



ISO 9001:2015, ISO 20000-1:2018 and ISO 27001:2015 Certified

## Dynamics 365 Business Central

Upgrade from your outdated ERP systems to the modern cloud-native



## Microsoft Dynamics 365 Business Central



[info@bitscape.com](mailto:info@bitscape.com) | [www.bitscape.com](http://www.bitscape.com)

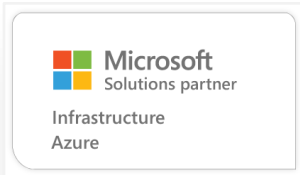
Canada | USA | India



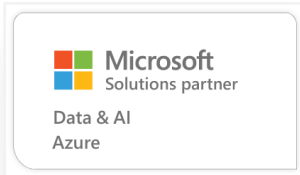
# Competencies



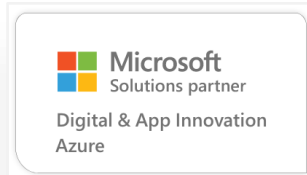
Solutions partner  
for Infrastructure  
(Azure)



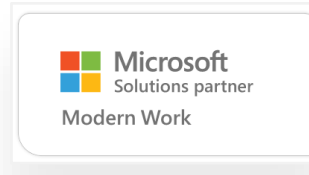
Solutions partner  
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(Azure)



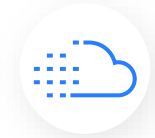
Solutions partner  
for Digital & App  
Innovation (Azure)



Solutions partner  
for  
Modern Work



Solutions partner  
for  
Security



Azure Expert  
Managed Services  
Provider

Microsoft Partner  
Azure Expert MSP

AMMP Ready



Microsoft  
Solutions Partner

Infrastructure  
Azure

Specialist  
Windows Server and SQL Server  
Migration

Microsoft  
Solutions Partner

Security

Specialist  
Cloud Security  
Identity and Access  
Management  
Information Protection and  
Governance  
Threat Protection

Microsoft  
Solutions Partner

Modern Work

Specialist  
Adoption and Change  
Management

Gold  
Microsoft Partner  
Enterprise Resource Planning



# Achievements

Microsoft Worldwide Partner Award Finalist (SharePoint Category)

- Microsoft Worldwide Partner Award Winner – SB Competency- Cloud
- Microsoft Solution Partner of India the year
- Best Software Development Company by GESIA

- Microsoft – Public Sector – Government Partner Award Finalist. (Worldwide)
- Microsoft – Data Platform Award Finalist. (Worldwide)

Advanced Specializations and US Microsoft Govt Cloud CSP

2009

2013

2014

2015

2017

2018

2020

2021

2022

- Microsoft India Regional Partner of the year

Microsoft Worldwide Partner Award Finalist Small and Mid-sized Cloud Solutions

Microsoft's 50 'Most Competent' Partners in the world - number 36 – Redmond Magazine

Microsoft 365 Business Apps Preferred Partner status provided by Microsoft for North America, India, Europe and Australia territory.

Power BI Showcased and Content Services Partner

Microsoft Azure Expert MSP



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# Business Apps, Data and AI, Digital App Innovation

## Data and AI

### Capabilities

- Data Warehouse development
- Data Warehouse migration services
- Power BI development
- Migration from Tableau to Power BI
- Advanced analytics using
  - Azure databricks
  - Azure Data lake
  - Azure Synapse Analytics
  - Power BI service
  - Power BI embedding
  - Azure ML
  - BigData
- Managed service of data platform
- Integration with SAP, Salesforce, Dynamics, Oracle, IoT devices..
- Reports like Finance, Operations, HR etc..

