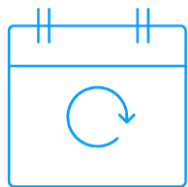


 Microsoft Dynamics 365



Modernize your subscription business





Table of contents

- Introduction
- Supporting the subscription model
- Subscription modernization
- Next steps
-

INTRODUCTION

How to transform your subscription business with Dynamics 365 Finance and LISA





CONCERNS AND CONSIDERATIONS

Supporting modern subscriptions



Key considerations for modernizing your subscription business



Do you have a centralized, global financial subscription management solution that can deliver intelligence and insights in real time?



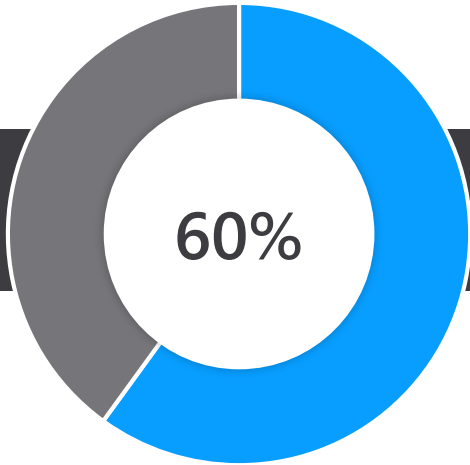
Are the technologies and tools you're using today supporting your business needs?



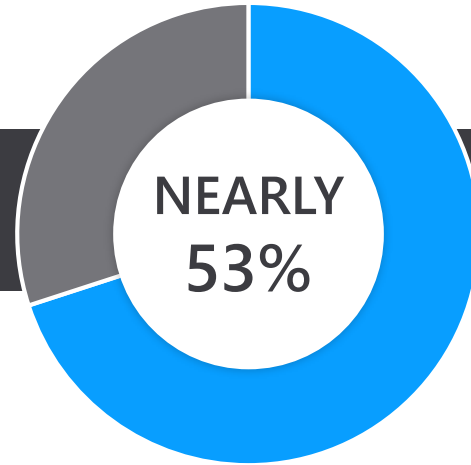
Are you using technology in your financial process to improve accuracy and reduce billing errors?



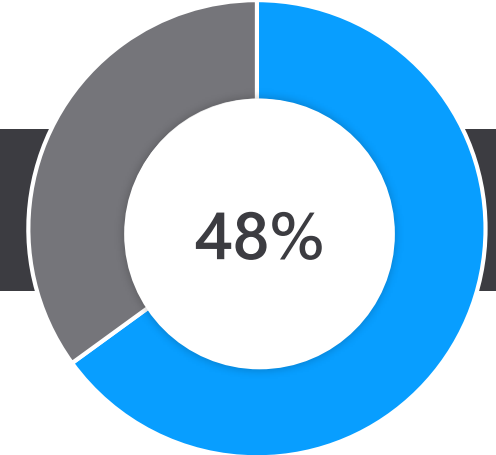
Benefits of embracing modern subscriptions



New mid-sized core financial management application projects, and 30% of large and global ones, which will be public cloud implementations by 2024



By 2022 nearly 53% of software revenue generated will be tied to a subscription model



Approximately 48% of businesses experience challenges with financial processes and reporting relating to subscription management.

“By 2020, embedded AI will become a key differentiating factor in finance systems evaluations, and vendors with this capability will be able to highlight greater functional advantages.” –Nigel Rayner, vice president at Gartner

Typical financial management functional concerns



Isolated financial and billing systems, disconnected applications



Desire to automate business processes, from subscription activation to backend financial process flow



Need for workspace to allow subscription and finance teams to support customers quickly

The changing landscape



Automation of manual repetitive tasks and adaptive subscription models to the needs of the business



Integrating best-of-breed financial planning, analysis, and posting capabilities into the core financial management suite



