

DELIVERED!

DELIVERED!



FIXED OUTCOME SOLUTION



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Tecman

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Reference 1: www.tecman.co.uk/delivered

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WHAT IS DELIVERED!?

**GET DYNAMICS 365 BUSINESS CENTRAL DELIVERED!
FASTER AND FIXED PRICE.**

Delivered! is a fixed scope, and best of all, a fixed price implementation methodology for Dynamics 365 Business Central in the cloud for companies in the distribution industry.

It allows you to know exactly what you will be getting and exactly what you will be paying from the off – so no nasty surprises or unexpected costs! Not only that but you will also know precisely when you can start playing with your new, shiny Dynamics 365 Business Central ERP system – exactly 4 months from kick off!

And with the benefit of a whole tonne of experience of implementing Dynamics 365 Business Central for distributors and wholesalers alike, you can be sure it's going to be a great fit for your business.

Reducing cost, time and risk:

We know our Picks from our Putaways!

INDUSTRY EXPERTISE

Our team understands the challenges of growing distributors and how ERP business software can help. You don't have to explain, we just get it!



REDUCED RISK

We've done the all the hard work for you. We've defined the requirements and fixed the price. We've taken out the uncertainty and scaled down the risk.

FIXED COSTS, FIXED OUTCOMES

Our implementations have fixed costs and fixed outcomes, so you don't worry about going over budget or overschedule. You know exactly what you're signing up for!



DELIVERED ON TIME

We've left no stone unturned to deliver Dynamics 365 Business Central faster (and cheaper)! Get up and running in just 4 months.

ABOUT TECMAN

We are the best Microsoft partner for you as we have been involved in the distribution industry for over 20 years. We know our stuff! Each one of us are experts and want to help your business achieve your goals.

PROACTIVE, KNOWLEDGEABLE & RESPONSIVE

We equip our clients and team with the tools needed to deliver exceptional customer experiences.

We value educating our customers, so they know how best to make the most of Dynamics 365 for their business in many forms such as online workshops, bite-sized YouTube videos and regular podcasts. We also host webinars every few months for new and current customers that want to learn more about the system. On top of that is Customer Day where our customers are invited for a day of breakout sessions and an informative Keynote speech.

We will hold your hand through this process and make it easier with things like our Online Learning Platform.



30

Year's established



350

Happy customers



8000

Projects



35000

People supported



SUBSCRIBE TO OUR PODCAST

The no-nonsense Podcast for businesses using Microsoft Dynamics 365



**Tecman Talks
Dynamics**

PODCAST

3

SERIES

3,000+

LISTENS

6

WAYS TO LISTEN



Keep up to date with us through our social media channels



MICROSOFT DYNAMICS TRAINING

in a way that works for you

Enhance your Microsoft Business Central knowledge with training options, delivered in the most cost-effective way for your learning style.



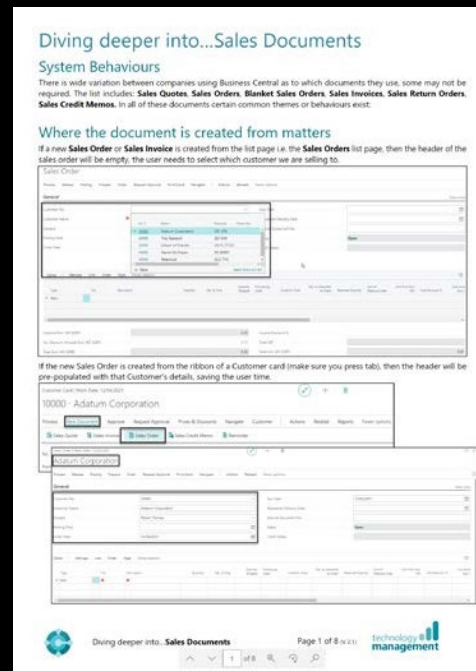
**REMOTE TRAINING
VIA TEAMS**



**TRAINING VIA THE TECMAN
ONLINE LEARNING PLATFORM**

We provide training that is:

- One to one remote training sessions via Teams
- Focused on practical business needs
- On demand – you log in to a website or use the free mobile app
- Created by our team of trainers and consultants
- Contains a variety of materials – videos, handouts, quizzes, presentations
- Updated regularly



For more information visit: www.tecman.co.uk/training

1

FINANCE

General Ledger

- Pre-defined Chart of Accounts
- Accounting Periods
- Dimensions
- General Journals
- VAT Processing and Reporting
- Inventory Integration with G/L
- Balance and Income Sheet, GRNI
- Single Currency (£)

Cash Management

- Bank Accounts
- Bank Reconciliations
- Bank Statement Import
- Bank Payment Export
- Payment Reconciliation

