



Do what matters

Accelerated ERP - Finance

Engagement Overview

Having trouble to

Bring in technological innovation?

Provide the operational reporting and execution to prevent company risk?

Give your finance employees the data they need?

Keep your ERP technology safe?

We provide



Innovation

4x faster



Operational execution

~20 - 40% faster



Integrated data

1 real-time source



Safety

PCI DSS Level 1 capable

Offer Summary

What

Accelerated ERP is Avanade's **pre-packaged, templated, AI-powered ERP implementation approach** is designed to rapidly deliver the value of **Microsoft Dynamics 365 F&SCM with a Finance scope**. It uses **pre-configured processes, standardized templates, and AI-supported delivery** to drastically shorten the implementation time.

Our prescriptive approach brings the necessary basic **standard and regulatory compliant financial business processes** to our clients quickly, built on our broad experience and best practices knowledge, and with built-in Copilot and agentic AI capabilities. The approach delivers the base line for innovation with a **minimum viable product (MVP)**; a first step into an ecosystem ready to bring in (AI-powered) business transformation.

For whom

Accelerated ERP is built for organizations that:

Need a **new ERP system fast**, mostly due to specific business circumstances such as **carve-outs, burning platforms, M&A, legacy system end-of-life, or rapid growth**. Are willing to adopt **standard D365 processes and industry best practices** with minimal customizations in the initial phase.

Want a **fast, predictable, low-risk** implementation. Typically operate in the **mid-market**, though enterprise organizations with the right conditions are not excluded.

AI Powered Tools Included

Copilot for D365 Finance

Automates data reconciliation and variance analysis, outlook integration for collections and communications, boosts team productivity by streamlining financial tasks

Avanade Platform Core

AI-powered foundation for Dynamics 365 implementations.

- **Data Migration DevOps – D365 Integration**

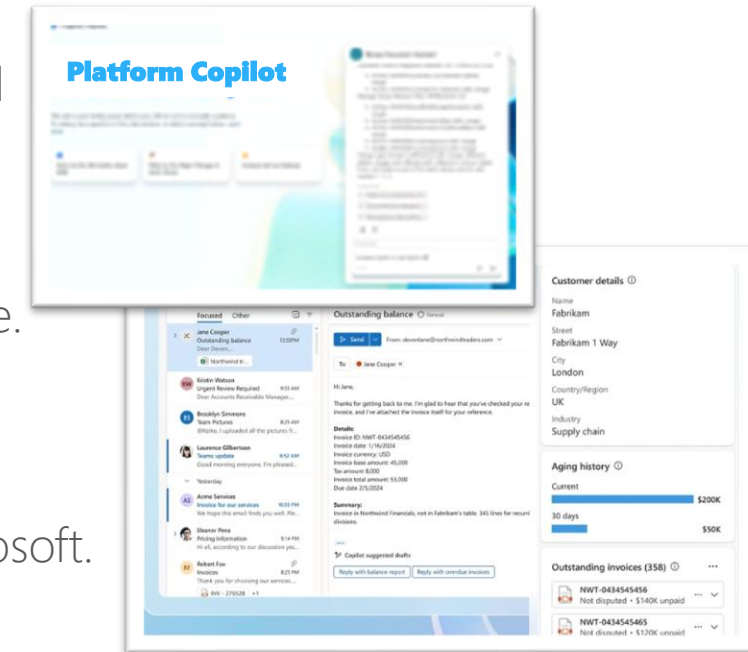
Automates data migration, which will be executed by our experienced shared services team.

- **Copilot agent**

Simplifies documentation repository searches, bringing technical information, functional SOP's and system processes to the end users with natural language.

Configuration Agent

Easily copy our best practice industry specific D365 configurations to client environments, with the configuration agent, planned to soon be released by Microsoft.



AI Powered Tools Included

AI-Powered Workshop Companion

Automates workshop note-taking and seamlessly converts decisions and action items into Azure DevOps work items for faster, error-free delivery.

M365 Copilot for Delivery

A framework that integrates Microsoft 365 Copilot into delivery workflows, enabling teams to plan, execute, and collaborate faster with AI-driven content creation, compliance, and adoption strategies.



Avanade Accelerators Included

Avanade Platform Core

Enables standardized task recording, DevOps and RSAT integration, release and batch monitoring, data integration, and AI-assisted release / documentation management to accelerate and de-risk ERP implementations.

Avanade Finance Core

Integrated financial management covering general ledger, payables/receivables, asset and expense control, credit and collections, revenue compliance, FP&A, and audit for streamlined operations and regulatory adherence.