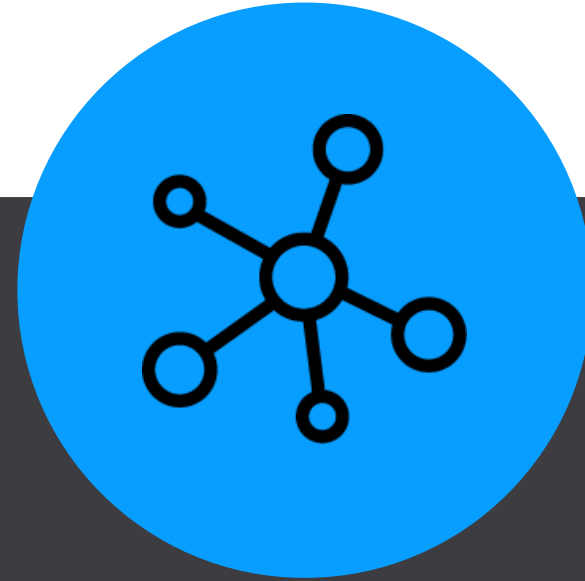
New demand for centralized financial management apps deployed as cloud services

A focused approach to modernizing subscriptions



Modernize finance

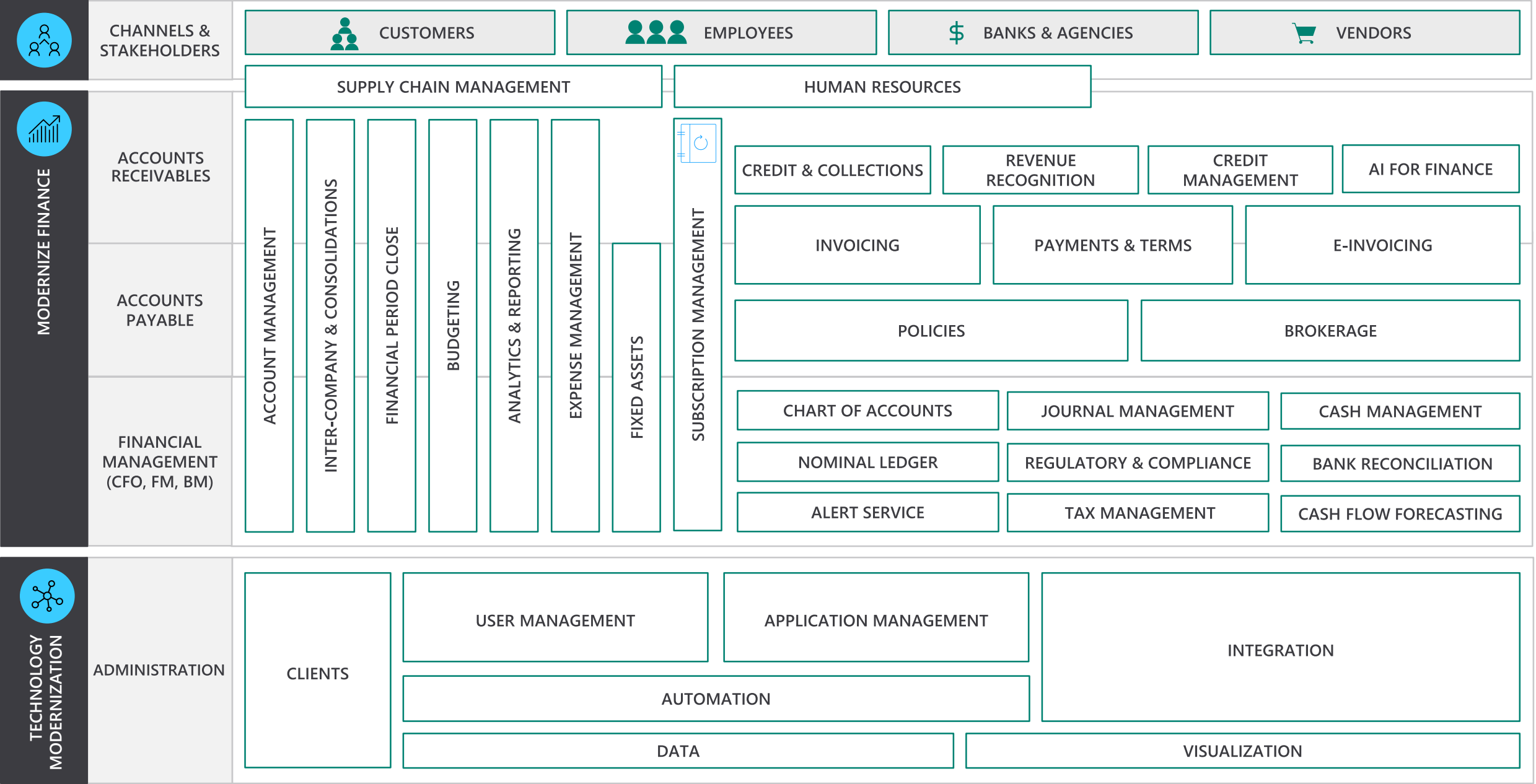
Transform finance with automated, integrated global financial processes
Take advantage of predictive analytics for intelligent recommendations



