

Accurate Licensing Estimates

Indicative Implementation Costs

Content for easy RFI/RFP/RFQ Preparation

Introduction to Ardiscover (FREE)

Outputs Delivered

- Customer Requirements Overview
- Fit-Gap Summary
- Interface and Integration Summary
- Data Migration Requirements
- Environment Requirements

Ardiscover Insights

- MoSCoW vs Fit/gap Analysis
- MoSCoW Responses by Discrete Requirement
- MoSCoW Responses by Functional Category

Project Perceptions

- Customer's Project Objectives & Budget
- Goals, Pains and KPIs
- Customer's Project Team
- Legal Entity Structure
- Timelines and Business Critical Events

Introduction to Ardiscover Plus

Outputs Delivered

- Customer Requirements Overview
- Fit-Gap Summary
- Interface and Integration Summary
- Data Migration Requirements
- Environment Requirements
- Project Implementation Scope & Estimate and Project Resource Breakdown
- Licensing Estimation

Ardiscover Insights

- MoSCoW vs Fit/gap Analysis
- MoSCoW Responses by Discrete Requirement
- MoSCoW Responses by Functional Category
- Project Estimation Breakdown
- ISV Add-on Needs
- Licensing & Environments

Project Perceptions

- Customer's Project Objectives & Budget
- Goals, Pains and KPIs
- Customer's Project Team
- Legal Entity Structure
- Timelines and Business Critical Events

What are the key features?

Requirement Capture

Provides a structured process to determine your business application requirements. This can be across single or multiple entities.

Request for Proposal

Enables organisations to capture all the necessary information to produce a detailed RFP to send out to potential D365 implementation partners, or other software vendors.

Project Estimation (PLUS only)

Delivers an informed estimate for your Dynamics 365 deployment, covering software subscriptions, external implementation costs and internal resource requirements.

Scope Definition

Defines the project scope, key business objectives, KPIs and functional requirements.

Evaluate Solution Fit

Analyses the fit of standard Microsoft Dynamics 365 vs business requirements; identifies areas where additional investigation should be undertaken and recommends alternative solutions for any gaps.

Build a Business Case

Provides you with the key elements they need to help them build a business case with confidence.

What does it offer?

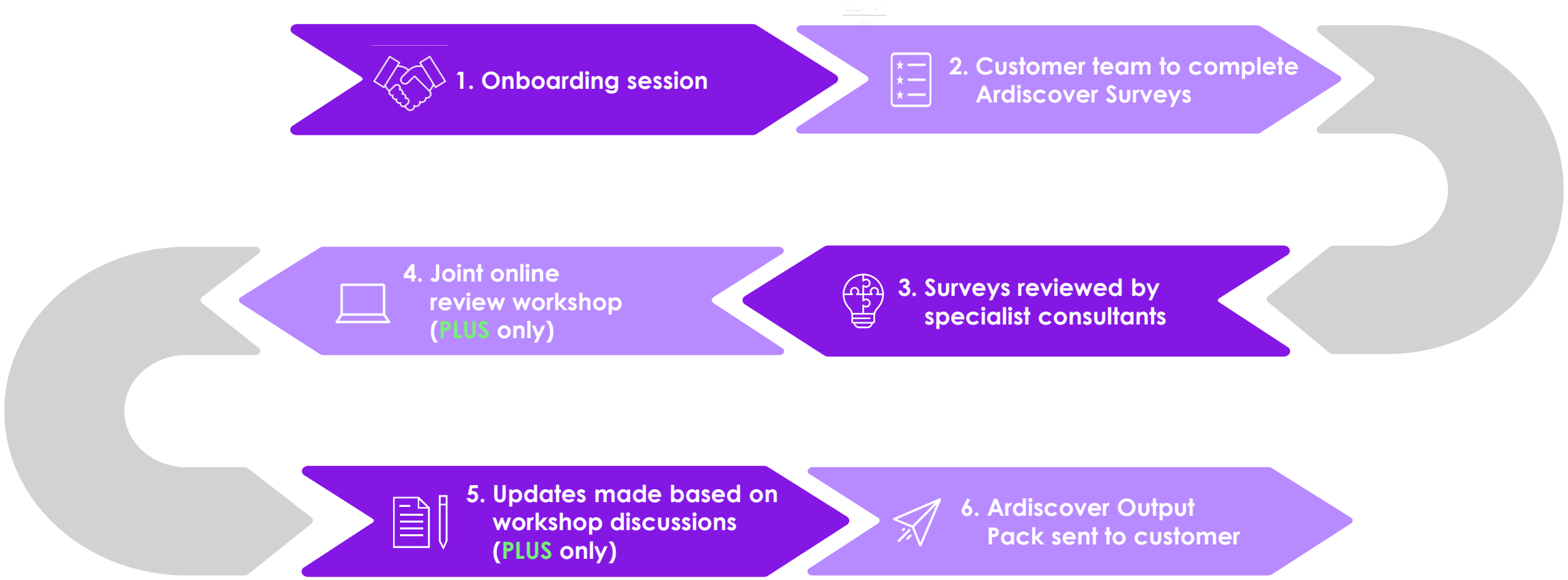
Everything you need to meet your System Evaluation needs - FAST