(AIES) Avanade Intelligent Enterprise Solution

Standard D365 process flows and documentation

Avanade Shared Services Included

Infrastructure Services

GES Infrastructure Services take care of deploying and maintaining the D365 environments during the ERP implementation.

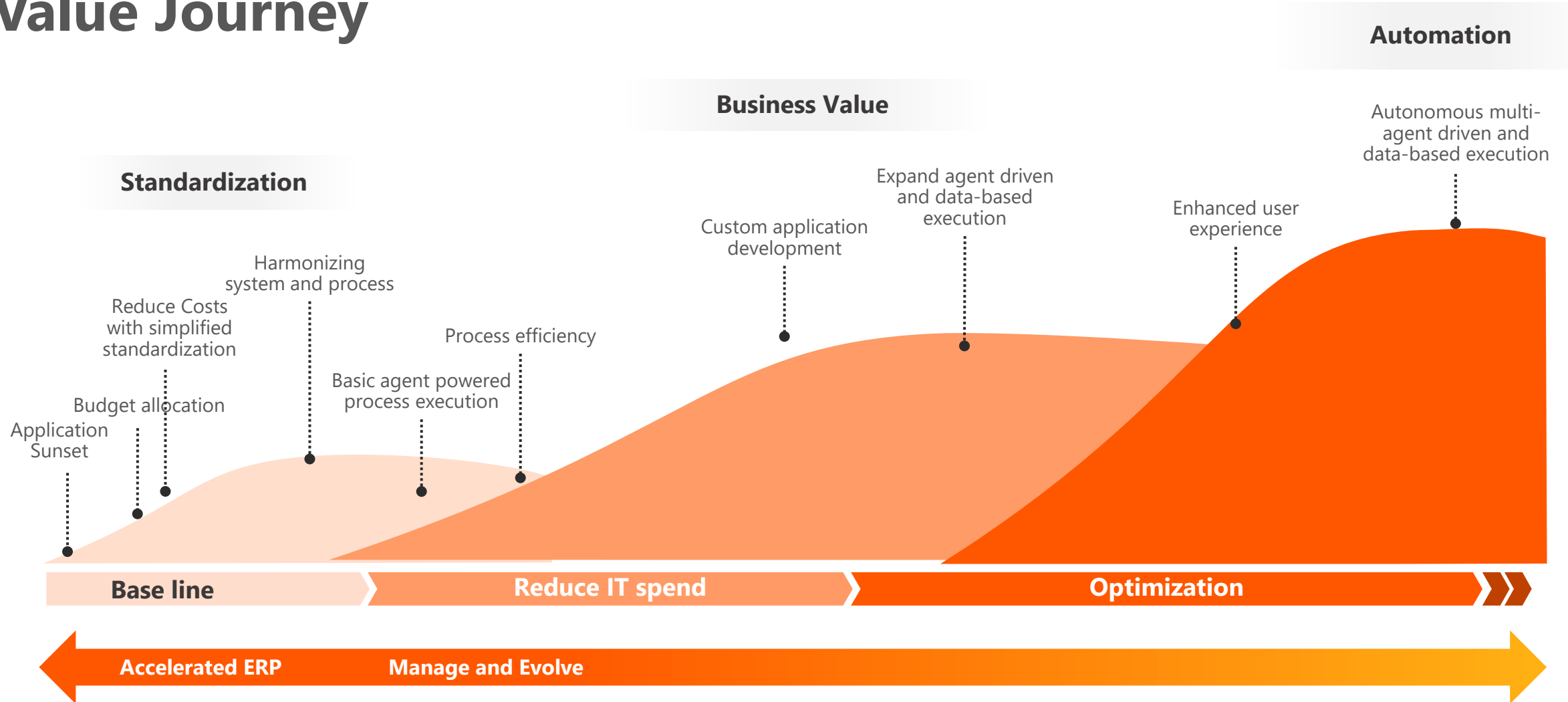
Data Migration Services

Near-shore data migration services teams execute the data migration efforts during the ERP implementation, using Azure Data Management Framework Avanade IP to industrialize data migration and facilitate client autonomous execution.

Manage & Evolve

Optionally add manage and evolve scope to support and upgrade the solution and introduce further (custom) innovation.

Value Journey



We apply a proven methodology that delivers fast, predictable outcomes. By combining deep business insight with robust technology expertise, we accelerate your ERP journey and unlock additional business value fast. This brings the foundation into an ecosystem for continuous improvement and innovation to our clients fast.