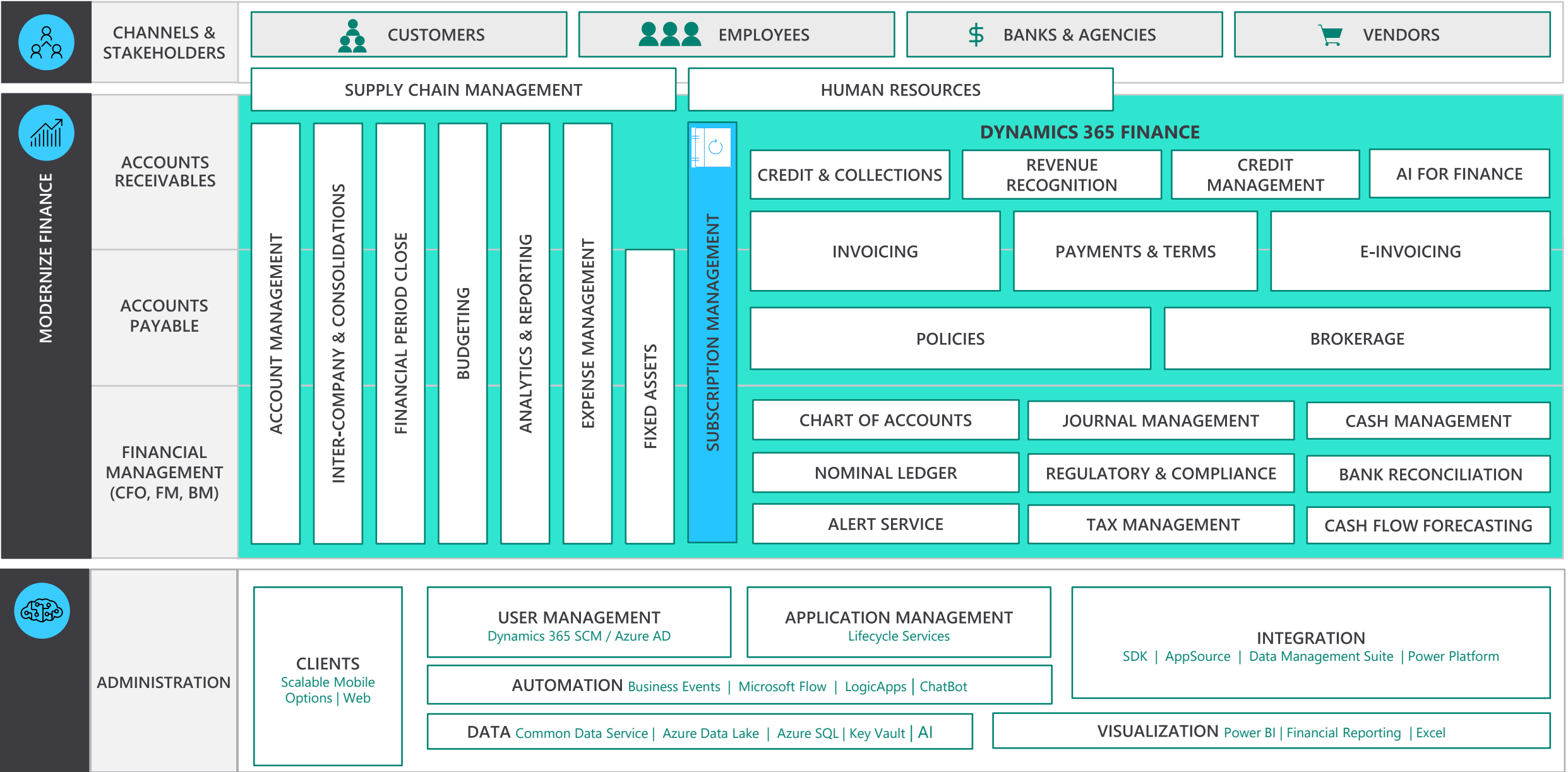
Subscriptions modernization

Simplified approach to subscription management with an adaptable framework which provides automation of key financial tasks within the familiar interface of the Dynamics 365 framework

Functions enabling modern finance



Microsoft ecosystem supporting modern finance



Dynamics 365 provides the foundation to optimize finance



Modernize finance

Centralize or distribute financial management with embedded reporting and financial analytics

Optimize your team's productivity with seamless, integrated processes and tasks

Elevate financial capabilities with intelligent processes like proactive credit management, bank management, revenue recognition, and more

Keep up with frequently changing regulatory requirements with globalization and tax configuration, e-invoicing, payment, and reporting formats



Subscription Modernization

A scalable approach to complex subscription types, incorporating business rules on different subscription types

Provide value to customers through bundling offers inclusive of both goods and services

Automation of manual repetitive tasks such as the creation of sales orders and back-to-back purchase orders

Dedicated workspace and subscription cockpit with visualization and drilldown capabilities



Subscription modernization

- A scalable approach to complex subscription types, incorporating business rules on difference subscription types
- Provide value to customers through bundling offers inclusive of both goods and services
- Automation of manual repetitive tasks such as the creation of sales orders and back-to-back purchase orders
- Dedicated workspace and subscription cockpit with visualization and drilldown capabilities



SUBSCRIPTION
MODERNIZATION

A scalable approach to complex subscription types, incorporating business rules on difference subscription types



Subscription
Types



Commercial
Terms



Effectively manage and operate your subscription business model



Manage different plans

- Manage various subscription types linked to items, equipment, assets, project services and consumption
