

Dynamics 365 Business Central in SAAS l'innovazione che dà agilità al business

Agrate | 13 FEB 2020

Flora Gitti

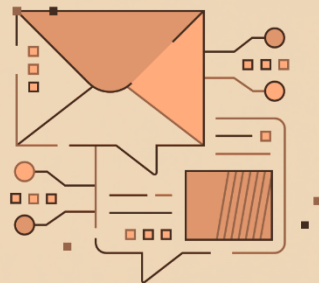
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EOS
WEBINARS



Speaker



Flora Gitti

EOS Sales Manager Customer base



Andrea Di Ceglie

EOS Labs Team Leader



Ivan Casati

EOS Pre Sales Business Central



Agenda ... Introduce Flora Gitti, Sales Manager Customer Base

01 Lo scenario e il valore del Cloud
A. Di Ceglie

02 Integrazione con le Business Application Dynamics 365
A. Di Ceglie

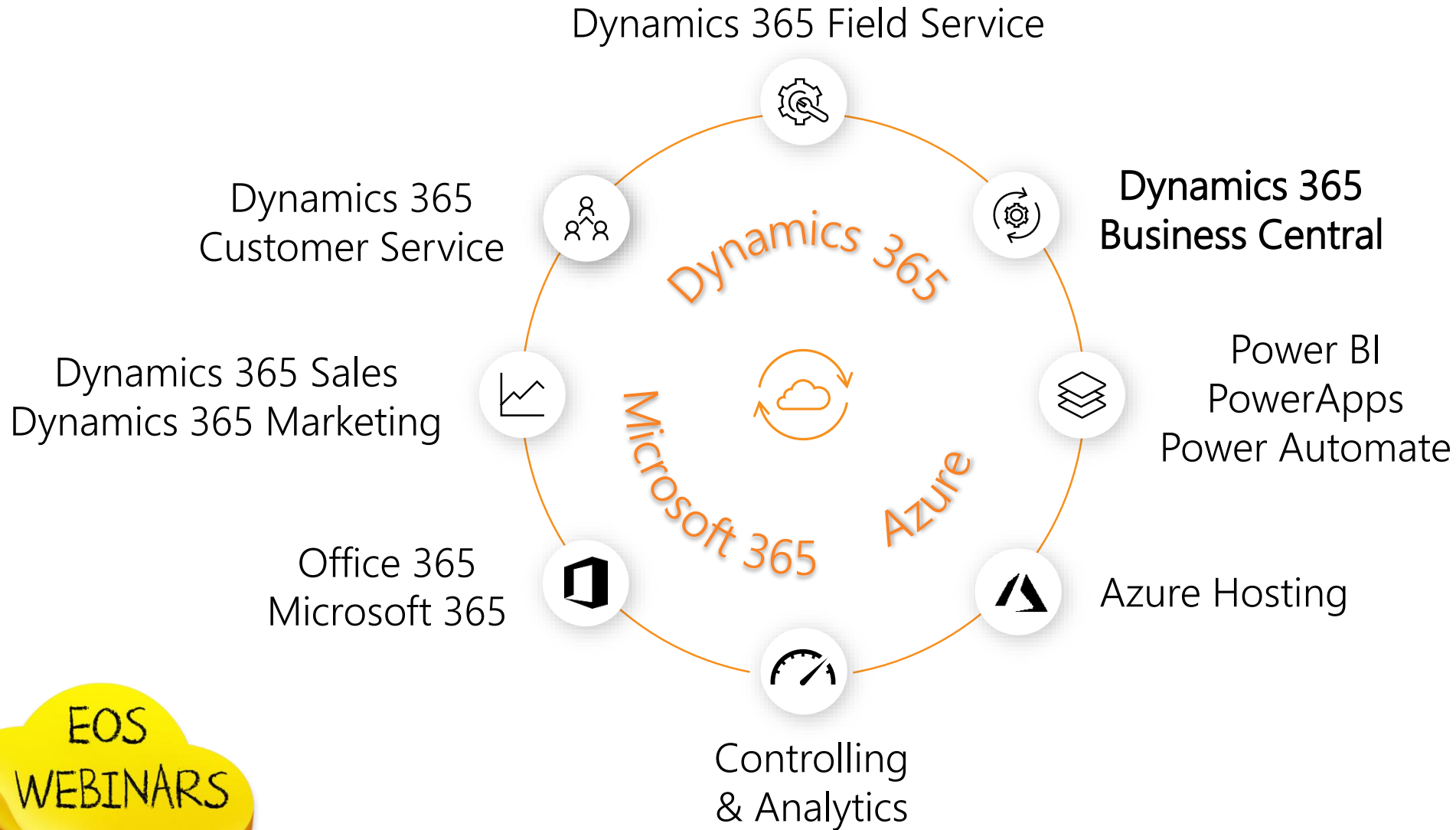
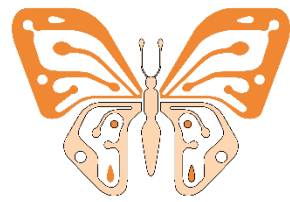
03 Personalizzazione con Extension e App
A. Di Ceglie