Engagement activities

Initiate Project
Mobilize Project
Prepare Workshops and Sessions
Conduct Mobilization Training
Prepare Initial Environment ERP Demo and ACC Testing
Prepare Initial Environment ERP Golden Config
Prepare & Execute Conference Room Pilot
Prepare & Conduct Key User Training on Template
Prepare Environment ERP Development
Prepare Environment ERP Integration Testing
Deploy and Maintain Avanade Assets
Configuration for Add-Ons, Data Entities & Workflows
Execute Data Migration
Execute Integrations
Configure Business Documents
Finalize Design and Implement Phase

Prepare Final Environment ERP Production
Prepare SIT Testing
SIT Data Migration
SIT Run
Prepare Acceptance Testing
Security & User Matrix
UAT Data Migration
UAT Run
Conduct End User Training
Initiate Operation Support
Prepare Cutover & Go-live
Client Readiness Action Planning
Hypercare, Cutover & Failover Planning
Go Live Support Plan (Cutover)
Assess Go-Live Readiness
Go-Live
Provide Hypercare & Transition to Support

Why Accelerated ERP with Avanade

Empowering hundreds of thousands of end-users within 3500+ organizations; the largest D365 Microsoft partner

- We offer strategic guidance, scalable solutions with best practices, leveraging D365 standard functionality and tools, combined with Avanade's proprietary delivery framework to help you bring in innovation faster and more efficiently.
- No other partner can match our scale, reach, and impact.

Extensive learnings and insights

- Our extensive experience with D365 and the insights available through our Deliver and Accelerate (DnA) framework empowers us with unparalleled knowledge and expertise which gives us a broad knowledge of best practices, we apply to our pre-packaged, pre-configured approach.
- Applying our industry and technological expertise to the accelerated methodology and partner with you on to implement standard D365 and achieve quick, effective results.

Market-ready offering, backed by our Business Applications business unit

- Our offerings are strategically designed to accelerate outcomes and serve as building block enablers, optimizing your path toward delivering continuous innovation to your business users.
- Our unique AI-Powered proprietary delivery methodology brings you the modern ERP advantages fast and moves you into AI-Powered business processes, so you can keep your competitive advantages.

Methodology designed by our experts

- Easily repeatable and pre-packaged accelerated delivery approach, powered by our proven delivery framework and (AI-powered) tool set.
- Extensive expertise in delivering effective, innovative, and reliable implementation projects.
- Experience and success with accelerated D365 implementations.

20Times Microsoft Global SI Partner of the Year

- We have the most Microsoft Partner Awards, over nearly two decades.
- This recognition highlights our exceptional expertise and commitment to exceptional outcomes.

ERP Transformation with AI

Driving ERP.AI Transformation for Mid-Market and Enterprise within Business Applications – As the leading global Microsoft D365 ERP partner, we deliver future-ready solutions powered by AI. Our approach combines flexibility and speed—offering tailored ERP implementations or accelerated, pre-packaged options. Through our AI-driven Delivery Accelerators and global Deliver & Accelerate (DnA) framework, we bring together the right expertise, shared services for essential ERP components, and strategic partnerships to deliver across industries and geographies. **Offers can be delivered consecutively to the same client.**

[Click any element for more details.](#)

What we deliver

Future of Finance

Resolving industry business challenges of the Struggle to Take Advantage of Technological Innovations on Business Systems with Operational Inefficiency and Manual Processes, Difficulty in Driving Strategic Growth, Volatility and Uncertainty, Data Fragmentation and Lack of Visibility, High Maintenance Costs and Technical Debt, Compliance and Risk Management

Intelligent Supply Chain

Resolving industry business challenges of the Struggle to Take Advantage of Technological Innovations while dealing with Frequent Disruptions and Volatility, Rising Costs and Margin Erosion and Business Systems with a Lack of Real-Time Visibility and Fulfillment Excellence, Inflexible and Outdated Operating Models, Compliance and Regulatory Complexity, Sustainability and Brand Reputation Risks

Connected Manufacturing

Resolving industry business challenges of the Struggle to Take Advantage of Technological Innovations on Business Systems with Fragmented Operations and Lack of Real-Time Visibility, Unplanned Downtime and High Maintenance Costs, Rigid Legacy Architectures and IT/OT Silos, Supply Chain Disruptions and Risk Management, Quality Control and Waste Reduction, Workforce Planning and Enablement and Safety

Seamless Commerce

Resolving industry business challenges of the Struggle to Take Advantage of Technological Innovations on Business Systems causing Fragmented Customer Experience Across Channels, Inventory Visibility and Stock-Out Issues, Inefficient Order Fulfillment, Limited Customer Insights and Service Excellence, High Operational Costs and Complexity, Inability to Adapt to Changing Market Demand and Volatility

How we deliver

Cloud ERP Evaluation

Assess and plan your ERP cloud journey – to unlock informed, effective operations with the full potential of AI.