FEATURES	Requirements Gathering	Scope Definition	Request for Proposal	Dynamics 365 Evaluation	Project Estimation	Build a Business Case
Capture core business operational information	✓	✓	✓			✓
Define key business goals - relative to systems modernisation	✓	✓	✓			✓
Define current business application landscape	✓	✓	✓			✓
Define functional requirements	✓	✓	✓			✓
Define technical architecture requirements (Data, interfaces, integration, reporting needs)	✓	✓	✓			✓
Capture project implementation information (Phasing, priorities, customer project team, internal skills)	✓	✓	✓			✓
Fit/Gap assessment of Dynamics 365 vs business requirements				✓	✓	✓
User license requirements and mapping to Dynamics 365 subscriptions				✓	✓	✓
Solution architecture recommendations, incl. ISVs				✓	✓	✓
Implementation time & cost estimates				✓	✓	✓

Ardiscover Plus

6 simple steps to success

All completed for as little as 16 hours (yes, just 2 days!) of your time



Ardiscover Target Customers

Who is it relevant for?

- Enterprise, SMC, upper SMB & Public Sector
- Considering D365 for the first time
- Looking to expand D365 workloads
- Legacy customers looking to upgrade

03 Example Outputs

Comprehensive Ardiscover Plus Output Document

>100 Page Detailed Report

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Ardiscover Report

Prepared for: ACME Ltd

Date: 01 January 2022

Bills of Material (BoM) and Formulae	Bills of Materials (BOM) required	Should	Fit	Product information management
Bills of Material (BoM) and Formulae	Bills of Materials (BOM) can include 'no product' items e.g. tool, consumables, cleaning product	Will Not	Fit	Product information management
Bills of Material (BoM) and Formulae	Audit trail of Bills of Materials (BOM) changes	Could	Fit	Product information management
Bills of Material (BoM) and Formulae	Bills of Materials (BOM) Engineering Change Management	Could	Fit	Product information management
Bills of Material (BoM) and Formulae	Quantities expressed as percentages	Will Not	Fit	Product information management
Bills of Material (BoM) and Formulae	Consumption of a Bills of Materials (BOM) component can be variable e.g. amount required based on dimensions or quantity	Will Not	Fit	Product information management
Bills of Material (BoM) and Formulae	Yield per operation can be defined	Will Not	Fit	Product information management
Bills of Material (BoM) and Formulae	Scrap can be planned against the Bills of Materials (BOM), or component	Will Not	Fit	Product information management
Bills of Material (BoM) and Formulae	Co-products are required	Will Not	Fit	Product information management
Bills of Material (BoM) and Formulae	Cost roll-up of Bills of Materials (BOM)	Could	Fit	Product information management
Bills of Material (BoM) and Formulae	Quantities expressed as quantities	Could	Fit	Product information management

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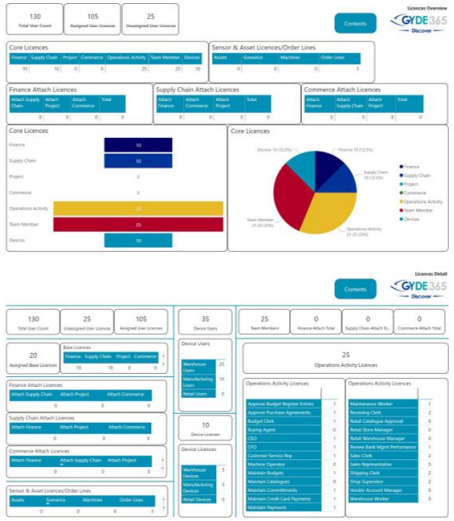
5.1.1 ACME Ltd Requirements

The below reports provide a summary of the License requirements.



