companial

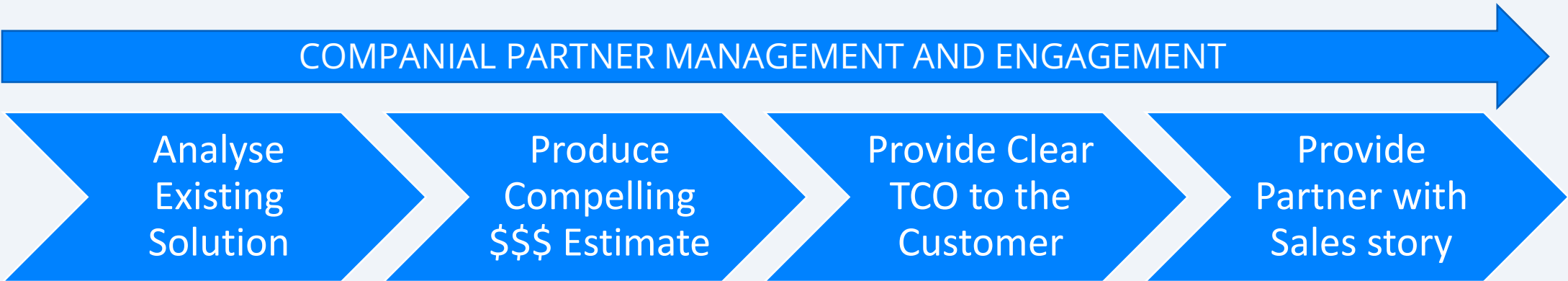**Ground to Cloud Migration Assessment Service**

Your Opportunity

- Dynamics 365 Business Central has now become mainstream and has seen great growth with new names since launch in April 2018

- There are 3000+ NAV customers in the UK

- NAV 2018 was the last version of NAV released. Customers now have the option to upgrade to on-prem version (via DPL) or to move to D365 Business Central (SaaS via CSP)

- Historically, most NAV sites are heavily customized and require architectural reviews to move on to the latest version

- Cloud migration paths available to the customer. The opportunity is to make the customer aware and then provide the customer with a proposal covering technical and commercial guidance plus accurate costing

The Objective

- Create a compelling story for customers to transition from legacy on-premise solutions to the Microsoft Cloud and provide partners and customers with the migration business value assessment to execute
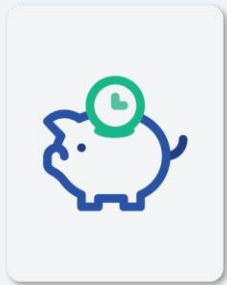
COMPANIAL PARTNER MANAGEMENT AND ENGAGEMENT

Analyse Existing Solution	Produce Compelling $$$ Estimate	Provide Clear TCO to the Customer	Provide Partner with Sales story

What can Companial's Upgrade Assessment service for Microsoft Dynamics NAV/Business Central help you attain?

SAVE WITH TIME & EFFORT

- Save weeks of efforts recalculating and redoing Microsoft Dynamics 365 Business Central upgrade proposals.

- Involve the technical upgrade team only when you've identified the best option for a customer to upgrade to Dynamics 365 Business Central.
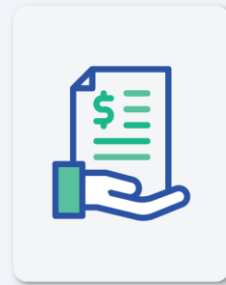
ELIMINATE RISK WITH FIXED PRICE

- Get a fixed project cost for each customer upgrade, taking the risk out of the investment for your customers.
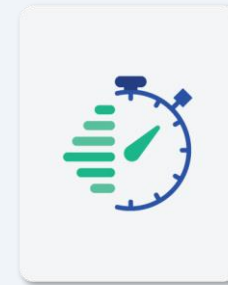
ACHIEVE EFFICIENCY WITH AUTOMATION

- Reduce the duration of upgrades with automated tools and robust processes to consistently achieve high quality upgrades.

- Successfully upgrade more customers to Dynamics 365 Business Central without hiring extra resources.