- Link Subscription types to flexible commercial preferences and mitigate financial risk
- Keep control of master by compiling customer-specific offers from released items suitable for subscription

The screenshot shows the 'Program types' form in Dynamics 365 Finance and Operations. The browser address bar indicates the URL: `bft-d365fo-tst.sandbox.operations.dynamics.com/?cmp=BFMT&mi=BFTPr...`. The page title is 'Program types -- Finance and Op'. The form has a search bar with the text 'Search for a page'. The left sidebar contains navigation icons for Home, Star, Clock, and a list icon. The main content area shows a table of program types with columns: Subscription classific..., Program type, Default subscription type, Create purcha..., and Period type. The table contains 9 rows of data. The 'Project' row and the 'Licence' row for 'Cloud Solution Provider (CSP)' have the 'Create purcha...' checkbox checked.

| Subscription classific... | Program type | Default subscription type | Create purcha... | Period type |
|---------------------------|-------------------------------|---------------------------|-------------------------------------|-------------|
| Asset | Mileage billing | Consumption subscriptions | <input type="checkbox"/> | Rolling |
| Asset | Asset maintenance | Per unit subscriptions | <input type="checkbox"/> | Rolling |
| Retail | Premium Wine Subscription | Per unit subscriptions | <input type="checkbox"/> | Rolling |
| Project | Project program of works | Per unit subscriptions | <input checked="" type="checkbox"/> | Rolling |
| Licence | Persona doctors plans | Per unit subscriptions | <input type="checkbox"/> | Rolling |
| Licence | Platform Services | Consumption subscriptions | <input type="checkbox"/> | Rolling |
| Licence | Facility Management licenses | Per unit subscriptions | <input type="checkbox"/> | Calendar |
| Licence | Cloud Solution Provider (CSP) | Per unit subscriptions | <input checked="" type="checkbox"/> | Calendar |
| Licence | In-House | Per unit subscriptions | <input type="checkbox"/> | Calendar |



