



Do what matters

# ERP Cloud Evaluation



# Imagine limitless growth

*“ Consistent growth is key to propelling your firm to the top of the market; enterprise resource planning (ERP) is core to your growth engine ”*

FORRESTER®

# How will ERP power your growth?

## Adapt, compete and Grow

- Bring innovation to market faster
- Enable new business models and grow new revenue streams
- Stay ahead of fast evolving customer expectations to maintain relevancy and grow lifetime customer value
- Make faster, better-informed decisions to react to market trends

**Breville**

## People-centric processes

- Rapidly evolve business processes to outmaneuver your competition and take market share
- Automate mundane tasks and elevate the impact and productivity of your workforce
- Redesign processes for the way people want to work and attract top talent

**Blundstone**

TASMANIA AUSTRALIA · 1870

## Efficient operations and lower TCO

- Optimize business operations with AI and increase profitability
- Avoid highly customized, high maintenance cost solutions
- Align resources to increase operational efficiencies and lower operational costs
- Reduce overhead with an as a service approach to maintenance and updates

**familia**

# Legacy ERP: holding you back?

Before modernizing ERP, our clients typically face a number of challenges:



## Agile business transformation and growth

- Unable to increase revenue opportunities and rapidly deliver new products or services
- Lack of IT alignment to business goals
- Inability to quickly adapt to changing business needs



## Efficiency

- Sub-optimal, non-automated business processes
- Inability to improve people productivity



## Complex ERP technology and low adoption

- Complex, highly customized aging platform
- Poor user experience leading to low levels of adoption and user engagement



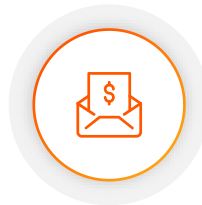
## Realize the full potential of data

- Unable to make fully informed business decisions
- Lack of real time data visibility
- Inability to access critical insights and spot trends



## Innovation

- Unable to take advantage of AI and automation
- Lack of innovation capability
- Lack of change management processes for integration of new technology



## Total cost of ownership (TCO)

- Expensive updates and support costs
- Budgets consumed by keeping the lights on, leaving insufficient funds for platform evolution





## We believe

Integrating AI and ERP will empower the future growth of your organization



# 70%

More than 70% of recently implemented ERP initiatives will fail to fully meet their original business use case goals.

Gartner



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# 50%

By 2027, at least 50% of the AI-enabled features within ERP applications will be enabled through generative AI capabilities

Gartner

**Do what matters**

# Why Dynamics 365 ERP is the right platform



## Designed for Extensibility

Provide a scalable and adaptable platform that serves as the foundation for digital transformation and evolves alongside the business

- Development framework & accelerators
- Integration services
- Marketplace extensions



## Fortified with Robust Security

Safeguard data, protect against threats, and ensure compliance across all business processes

- Rapid security assessments
- Secure by design
- Security automation, monitor, and control



## Empowered by AI led automation

Enhance operational efficiency, customer engagement, and decision-making processes

- Automated data insights
- Intelligent content creation
- Process optimization



## Ready to Manage & Evolve

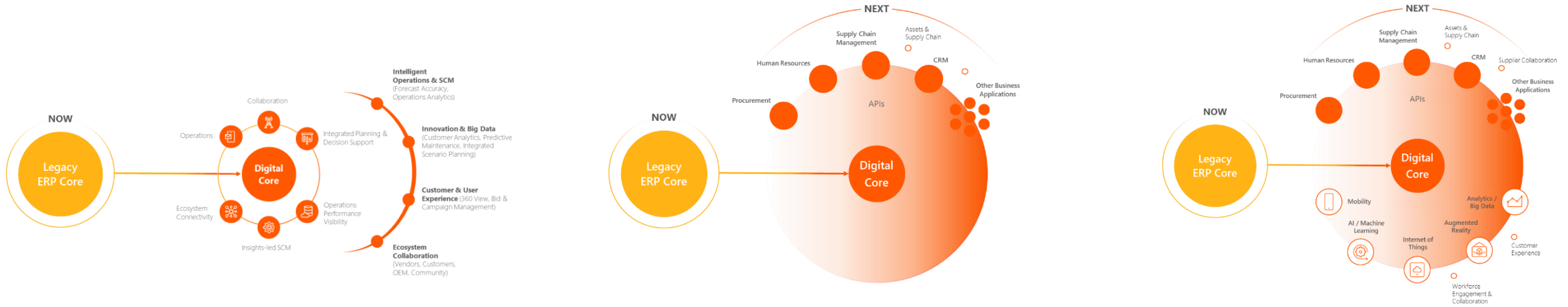
Continuous management, optimization, and evolution to ensure alignment with business goals over time

- Continuous Monitoring and performance tuning
- Incremental upgrades and innovation
- Training and user adoption



# What are you trying to achieve?

Our approach depends on your goals and starts by removing the complexity of your current ERP



## 1: Simplify your core

Shrink your legacy ERP to minimize costs with a digital core of composable applications and as-a-service software platforms that are highly configurable, interoperable and flexible to adapt to future modern technology.