6.2 Implementation Estimate

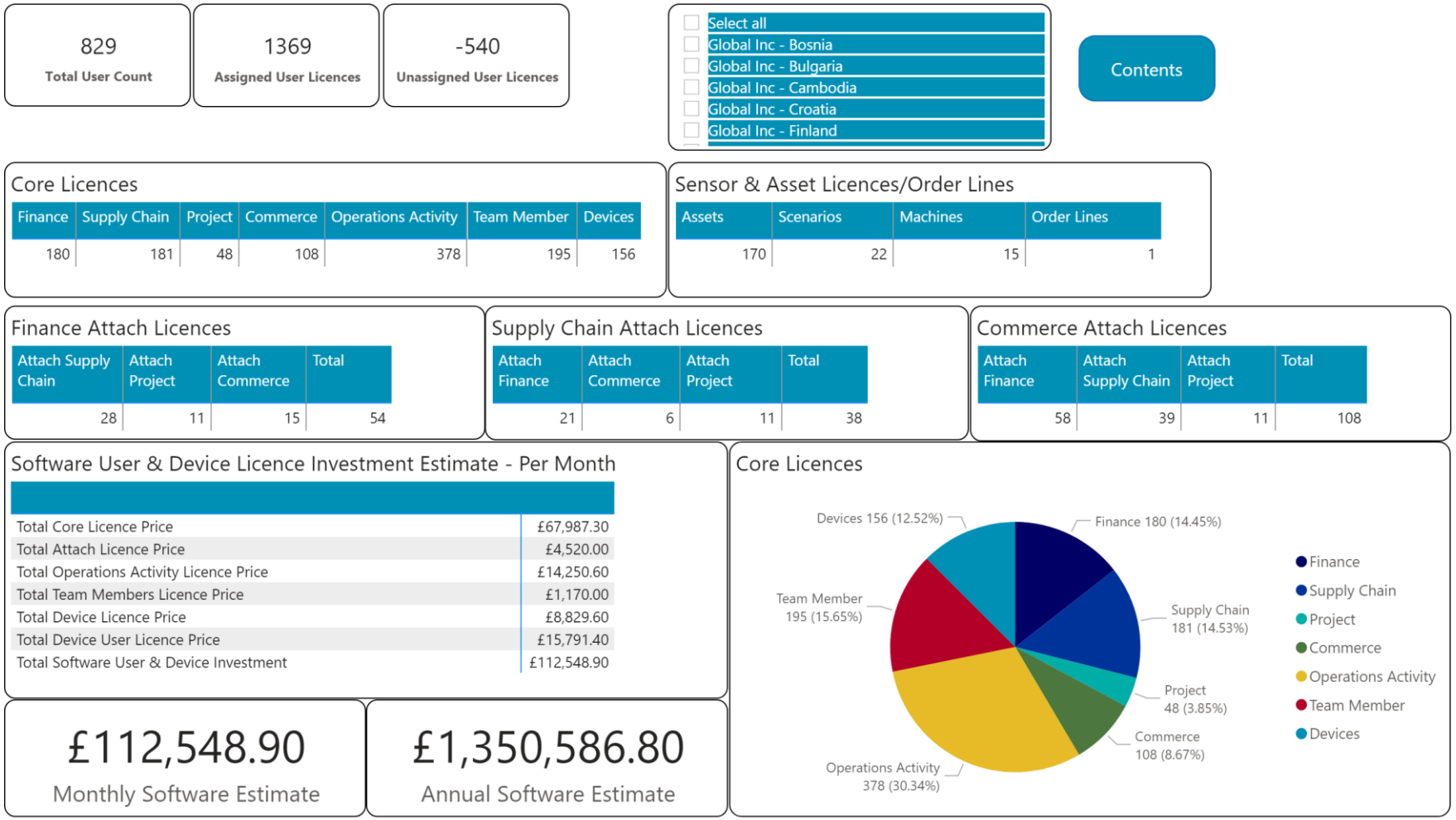
The below estimate includes all the must, should and could have requirements and is calculated based on the Dynamics 365 modules required.

	Low range	High range
Initiation	£25,000	£35,000
Analysis	£150,000	£200,000
Design	£150,000	£200,000
Build	£150,000	£200,000
Accept	£150,000	£200,000
Deploy	£150,000	£200,000
Integrations	£150,000	£200,000
Customizations	£150,000	£200,000
Governance	£215,000.0	£322,500.0
Total	**£1,290,000**	**£1,397,500.0**

	Low range	High range
Must have	£25,000	£35,000

Licence Estimation BI Dashboard

High-level view of licencing requirements, along with estimated costs based on list CSP pricing.