SUBSCRIPTION MODERNIZATION

Effectively manage and operate your subscription business model



Flexible commercial terms

- Mix-and-match various commercial terms to subscription types to easily manage high-risk subscriptions
- Incorporate deposits against the customer account which is deducted against the subscription
- Incorporate securities against the customer account

Subscription commercial templates

| ID | Name | Program type | Subscription type | Subscription deposit type | Pre-invoicing (|
|---------------|----------------------------------|---|------------------------|---------------------------|-----------------|
| BFMT-LCT-0002 | CSP - Per unit - with 3M deposit | Cloud Solution Provider (CSP) | Per unit subscriptions | Deposit | |

General

DEPOSIT
Subscription deposit months
3
Minimum subscription deposit balance
29,500.00

ENHANCEMENT PLAN
Enhancement plan percent
0.00
Enhancement plan length (in years)
0

SALES BILLING
Billing period
Monthly
Billing period months
0
Period type
Calendar

Purchase billing period months
0
Purchase period type
Calendar

SECURITY
Subscription security type

Subscription security value
0.00
Security value average cycle
0
Subscription security pct fence
0.00

TYPE
Billing type
Upfront

POSTING
Billing posting profile id
[Inclusive of VAT - No Accruals](#)

PURCHASE BILLING
Purchase billing period

CSP - Per unit - with 12M d...
BFMT-LCT-0001
Cloud Solution Provider (CSP)
Per unit subscriptions

CSP - Per unit - with 3M de...
BFMT-LCT-0002
Cloud Solution Provider (CSP)
Per unit subscriptions

CSP - Per Unit - Security 15%
BFMT-LCT-0003
[Cloud Solution Provider \(CSP\)](#)
Per unit subscriptions

DPL - Per unit - Security 15%
BFMT-LCT-0004
Dynamics Price List (DPL)
Per unit subscriptions



TECHNOLOGY
MODERNIZATION

Provide value to customers through bundling offers inclusive of both goods and services



Goods and
Services



Effectively manage and operate your subscription business model

Offers includes both goods and services

- Activate subscriptions from Sales Quotes converted to Sales Orders
- Activate subscriptions from work breakdown structure originating from Project quote
- Seamless transaction flow from quote throughout subscription lifecycle

The image shows two overlapping screenshots of the Microsoft Dynamics 365 Finance and Operations user interface. The top screenshot displays the 'Project' form for 'BFMT-000151 : Large Project with Subscriptions'. The bottom screenshot displays the 'Sales quotation' form for 'PRQ-000307 : Softimpact Ltd.'. Both screenshots show the 'Finance and Operations' header with various navigation tabs and a left-hand menu. The top screenshot also shows a 'Related information' pane on the right side.

Project Form: BFMT-000151 : Large Project with Subscriptions

General | Fixed-price | FP | DYSNL | 4/15/2020 | ... | ... | ... | ^

PROJECT

Project ID: BFMT-000151

Project name: Large Project with Subscriptions

Project type: Fixed-price

Account: DYSNL

Email:

Projected start date: 4/15/2020

Actual start date:

Projected end date:

RESPONSIBLE

Sales manager

Sales quotation Form: PRQ-000307 : Softimpact Ltd.

Sales quotation header

Lines

+ Add line + Add lines Remove Sales quotation line Stock Product and supply Update line

| ✓ | Item | Product name | Quantity | Delivery name | Program type |
|---|----------|----------------------|----------|-----------------|-------------------------------|
| | CSP-0128 | WinAutomation E-Plan | 35.00 | Softimpact Ltd. | Cloud Solution Provider (CSP) |



Automation of manual repetitive tasks such as the creation of sales orders and back-to-back purchase orders



Automate recurring actions



Effectively manage and operate your subscription business model



Automation of recurring actions

- Automatically firm subscription actions once subscription offering is published on customer profile, generating requests for securities or deposits, sales orders, related purchase orders and payment journals
- Automatically post transactions and auto-settle payments once received
- Recognize revenue over the appropriate term with or without VAT accruals

Finance and Operations

Search for a page

BFMT

Edit + New Master process Firm Master subscription process log Forecasting Options

Subscription management cockpit

Customer account Name Invoice account Terms of payment Currency Accounting currency balance Balance in currency