~2-week engagement, discovering the fit to D365 and the optimal path to innovation with ERP.

Adapted ERP

Supporting clients moving from rigid legacy ERP to modern cloud ERP – unlocking efficiency, agility, and minimized risk with AI-driven insights.

Adapted to the business needs with a solution based on configuration, integration, extension and data migration.

Accelerated ERP

Avanade-Go fully standard pre-packaged ERP solution – accelerating adoption with faster implementation, predictable outcomes, reduced risk, and a scalable foundation for innovation and growth.

Based on configuration only, excluding integrations and client-led data migration.

Functional scope can differ per client, reflected in the packages chosen.

Shorter engagement than Adapted ERP

Manage & Evolve

Implementations with MVP+ approach from the start, to allow continuous acceleration and innovation in our client's business.

Introduce Process Mining offering.

• Long(er) term relation
• Improve client experiences and references

Additional Expertise

Advanced Security

Data & AI

Sustainability Strategy and Approach

Organizational Change and Advisory (Benefit Realization)

Partnerships

Implementation Accelerators

Strategic ISV partnerships, providing tools to align D365 with business goals, automated process discovery, testing automation, etc.

D365 ISVs

Strategic ISV partnerships, to cover localization and industry specific needs and technical requirements

Differentiators

Avanade Add-on Apps & Accelerators – AI Powered

Roll Out Avanade Delivery (ROAD)

Avanade Intelligent Enterprise Solutions (AIES)

Deliver and Accelerate Framework (DnA) - AI Powered Delivery

For our clients in

Manufacturing and Mobility

Retail and Consumer Goods

Health and Life Sciences

Industry X, and others



Transition of AAA to Accelerated ERP

- Accelerated ERP is the evolution of our AAA approach, based on our lessons learned. It is not something else or different and as we launch Accelerated ERP, we will take AAA of market.
- Key lessons learned:
 - Better templates (per region, automated configuration, better documentation and descriptions)
 - Shared Service team to support local project team in how to implement an Accelerated ERP project
 - Even more reduced scope and clear border that any customization is moved to Manage & Evolve
 - Better validation if clients are a fit for the approach
- Accelerated ERP adds a lot of value as we can use it in several ways:
 - Accelerated ERP including Go-Live and then Manage & Evolve to further extend scope
 - Accelerated ERP without Go-Live. First a further Manage & Evolve phase to reach the minimum viable product and then the Go-Live and further Manage & Evolve to further extend scope.
 - Accelerated ERP as a Go-In phase for a larger project resolving to an Adapted ERP project.
 - Accelerated can be 100% prepacked without a single change and predefined pricing and pre-approved contracts or can be slightly adapted (e.g. some small variations in processes like in a rollout), with adjusted pricing and a local approved contract).
- Go to Market:
 - Mainly Mid-Market clients, but Enterprise is not excluded. Often based on specific situations (Carve-Out, M&A, Legacy ERP expiry deadlines, failed earlier projects, non-negotiable short-term deadlines).
 - As a great starter story with any Mid-Market client who then might be eligible for Accelerated ERP or will find fit with Adapted ERP
 - AAA Success stories can be used as Client References for Accelerated ERP

Traditional Adapted (Bespoke) versus Accelerated approach

	Adapted ERP	Accelerated ERP
Initial Scope	Defined per client, based on templates or scoping from scratch (normally based on RFQ)	Predefined and based on a template. (Several templates will be launched with Finance coming first)
Additional Scope	Handled as Change Requests in the project	Excluded from initial project, handled in Manage & Evolve
Strategy & Approach	Reviewed and aligned with client	Predefined and non-negotiable
Process Implementation	Full implementation during the project	Pre-implemented as part of the global template, only adoption of processes (like in rollout) are optional.
Customizations	Implemented during project	Not in project, handled in Manage & Evolve
Integrations	Implemented during project	Limited set of standard integrations, which can be adapted. Additional needs scoped in Manage & Evolve.
Data Migration	Defined per template in the project, multiple data migration runs in testing (min. 4). Avanade can help with Extract and Transform	Predefined templates shared with client. Client responsible for extract and transform. Avanade loads the data. Limited number of data migration runs in testing (3 max.)
SIT and UAT testing	Multiple rounds of SIT and UAT testing based on client requirements.	One round of SIT and one round of UAT testing only with reduced time.
Go-Live Strategy	Go-Live always part of Project	Go-Live part of Accelerated Project only if there is no dependency on customizations, new processes or integrations. Otherwise, the Go-Live is postponed to Manage & Evolve when the MVP is met.
Pricing	Pricing per client	Predefined pricing if scope is not changed
Contracting	Standard SOW template, but review by local Legal required	Predefined legal template if scope is not changed

