

# Dynamics 365 Business Central

Estimate for Finance, Sales & Purchasing System Implementation



# Sections

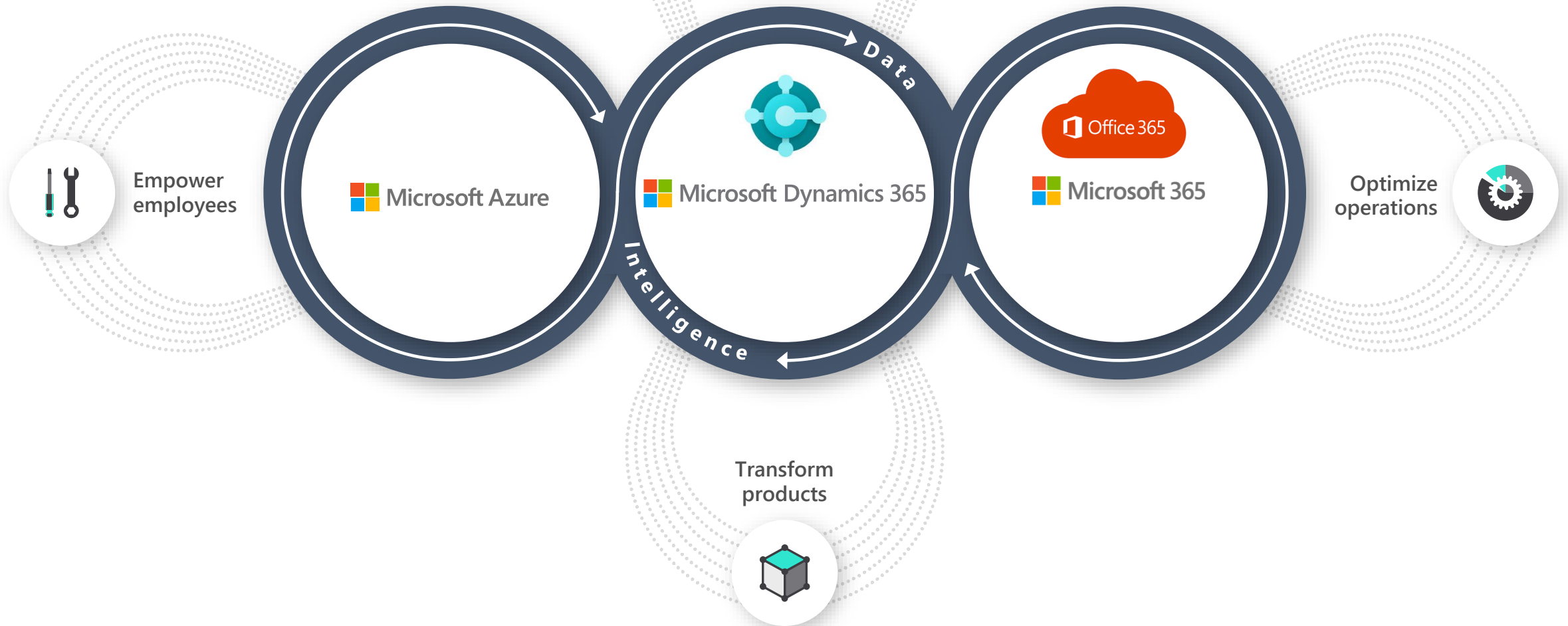
- Your likely Current State
- Dynamics 365 Business Central
- Our Implementation Approach
- Our Commercials