## Business Apps

### Capabilities

- ERP:
  - D365 Finance
  - D365 SCM
  - D365 Business Central
- CRM
  - D365 Customer Engagement
  - Sales, Marketing and Service
- D365 Project Operations/Accounting
- D365 Field Service
- Power Platform
  - PowerApp – Mobile apps
  - PowerAutomate including RPA
  - PowerPages - Portal
  - PowerVirtualAgent – Bots
- Services:
  - Support, Migration, New implementation

## Digital App

### Capabilities

- Custom App development - .Net, React
- App modernization
  - Serverless, Microservices, Multi-tenant
- PaaS services:
  - Azure App Service
  - API Management for microservice architecture
  - Azure SQL, SQL managed instance
  - Azure functions,
  - Azure storage
  - Containerization using AKS
  - Azure Service Fabric
  - Azure DevOps
  - Azure Logic Apps
  - Event hub
  - Service bus

# Azure, Security and Modern Work

## Infra and Azure

### Capabilities

- Cloud Adoption Framework
- Well Architected Framework
- Cloud consumption clinic
- Migration to Azure
  - Lift and Shift
  - Optimized migration
- Azure Blueprint
- Windows / SQL / Infra migration to Azure
- MS SQL, MySQL, Postgre database migration to PaaS
- Linux and Unix server migration to Azure
- Azure AD and AADDs service implementation,
- Backup and ASR
- Hybrid and cross platform DC management using Azure Arc
- Managed Services for Azure IaaS, PaaS

## Security

### Capabilities

- Tenant audit
- M365 and Azure assessment
- Azure network security
- Azure VPN
- Azure Key Vault
- Purview
- Azure DDoS protection
- Azure Frontdoor
- Azure Active Directory
- Identity & Access Management (IAM)
- Defender for cloud, endpoint, cloud apps and M365
- DLP - Information Protection
- Device & App Management – EMS Intune
- Microsoft Entra – Multi cloud protection
- Azure Sentinel

## Modern Work

### Capabilities

- Migration from non-MS to M365
- Tenant to tenant migration
- Content services
- SharePoint development
- SharePoint migration
- M365 implementation
- Teams Apps, Teams bots
- Managed service of M365
- Security Audit and Managed Services offerings.
- Apps like
  - DMS | Bitscape vault
  - Compliance store
  - Room reservation
  - Training and knowledge management



# Business Apps - Highlights

ERP – D365 Finance | Supply Chain | Business Central

CRM – D365 Sales | Marketing | Customer Service | Field Service

## Regulatory

Strong Vertical  
Focused Practice

Manufacturing, BFSI, Government and Healthcare industry. Pharmaceutical manufacturing industry with US FDA approved production facilities are one of the most repeat business for Bitscape

50+

More Than

## IP Services & Solutions

Visit some at <https://store.bitscape.com> and transactable offers on Microsoft Commercial Marketplace (both AppSource and azure marketplace) – for Business Apps, Managed Services, Power Apps, Power BI, Security and Cloud Adoption Framework

65+

Active Engagements

## Key Practice

Business Apps (15 active engagements), Apps and Infra (25 active engagements), Data & AI (7 active engagements), MWS (15 active engagements)