BFMT-111111 JH Water

Subscription groups

Per unit subscriptions

+ New Details Delete Totals Notifications Renewal options Publish Un-Publish Cancel

| Subscription group | Subscription classification | Program type | Subscription type | Billing posting profile id | Billing type | Billing period | Per |
|--------------------|-----------------------------|-------------------------------|------------------------|--------------------------------|--------------|----------------|-----|
| BFMT-LG-00000108 | Licence | Cloud Solution Provider (CSP) | Per unit subscriptions | Inclusive of VAT - No Accruals | Upfront | Monthly | Ro |
| BFMT-LG-00000214 | Licence | Cloud Solution Provider (CSP) | Per unit subscriptions | Inclusive of VAT - No Accruals | Upfront | Yearly | Ro |

Subscription group lines

+ New Details Delete Show all Activate / deactivate line Change supplier in line Change purchase price in line Show only line actions

| Line number | Enabled | Item number | Product name | Start date | End date | Original start date | Original end date/time | Next s |
|--------------|-------------------------------------|-------------|---------------------------|------------|-----------|---------------------|------------------------|--------|
| 1.0000000000 | <input checked="" type="checkbox"/> | CSP-0080 | D365 for Sales Enterprise | 4/1/2020 | 4/30/2020 | 4/1/2020 | 4/30/2020 | 4/1/20 |

Action messages

Not firmed Firmed Historical Cancelled

| Action types | Date | Customer account | Sales invoice date | Purchase order | Sales order | Payment journal id | Item number |
|------------------------------|------------|------------------|--------------------|----------------|----------------|--------------------|-------------|
| Request for deposit payment | 12/17/2019 | SOFTIM | 1/1/2020 | | | BFMT-000275 | |
| Request for deposit payment | 2/14/2020 | SOFTIM | 3/1/2020 | | | BFMT-000283 | |
| Generate sales order invoice | 12/9/2019 | SOFTIM | | | BFMT-SO-000352 | | CSP-0128 |
| Generate sales order invoice | 2/1/2020 | SOFTIM | | | BFMT-SO-000352 | | CSP-0128 |
| Generate sales order invoice | 2/14/2020 | SOFTIM | | | BFMT-SO-000352 | | CSP-0064 |
| Generate purchase order | 12/9/2019 | | | BFMT-PO-000251 | | | CSP-0128 |



SUBSCRIPTION
MODERNIZATION

Dedicated workspace and subscription cockpit with visualization and drilldown capabilities



Dedicated
Workspace



Subscription
Cockpit



Analytics and
mobility



Effectively manage and operate your subscription business model



Dedicated workspace for subscription management

- Easily manage subscription lifecycle from the Subscription management workspace
- Quick access to subscriptions with upcoming renewals or where subscription actions are required
- Navigate your subscriptions through the familiar framework of Dynamics 365 Finance & Supply Chain and empower finance and subscription management teams with the information they need

The screenshot displays the Dynamics 365 Finance & Supply Chain interface for the "Subscriptions overview" page. The page is titled "Subscriptions overview" and includes a navigation pane on the left with options like "Options", "Subscriptions overview", and "Analytics". The main content area shows a "Summary" section with three key metrics: "Subscriptions cockpit" (189), "Unfirmed actions" (179), and "Active subscriptions" (179). A bar chart titled "License revenue 2020" shows revenue for Quarter 2, Quarter 3, and Quarter 3, with a legend for Consumption Subscription, Named user subscription, and Perpetual. Below the summary, the "Details" section is visible, showing a table of subscription data.

| Customer account | Program type | Subscription type | Item number | Action types | Date |
|------------------|-------------------------------|------------------------------|-------------|------------------------------|-----------|
| 000001 | In-House | Per unit subscriptions | BF-PIIA | Generate sales order invoice | 5/8/2020 |
| 000009 | Cloud Solution Provider (CSP) | Per unit subscriptions | CSP-0001 | Generate purchase order | 5/11/2020 |
| 000009 | Cloud Solution Provider (CSP) | Per unit subscriptions | CSP-0002 | Generate purchase order | 5/11/2020 |
| 000009 | Cloud Solution Provider (CSP) | Per unit subscriptions | CSP-0003 | Generate purchase order | 5/11/2020 |
| VANBOM | Dynamics Price List (DPL) | Perpetual + Enhancement Plan | DPL-0004 | Generate purchase order | 5/18/2020 |
| VANBOM | Dynamics Price List (DPL) | Perpetual + Enhancement Plan | DPL-0004 | Generate purchase order | 5/18/2020 |