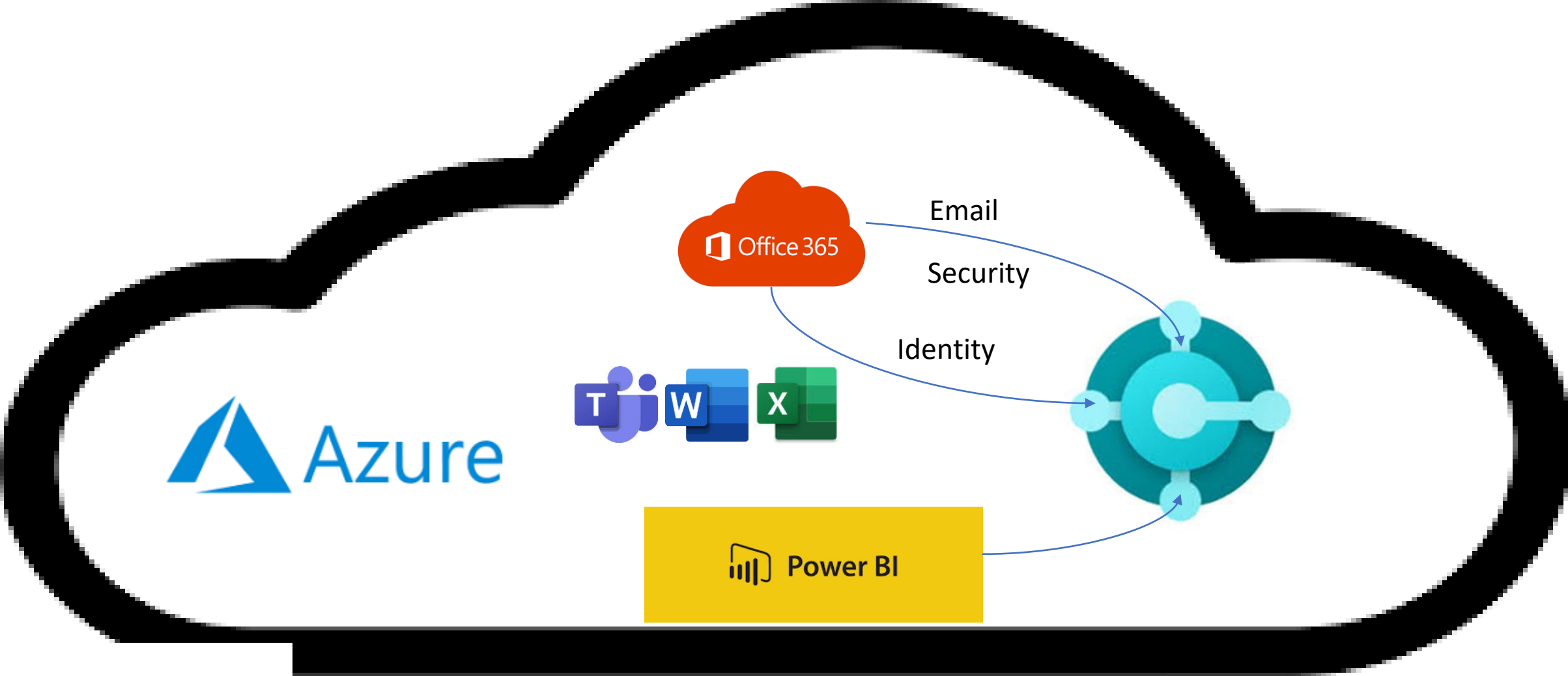
# Current State (where you are today)

- You are using a system that is not currently addressing your finance requirements
  - Receivables
  - Payables
  - Multiple entities
  - Financial transactions
  - General Ledger
  - Financial reporting
  - Fixed Assets
  - BAS/GST
  - Banking
- Often your current system is not being upgraded to a full Cloud solution
  - Not supporting operational aspects of the business
    - Customers & Invoicing (Quote to Cash)
    - Suppliers & Purchasing (Procure to Pay)
    - Manual processes
- Not leveraging your investment in Microsoft M365/O365 for office work
  - Email, Documents, Spreadsheets, Teams

# Microsoft Cloud



# Dynamics 365 Business Central Architecture



# Business Central Finance Functionality

 Financial management	Account receivables/ payables ✓	Bank reconciliation ✓	Fixed asset management ✓	Month/Year end closing ✓
 Sales & service management	Quote generation ✓	Contact management ✓	Sales invoicing ✓	Payment processing ✓
 Project management	Capacity planning	Budgets and estimates ✓	Project Costing	Resource management
 Supply chain management	✓ Inventory and Purchasing control	Shipment and distribution	Returns and cancellations	Procurement and vendor management ✓
 Operations management	Forecasting	Production planning	Manufacturing capacity	Warehouse management
 Reporting & analytics	Customer insights ✓	Self-serve reports ✓	Interactive dashboards ✓	Built-in intelligence ✓