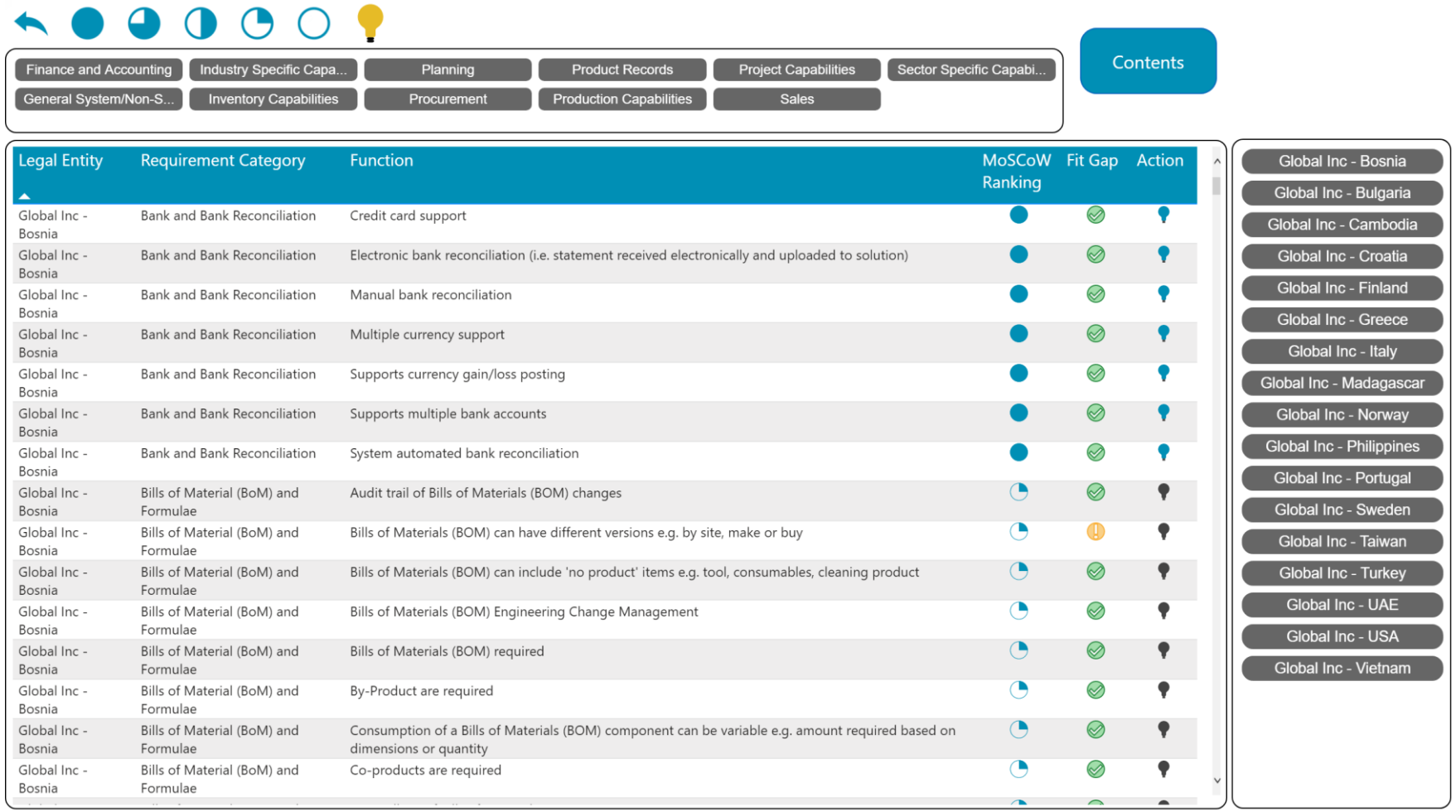
Gap/Fit Analysis BI Dashboard

A detailed view of MoSCoW responses by Requirement Category and Function.

Use the Icons at the top of the screen to focus on the different MoSCoW criteria.

Press the to focus on MoSCoW responses that require attention.

Select the slicers on the right to focus on Categories and Modules.



Services Estimate BI Dashboard

View a breakdown of estimated implementation effort per Module, based on the Most Likely (Hours) as a percentage of overall effort.