35+

Business Apps TC + FC

## Team

Functional – Domain experts  
Technical – More than 5+ years of experience



# All-in-one business management

for small and medium-sized businesses



New Implementation  
Migration  
Support

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# Why Business Central

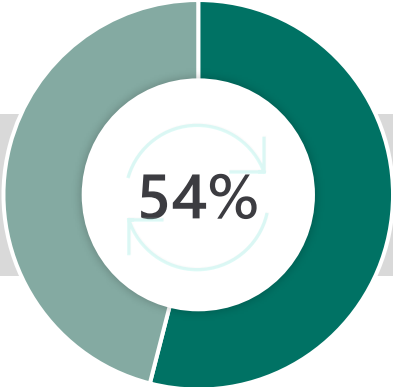


# Need for a unified business management solution



## Strained Business Growth

Business is growing but systems can't keep up



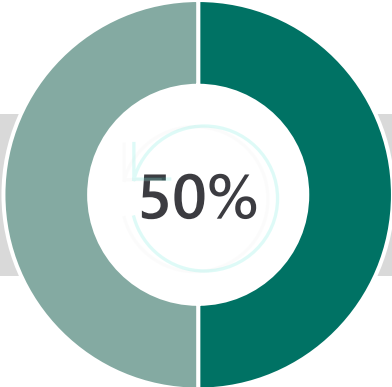
## Disconnected Systems

54% of organizations struggle with process and system integration issues



## Reporting Limitations

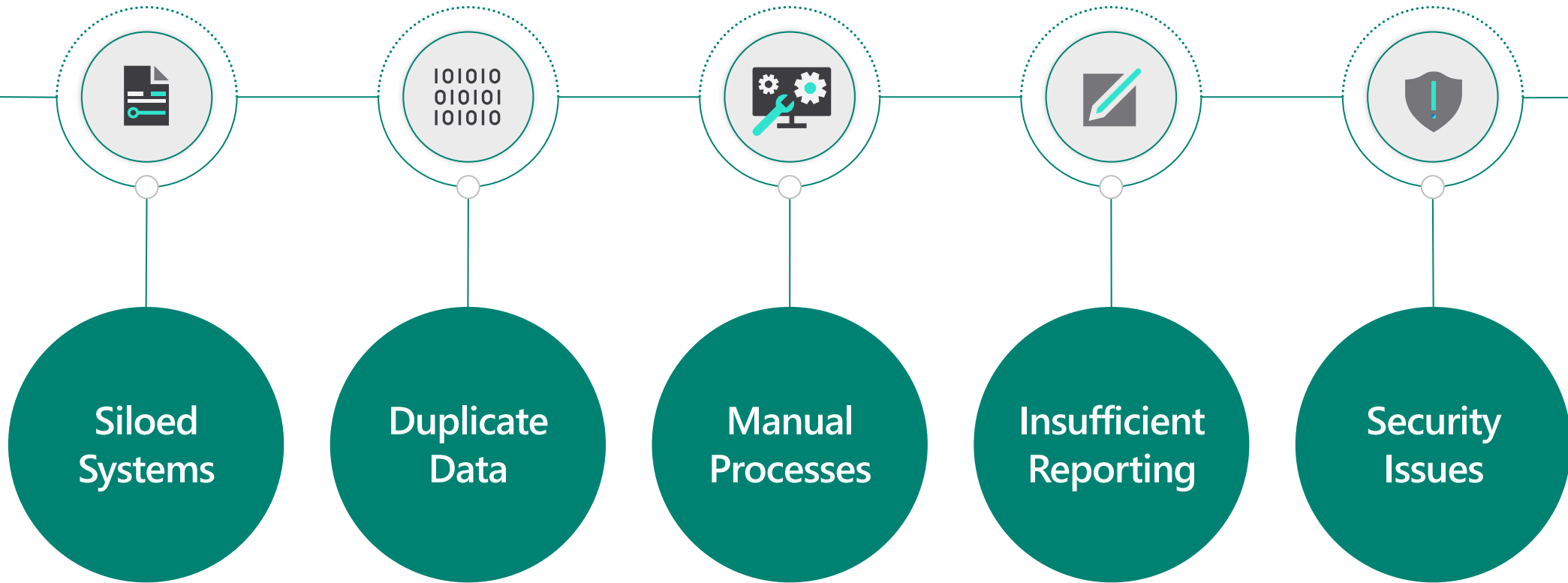
50% of organizations think creation and configuration of reports is too complicated



## Outdated and Legacy Systems

50% of organizations want to replace outdated hardware and software to improve business performance