Become a competent adviser to your customer with Companial's Upgrade Assessment
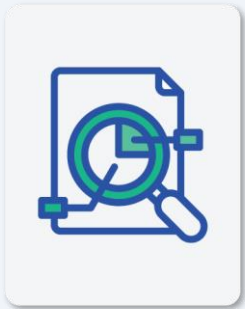
ANALYZE DIFFERENT UPGRADE OPTIONS

Seamlessly analyze [2.000+] variables and configure different upgrade options to Microsoft Dynamics 365 Business Central without having to involve the technical team
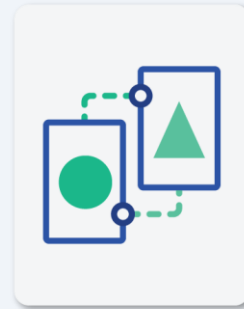
COMPARE

Review different options to compare and show your customer during pre-upgrade discussions
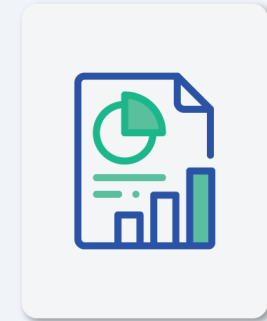
ANALYZE ADD-ON UPGRADE ACTIONS

Analyze add-on upgrade actions and choose reports in scope in real-time to check the impact on the project price

Experience in numbers
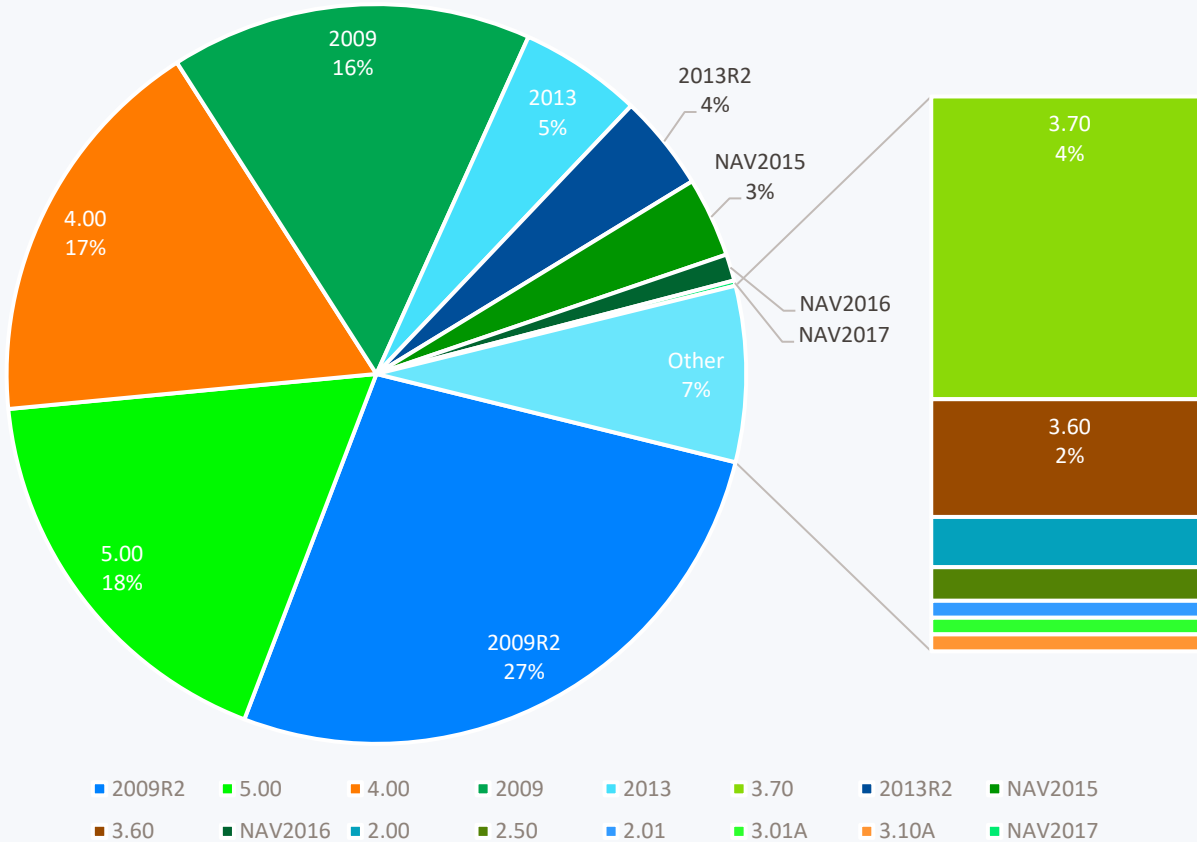
% of source versions for Dynamics NAV / 365 Business Central upgrades performed by Companial, formally 1ClickFactory