Accounts Receivable

- Customers
- Invoicing
- Customer Receipts
- Credit Memos
- Deferrals
- Sales Ledger
- Reporting: Aged Accounts Receivable
- Document Layouts:
 - Sales Invoice
 - Sales Credit Memo
 - Statements

Accounts Payable

- Vendors
- Invoicing
- Payment Journals / Registration
- Credit Memos
- Deferrals
- Purchase Ledger
- Reports
 - Aged Credits
 - Payment Remittance
- Document Layouts

2

SALES ORDER PROCESSING

Customers

- Customer Templates
- Multiple Contacts
- Multiple Delivery
- Addresses

Pricing

Discounts

Order Processing

- Quotes
- Orders
- Blanket Orders

Recurring Sales Lines

Item Charges

Customer Item References

Substitutions

Order Archiving

Shipments

- Undo Shipments

Return Orders

Prepayments (deposits)

Inventory Availability on Sales

Documents

Document Emailing

- Order Confirmation/
Invoices/Credits

Document Layouts

- Quote
- Order Confirmation
- Delivery Note

3

PURCHASE ORDER PROCESSING

Vendors

- Vendor Templates
- Multiple Contacts

Pricing

Discounts

Order Processing

- Quotes
- Orders
- Blanket Orders

Recurring Purchase Lines

Item Charges

Vendor Item References

Substitutions

Order Archiving

Receipts

- Undo Receipts
- Over Receipting

Return Orders

Prepayments (deposits)

Document Emailing

- Purchase Orders

Document Layouts

- Purchase Order

4

INVENTORY & WAREHOUSING

(1 x Location / Site)

Items

- Item Templates
- Item categories
- Item Attributes

Bins within a location

Warehouse Processing

- Inventory Picks & Put-aways

Warehouse Picks and Warehouse Shipments

Pick Worksheet

Stock Adjustments/Movements

Stock Take/Cycle Counting

Item Reclassification and

Revaluation journals



WHAT'S NOT INCLUDED

(Just as important as what is included!)

1

FINANCE

- Fixed Assets
- Cash Flow Forecasting
- G/L Budgets
- Intercompany & Consolidation
- Finance Reporting
- Dimension Analysis
- Account Schedules

2 & 3

SALES & PURCHASING

- Business Central Customer Relationship Management
- Drop Shipments
- Special Orders

4

INVENTORY & WAREHOUSING

- Serial and Lot Tracking
- Reservations
- SKU's
- Assembly to order
- Assembly to stock
- Item Planning & Requisition
- Cross Docking

HOW DOES IT WORK?

Fixed price, no hidden costs and no surprises is our guarantee

1

PICK YOUR LICENSES

Select how many Dynamics 365 Business Central cloud-based “Essentials” licenses you will need to give each member of your team access to the system, on their device(s) of choice

The price includes unlimited break-fix support both over the phone or via our support portal.

£82.50

per user, per month +

2

GET IMPLEMENTED

Get Business Central up & running across Finance, Sales order processing (SOP), Purchase order processing (POP), Inventory & Warehousing.

Includes initial set-up, configuration, data import, remote training and support for user testing, Go-Live & your first Month End.

£40,000

4 months

3

ADD CLOUD MONITORING

Dynamics 365 Business Central is a cloud-based solution that’s always improving – with major updates released every 6 months.

Ensure your system is always up-to-date and running smoothly. Plus there’s bite-sized education to keep your users “in the know”.

£200

Per company, per month

4

PICK YOUR EXTRA PACKS

Be more responsive to customers, deliver more reliably and stay in control of all your costs & operations with our Extra Packs for distributors and wholesalers alike.

- Integrated EDI
- Integrated Warehouse Scanning
- Shopify Integration
- Landed Costs
- Extended Reporting
- Productivity Pack
- Advanced Finance
- Own Chart of Accounts
- Fixed Assets
- Expense Management

PICK YOUR EXTRA PACKS

Additional functionality all seamlessly integrated to Dynamics 365 Business Central



INTEGRATED EDI

Make EDI trading a breeze. With stacks of existing EDI trading partners from Aldi, Asda, Amazon & Argos to BSS, City Plumbing, Costco, eBay, Grafton, Screwfix, Staples, Travis Perkins, Viovet and Westcoast (plus a whole load more), our Clever EDI app has got you covered for orders and invoices alike!

£3,200 implementation ¹

£220 per month



INTEGRATED WAREHOUSE SCANNING

Drive up warehouse efficiency and provide up-to-the-second information on stock availability, directly in Dynamics 365 Business Central, with our Clever WMS Devices app, available on your handheld (or even hands-free!) barcode scanner of choice.