04 Business Central SAAS in azione
I. Casati

05 Q&A



EOS per la Digital Transformation



I Punti di forza

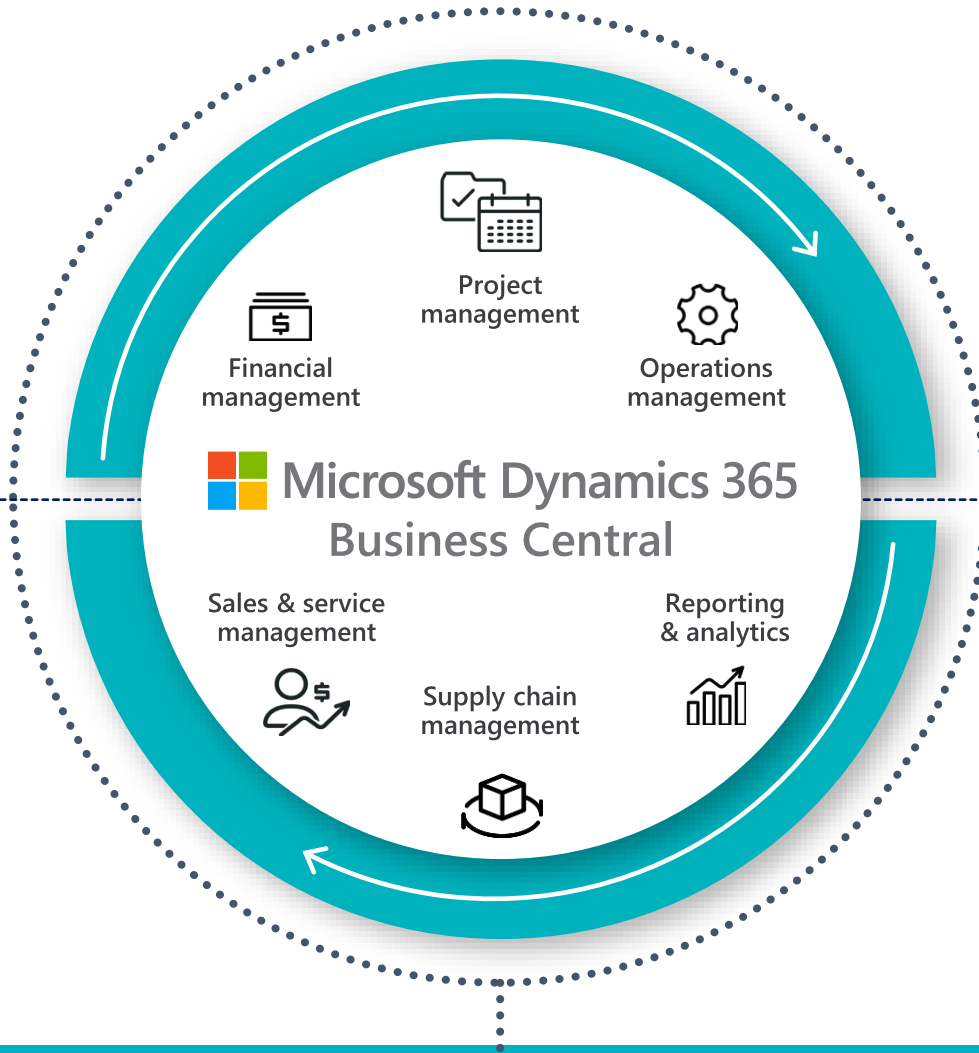
Supporto alle decisioni

Interazioni PowerBI
Integrazione Cortana
Intelligente Cloud

Modern Unified

Moderno

Web client moderno e potente
Integrazione con Office 365
Usabilità su ogni device



Intelligent Adaptable

Adattabile, flessibile e scalabile

Extensions
Apps
Power Platform
Cloud or On premises
In continua Evoluzione

Power platform



Power BI

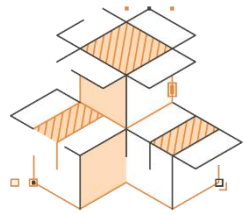


PowerApps



Microsoft Flow

La tipologia di offerta



SAAS

Dynamics
Application come
servizio, nel cloud,
in abbonamento



IAAS

Dynamics
Application
ospitate nel cloud
Microsoft (Azure)



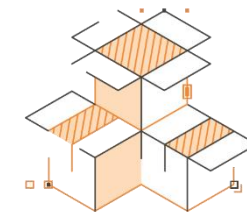
ON-PREMISE

Dynamics Application
implementate in locale
sui server aziendali



Business Central availability

La tipologia di offerta



SaaS è un modello di hosting per il software gestionale, che vede l'azienda utilizzare applicazioni ERP e CRM standard che risiedono sui server di Microsoft. L'obiettivo del software-as-a-service (SaaS) è quello di ridurre i costi software, hardware e supporto, a fronte di una soluzione standard implementata nel cloud e con un modello di licensing in abbonamento.