The Accelerated ERP Implementation Model

- We are bringing the Accelerated ERP Project type closer to the Rollout project type.
 - Assuming the Accelerated ERP template is comparable to a 'Global Template' in the rollout
 - And the actual implementation is like a rollout to a country or region with no or limited adaption of processes.
- Key activities that are the same in the Accelerated Project and a Rollout Project:
 - Conference Room Pilot to demo the template, based on the in-scope End-to-End Models
 - Key User Training on the core template processes as is, might result in adoption of some processes.
 - Adoption workshops and adoption of configuration based on these workshops (optional and if added to scope, predefined pricing and pre-approved legal agreements need to be adjusted)
 - Provide Data Migration Templates as-is for the client to provide data
 - One SIT run with one Data Migration run. One UAT run with one Data Migration run
 - End-User training by client
 - Go-Live (if no need for additional scope to first reach the minimum viable product)
- Difference between the two project types:
 - New processes, significant process changes or custom application components like integrations and customizations are handled in the Rollout project itself, but with Accelerated ERP this is done in the Manage & Evolve phase only.

Transition plan for next months

Available now

Sell Accelerated ERP, use existing AAA templates and approach.

New Accelerated ERP Implementation Model available

Updated GTM available

December

New Accelerated ERP Template for Finance (Engagement & Configured environment)

Standard Pricing

Standard Legal Template

On Roadmap

Full replacement of all AAA templates by new Accelerated ERP Templates

Automated Configuration Asset

Shared Services Support

Internal business circumstances can create an urgent need for the rapid implementation of a new ERP system.

Mergers & Acquisitions (M&A)

- Need to unify disparate systems quickly
- Pressure to realize synergies and present consolidated financials
- Avoid inefficiencies and data silos

Carve out

- Organizational independence & compliance introduce urgent need for new ERP availability
- Carve-outs provide opportunity to streamline and tailor business processes with a right-sized ERP

Legacy System Failures or End-of-Life

- Risk of operational downtime or data loss
- Unsupported systems pose security and compliance risks
- Urgent need to maintain continuity and upgrade capabilities