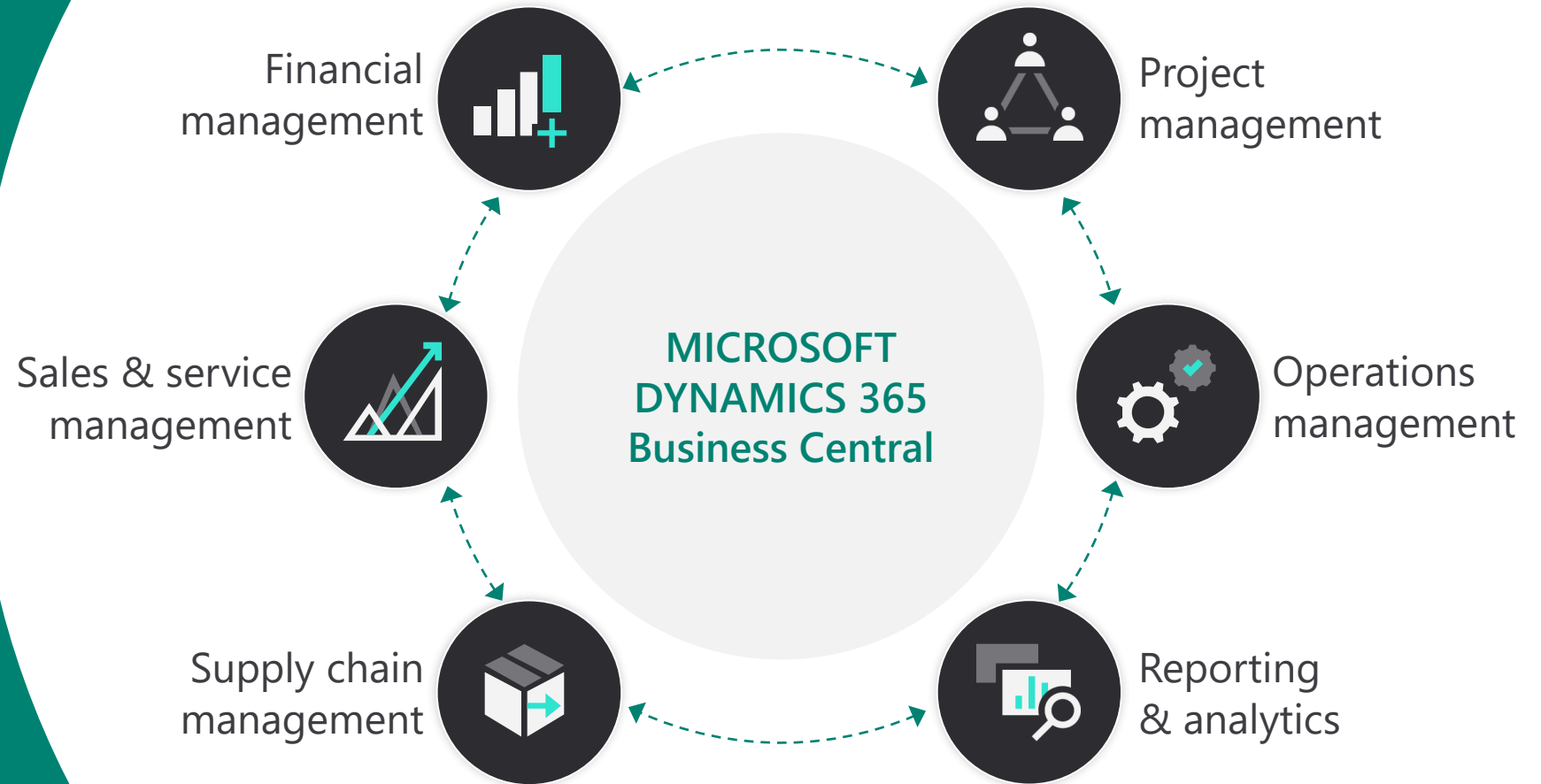
# Are you outgrowing your accounting system?



# A single, comprehensive solution to meet the needs of growing businesses







Automatically pull systems and processes together to manage financials, sales, service, and operations

Connect with 3<sup>rd</sup> party applications like payroll, banking, CRM, or industry-specific systems