SAAS

Dynamics
Application come
servizio, nel cloud,
in abbonamento



IAAS

Dynamics
Application
ospitate nel cloud
Microsoft (Azure)

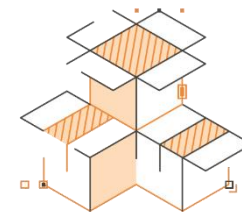


ON-PREMISE

Dynamics Application
implementate in locale
sui server aziendali



La tipologia di offerta



IaaS (Infrastructure-as-a-Service) è un modello di hosting per il software di gestione aziendale (ERP e CRM), che vede le applicazioni dell'azienda risiedere sui server di Microsoft. L'obiettivo è quello di ridurre i costi hardware: il modello IaaS infatti aiuta a evitare le spese e la complessità legate all'acquisto e alla gestione di server fisici e altra infrastruttura di data center.



SAAS

Dynamics
Application come servizio, nel cloud, in abbonamento



IAAS

Dynamics
Application ospitate nel cloud Microsoft (Azure)

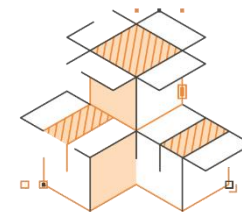


ON-PREMISE

Dynamics Application implementate in locale sui server aziendali



La tipologia di offerta



La strategia adottata da EOS Solutions per il deployment delle soluzioni ERP è una "and strategy": offrire ai nostri clienti la classica alternativa del software on-premise e allo stesso tempo promuovere le soluzioni native nel cloud, che nel medio periodo affiancheranno il tradizionale ERP.



SAAS

Dynamics
Application come
servizio, nel cloud,
in abbonamento



IAAS

Dynamics
Application
ospitate nel cloud
Microsoft (Azure)

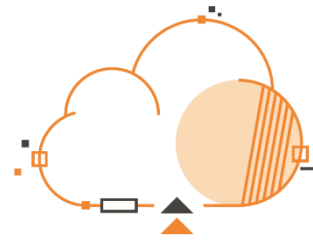


ON-PREMISE

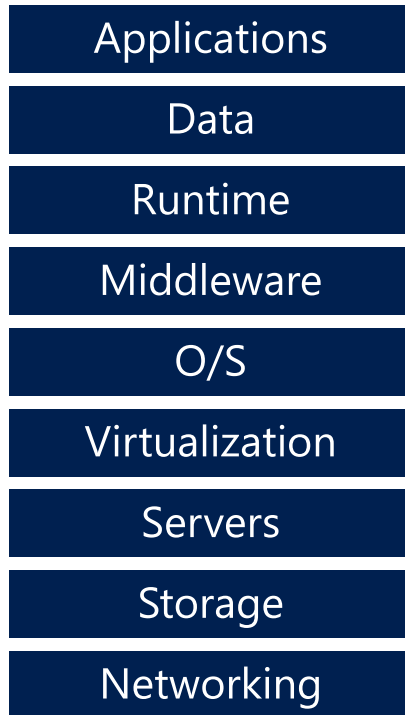
Dynamics Application
implementate in locale
sui server aziendali