## 2: Standardize & cloudify

Standardize and optimize commoditized business processes to leverage the most advanced (cloud-based) market standard solutions, enabling agility and efficiency, while releasing resources to foster innovation.



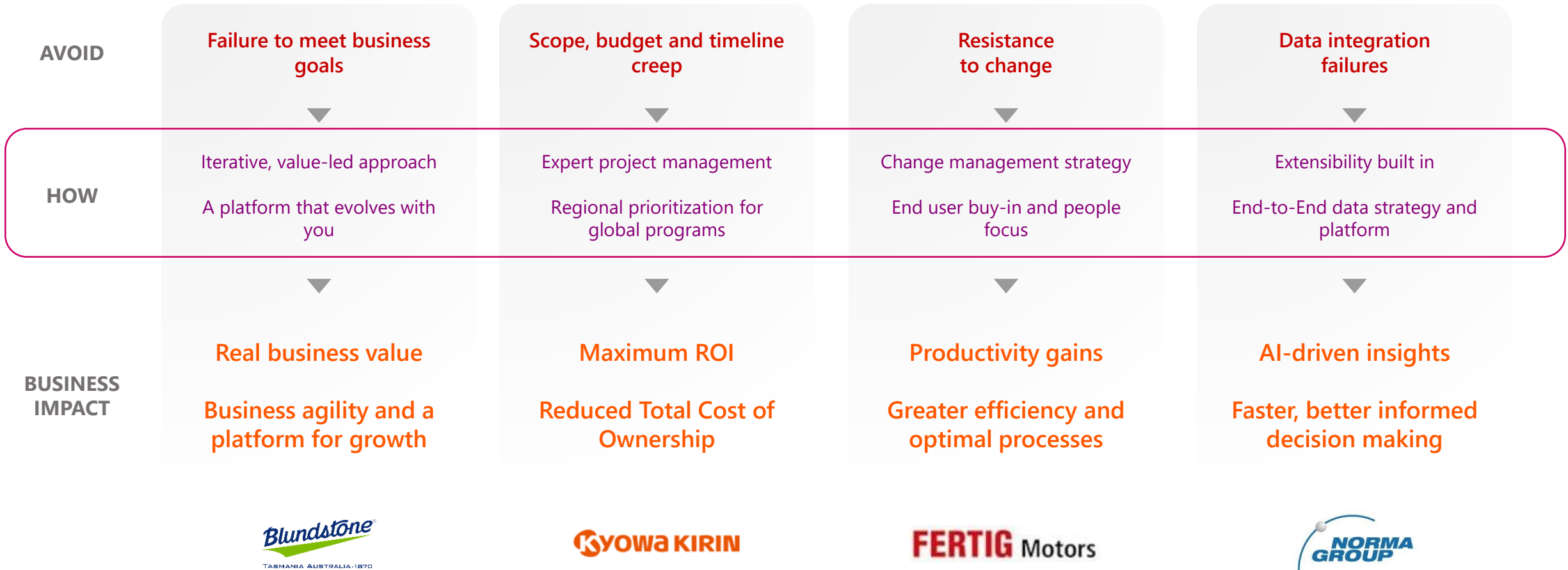
## 3: Innovate & extend

Power business growth by leveraging new technologies in a pilot and scale approach, underscored by change management services, to embrace emerging capabilities to reach customers and partners.



# Our experience helps you avoid failure

Don't become a Gartner statistic. We enable clients to succeed with an approach that minimizes risk. Here are our top tips for a successful implementation, based on work with hundreds of clients:





# Unmatched expertise and scale for your success



## An unrivalled Microsoft Partnership

- From the board to engineering, we're aligned with Microsoft
- We help Microsoft to build their technology solutions
- We are the first to experiment, trial and deploy new Microsoft capabilities
- We deploy new features to clients before general market availability, staying at the forefront of technology developments and building expertise faster than other partners



## Beyond technology

- Our expertise stretches beyond Dynamics 365, from Data & AI to Modern Work, Security and beyond
- Our people-first consulting services help you prioritize practical actions and drive business value
- We bring deep industry expertise to help you navigate the complex landscape of today's business world and thrive in the AI-first age
- Our managed services deliver continuous value, optimizing your IT estate and freeing up resources



## Creating value for over 900 clients



## "Known as one of the best in Microsoft Business Applications" - Forrester

- Leader: The Forrester Wave™: Microsoft Business Applications Services, Q1 2025
- Leader, Everest Group PEAK Matrix® for Microsoft Dynamics 365, 2025
- Leader, New IDC MarketScape for Asia/Pacific Microsoft Dynamics 365 Implementation Services 2025



# Get started with a cloud ERP evaluation

Align your approach to your business goals and accelerate the business impact of modern ERP

## Plotting your path

Join us for an interactive, 2-week engagement. Together we will collaborate to understand your challenges, establish your goals, and provide:

- A high-level overview of your ERP options
- Cloud ERP readiness score
- Customized benefits report (e.g. efficiency, automation, AI use cases, sustainability) mapped to your pain points and goals
- Confirmed scope to meet your business value aspirations
- Strategy and approach recommendations
- Recommended next steps



**avanade**