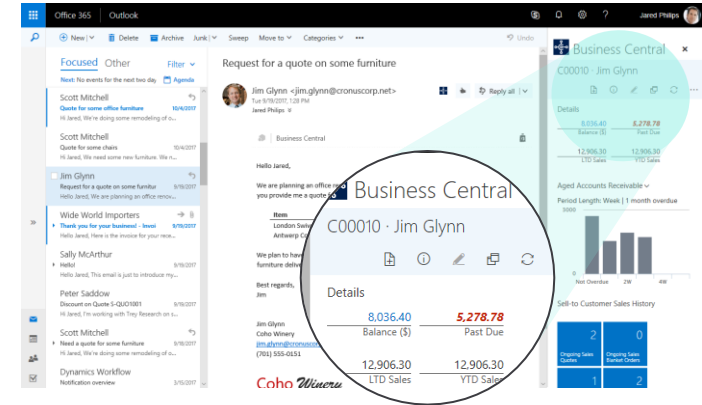
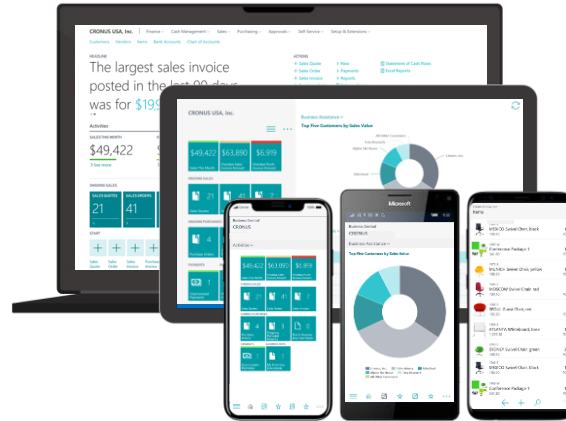
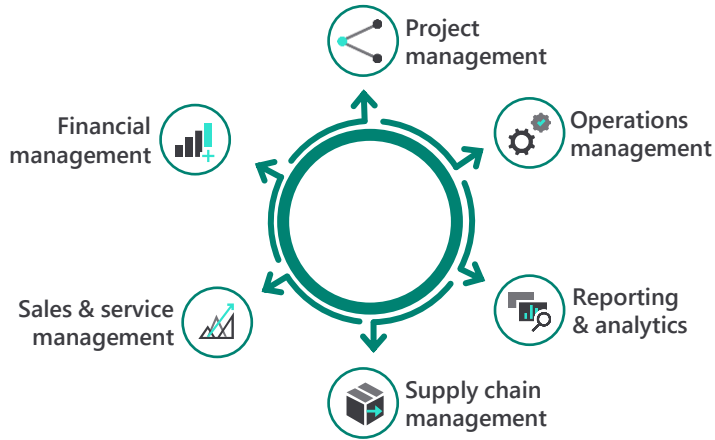
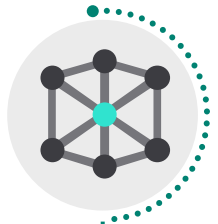


# Microsoft Dynamics 365 Business Central

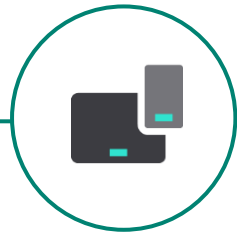
## Core Capabilities

 <b>Financial Management</b>	Account Receivables Payables	Bank reconciliation	Fixed asset management	Month/year end closing
 <b>Sales &amp; Service Management</b>	Quote generation	Contact management	Sales invoicing	Payment processing
 <b>Project Management</b>	Capacity planning	Budgets and estimates	Job and process costing	Resource management
 <b>Supply Chain Management</b>	Inventory and Purchasing control	Shipment and distribution	Returns and cancellations	Procurement and vendor management
 <b>Operations Management</b>	Forecasting	Production planning	Manufacturing capacity	Warehouse management
 <b>Reporting &amp; Analytics</b>	Customer insights	Self-serve reports	Interactive dashboards	Built-in intelligence

# Connect your business



Deploy a single, comprehensive solution



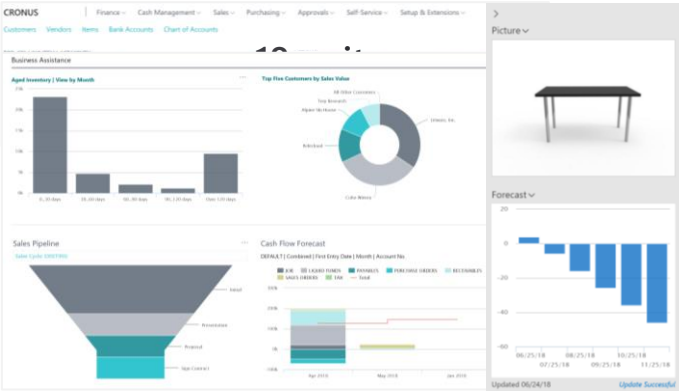
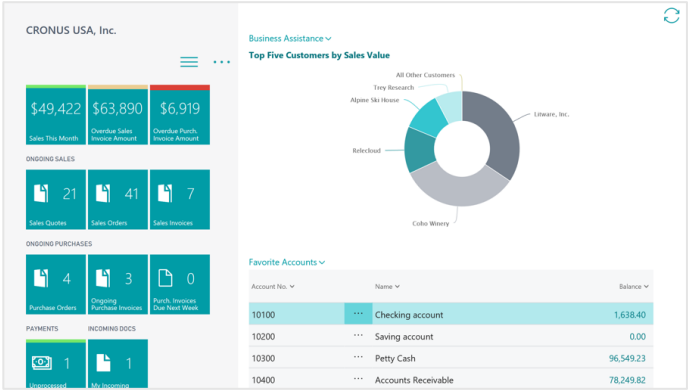
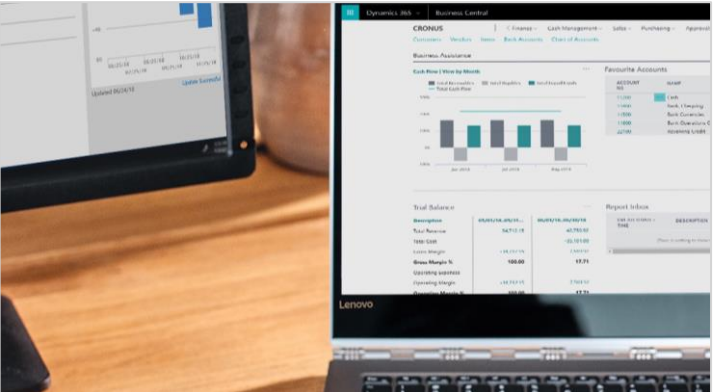
Work where your Business takes you