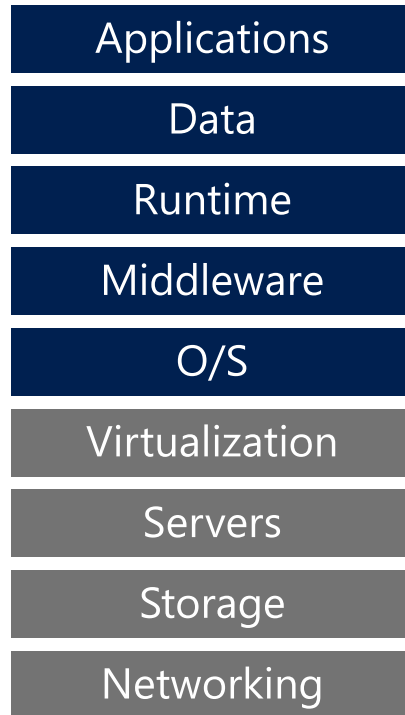
Tipi di servizi cloud: IaaS, PaaS, SaaS



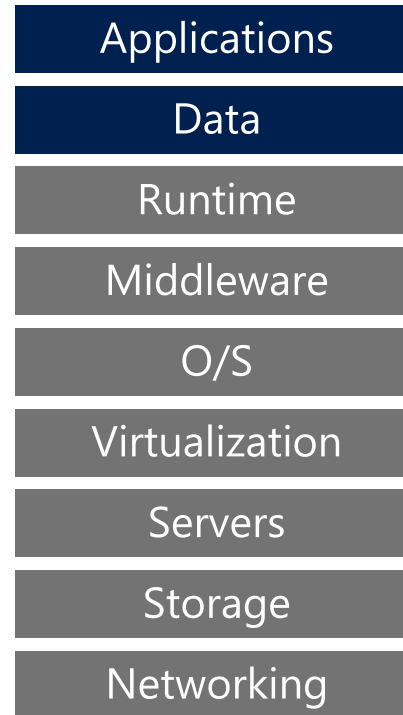
On-premises



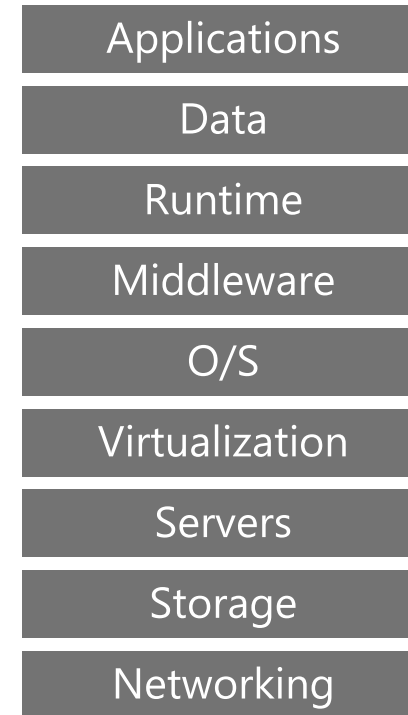
Infrastructure (IaaS)



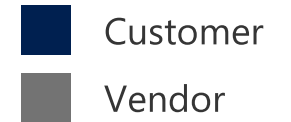
Platform (PaaS)



Software (SaaS)



Managed by:














Qualsiasi dispositivo



The image displays the CRONUS software interface across multiple devices: a laptop, a tablet, and two smartphones. The laptop screen shows a dashboard with a headline: "The largest sales invoice posted in the last 90 days was for \$19,9...". Below this, there are sections for "Activities", "SALES THIS MONTH" (\$49,422), and "ONGOING SALES". The tablet screen shows a "Top Five Customers by Sales Value" donut chart with segments for Litware, Inc., Relecloud, Alpine Ski House, and Trey Research. The smartphone screens show the same dashboard and a list of items such as "MEXICO Swivel Chair, black" and "CONFERENCE PACKAGE 1".