This report also includes Optimistic and Pessimistic totals by Module.

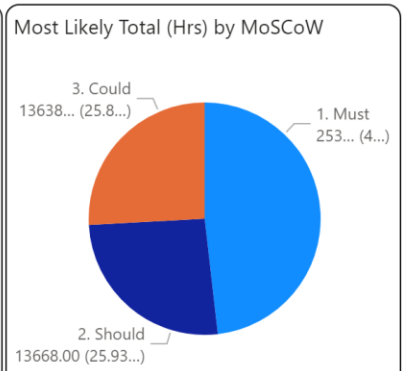
A summarised breakdown comparing Most Likely, Optimistic & Pessimistic totals by Complexity and Fit/Gap is included.

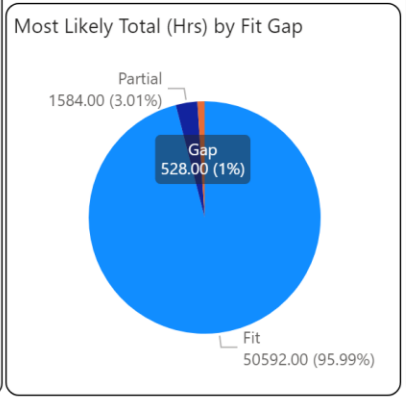
Fit Gap	Most Likely Total (Hrs)	% of Most Likely Total
Fit	50592.00	95.99%
Gap	528.00	1.00%
Partial	1584.00	3.01%
Total	**52704.00**	**100.00%**

MoSCoW	Most Likely Total (Hrs)	% of Most Likely Total
1. Must	25398.00	48.19%
2. Should	13668.00	25.93%
3. Could	13638.00	25.88%
Total	**52704.00**	**100.00%**

Contents

Module	Most Likely Total (Hrs)	% of Most Likely Total	Optimistic Total (Hrs)	Pessimistic Total (Hrs)
Accounts Payable	3450.00	6.55%	2,507.40	4,392.60
Accounts Receivable	2940.00	5.58%	2,148.60	3,731.40
Budgeting	1866.00	3.54%	1,429.80	2,302.20
Cash and Bank Management	627.00	1.19%	472.80	781.20
Cost Management	4500.00	8.54%	3,328.80	5,671.20
Credit and Collections	534.00	1.01%	409.80	658.20
Fixed Assets	1032.00	1.96%	750.60	1,313.40
General	0.00	0.00%	0.00	0.00
General Ledger	5742.00	10.89%	4,179.60	7,304.40
Inventory Management	2883.00	5.47%	2,089.20	3,676.80
Master Planning	1026.00	1.95%	767.40	1,284.60
n/a	621.00	1.18%	450.60	791.40
Procurement and Sourcing	4419.00	8.38%	3,280.20	5,557.80
Product Information Management	231.00	0.44%	175.80	286.20
Production Control	1668.00	3.16%	1,243.80	2,092.20
Project Management and Accounting	5142.00	9.76%	3,760.80	6,523.20
Retail and Commerce	69.00	0.13%	55.20	82.80
Sales and Marketing	7479.00	14.19%	5,592.00	9,366.00
Tax	210.00	0.40%	159.60	260.40
Warehouse Management	8265.00	15.68%	6,043.80	10,486.20
Total	**52704.00**	**100.00%**	**38,845.80**	**66,562.20**