Manage quote to cash, all within Outlook



# Make smarter decisions



Get an end-to-end view of your business

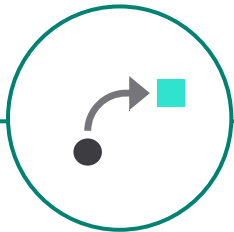
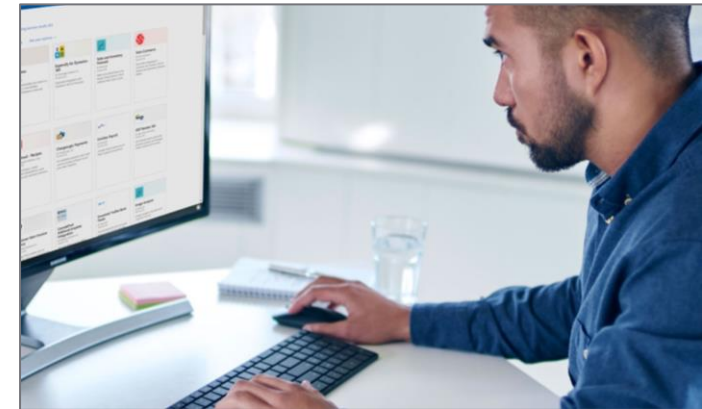
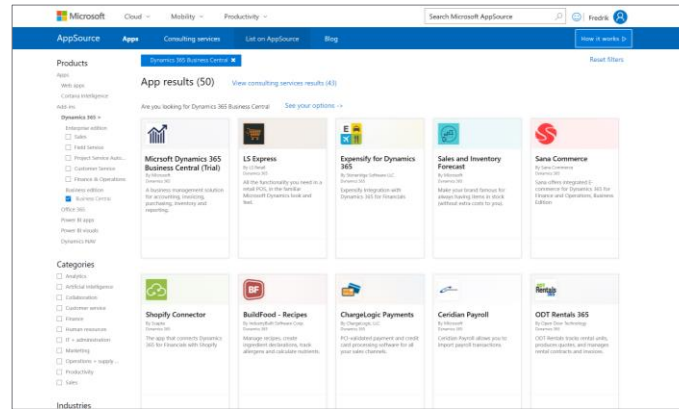
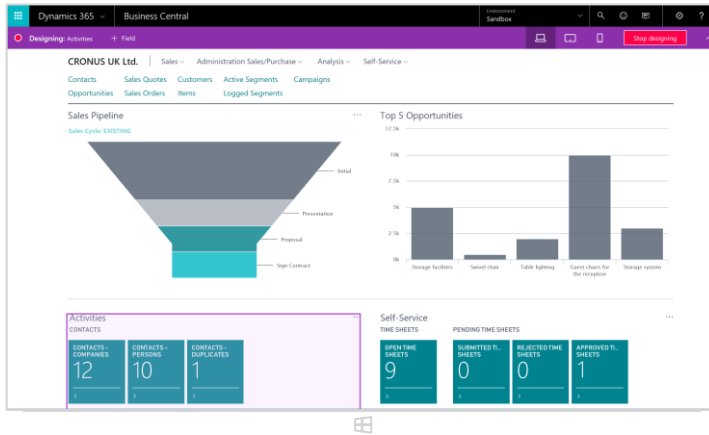