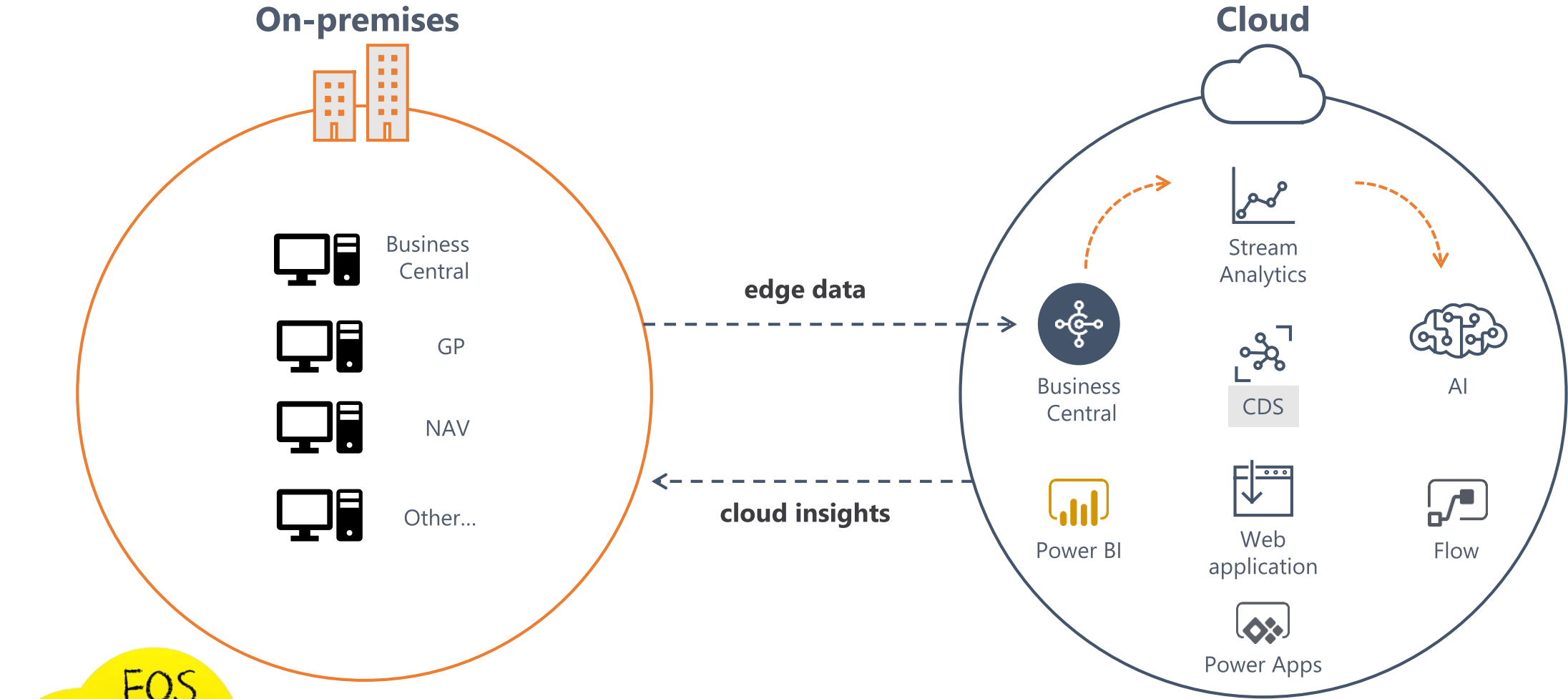


A MEMBER OF THE DYNAMICS 365 FAMILY

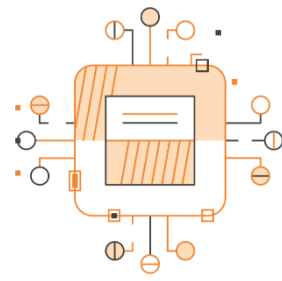
Marketing	Sales	Service	Finance	Operations	Talent
Basic campaign management	Sales order management Contract and opportunity management	Project management Service order management	Advanced financial management	Supply chain management Warehouse management Discrete manufacturing	Employee entities Payroll integration
					
 Marketing	 Sales  Retail	 Field service  Customer service  Project service automation			 Talent

Common Data Service

Business Central: intelligent cloud insights for on-prem



Integrating and extending



Add-On

Add-on apps enrich the Dynamics 365 Business Central functionality

Extensions




Connect

Connected Apps connect another service with Dynamics 365 Business Central


API's



Microsoft AppSource

 **Microsoft** | AppSource App  Altro   

App > Bulk Email to customers and vendors




Bulk Email to customers and vendors

EOS Solutions

[Panoramica](#) [Recensioni](#)

[SCARICA ADESSO](#)

 SALVA PER DO...

Prezzi
Gratuito

Prodotti
[Dynamics 365 Business Central](#)

Publicato da
EOS Solutions






Acquisisci con
Account aziendale o dell'istituto di istruzione

Versione
1.0.82.0

Send bulk email to customers, vendors and contacts in Microsoft Dynamics 365 Business Central.

Do you often have to send multiple emails with the same content, one for each recipient (customer, vendor or contact) in your ERP system? Are you tired of losing precious time re-writing the same text and attaching the same documents each time? Do you want to send a bulk email from your favourite email client but without exiting from Dynamics 365 Business Central?

The Bulk Email to Customers and Vendors app allows you to send a single email to multiple recipients from within Microsoft Dynamics 365 Business Central. You just select N customers/vendors/contacts from the relative lists and the app will create a single email with multiple recipients. A new email is opened in your preferred email client application with pre-filled Sender and Recipient fields. You can also write a text and/or attach documents before sending the message.