Effectively manage and operate your subscription business model



Subscription Cockpit

- Subscription Cockpit provides the space to conveniently manage day-to-day subscription actions
- Conveniently manage individual renewal options for your customers where specific alignment is needed with global start and end dates, and the continuation to another subscription offering
- Leverage Dynamics 365 Business Events features to drive notifications through Power Automate flows

Subscription management cockpit

Finance and Operations

Master subscription process log

Forecasting Options

Filter

000001
MondelezE.U.

000004
Emil's Test Customer

000005
Emil's Test Customer 2

000007
Solutions Factory

000008
Paymix Ltd - Test

000009
Arznu San Gwann

123456
FBM

ASCOSF
ABC Software UK

Subscription management cockpit

Customer account
000004

Invoice account

Currency
EUR

Balance in curr
0.

Name
Emil's Test Customer

Terms of payment
Net15

Accounting currency balance
0.00

| | | | |
|-------------------|---------|----------|-------------------|
| BFMT-LG-000000244 | Licence | In-House | Per unit subscrip |
| BFMT-LG-000000256 | Licence | In-House | Per unit subscrip |

Subscription group lines

+ New Details Delete Show all Activate / de

| Line number | Enabled | Item num |
|--------------|-------------------------------------|----------|
| 1.0000000000 | <input checked="" type="checkbox"/> | BF-PIIA |