# Implementation Risk Plan

#	Risk Description	Likelihood	Impact	Mitigation
1	Wiise is not the right solution	Low	High	Discovery & Design (D&D) workshops
2	You do not know enough about Business Central & BCPrise does not enough about your processes	Low	High	D&D workshops
3	Business owners/users not engaged in the project	Med	Med	Workshops, Software Previews and Steering Committee
4	Lack of understanding of your business leads to poor configuration decisions on Business Central	Med	High	Workshops are early and introduce Wiise, Software Previews start early
5	Data is poor	High	Med	Data templates, D&D workshops
6	Change in COA setup from your old system to Business Central does not translate properly	Low	High	D&D workshops
7	Slow decision making	Low	Med	Steering Committee

Update the risk mitigation plan at the end of the D&D phase

# Company Sizing Definitions

	Small	Small Medium	Large Medium
Number of Users	Up to 5	Up to 15	Up to 30
Number of Entities	1	Up to 2	Up to 4
Requirements	Simple	Moderate	Complex
Intercompany transactions	No	Yes	Yes



Small - Large -  
 Small Medium Medium  
 1 week 1 week 2 weeks

Discovery & Design

- Workshops
- Config Settings Doco
- Data & Integration

Sign off on Project plan, scope, \$ & timing

Initial Config

- Finance
- Master data
- Initial Sales & Pur

Review & Modify if required

Advanced Config

- Quote to Cash
- Procure to Pay
- Documents

Review & Modify if required

Training

- End user training

UAT

- UAT
- Update Data

Review & Modify if required

Go Live

- Prep for Go Live
- Go Live
- Transition to support

8 weeks 9 weeks 10 weeks

Go Live 9 weeks after start for Small and 10 weeks for Small Medium. 11 weeks for Large Medium.



Summary (Days)	Small Company	Small Medium	Large Medium
Discovery & Design	4.25	5.75	9.75
Initial Configuration	6.25	7.00	11.00
Advanced Configuration	12.5	17.75	30.50
Training & UAT	3.00	3.50	5.50
Go Live Process	3.50	4.00	4.75
<b>Total</b>	<b>29.50</b>	<b>38.00</b>	<b>61.50</b>
Data Migration	TBC	TBC	TBC

Sign off on Project plan,  
scope, \$ & timing

# Implementation Estimates

Size Estimates	Estimated Effort (Days)	Estimated Elapsed Time (Weeks)	Estimated Cost (excluding GST)
Small Company	29.50	9	\$59,000
Small Medium Company	38.00	10	\$76,000
Large Company	61.50	11	\$123,000

# Assumptions & Dependencies

- Pricing (all exclusive of GST) is on a time and materials basis under BCPrise master services agreement.
- Access to your SMEs throughout the project.
- Project Management of your resources by you.
- Questions will be answered, and decisions made in a reasonable timeframe so as not to unduly delay the project.
- You establish and run an active Project Steering Committee on this project (can just be 2 people).
- Questions and decisions that cannot be made by the Project Team will be made quickly by the Project Steering Committee.
- Software is purchased through BCPrise so that we have access to the software during the implementation (exception for partner-to-partner projects).
- Executive sponsorship.

# Assumptions & Dependencies

- External documents are standard documents with change of logo and contact details only.
- Does not include any data migration (templates included). All data migration is additional T&M.
  - Master data must be completed by start of Initial Config phase (COA, customers, vendors, items, fixed assets).
  - Clean data is provided by you into data migration templates and does not require cleansing by us.
- All development is out of scope.
- Travel and expenses ex-Sydney are excluded & will be passed on at cost
  - pre-approved by you.
- External docs are Sales Invoice, CR Note, PO, Customer Statement and Remittance Advice for each company.
- Reports provided are P&L, Trial Balance, Balance Sheet.
- Does not include any integrations or custom development. Support not included in this proposal
- Support (accessed via [support@bcprize.com](mailto:support@bcprize.com)) can be either
  - Regular monthly fee with a Service Level Agreement (SLA) – locked at a 3 year rate, or
  - Ad hoc billed in arrears

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