



# BUSINESS SOFTWARE

**MANAGE YOUR WHOLE COMPANY**  
**MODERN INTEGRATED TOOLS**  
**AFFORDABLE ERP**

We are market leaders in helping business owners and their teams have greater control over their success, through modern integrated software. As Microsoft Gold partners, we specialise in fully integrated solutions for mid-sized companies utilising Microsoft Dynamics® 365 Business Central and other areas of the Microsoft stack.



# INTRODUCTION

The life of a business is deeply entwined with the software that it is run on. The capabilities of the staff, and indeed the business, are reflected and amplified by the capability of the systems that they are utilising.

Are you struggling to make informed decisions?

Are you focussed on manual tasks rather than utilising your full potential?

Don't worry, you are not alone! These are common problems for a lot of businesses; in fact, there are a wide range of other reasons that businesses look for a new system.

- Disparate systems
- Not enough capability
- Lack of reporting
- Control
- Security

## Growing Pains

The issue for a lot of growing businesses is that the jump from basic finance systems to a fully integrated business management solution, known as Enterprise Resource Planning (ERP), is a big step. The costs are not just the big bill, but the time involved; if your team have not worked with a bigger system before, how do they even know what they want?

We have created Accelerated Business Central (ABC), which is a standardised implementation of Business Central. It provides all of the basics a business will need, with the ability to seamlessly grow as they need new capabilities and functionality.



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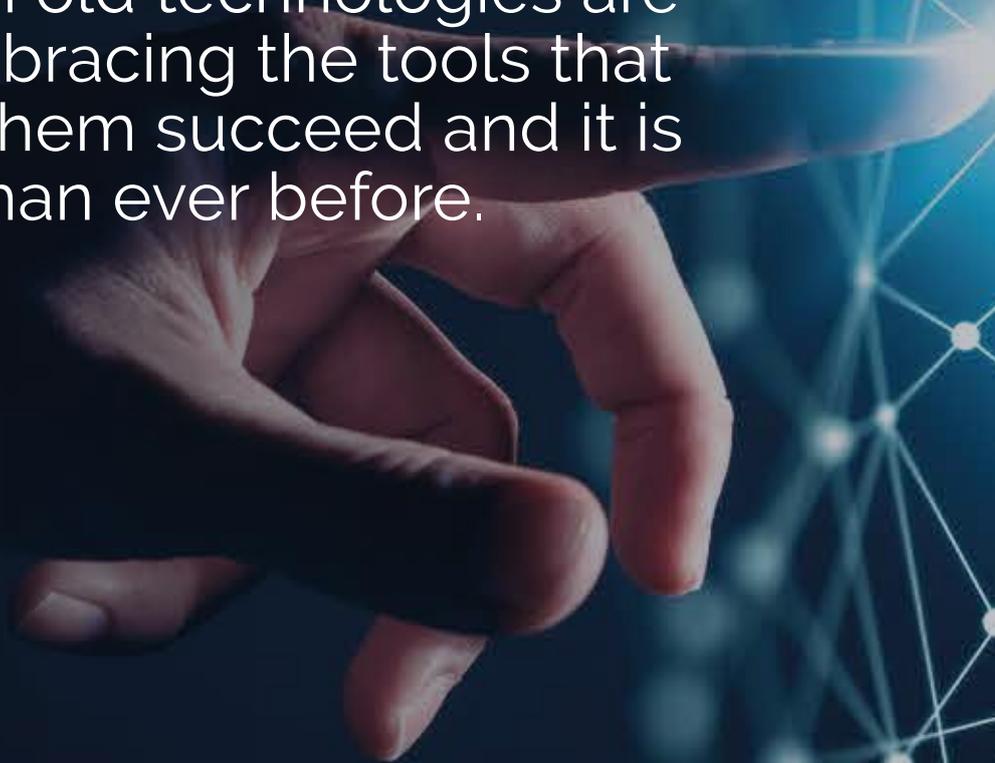
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**“Future Tech” is here now,  
and through the power of the  
cloud, it is accessible to  
businesses of any size**

Through harnessing modern technologies, fast growing SMBs are competing against enterprise level organisations.

Businesses that have a long and rich heritage that are stuck on old technologies are now embracing the tools that will let them succeed and it is easier than ever before.



# Start your journey to becoming a modern business

It's time to start considering how an investment in modern technology will have a major impact on managing and operating your entire business.

