

Dynamics 365 Business Central

Estimate for Finance, Sales, Purchasing & Projects/Jobs System
Implementation



Sections

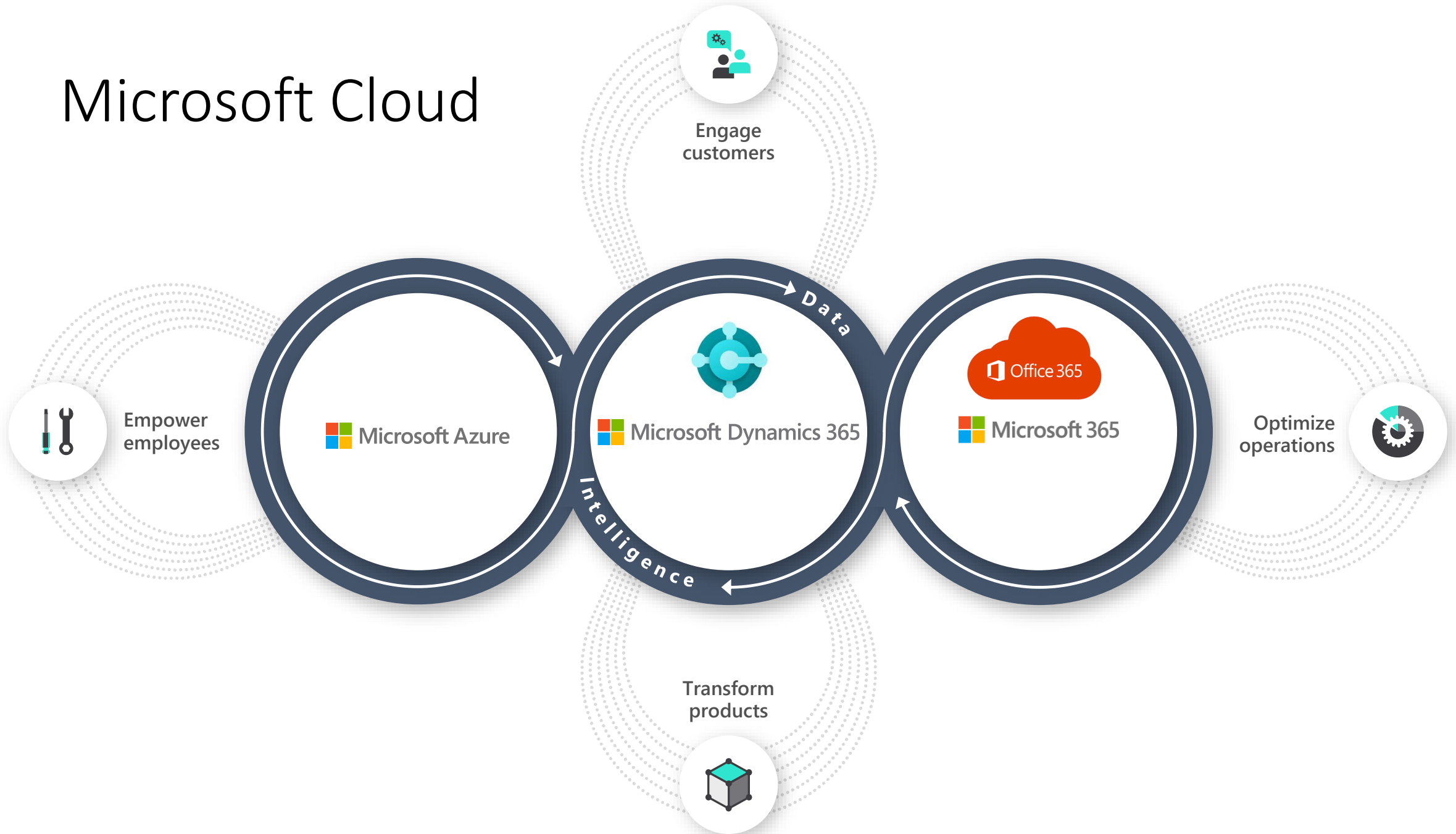
- Your likely Current State
- Dynamics 365 Business Central
- Our Implementation Approach
- Our Commercials