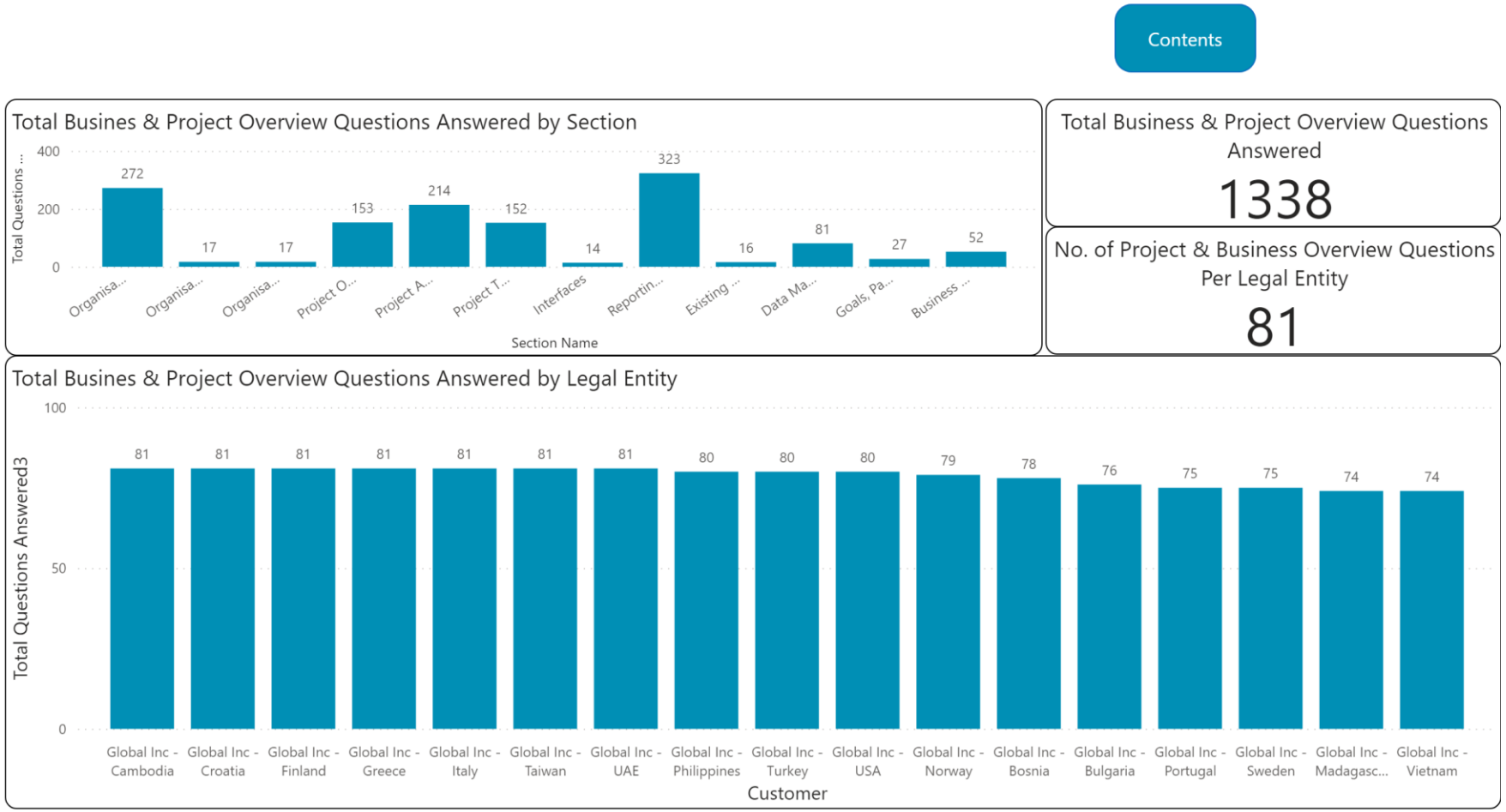




- Global Inc - Bosnia
- Global Inc - Bulgaria
- Global Inc - Cambodia
- Global Inc - Croatia
- Global Inc - Finland
- Global Inc - Greece
- Global Inc - Italy
- Global Inc - Madagascar
- Global Inc - Norway
- Global Inc - Philippines
- Global Inc - Portugal
- Global Inc - Sweden
- Global Inc - Taiwan
- Global Inc - Turkey
- Global Inc - UAE
- Global Inc - USA
- Global Inc - Vietnam

Business & Project Overview BI Dashboard

Review high-level progress of responses to the Business & Project Overview section of Ardiscover.



Business & Project Overview BI Dashboard

Analyse responses by section, comparing Required and Optional questions to those Answered and Remaining Questions.

Ardiscover Summary

What is it?

- Online application based on decades of industry experience.
- Customers use Ardiscover to determine if and how Microsoft Dynamics is capable of addressing their business' needs.
- No prior knowledge of Dynamics 365 required.
- Two offerings:
  - Ardiscover (Requirements Gathering and Fit-Gap Analysis - FREE)
  - Ardiscover Plus (As above, plus project structure and costs, licencing, timelines, ISVs)

How does it work?

- Customers complete a comprehensive series of (Level 1) questions relating to their functional business needs:
- In their own time
- Less than 16 hours total effort from customer
- Completion within 2 weeks elapsed time.

Why use it?

- Customers can make informed decisions, with comprehensive reports providing Gap-Fit and initial budgets.
- Rapidly assess Customers' and Prospects' suitability for a Dynamics solution with minimal effort from Sales & Technical teams.

Thank you!