## What is holding your business back?

No-one denies that you have a great business. But you are here because you have real problems. They are problems that plague many businesses:

- Working hard but not getting growth
- Lack of visibility of the future
- Everyone is spending too much time manually working with tools and wrestling processes
- There is a lack of control of information in the business
- etc, etc, etc

In reality, many of these very typical business problems are symptoms of an outdated business software infrastructure. It is time to consider modernising the way that your business operates through Digital Transformation



## Dynamics® 365 Business Central

**Microsoft Dynamics 365 Business Central provides an all-in-one software solution to help you manage all of your business and make informed strategic decisions.**

Through harnessing modern technologies, fast growing SMBs are competing against enterprise level organisations. Businesses that have a long and rich heritage that are stuck on old technologies are now embracing the tools that will let them succeed and it is easier than ever before.

### All of the tools you were expecting



Business Central is a fully featured solution, with functionality to manage every area of your business, including:

- Finance
- Sales and Marketing
- Stock Control
- Manufacturing
- Warehousing
- Service Management
- Project Management
- Reporting and analytics

# The tools you weren't expecting

One of the best parts of Business Central is the integration, with the Microsoft stack of solutions and with other tools, bringing everything together in one seamless solution.

## Artificial Intelligence

Artificial Intelligence (AI) is now a tool for SMB. With a range of AI tools inbuilt to Business Central, as well as available with the integrated Power Platform, you will be able to use machine learning and intelligence to reduce workload and make better informed decisions.

## Automation

Reduce your workload and simplify tasks with in-built & customised automation tools.

## Custom Apps

Give your staff the tools that they need by building custom applications. With low code design, Microsoft data connectivity and fast deployment, modernise processes and solve tough challenges using custom apps without the need for extensive development. Designed for connecting into your existing systems, your app is part of your solutions, not a disparate piece of functionality.

## Integrated e-Commerce

Make it easier to buy from you with an integrated e-Commerce platform that allows you to sell both to consumers and other businesses.



# ONE CONNECTED SYSTEM

In the fast paced and modern world, it is important to set your business apart from the competition. This typically requires:

- Speed
- Accuracy
- Individuality

Being able to make it quick and easy to buy from you, and for you to deliver, is extremely important. It is also important to do things your way – we understand that the personality of your company is what helps you to stand out. So, the tools you use need to be flexible and suit your needs; but that doesn't mean they can't be connected.

Whether it is with off the shelf solutions, standardised connectors or bespoke development, we can help you run a unified system.

## Integrated e-Commerce

Any business expert will tell you to “make it easy to buy from you”. With integrated e-Commerce, you can also make it easy to sell to them!

With a range of standard integrations to e-Commerce solutions from Business Central, you can increase sales for both consumers and businesses with Business to Consumer (B2C) and Business to Business (B2B) tools. For registered B2B customers, you can provide customer specific pricing based on their setup in your ERP system, allowing you to personalise their experience.

Automated stock updates means that you will have better control over the products that you list and sell. Integrated and automated processing of sales gives the customer a fantastic purchasing experience with complete visibility of the status of their order.

# Microsoft Power Platform

## Get More Done - Smarter!

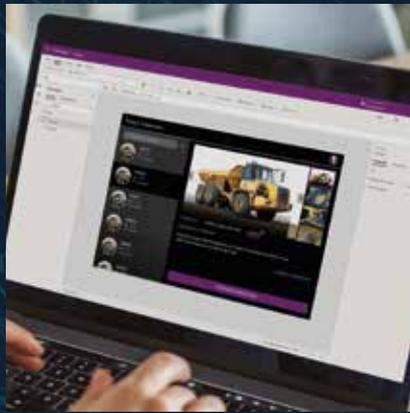
Connect Office 365, Dynamics 365, Azure, and hundreds of other apps and build end-to-end business solutions. Utilising workflows, artificial intelligence and wide range of other tools, you can revolutionise the way that your company operates. Get high end quality functionality without the need for expensive bespoke development.

Work together to meet challenges effectively with Microsoft Power Platform; analyse data, build solutions, automate processes, and create virtual agents.



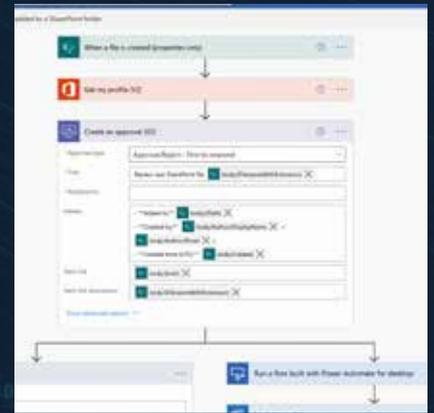
### Power BI

Unify data from many sources to create interactive, immersive dashboards and reports that provide actionable insights and drive business results.



