

Microsoft Dynamics Needs Assessment Workshop

A Proposal

Delivery Steps

01



Initiate

Agree the Customer resources to support workshops.

Communicate expectations and schedule interviews.

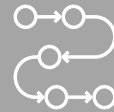
02



Conduct Workshops

ProStrategy's preferred approach is for our consultants to visit Customers offices and complete all interviews over a 2-3-day period.

03



Compile list of needs

Compile the list of needs identified during interview process

04



Cross-check with Microsoft Solution

Cross-check the ability of Microsoft BC to meet customer needs, identify needs for integrations, use of ISVs or customisations.

05



Prepare & Present Findings & Recommendations

Author & Present solution proposal.

Statement of Work

Step	Description	PSC Effort																		
Initiate	Organise a kick off call to agree the Customer resources to support workshops. Communicate expectations and schedule workshops.	.125																		
Execute Workshops	At this stage, it is assumed that one ProStrategy resource will conduct 5-6 workshops each lasting between 120 and 150 minutes covering the following subject areas. <table border="1" data-bbox="596 762 1837 1172"><thead><tr><th>Time</th><th>Topic</th><th>Audience</th></tr></thead><tbody><tr><td>Day 1 : Morning & Afternoon</td><td>Order to cash Procure to pay Reconcile bank accounts...</td><td>Finance team</td></tr><tr><td>Day 2 : Morning</td><td>Manage your inventory</td><td>Finance, Procurement & Operations</td></tr><tr><td>Day 2 : Afternoon</td><td>Warehousing</td><td>Procurement & Warehouse Manager</td></tr><tr><td>Day 3 : Morning</td><td>Integrations</td><td>ICT Team</td></tr><tr><td>Day 3 : Afternoon</td><td>Expense Management & Document Capture</td><td>Finance</td></tr></tbody></table>	Time	Topic	Audience	Day 1 : Morning & Afternoon	Order to cash Procure to pay Reconcile bank accounts...	Finance team	Day 2 : Morning	Manage your inventory	Finance, Procurement & Operations	Day 2 : Afternoon	Warehousing	Procurement & Warehouse Manager	Day 3 : Morning	Integrations	ICT Team	Day 3 : Afternoon	Expense Management & Document Capture	Finance	3.0
Time	Topic	Audience																		
Day 1 : Morning & Afternoon	Order to cash Procure to pay Reconcile bank accounts...	Finance team																		
Day 2 : Morning	Manage your inventory	Finance, Procurement & Operations																		
Day 2 : Afternoon	Warehousing	Procurement & Warehouse Manager																		
Day 3 : Morning	Integrations	ICT Team																		
Day 3 : Afternoon	Expense Management & Document Capture	Finance																		

Statement of Work Contd.

Step	Description	PSC Effort
Compile list of identified needs	Review interview notes and samples provided by interview delegates. Compile a high-level list of requirements.	0.50
Cross-check with Microsoft BC Solution	Cross-check the ability of primarily Microsoft BC to meet needs, identify needs for integrations, use of ISVs or customisations.	0.50
Findings & Recommendations	Produce a Proposal document from this discovery including: <ul style="list-style-type: none">• How the Microsoft Business Central Solution will manage the Customer's core business processes.• The integrations required with other systems to achieve the desired level of automation.• Provides an overview of an implementation project and timing of when milestones will be achieved.• Estimate costs associated with a transformation project.	1.875

Commercial Offer



	Fee
Project Phase	
Business Needs Assessment	€3,500

***To benefit from the offer the Customer is obliged to confirm receipt to Microsoft receipt of the Presales activity.*