Leader mondiale per D365BC in Microsoft AppSource



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Products

- Web Apps
- Add-Ins
 - Dynamics 365
 - Office 365
 - Power BI apps
 - Power BI visuals
 - Dynamics NAV
 - PowerApps

Categories

- Analytics
- Artificial intelligence
- Collaboration
- Customer service
- Finance
- Human resources
- IT + administration
- Internet of things
- Marketing
- Operations + supply ...
- Productivity
- Sales

Industries

- Agriculture
- Education
- Distribution
- Financial services
- Government
- Health
- Manufacturing
- Professional services
- Retail

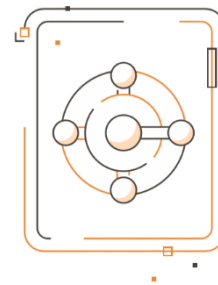
Trials: All | Pricing Model: All | Ratings: All

eos solut x | Reset category filters

App results (908) | View consulting services (112)

App Name	By	Rating	Price	Badge
Electronic Invoice for Italy	EOS Solutions Dynamics 365	★★★★★ (1)	Free	Yes
Data Security	EOS Solutions Dynamics 365	★★★★★ (1)	Free	Yes
Simulated General Ledger for Italy	EOS Solutions Dynamics 365	★★★★★ (1)	Free	Yes
Historical ECB Exchange Rates	EOS Solutions Dynamics 365	★★★★★ (3)	Free	Yes
Advanced Customer Vendor Statements for Italy	EOS Solutions Dynamics 365	★★★★★ (1)	Free	Yes
Customer Vendor Compensation for Italy	EOS Solutions Dynamics 365	★★★★★ (2)	Free	Yes
GDPR Toolset	EOS Solutions Dynamics 365	★★★★★ (2)	Free	Yes
Advanced Document Reporting for Italy	EOS Solutions Dynamics 365	★★★★★ (1)	Free	Yes
Bulk PEC Email to customers for Italy	EOS Solutions Dynamics 365	★★★★★ (1)	Free	Yes
Customer Vendor Compensation	EOS Solutions Dynamics 365	★★★★★ (1)	Free	Yes

Le App di Business Central



Tutte le APP EOS sono **vendute solamente in sottoscrizione.**



I piani di sottoscrizione sono a pagamento; alcune app saranno gratuite



Le APP EOS sono pubblicate in AppSource



Le APP EOS funzionano allo stesso modo OnPrem e su BC SaaS



L'aggiornamento delle sottoscrizioni non richiede interventi tecnici di aggiornamento sugli ambienti dei clienti