### Power Apps

Build bespoke apps that work on desktop, tablet or phone with little or no code using Microsoft Power Apps. Connect to your data sources and directly into the Dataverse to extend your capability.



### Power Automate

Boost business productivity to get more done by connecting Office 365, Microsoft Dynamics and hundreds of other Microsoft and 3rd party applications and then automating processes.

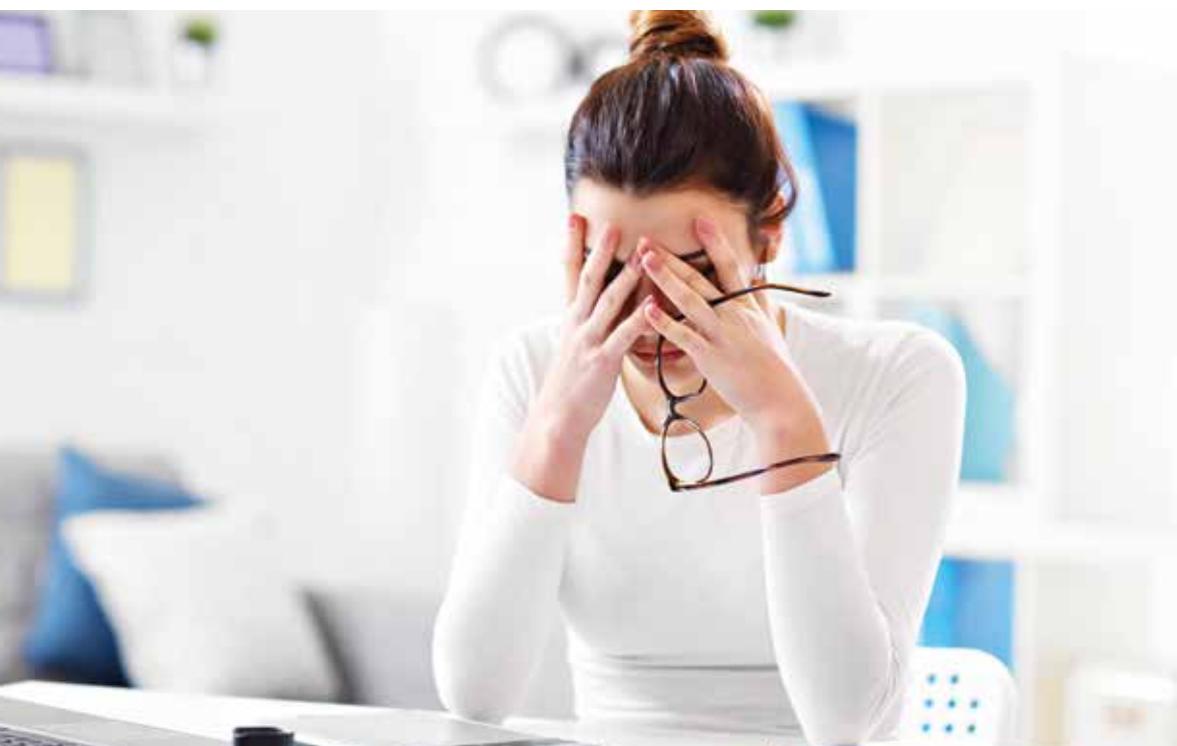
# Signs you are outgrowing your basic finance systems

Basic finance software is the backbone of small businesses. The move from fragile spreadsheets and hand-written notes to a robust and feature rich finance package such as Xero or Sage One has been a big game changer and has seen many small businesses flourish.

However, there is a limit to what a basic finance software can do for your business, and it is important to know when you are near the limits, so that you can prepare for the next stage in your growth.

Much like looking for new staff, bigger offices or growing your warehouse, getting the software system to manage your business is a key part of the growth. Luckily, there are some very clear indicators.

- Your system is slowing down
- You are doing more than 1000 transactions per month
- You are buying extra modules for much needed functionality
- You do not have the information you need to make decisions
- You are manually transferring data between applications
- You are not doing something new because you do not have the facility to do it
- You are struggling through using spreadsheets for reporting
- You are too reliant on an external accountant with little control over the books



# What to do if you have outgrown your finance system



## ERP or Bust

This is where we start to talk about Enterprise Resource Planning software, or ERP. Despite having Enterprise in the name, ERP solutions are more commonly aimed at the SMB market. Having an integrated platform that covers the function of every area of your business has a wide range of benefits, including:

- Less data entry and errors
- Better control of the business
- Better reporting options
- Automation

## The ERP Dilemma

The biggest problem for growing businesses is the cost of ERP. If you are going to grow the business, you need to invest in a system that can grow with you. Whilst the license fee will likely be in a similar order of magnitude to what you are using now, the services may seem a bit of a shock!

