Microsoft Dynamics 365 Business Central

Uno sguardo al futuro di NAV

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A KUMAVISION GROUP COMPANY

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Agenda

- La Digital Transformation secondo Microsoft
  A. Semenzato
- Dynamics 365 Business Central: First Look
  A. Di Ceglie
- EOS strategy, pricing & FAQ
  A. Callegher

La digital transformation con Dynamics 365

La Digital Transformation secondo Microsoft

Empower employees

Engage customers

Optimize operations

Transform products

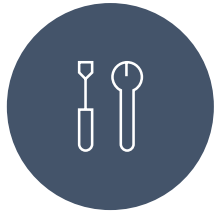
Work Area a supporto della Digital Transformation

Modern workplace

Business applications

Applications
& infrastructure

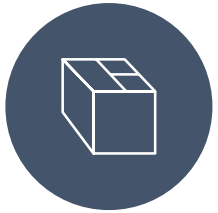
Data & AI



Empower
employees

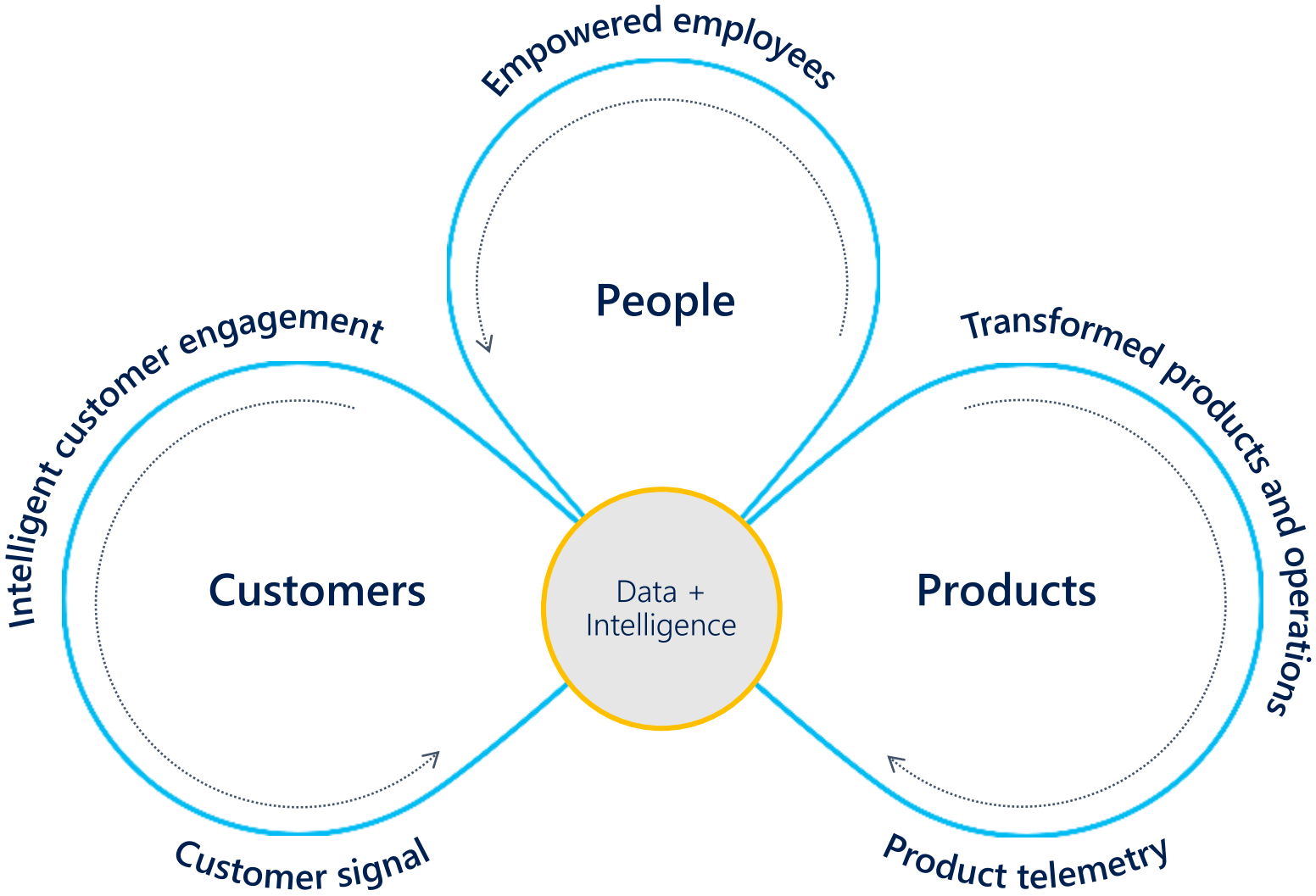
Engage
customers

Optimize
operations



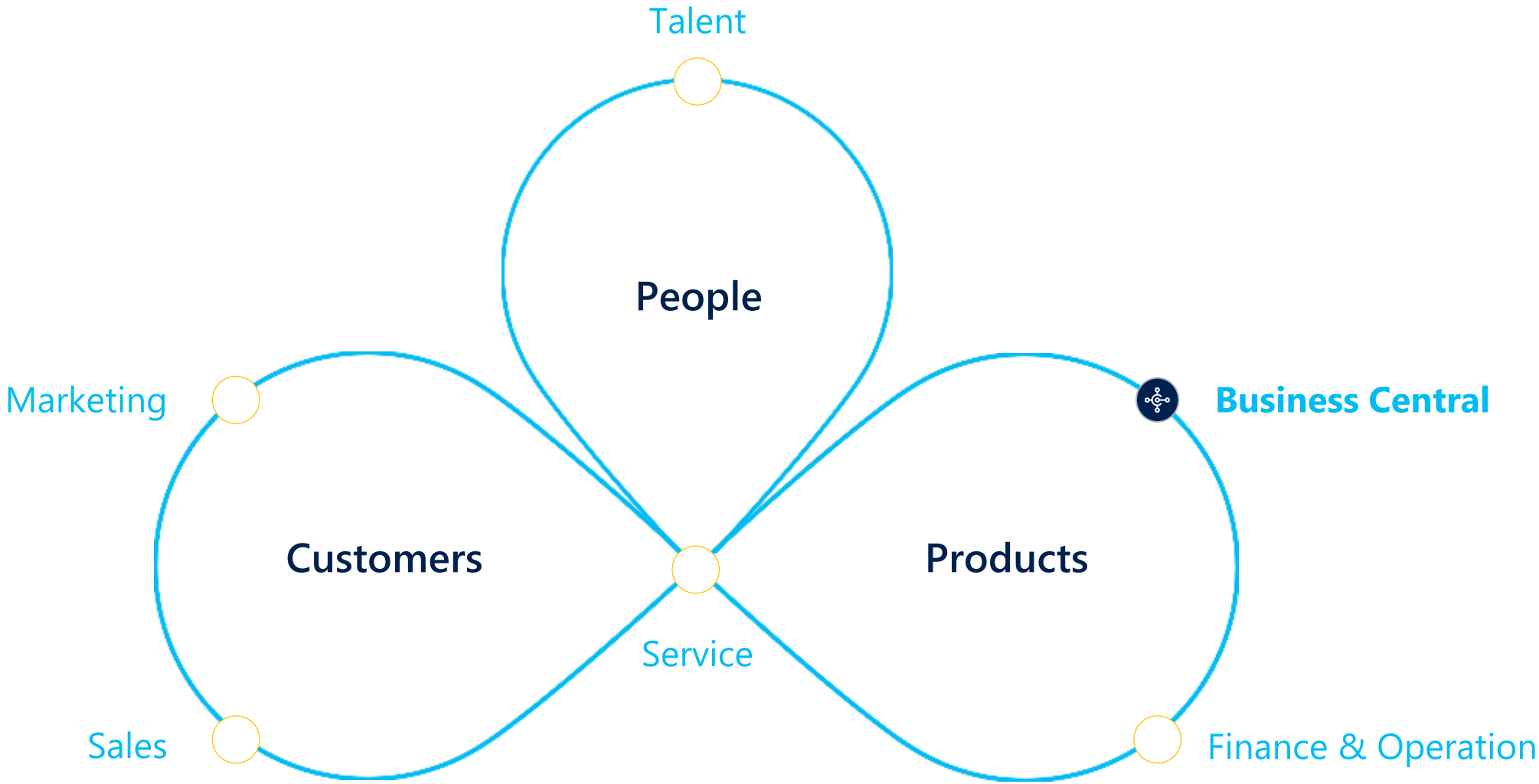
Transform
products

Digital Feedback Loop



Microsoft Dynamics 365

SaaS Business Applications



MODERN UNIFIED INTELLIGENT ADAPTABLE

Microsoft Dynamics 365 Business Central

Intelligent business applications in the cloud

Microsoft AppSource

Office 365

MICROSOFT DYNAMICS 365
Business Central

Power BI

Cortana Intelligence

Azure IoT

Common application platform: PowerApps, Microsoft Flow, Common Data Service

Multiple deployment options: On-premise, Hybrid, Cloud

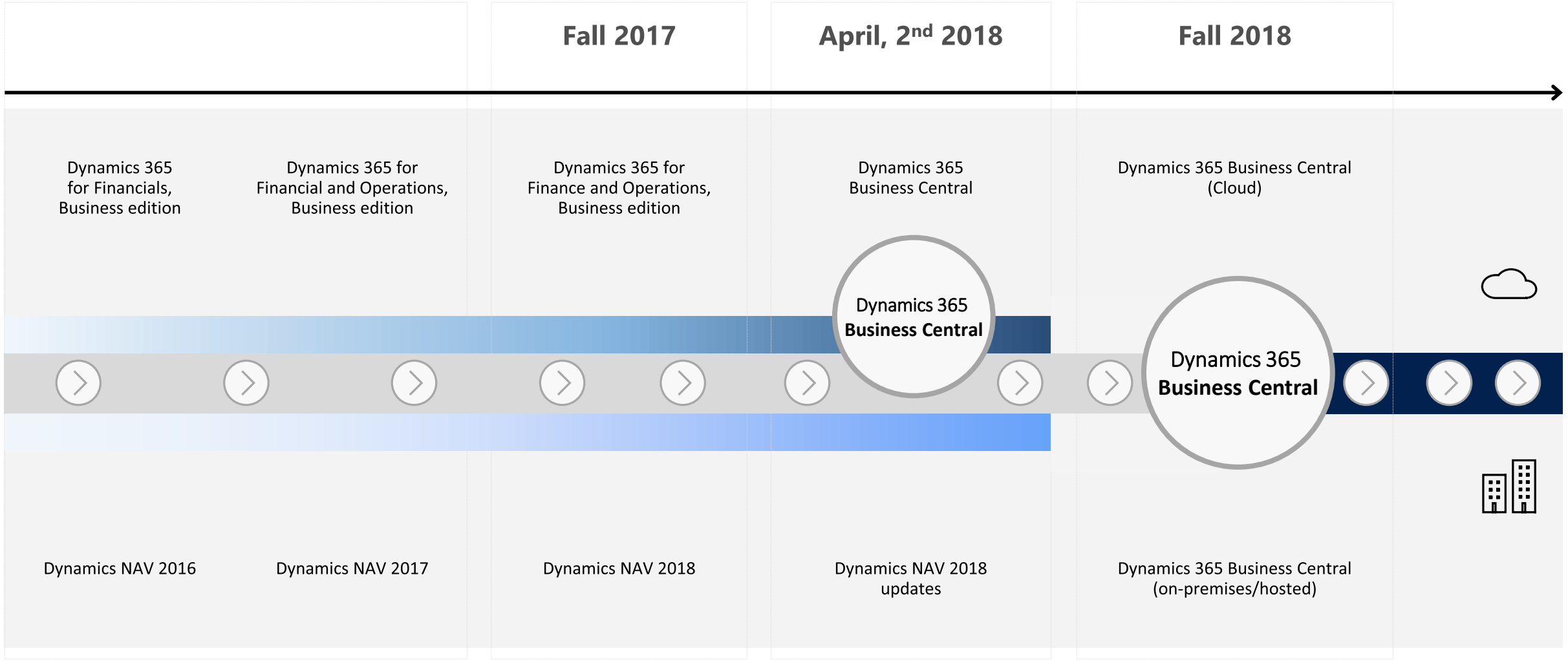
Dynamics 365 Business Central

Microsoft Dynamics 365 Business Central

Core Capabilities

Financial management	Account receivables/ payables	Bank reconciliation	Fixed asset management	Month/Year end closing
Sales & service management	Quote generation	Contact management	Sales invoicing	Payment processing
Project management	Capacity planning	Budgets and estimates	Job and process costing	Resource management
Supply chain management	Inventory and Purchasing control	Shipment and distribution	Returns and cancellations	Procurement and vendor management
Operations management	Forecasting	Production planning	Manufacturing capacity	Warehouse management
Reporting & analytics	Customer insights	Self-serve reports	Interactive dashboards	Built-in intelligence