Adaptable Application Service

Business Central everywhere

Full NAV functionality

Continued feature investments



In the cloud



On-premises

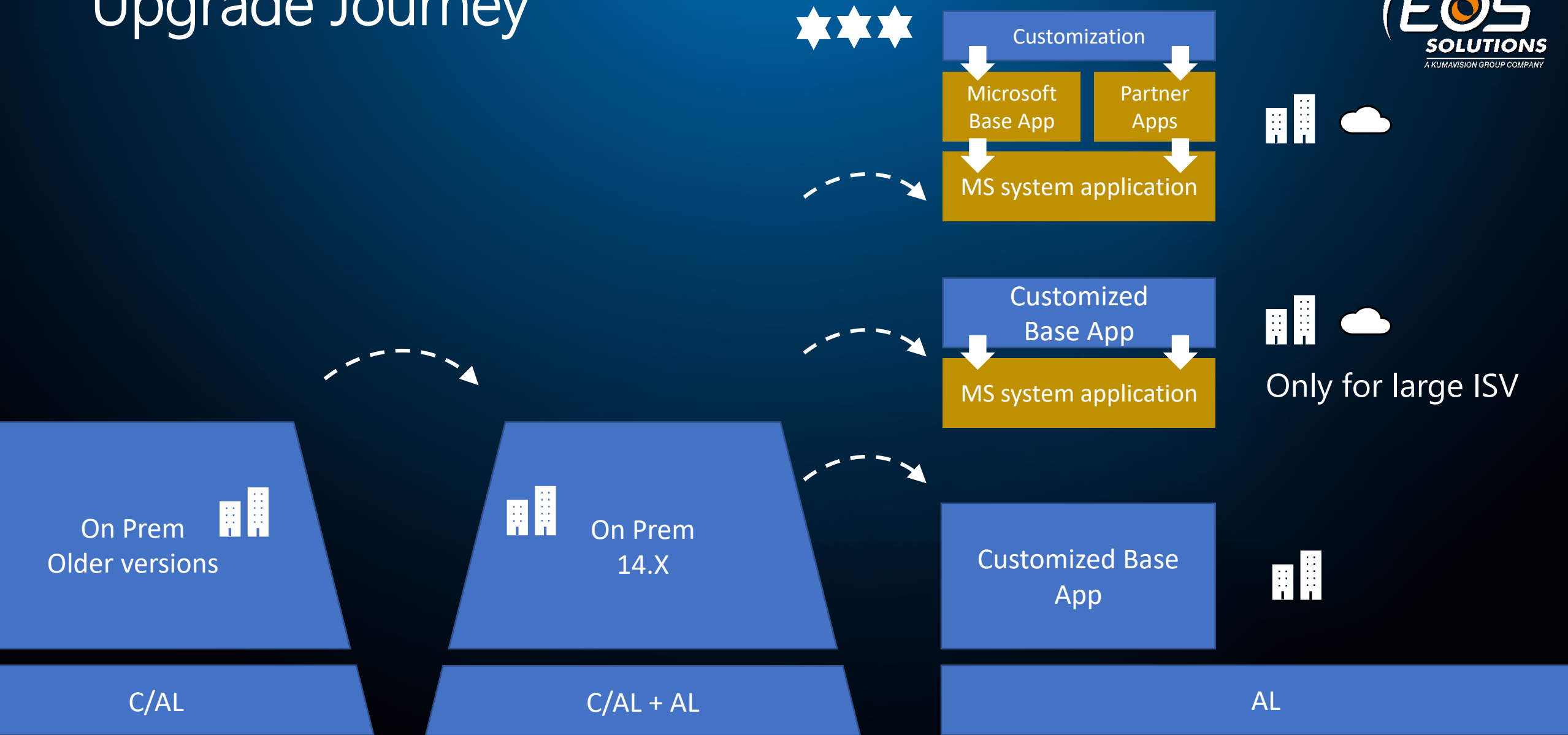
Adaptable Service

Dynamics 365 vertical solutions

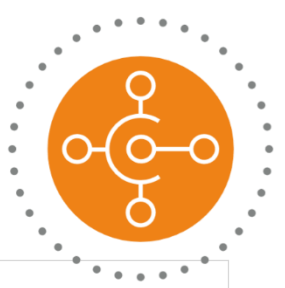
Tenant specific extensions

Microsoft Flow, Power BI, PowerApps

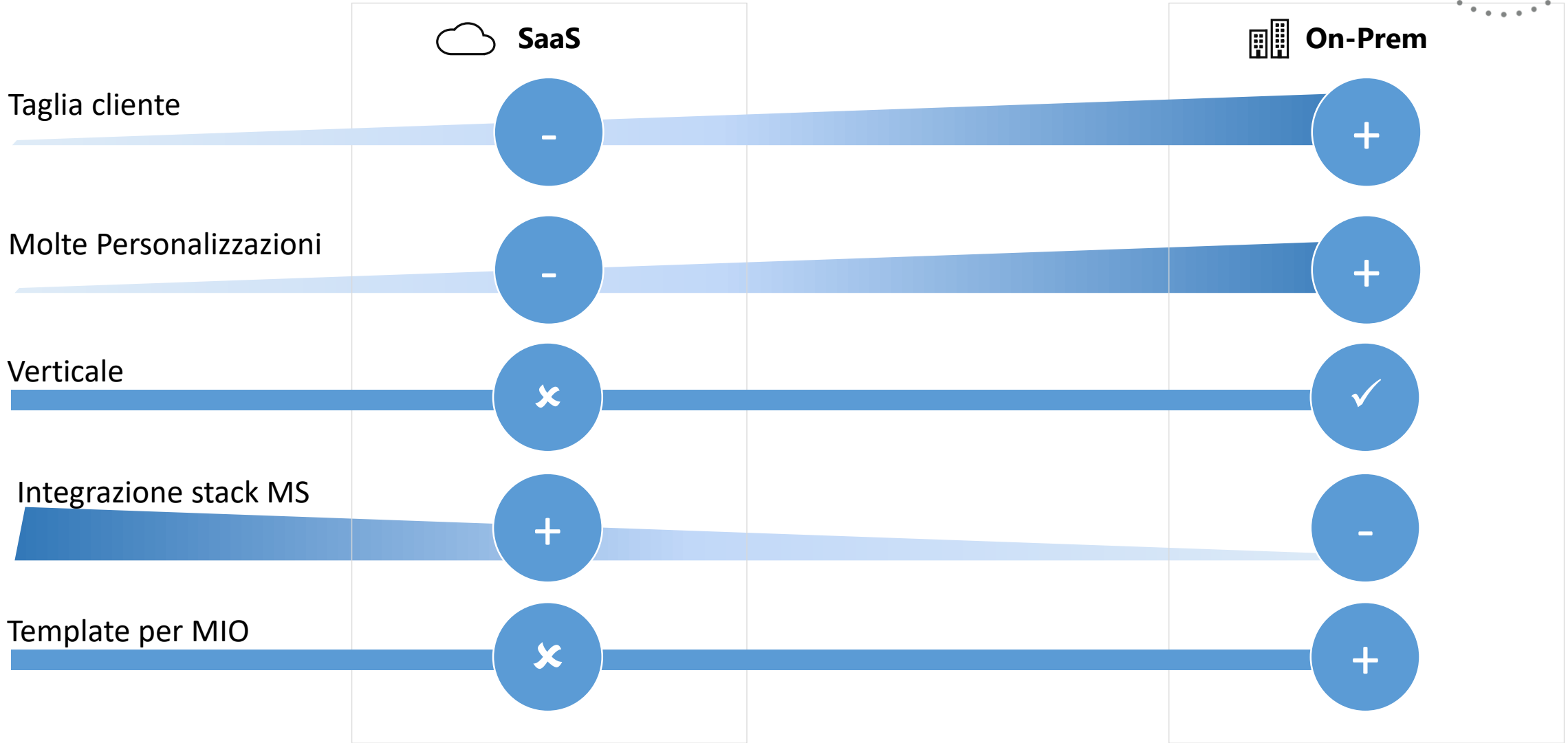
Upgrade Journey



Go To SaaS



Clienti / richieste clienti



Dynamics 365 Business Central licensing - NEW



Dynamics 365 Business Central Saas		
Team Members	€ 6,80	mensile
Essentials	€ 59,00	mensile
Premium	€ 84,30	mensile
Objects	FREE	

- Names User
- Annual billing
- 2 admin users/Tenant



Dynamics 365 Business Central - SaaS



All Dynamics on premises customers
with active enhancement PLAN