Pie chart legend:
- 2009R2
- 5.00
- 4.00
- 2009
- 2013
- 3.70
- 2013R2
- NAV2015
- 3.60
- NAV2016
- 2.00
- 2.50
- 2.01
- 3.01A
- 3.10A
- NAV2017

Pie chart values:
- 2009 — 16%
- 2013 — 5%
- 2013R2 — 4%
- NAV2015 — 3%
- NAV2016
- NAV2017
- Other — 7%
- 2009R2 — 27%
- 5.00 — 18%
- 4.00 — 17%

Breakdown bar:
- 3.70 — 4%
- 3.60 — 2%

Dynamics AX/ 365 Enterprise	Dynamics NAV/ 365 Business Central	Sitecore & Umbraco .NET development
Upgrade	**600+** *upgrades*	
Development	**25000+** *Development hours per year*	
Technology transformation	**120+** *Ready to Go workshops* **9** *Extension development projects* **16** *Extension scoping workshops*	
Quality assurance services	**690+** *CfMD Self-test for NAV*	
Self-Provisioning for Business Central (NAV) on Azure	**13000+** *users* **980+** *customers* **120+** *partners*	
Project management	**100+** *Projects Per year*	

Detailed Analysis Report

- Output from processes and tooling created over the last 5 years

- Experienced BC developers and analysts deep dive on modifications

- Very detailed and costed estimate provided including Quality Assurance and Project Management

Summary for the C/AL to Extension Analyzer report
This sheet represents the summary of findings for solution transition from C/AL to Extension

Base solution version: D365BC130

Scope to transition full 'as-is' Solution from C/AL to Extension
Please see guidance for the full 'as-is' Solution transition from C/AL to Extension, with the approach of a phased transition, where maximum conflicts are resolved in C/AL before transitioning to AL, this approach minimizes transition risks. Please note that transition approach influences what transition tasks could be executed in parallel and in what development environment (in C/AL or in AL), there is little influence on the efforts needed to resolve C/AL to AL transition conflicts (efforts are mainly influenced by the functionalities you scope to transition - to transition full 'as-is' solution or to clean up irrelevant ones/substitute with standard Microsoft Dynamics365 Business Central or Power Platform functions).

Recommended transition steps	# of conflicts identified	Solve in the existing solution (low risk and precise estimate) Straightforward implementation, h	Create new functionality (high risk & indicative estimate) Design, h	Re-implementation (rough, indicative estimate), h	Total effort, h	Total effort, % per transition step
Extension on- premise						
Clean up	132	3	0	31	35	2%
Upgrade to D365 Business Central 14 (the last BC version in C/AL):		NA	NA	NA	NA	Please note that the estimate does not include an upgrade to a new D365BC, it only includes efforts to build an extension. Please click https://www.1clickfactory.com/upgrade/nav/1clickfactory-upgrade-for-navdynamics-365-business-central/ to request an upgrade estimate. Please insert complete info/data to receive the most complete results and accurate estimate.
Solve Incompatibilities in C/AL	477	88	71	371	530	28%
Move to Existing Events	64	11	1	3	14	1%
Move to Custom Event publishers	99	3	99	537	639	34%
Web Client compatibility	98	5	104	145	254	14%
Convert to AL and solve incompatibilities	2	1	-	4	5	0%
Implement data migration C/AL to AL toolkit		-			-	0%
Extension on D365BC SaaS		NA	NA	NA	NA	Please note that estimate does not include this data.
Adjust extension for the latest version of D365 Business Central		5	-	5		
Catch up with Microsoft Event Publishers	99					Please note that line is calculated based on line "Move to Custom Event publishers" and is not included in free overview report.
Get ready for SaaS	42	1	47	343	390	21%
Total development effort:	971	117	321	1,433	1,872	100%
Project initiation (project and environment set-up)		20				
Project management (change management, progress and delivery tracking, communication & reporting)	10%	12	33	144	189	
Knowledge transfer to internall or external teams	30%		97		97	
Quality assurance (testing, bug fixing)	20%	24		287	311	
Total administration effort:		56	130	431	597	
Total development + administration effort:		173	451	1,864	2,469	
Risk & accuracy		Rather accurate estimate	Indicative estimate, should be validated after design			

Transition risk & effort
(The assumption is that all efforts are in-house with no outsourcing, knowledge transfers or admin overhead, this does not include efforts to upgrade to the D365BC; based on the outcome of 1ClickFactory's experience and best practices, provided for information purposes only)