Product roadmap

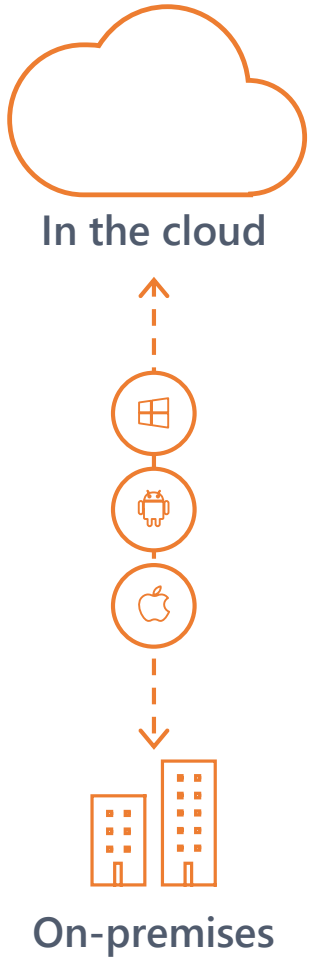


Adaptable Application Service

Business management application

Full NAV functionality

Continued feature investments



Adaptable Service

Dynamics 365 vertical solutions

Tenant specific extensions

Microsoft Flow, Power BI, PowerApps

Available in Cloud Solution Provider (CSP) program, fully customizable, promote in AppSource

Dynamics 365 Business Central in breve

An all-in-one business management solution

An evolution of Dynamics NAV

A member of the Dynamics 365 family

A modern, unified and intelligent solution

An adaptable application service

Product availability

April 2, 2018	**North America:** Canada, United States **Europe:** Austria, Belgium, Denmark, Finland, France, Germany, Italy, The Netherlands, Spain, Sweden, Switzerland, United Kingdom
July 1, 2018	Australia, New Zealand, W1 (in select countries)
At Inspire (July 2018)	More information on additional country availability

DEMO

EOS strategy

Facciamo il punto

1. Microsoft Dynamics NAV fa ora parte della famiglia Dynamics 365

2. Microsoft Dynamics 365 Business Central è il nuovo brand di NAV, per ora limitato alla versione on-line ma presto anche per la versione on-premise

3. EOS supporterà sia la versione on-prem che quella SaaS, e sarà uno dei primi VAR-ISV a pubblicare propri verticali in modalità SaaS

La strategia EOS Solutions

- Per Business Central (NAV) **on-prem**:
  continueremo come oggi a manutenere add-on e verticali

- Per Business Central **SaaS**:
  creeremo delle app (prevalentemente finance – fiscali) per rendere questo scenario possibile per i nostri clienti che abbiano, ad oggi, necessità abbastanza vicine allo standard

Listino

Team Member	Read and approve Run all reports Employee self-serve			€ 6,75
Essentials	Invoicing Purchasing Opportunity management Budgets Finance Fixed assets	Purchasing order management Resource management Workflow Contact management Simple inventory	Advanced sales Advanced inventory Distribution Warehouse management Project management	€ 59,03
Premium	Service management Manufacturing			€ 84,33

Listino: commenti

- Listino basato su Named User
- Team Members differiscono per capabilities dai Limited Users
- Il prezzo include la Cloud Platform: Microsoft PowerApps e Flow
- Il prezzo include licenze database (SQL), servizio hosting, consumo dati
- Il prezzo include il «continuous update»

FAQ

Microsoft sta abbandonando NAV?

No. Microsoft ha promosso NAV, che ora è parte integrante della famiglia Dynamics 365.

In cosa differisce NAV da Business Central?

Stesso codice, stesse funzionalità. Per soli sei mesi la differenza sarà solo SaaS vs on-prem.

Business Central può essere personalizzato?

Sì. Con l'attivazione di App scaricabili da AppSource, o creando delle Extensions, o ancora usando la Cloud Plaftorm di Microsoft: Flow e PowerApps.

FAQ

C’è una politica di migrazione a Business Central per i clienti NAV?

Sì. Come sempre Microsoft garantisce una politica di migrazione verso le nuove release di prodotto.

Posso migrare la mia installazione NAV verso Business Central?

Sì, ma come sempre si tratta di un progetto di migrazione e, come tale, va verificato assieme al partner.

Posso sottoscrivere in autonomia il servizio di Business Central?

No. Business Central è attivabile attraverso partner e il modello di licensing CSP di Microsoft.

http://bit.ly/eosdigitalday

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