Sell smarter and improve customer service

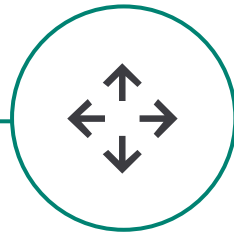


Guide employees to optimal outcomes

# Start and grow easily



Tailor to your needs



Add industry or business extensions



Be ready for growth

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**NAV to BC Upgrade**

# Business Central is still NAV at its core

- NAV had yearly updates until NAV 2018 R2. “NAV 2019” was called Dynamics 365 Business Central starting with the April 2018 release of Business Central.
- In-Line (CAL) vs Extension (AL) customization.
- No more Role Tailored Client – Mobile app or browser only (starting with Oct 2019 release)
- Available in true cloud (SaaS) and On-Premise (customer hosted) options.
- All future feature updates will be delivered to the web client rather than the Role Tailored Client

# Key concepts of In-Line (C/AL) vs Extension (AL)

- CAL
  - Dynamics NAV
  - Eliminated with October 2019 release – BC v15
  - Customize core system then upgrade that custom code
  - Caused very expensive upgrades since custom code had to be upgraded
- AL
  - Business Central
  - Custom code does not affect core business central
  - Extension development
  - Custom functionality called by events
  - Allows for seamless upgrades to new version releases



# NAV upgrade options

Upgrade Offering	Complete	Fresh Start	New Start
Description	Traditional upgrade	Upgrade of data only	No technical upgrade
Data Migration	Includes all history	Includes all/partial history	Limited historical data, master data and setups included
Development effort	High	Medium	Low
User Effort	Low	Medium	High
Consulting Effort	High	Medium	Low
Cost	High	Medium	Low

# Complete upgrade

- Migration of all custom objects to Extensions
  - Upgrade of all reports, code, data ports (XML), forms/pages
- Upgrade of full transactional history
  - Pros: Full, detailed transactional history available
  - Cons: slower lookups, less flexibility to make changes to core configurations
- Lowest customer effort and consulting effort, high development effort
  - This can change if complex modifications have to be re-designed
- Customers who fit:
  - Coming from NAV 2013+
  - Moderate or low customization level
  - Happy with current core and standard functionalities
  - Want the detailed history in the ERP

# Fresh start

- Custom objects eliminated other than tables (code, forms, reports, data ports)
- Analysis/fit-gap to re-think required customization
- Upgrade of full transactional history
  - Pros: full, partial historical data can be made available
  - Cons: slower lookups, less flexibility to make changes to core configurations
- Medium customer effort and consulting effort, low development effort
  - This can change if complex modifications have to be re-designed
  - Want opportunity to clean data or change core configurations
- Customers who fit:
  - Coming from NAV 2013+
  - Customizations in place that may no longer be needed
  - Process changes
  - Can adapt current core/native BC functionality

# New start

- Migrate limited data
  - Master records, opening balances, common configuration settings
  - Detailed transactional history left behind – sub-ledgers/posted transactions
- All custom objects are left behind
- Cost effective, low development effort
- Customers who fit:
  - Coming from Nav 2009 R2 or older/classic client or v5.0
  - High/complex existing customization level that cannot be migrated
  - Business requirements have significantly changed since the initial implementation
  - Want opportunity to clean data or change core configurations
- Pros:
  - Re-think posting groups, dimensions, COA
  - Eliminate corrupt data and unnecessary customizations
- Cons:
  - More internal effort needed for analysis, testing, training, etc.