The Process

1. Partner requests migration assessment	**2. If partner is NOT familiar with Companial Portal, then set-up and induction**	**3. Partner notifies Companial of customer selected**
4. Partner loads up customer .FOB file onto Companial portal and selects "Upgrade for NAV/BC"	**5. Companial begins process, there MAY be calls required between partner and Companial**	**6. Migration options released to partner via the portal**
7. Companial Provides Detailed and Costed upgrade Customer Migration Proposal	**8. Partner/Customer/Companial decide on appropriate communications strategy with customer**	**9. Customer conversation (migration project)**

Partner Next Steps

Contact Companial:

Will McIntee (will.mcintee@companial.com) and

Vivian Buttle (vivian.buttle@companial.com)

Agree customer target list

Execute

Empowering every Dynamics partner to exceed expectations

About Companial

Companial is business software factory that provides development, Q&A, and upgrade and hosting services (on Azure) to businesses worldwide - distributed through a network of competent partners.

Our mission is to deliver services that facilitate profit and revenue growth for Microsoft Dynamics Partners.

Microsoft Dynamics 365 for Finance and Operations

Microsoft Dynamics 365 Business Central

Azure

Microsoft® .NET

25k+ development hours
Microsoft appointed ISV Development Center

1000+ servers on Azure
Self-provisioning platform for NAV/BC

650+ upgrade projects
Automation tools, expertise

400+ partners
Services to and through Dynamics partners only

# Why to choose Companial NAV/Business Central services?

- 70% of time saving using automation tools: Upgrade Analyzer, C/AL to Extension Analyzer, Classic Report to RDLC , Dataport to XMLports.

- 100% control of spending with a fixed price proposal.

- Free upgrade project assessment.

- Free upgrade project warranty up to 3 months.

- 11 years of expertise of Microsoft upgrade procedures and each NAV/Business Central version.

- 56.5 NPS (Net Promoter Score) for partner satisfaction with NAV/Business Central services.
  ((NPS) can range from -100 to +100.)
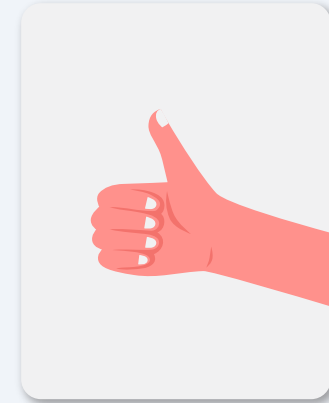
Interested to work with Companial?

FOB → 💰 → 🧩
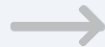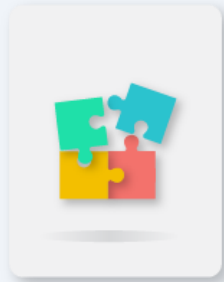
Upload a .FOB/AL file   Get a fixed price   Execute successful project!
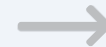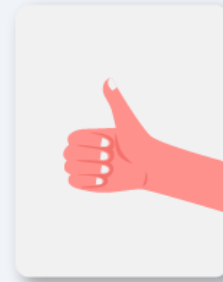
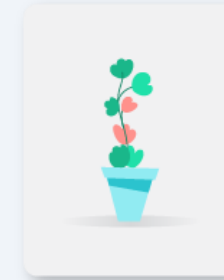# Companial, Our Values

We create

Hungry to innovate
Proactive to market needs
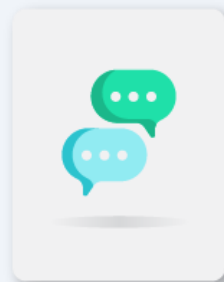Curious to learn, eager to improve

We own

Continuous and consistent communication
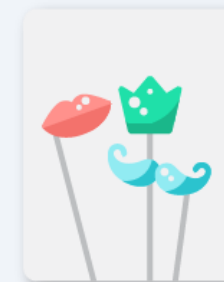Do what we promise
Drive constructive challenges

We grow

Extend our market through global thinking
1Click response to our partners
Help our people grow

We speak up

Open and respectful communication
Speak truthfully and openly
Speak without fear – mistakes are learning opportunities

We enjoy

Celebrate our success and each other's accomplishments
Promote happiness at work
Support socially beneficial projects related to our business

Thank You

**Empowering every Dynamics partner
to exceed expectations**