Rapid Business Growth

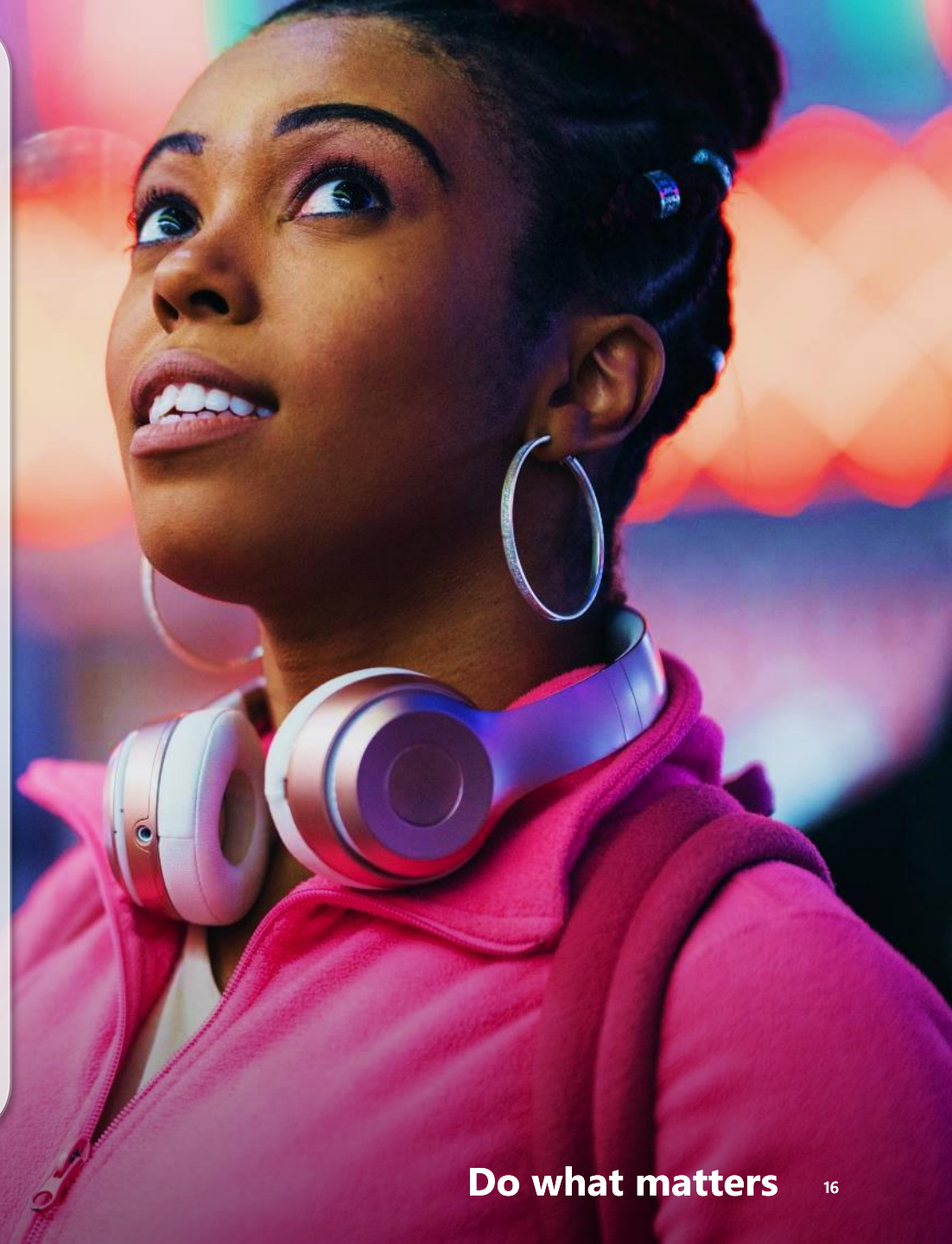
- Existing systems can't scale with increased volume
- Expansion into new markets or channels requires more robust functionality
- Need for better financial controls and visibility

Internal Restructuring

- Reorganization misaligned with current ERP structure
- Duplicate systems undermine efficiency goals
- Need to reflect new roles, reporting lines, and workflows

Compliance and Regulatory Pressures

- New laws or audit findings require system changes
- Legacy systems lack necessary controls or reporting features
- Fixed deadlines demand quick implementation of compliant systems



Prerequisites

Customer Accepts Standard D365 Functionality and Industry Best Practice Processes.

No Customizations until after MVP goes live. Only very limited number of Integrations if required.

Start Small, Stabilize, Evolve and Optimize.

Don't try to include every requirement in your MVP. Keep things simple.

Minimal Viable Product (Fixed)

If a new requirement needs to be added, then an existing requirement must come out.

Data Migration is based on standard templates, as is the configuration of Dynamics 365.

The client will deliver data based on templates provided. Configuration is done based on best practice templates, a combination of country specific and industry specific templates.

Our approaches and strategies are non-negotiable

This implementation model does not include time to review our standard strategies and approaches. Because of this, our standards are non-negotiable.

Accelerated ERP

What is Accelerated ERP?

Avanade's Accelerated ERP engagement quickly delivers value and potential of Microsoft Dynamics 365 for your organization. We offer multiple scope packages. This is the finance only package. Our pre-packaged approach is designed to drive efficiency for a traditionally time-consuming project type. We help you get a standard environment ready in a very short period with our pre-configured, templated and AI powered delivery, which quickly introduces (agentic) AI and Copilot features into your environment.

The accelerated approach is our answer to clients' need for a new ERP system, because of specific company circumstances like carve-outs, burning platforms, introduction of new business models, etc.

The approach can also be used and followed by a manage & evolve engagement, where non-standard requirements will be delivered and as a quick-start for an adapted ERP implementation.



Accelerated ERP Approach



Readiness Evaluation

Before start of engagement

Questionnaires

Questionnaires and client connect to identify scope, scope fit and client readiness for accelerated approach.



Initialization

Stakeholder Identification

Identify key stakeholders from IT to prepare the environments and the business to test for acceptance.