# Recommended data strategy

- Migration of master records, open orders, opening balances (Trial balance, AR, AP, Inventory)
- Migration of limited historical data – posted sales invoices, posted purchase invoices and inventory usage.
- Not migrating all historical subledger data and trying to tie it all together. For example, we do not want to bring in historical payments from customers and apply them to their invoices.
- For detailed historical data, we can keep all of that data in a SQL Data Warehouse on Azure. All of the data from your old NAV and new Business Central system can be stored there together. It can be accessed with either a report writer or Power BI. In this way you can write one report to access data across your new BC and your old NAV.
- Benefits of this approach moving forward:
  - Faster lookups in BC because you have less historical data
  - The ability to make decisions on configuration during the “New Start” Upgrade to optimize your use of Business Central moving forward, without having to worry about mapping historical data into these configurations
- The compromise with this approach is that you may need to keep your old NAV system around for some historical data lookups. But we have found this to be an exception needed for a few people in accounting.



# Licensing consideration

- All Business Central Licensing is based on named users while NAV was based on concurrent users
  - Moving from NAV to BC On-premise:
    - Microsoft will grant a 1:3 conversion of all NAV concurrent users purchased before
    - SQL licensing has to match the new user count
    - Consider ISV solutions that are attached to NAV/BC user count
- Moving from NAV to Business Central Cloud:
  - Customers with BREP due should take advantage of the CSP-EP renewal offer from Microsoft.

\* Licensing terms are managed by Microsoft directly. This is tentative and can/will/have change/d.

# Basic inputs required

- What is the version of NAV ?
- Which localization is configured ?
- Overall, what are the modules being used ?
- Number of legal entities configured in the system ?
- Overall size of the current NAV database ?
- Any add-ons used like Ianham, e-ship, LS-Retail etc. ?
- Any 3<sup>rd</sup> party integrations like payment gateway, tax calculator etc. ?
- Number of total users ?
- Number of concurrent license ?
- Existing other license details like Team members or Device licenses if any ?
- Any major customizations done in NAV ?
- Are you looking to migrate all data, partial data or only master data ?

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# NAV to BC Assessment Service

# Upgrade assessment service – 3 Weeks

Review	Analysis	Deliverables
<ul style="list-style-type: none"><li>• Understanding of Dynamics NAV environment.</li><li>• Licensing, number of companies, user permissions</li><li>• Key modules used and functional review</li><li>• 3rd party solutions used (ISVs)</li><li>• Running queues</li><li>• Current customizations</li><li>• Integrations with other systems</li><li>• IT Infrastructure and performance</li></ul>	<ul style="list-style-type: none"><li>• Discussion with stake holders.</li><li>• Understanding your current business processes.</li><li>• Identification of pain points in your day-to-day business</li><li>• Data migration strategy analysis.</li><li>• Review of some core reports.</li><li>• Business goals to be achieved by using Business Central</li></ul>	<ul style="list-style-type: none"><li>• As-Is and To-Be document.</li><li>• Functional requirement document (FRD).</li><li>• Data migration strategy.</li></ul>

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# Application Maintenance Service (AMS)



# AMS - Plans

## Unified

- Via support portal, email or phone
- Any break fixes in Business Central
- Hourly based effort consumption
- Account manager
- Any change requests up to 100 hours
- Valid for 1 year.
- Additional:
  - Any development/support around
    - Power Apps
    - Power BI
    - M365 and Azure
    - New custom Apps or integrations
    - Working with MSFT
    - \* Working with your vendors

## Dedicated

As per customer's need

### Plan 1

- Dedicated Functional consultant
  - Efforts based Technical consultant

### Plan 2

- Dedicated Functional and Technical Consultant

\* Any new development, customizations in BC by the same resources.

# Key Contacts

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## Microsoft Power BI – Showcase at Power BI product site

- <https://powerbi.microsoft.com/en-us/partner-showcase/bitscape-mutual-fund-analytics-for-investment-management-organisation/>
- <https://powerbi.microsoft.com/en-us/partner-showcase/bitscape-operations-excellence-analytics-dashboard-for-manufacturing-organisation/>
- <https://powerbi.microsoft.com/en-us/partner-showcase/bitscape-organization-wide-employee-productivity-insights/>

## MSP Offerings

- Popular : SIEM (Azure Sentinel), Security Hardening for M365, Security and Compliance management for M365, Azure Security monitoring and support, SSO and Identity packages
- Assessment services (Teams readiness checking for on premise SP (automated), AD Assessment, Security Assessment, Cloud Adoption Framework, migration assessment)