Subscription notifications | BFMT-LG-000000295 : PER UNIT SUBSCRIPTIONS

Filter

Message

Created by

Subscription 'BFMT-LG-000000295' has been published fo... amor

Subscription 'BFMT-LG-000000295' has been un-publishe... amor

Subscription plan details

SUBSCRIPTION PLAN DETAILS

Subscription plan
BFMT-LG-000000248

Subscription classification
Licence

Program type
In-House

Subscription type
Per unit subscriptions

Subscription commercial template

Billing type
Upfront

Pre-invoicing (in days)
0

Subscription deposit type
Deposit

Subscription Deposit Current Value
0.00

Create purchase order
No

Status
Cancelled

Action weekday of month
0

Tenant Id

DEPOSIT

Subscription deposit months
12

Minimum subscription deposit balance
1.00

POSTING

Billing posting profile id
No VAT - No Accruals

SALES BILLING

Billing period
Monthly

Billing period months
1

Period type
Calendar

Indirect customer

PURCHASE BILLING

Purchase billing period
Monthly

Purchase billing period months
1

Purchase period type
Calendar



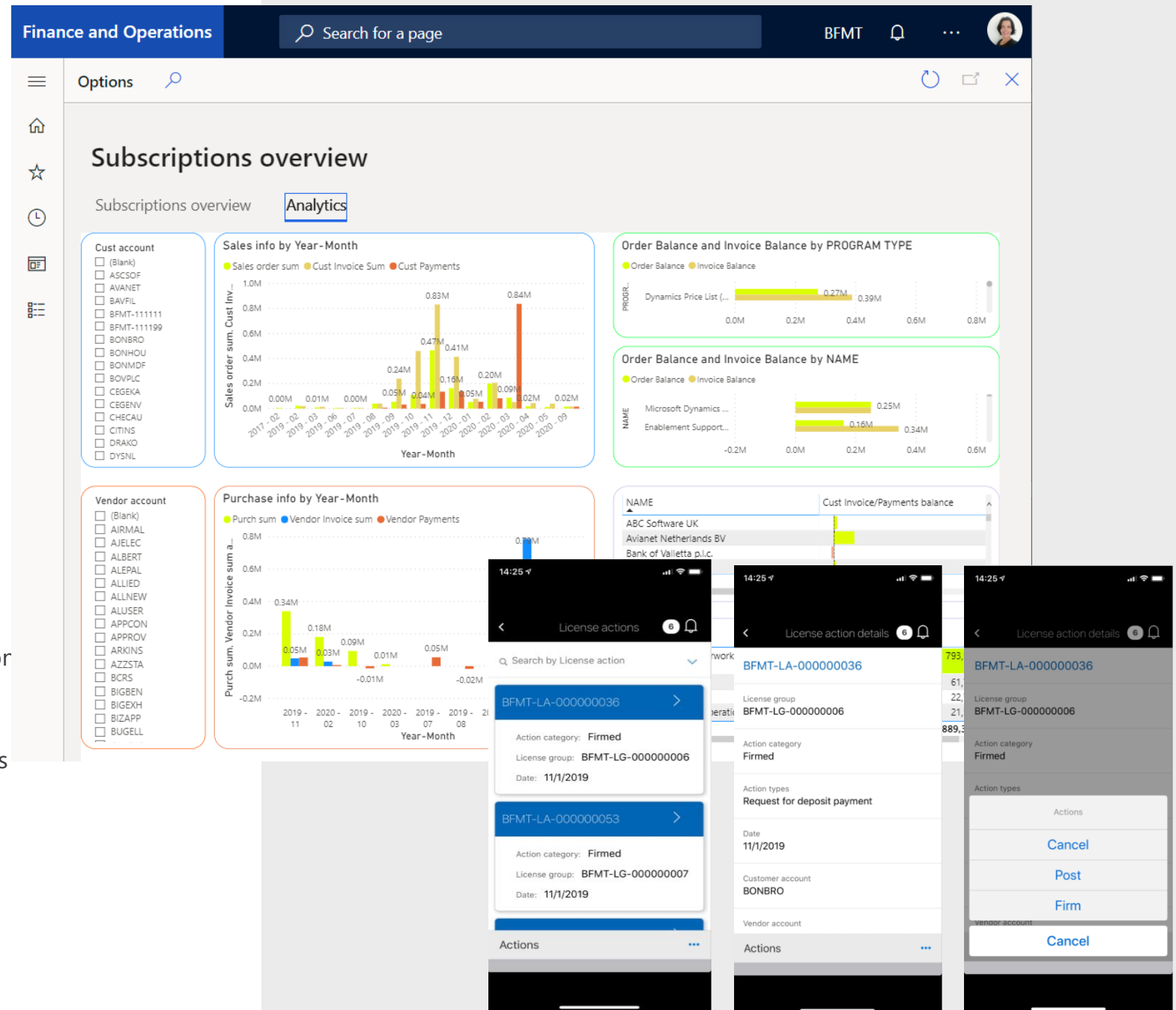
SUBSCRIPTION MODERNIZATION

Effectively manage and operate your subscription business model



Analytics and Mobility

- Embedded Power BI provides powerful reporting capabilities to analyze the profitability of your subscription business
- Work on any device from any location – mobility provides up-to-date access to information and actions
- Seamless user experience



Solution Architecture

Core

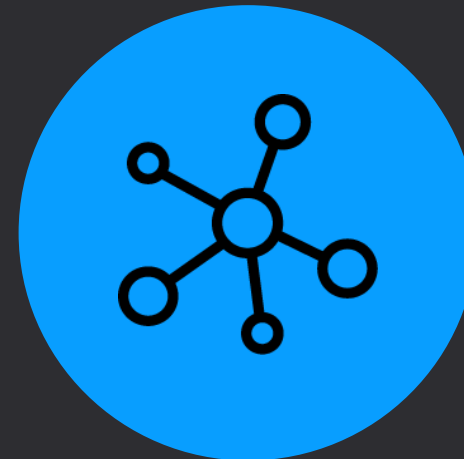


LISA



Foundational accounting and finance

Lay the groundwork with Dynamics 365 Finance & Supply Chain Management



Embedded subscription management

Enable consolidation, intercompany, credit management, and revenue recognition functions

Extend with Power Platform

Leverage Power Platform capabilities like Power BI, Power Automate, Power Apps and Power Virtual Agents

Questions and Answers

Next steps



www.linkedin.com/company/bluefort



sales@bluefort.com.mt



bluefort