Scope Validation

Functional and technical scope validation

Identification of scope to be completed during the accelerated ERP engagement and the reporting, interface, extension & workflow scope to be delivered during a consecutively executed engagement – manage & evolve or adapted ERP.



IT & Business Enablement

Technical enablement workshop

An interactive session to train and support stakeholders on the method of working and tools to prepare the environments with pre-packaged configurations and standardized data migration templates.

Business enablement workshop

An interactive session to train stakeholders on the business process testing expectations and tools, followed by key user trainings.



Validation

Initial conference room pilot

After loading the pre-configured templates and migrating the initial data, the business processes in scope are demonstrated and client feedback gathered.

SIT & Acceptance testing

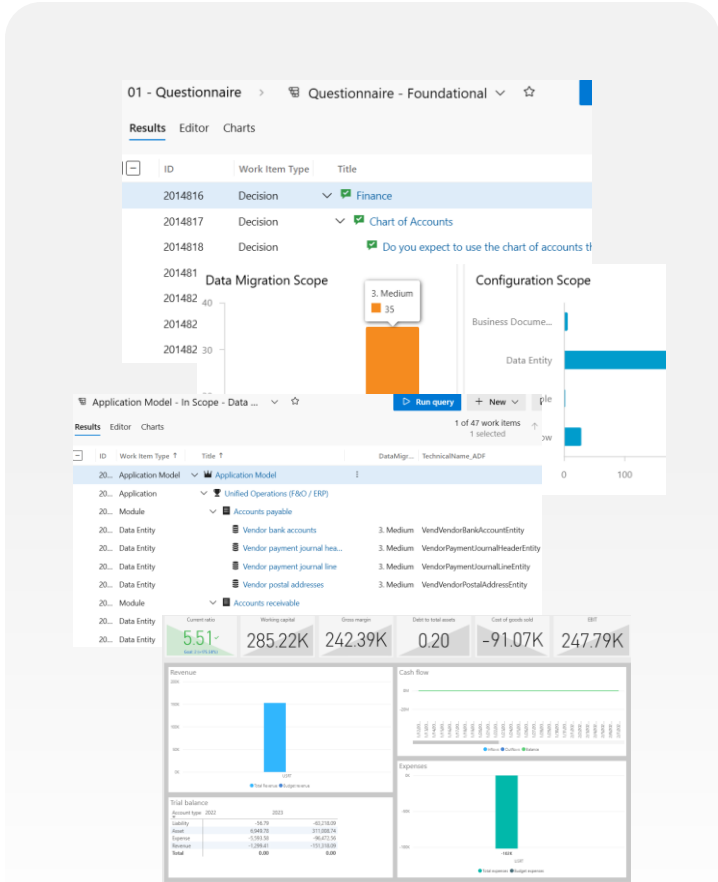
The business stakeholders will validate the business processes, allowing small configuration changes before the system sign-off.



