

A high-angle, long-exposure photograph of a busy sidewalk with many people walking, creating a sense of motion and activity. The image is overlaid with a semi-transparent circular graphic on the right side.

Horsoway

**Discovery and Analysis
services for Dynamics 365
Business Central projects**

Our comprehensive **Discovery and Analysis service** is designed to ensure a seamless and successful implementation of **Microsoft Dynamics 365 Business Central**. This phase is crucial for understanding your business needs, identifying key requirements, and laying the groundwork for a tailored solution that drives efficiency and growth.

Initial Consultation:

- Conduct in-depth meetings with stakeholders to understand business objectives and challenges.
- Gather detailed information about current processes, systems, and pain points.

Business Process Review:

- Analyze existing workflows and identify areas for improvement.
- Map out current business processes and compare them with best practices.

Requirements Gathering:

- Collaborate with your team to define functional and technical requirements.
- Prioritize requirements based on business impact and feasibility.

Gap Analysis:

- Identify gaps between current capabilities and desired outcomes.
- Provide recommendations for bridging these gaps with Business Central 365 features.

Solution Design:

- Develop a high-level solution design tailored to your business needs.
- Outline the proposed system architecture and integration points.

Project Planning:

- Create a detailed project plan with timelines, milestones, and resource allocation.
- Define roles and responsibilities for the implementation phase.



We propose a **7-days** service to gather the scope, obtain the right information and propose a plan, according to the key services explained in this document.

2 days of kickoff and customer people interview:

- Project manager
- Process Owners
- Key users

3 days of Solution Design

- Our Analysis Team

2 days of Solution review and approval

- Customer team and Our analysis team

Interviews and reviews with the customer people can be done in full remote.

- ✓ **Tailored Solutions:** Ensure the final implementation aligns perfectly with your business goals.
- ✓ **Risk Mitigation:** Identify potential risks early and develop strategies to address them.
- ✓ **Efficiency Gains:** Streamline processes and improve operational efficiency.
- ✓ **Informed Decision-Making:** Make data-driven decisions with a clear understanding of your business needs and system capabilities.



+120 Employees

Project Managers,
Consultants, Developers
and Specialists



Technology

Dynamics 365, Windows
Server, SQL Server, Power
Platform, Microsoft 365, Azure



+20 Years

On Microsoft
Technology



Skills

- ✓ Dynamics 365 Business Central - ERP
- ✓ Dynamics 365 for Sales - CRM
- ✓ Power BI
- ✓ Azure
- ✓ Microsoft 365



+300 Customers



Extensions

- ✓ **WayToBC** industry solutions
- ✓ **+40 APP** for Business Central 3656
- ✓ **Integrations** with Abletech, Doc Finance, Incas, AWR and more



Business Applications



SEDI IN 25 CITTÀ



HEADQUARTERS
BOLOGNA



A high-angle, blurred photograph of a crowd of people walking on a paved sidewalk. The image is overlaid with a large, semi-transparent white circle on the right side. The background is a solid red color.

HORSA[®] way

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