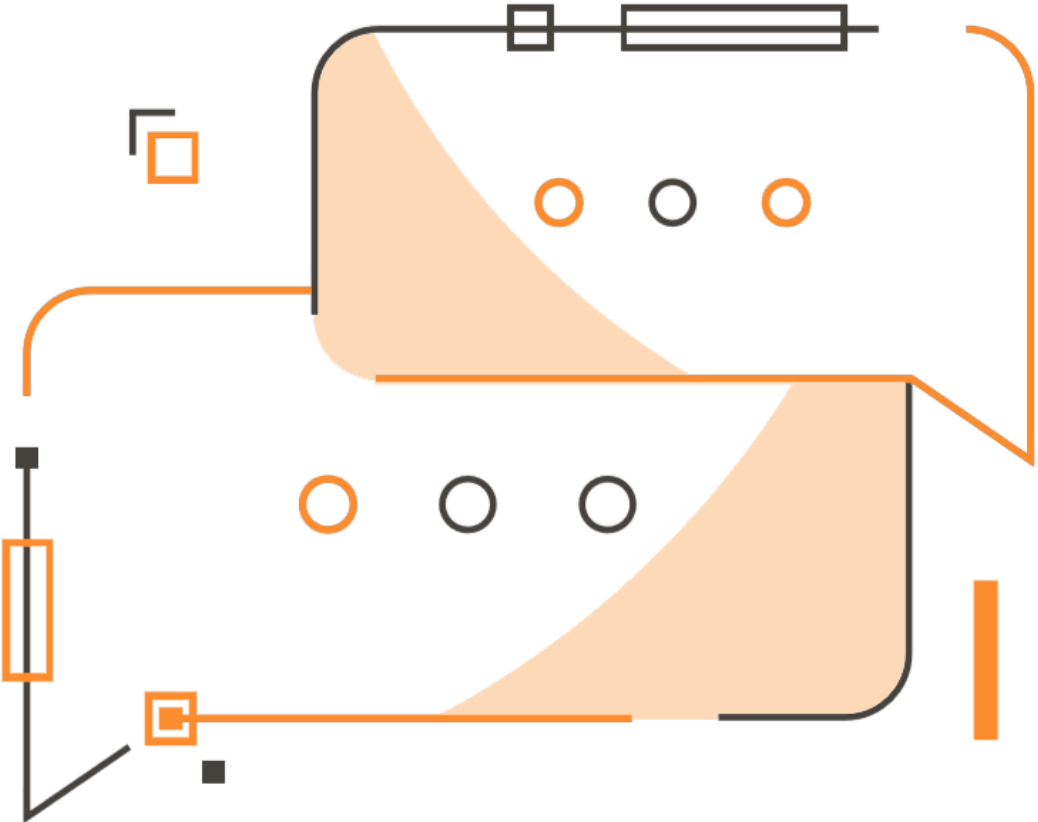


Transition Policy

New License
Up to 40% price list discount

Team Members	<ul style="list-style-type: none">• Read and approve• Run all reports• Employee self-serve
Essential	<ul style="list-style-type: none">• Financial management• Sales and opportunity management• Supply chain and inventory management• Project management
Premium	<ul style="list-style-type: none">• Service Management• Manufacturing

Q&A



Prossimi appuntamenti



5 MAR 2020 | 11:00

La relazione è un valore. Ottieni un vantaggio competitivo con Dynamics 365 CRM



26 MAR 2020 | 11:00

Nuovo Codice della Crisi d'Impresa: strumenti operativi per aziende e professionisti



Grazie!



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- Bolzano
- Carpi
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