Go-live & Hyper-Care

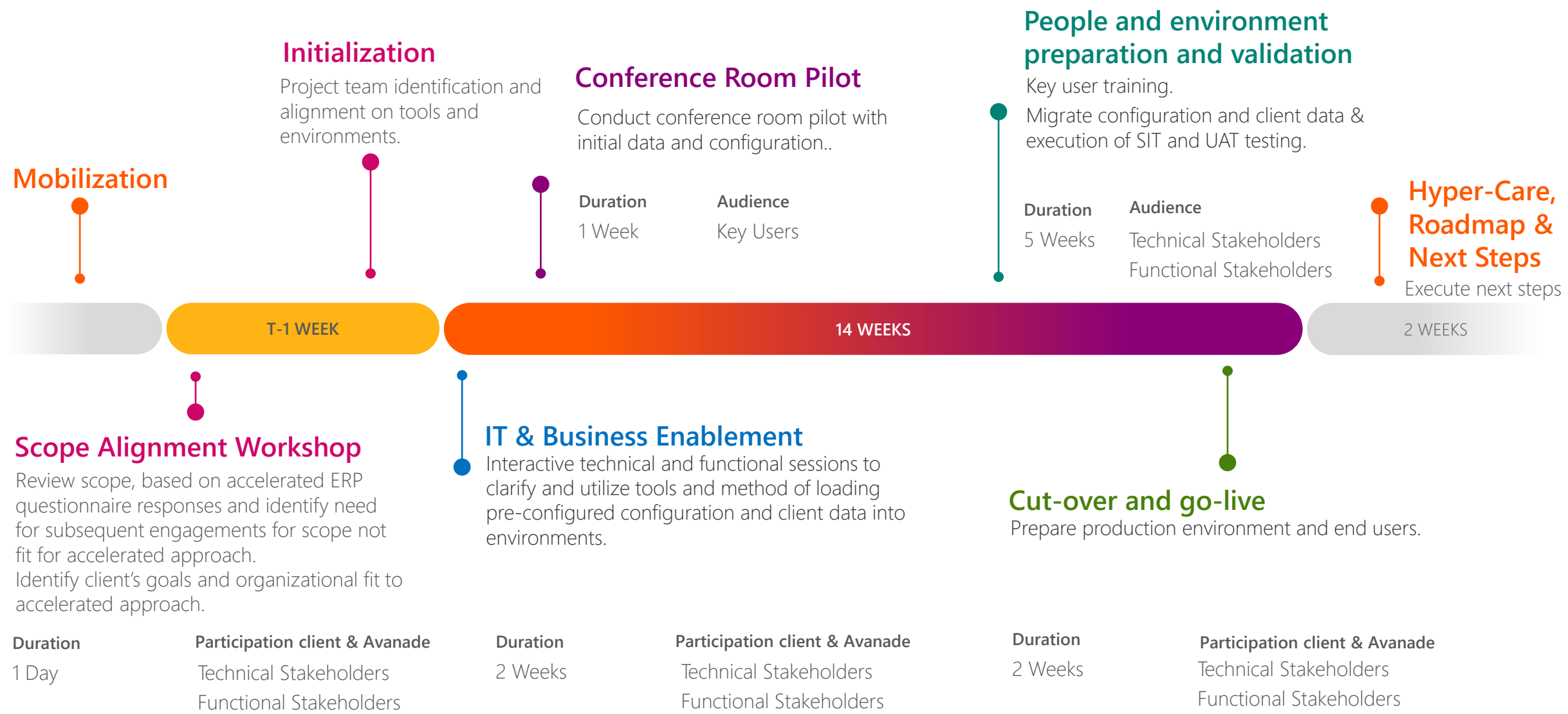
Cut-over and go-live

Execute all cut-over tasks to get the system ready and execute all go-live tasks, followed by hyper-care.



Accelerated ERP

Engagement Details



Beyond Accelerated ERP: Embrace the Future

Accelerated ERP opens the door to continuous technological progress in the workplace. But that's just the beginning. Here's how we can help you bring innovation for your business and the way you work.

Business impact



Our focus on leveraging standard capabilities, proprietary tools and methodology and unique Microsoft expertise help you prioritize practical actions to introduce your new ERP system to the business with a largely accelerated speed.

Industry impact



Avanade brings transformation and innovation to every industry. By combining Microsoft's next-generation technology solutions and deep industry expertise, we help you navigate the complex landscape of today's business world and thrive in the future too.

ERP expertise



Avanade helps organizations accelerate time to value with Microsoft D365. We can help you optimize ERP investment benefit on day one with an MVP focus, as well as the full suite of Microsoft D365's industry-leading platform as path into the future.

Employee Experience



Avanade is the global leader in award-winning Microsoft Business Applications partner. We help clients prepare today for the future of work, unlocking the full potential of their business processes and people through a proprietary, future-ready delivery framework (Deliver and Accelerate – DnA).

Continuous Evolution



During the Accelerated project, scope requiring custom effort will be identified and included in a Manage and Evolve engagement as a building block effort, separate to the MVP scope. Our Manage and Evolve stage introduces resilience and agility to deliver continuous value at the velocity the business requires.

Customer Partnership



We partner with business leaders to deliver technology solutions aligned with strategic needs. When circumstances demand the rapid deployment of a new ERP system, we collaborate to define the most effective approach for initiating this transformation and ensure ongoing alignment with their unique market requirements.

The path to success

With our Accelerated ERP approach for D365, we quickly allow companies to transform the way they work with a new ERP and drive innovation into the future. Here's how we do it.

Ready your people, processes, platforms

To ensure your workplace is ready for an accelerated approach and standard business processes, we help you understand what key next steps are needed to ensure successful implementation.

Accelerate the introduction of innovation

Our implementation approach extends beyond the implementation of the MVP scope of the accelerated approach. We identify the path towards a future-ready ERP, robust and flexible enough to adapt to changing internal and market demands.

Sustained value and growth

Whether your goal is to introduce new capabilities, enhance user experiences, or integrate with other platforms, we enable you to scale and extend your Dynamics 365 solution—unlocking its full potential to drive greater adoption, deliver superior user engagement, and ensure sustained ROI.

Let's GO