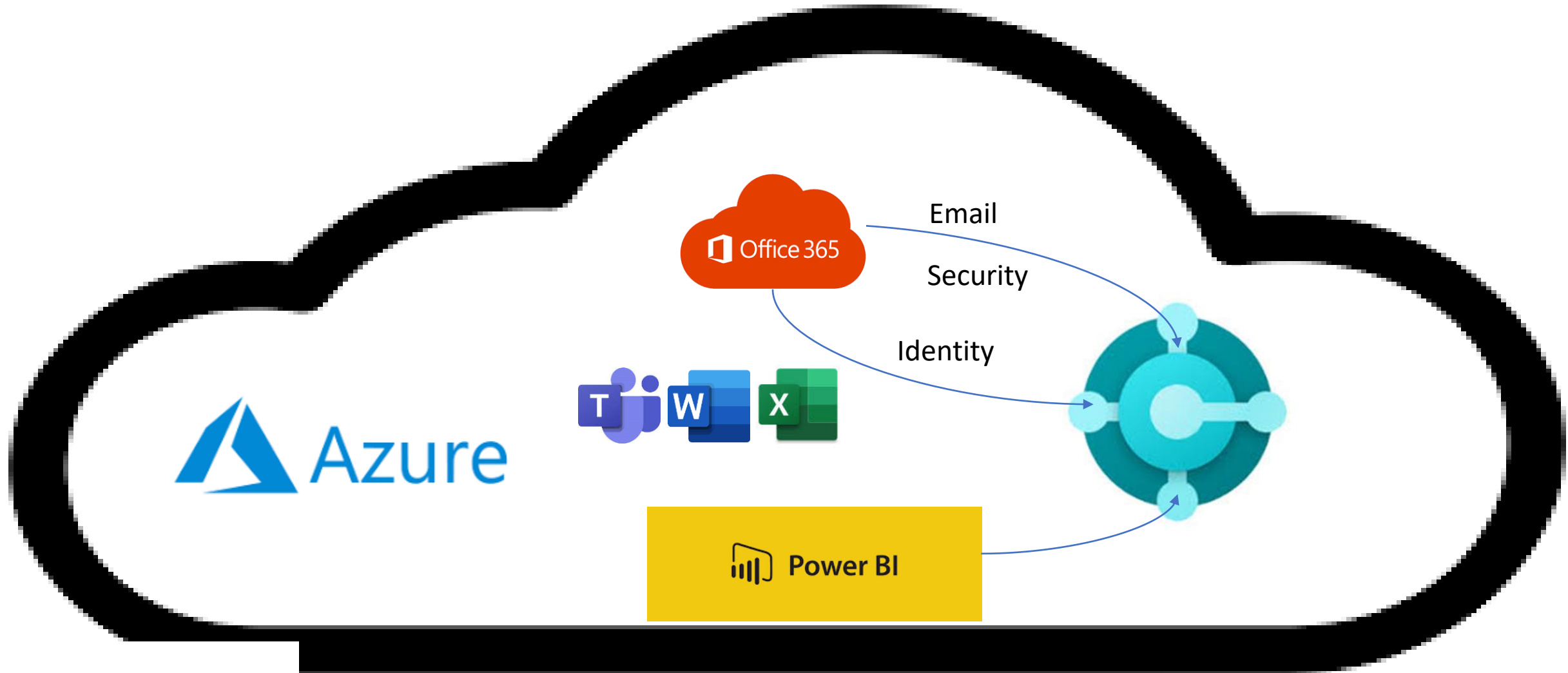
Current State (where you are today)

- You are using a system that is not currently addressing your business requirements
 - Receivables
 - Payables
 - Multiple entities
 - Financial transactions
 - General Ledger
 - Financial reporting
 - Fixed Assets
 - BAS/GST
 - Banking
 - Sales Quote
 - Sales Order
 - Sales Invoice
 - Purchase Requisition
 - Purchase Order
 - Purchase Invoice
 - Inventory
 - Warehousing
 - Reporting
 - Projects/Jobs
 - Resources
 - WBS
 - WIP
 - Timesheets
 - Subcontractors
 - Reporting
- 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)
 - Projects/Jobs
 - 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
2 weeks 3 weeks 4 weeks

Discovery & Design

- Workshops
- Config Settings Doco
- Data & Integration

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

Initial Config

- Finance
- Master data
- Sales & Pur & Inventory

Review & Modify if required

Advanced Config

- Projects/Jobs
- WBS
- Resources

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

Go Live 15 weeks after start for Small and 16 weeks for Small Medium. 18 weeks for Large Medium.



13 weeks 13 weeks 14 weeks

Summary (Days)	Small Company	Small Medium	Large Medium
Discovery & Design	5.75	7.75	13.75
Initial Configuration	8.25	10.50	16.50
Advanced Configuration	18.00	23.75	39.75
Training & UAT	4.00	5.50	8.25
Go Live Process	5.00	6.00	7.25
Total	41.00	53.50	85.50
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	41.00	15	\$82,000
Small Medium Company	53.50	16	\$107,000
Large Company	85.50	18	\$171,000

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) 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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