

Explore New Growth Opportunities with Dynamics 365 Business Central

Identify the Opportunity

Today, many organizations struggle with disconnected workflows and manual processes. Business Central and Dynamics 365 can help organizations of every size **unify operations, digitize financial management, and streamline core business processes.**

Digitizing Business Management Is a Top Priority for Organizations

- ✓ **60% of SMBs prioritize ERP** and view digitizing financial management and business-operations tools as a top priority.
- ✓ **20% of your installed base** is likely to need a new accounting or ERP solution this year.
- ✓ But **disconnected digital systems stall** progress and growth.

From sales and marketing to supply chain and finance, every line of business battles inefficiencies, errors, lack of insight, and other challenges.

The right system can unlock growth and tackle these obstacles:



Benefits for Partners

- **Reduce churn to less than 3%** by increasing ERP and CRM stickiness
- **Increase ARPU by up to 84%** by attaching Dynamics 365 to Microsoft 365 users
- **Increase Azure consumption** by adding Dynamics 365 to existing Azure customers
- **Earn double digit licensing margins** on every Business Central deal
- **Capture CSP incentives worth up to 35%** to boost recurring revenue
- **Grow services profit and take home up to 10x** with project-based Business Central engagements



Benefits for Customers

- **Make better business decisions** with more access to data and improved analytics
- **Comply with audit requirements** and evolving regulations more easily
- **Eliminate manual workarounds** with configurable workflows and built-in best practices
- **Enhance digital security** and equip a remote workforce with secure mobile access
- **Automate key processes using AI** to improve efficiency and reduce errors
- **Boost productivity** by working seamlessly with Outlook, Excel, and Teams

Understand and Engage

Pre-Qualifying Questions

- 1 What software system do you use to run your business?
- 2 Where do you experience pain points or bottlenecks in financial management?
- 3 Which aspects of your current system frustrate you the most?
- 4 What project risks or challenges worry you most right now?
- 5 What challenge or limitation prompted you to consider a change?
- 6 Does your organization have an overarching AI strategy?
- 7 What would an ideal solution do for your organization?
- 8 Do you need a more robust solution because you have outgrown a basic tool such as QuickBooks?
- 9 Have you identified processes you could automate or improve with AI and workflow capabilities?
- 10 Are data entry errors slowing you down because of manual inputs in QuickBooks or Excel?
- 11 Do you struggle to consolidate financial data from multiple sources or keep up with regulatory changes?
- 12 Are data silos forcing you to enter the same information into different systems?
- 13 Does each new location or division require its own instance of QuickBooks?
- 14 Are manual processes or custom workarounds creating inefficiencies that an ERP could eliminate?
- 15 Do you lack real-time analytics and advanced reporting in your current system?
- 16 Are you relying on legacy, on-premises software such as Great Plains, Sage 100, Sage 300, or Sage 500?

Buying Triggers

Check if the business...

- ✓ Outgrew a basic finance solution such as QuickBooks or Xero, either in capabilities or performance
- ✓ Is a startup or fast-growth company with no real existing solution (for example, using Excel)
- ✓ Is growing through acquisition and needs a robust ERP system to support M&A activities
- ✓ Has a legacy on-premises solution—such as Dynamics NAV, GP, SL, or a competitor system—that needs updating because of missing capabilities, lack of support, or issues with performance, stability, security, or reliability
- ✓ Has a very specific need not met by existing systems, such as compliance or auditing requirements or another specialized capability



Innovate with AI

Embrace AI to unlock new efficiencies, improve decision-making, and boost productivity by natively integrating to the complete Microsoft ecosystem.



Microsoft Copilot
delivers next-generation generative AI assistance embedded across Business Central and every Microsoft 365 app.



Business Central has prebuilt AI agents,
which offers a great foundation to get used to the technology. You can expand from there by adding in more agents and capabilities.



Dynamics 365 Business Central
unifies finance, sales, service, and operations and feeds Copilot with rich, contextual data.



Teams and Microsoft 365
keep employees productive and collaborative in the tools they already use every day.



Power Platform
accelerates process automation and app innovation with low-code tools anyone can use.



Power BI
transforms raw data into interactive dashboards and predictive insights that drive better decisions.



Azure data and AI infrastructure
provides a secure, scalable foundation with built-in identity, management, and compliance.

Next Steps

Get in Touch with Our Team:
Dynamics365@ingrammicro.com

Implementation: Partner-led deployment and support tailored to each customer

Microsoft Cloud Xvantage Page: Access exclusive promotions, additional resources, and upcoming events.