£3,000 implementation

£107.90 per device, per month ²



SHOPIFY INTEGRATION

Boost sales with an online shopping experience for your customers with Dynamics 365 Business Central's free, in-built connector to Shopify. Synchronise orders, stock and customer details for fast and accurate order fulfilment. Streamline your order processing and better serve your customers!

£2,000 implementation

FREE licence cost ³



LANDED COSTS

Stop inaccurate landed cost calculations eating into your profit margins on your imported items. Keep track of all transport costs, customs & duties, insurance, currency conversions and more directly in Dynamics 365 Business Central

£2,000 implementation

£125 per month



EXTENDED REPORTING

Financial reporting in a familiar environment! Quickly and easily generate timely & accurate financial reports, right inside of Excel. Real-time data, directly from Dynamics 365 Business Central, in flexible, easy to use layouts you love!

£2,000 implementation

£1,595 per annum ⁴



PRODUCTIVITY PACK

A collection of essential apps that makes entering, finding, storing, sending and printing information, easier, quicker and more accurate in Dynamics 365 Business Central. To top it off, it adds the credit rules and follow-up you need to take the risk out of your customer accounts.

FREE implementation

FREE monthly licence cost ⁵

PICK YOUR EXTRA PACKS

Additional functionality all seamlessly integrated to Dynamics 365 Business Central



ADVANCED FINANCE

This pack includes all the functionality you need to forecast cash flow, maintain control over costs using G/L budgets, have a thorough overview of your accounts using dimensional analysis to see, for example, sales by area and some extra Business Central financial reporting capabilities.

£2,000 implementation ¹

FREE already included in licence cost



FIXED ASSETS

Track your fixed assets, such as equipment or property. Keep an eye on any expenses accrued for these assets and easily assign percentage costs to the department or project. Easily track insurance coverage and premiums and make accurate renewal and disposal decisions by recording maintenance expenses.

£2,300 implementation

FREE already included in licence cost



OWN CHART OF ACCOUNTS

Our own Chart of Accounts have been developed by certified professionals to fully support your operations. However, this pack gives you the option to use your own COAs to categorise your transactions & group together similar accounts for financial reporting, as you are used to.

£3,300 implementation

FREE already included in licence cost



EXPENSE MANAGEMENT

Never again chase employees for expense receipts! Using the Expense Management portal or app they can quickly snap the receipt on the go which then links directly with your Business Central system.

£2,300 implementation

FREE already included in licence cost

¹ Implementation and monthly cost based on 2 trading partners and between 501-5000 EDI transactions per month. Pricing for different numbers of trading partners and EDI transactions available on request

² Per device cost includes Dynamics 365 Business Central device license & support

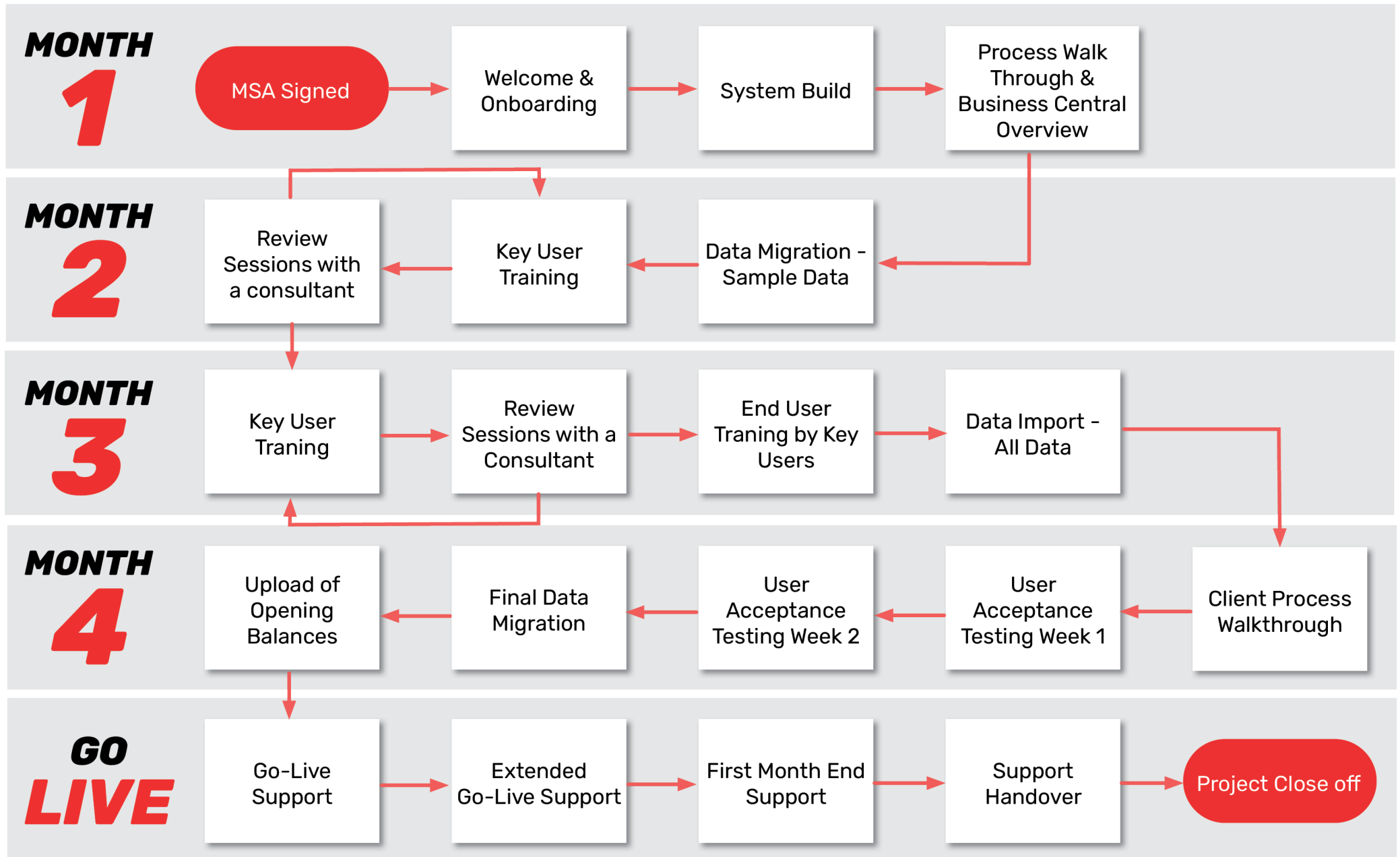
³ Customer needs to have their own Shopify Licence and design template set up. Implementation is for 1 company only.

⁴ Based on Jet Reports Foundation Pack

⁵ Includes Clever Document Delivery, Clever Document Links, Clever Credit, Clever Search, Clever Validation, Clever PrintNode & Clever Comments. Free monthly licence cost in year 1, £125 per month in year 2

PLEASE NOTE: If Clever WMS Devices plus 1 other pack is added to your implementation, it will add an additional 1 month to your project timeframe i.e. 5 months instead of 4 months.

HOW DO WE DELIVER?



MONTH BY MONTH BREAKDOWN

MONTH

1

A Welcome call to launch the Onboarding Course and help you prepare for Data Migration*, User Training and System Testing.

The Kick -Off Call to agree your Go-Live date and confirming aspects of the project.

A Business Walkthrough Session that will show you what your day-to-day tasks will look like within Business Central.

MONTH

2

Send us some sample data by filling out Excel templates we will provide you, to transfer data to Business Central. This will be used during training for Key Users.

Review to confirm Key Users understanding of the functionality.

MONTH

3

We will continue Key User training and review sessions.

The Key Users will train your End Users with useful tips from the Onboarding Course.

All your data will need to be imported to get ready for User Acceptance Training.

MONTH

4

Your Users will walk Tecman through the system to show their understanding of the software and how the Business Central processes work.

We will support you throughout the User Testing phase, which spans for 2 weeks.

Final data migration takes place, including opening balances and any data that has changed since the initial import.

GO

LIVE

Go-Live support for 2 weeks and extra support so we know your first month-end goes smoothly.

Help to close the ledger and run any reports needed.

Handover to our dedicated support team who will help with any queries or problems you may have.

SUPPORT

Tecman support is included in your Delivered! solution:

Break Fix Help Desk Support & Cloud Control Support

Our main help desk target is to get issues resolved as soon as possible and our permanent team members are dedicated each day to the support desk to do just this.



BREAK FIX HELP DESK SUPPORT

This is included in your Solution, so in the event where something unexpected happens you can get in touch via phone or logging onto our support portal where you can log the issue. The support portal is available 24 hours a day and includes knowledge-based articles that could possibly lead you to the answer you need.

Our support opening hours:

8.45am-5.15pm Monday to Friday (GMT/BST)




All year round except bank holidays



CLOUD CONTROL SUPPORT

Dynamics 365 Business Central updates happen every 6 months. This type of support is available and recommended by us to schedule the update to suit the needs of the business and ensure it is applied as smoothly as possible.

We include (if selected)

-  Proactive monitoring
-  Data retention management to ensure you aren't paying for more storage than you use
-  Bite-sized interactive education on new functionality available