Furthermore, for smaller businesses, the cost of the time involved to go live with a new system, including testing and training, can be prohibitive.

For these reasons, many small and growing customers struggle on, buying disparate software and a slowing finance package that all hold the business back.

So, you want the ERP solutions, but struggling to make it happen.

What is the answer?

## Turn over for the solution

Introducing Accelerated Business Central, a templated implementation of Microsoft Dynamics 365 Business Central.



Dynamics 365 Business Central ERP implemented fast and affordably, so that you can get more out of your business now.



## Your Business Problems

Do these sound familiar?

- Losing track and control over your business operations
- Running out of functionality on your basic finance software
- Lack of time for the basics - but do you want to hire staff?
- An ever increasing array of software tools for tasks
- Your team are entering data on to several different systems

They are all very typical of small business that are growing. You can either struggle on through, or you can take action - and there is a solution - Business Central.

## Introducing Accelerated Business Central

The Accelerated Dynamics 365 Business Central method of implementing means that we get your system up and running fast, and support you through your journey.

- Utilising implementation templates, be live in just a few hours
- Online training guides help you to navigate using the system
- Talk to our team with ask-me-anything sessions
- Friendly and knowledgeable UK based support team
- Implement other areas of the system as you grow

# A Full ERP solution

ABC is not a cut down version of Business Central; it is the full solution. You will have standard Microsoft licensing and full access to the system.

Just pick the modules for the areas of the system that you need and we will implement a pre-configured system that you can add to or change when you are ready.



business

## Your Partner for Growth

When implementing a new business software solutions, you shouldn't be alone. It is important to partner with a company that understands both your business and applying the product to those operations.

Whether you want to get started quickly on a budget, or need a fully customised system, our expertise with Microsoft Dynamics 365 Business Central and associated products means that we can partner with you to get the most out of your business software solution.

*"Fast responses and nothing is too much of a problem."*  
**Financial Controller, Simplex Turbulo**

## An Experienced Team

With over 300 years combined experience with Microsoft Dynamics, we have been there and done that. We are also invested in your success, and investing in technologies, education and solutions, we aim to partner with you to become a valuable member of your team.



**TOM JENKINS**

MANAGING DIRECTOR

Tom is one of the founding directors of Dynamics Consultants. He has worked on ERP / CRM systems since 1995, initially as an end user and later as a developer/consultant.



**JEREMY ORGAN**

TECHNICAL DIRECTOR

Jeremy is a founding director of Dynamics Consultants and has worked on NAV and Business Central projects since 2000. One of the leading developers in the country, He even trains other partners.



## Aftersales Support

When we say partnership, we truly mean it as an ongoing relationship. We provide high quality aftersales support, including use of our support portal, training library and FAQs. We also offer a lot of opportunities to provide us with feedback to make sure we know we are doing things in the best way to support you.

*"Excellent help by the support team, understood the urgency and fixed the issue in a good time, came up with a work around solution the same day we raised the issue, so got us moving again."*

*Always have a great level of service from the DC support team."*

**Director, Harmon Group**

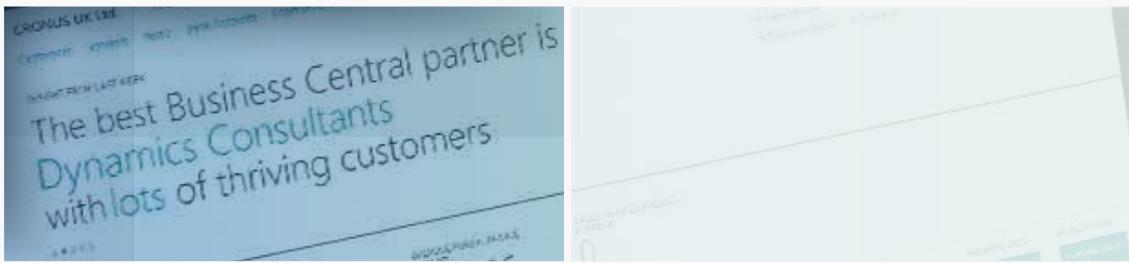
*"Prompt reply where the answer was known, followed up as promised when something needed looking into."*

**IG Finance Assistant Manager, Hays Travel**



OUR VISION AS MICROSOFT GOLD PARTNER

**“To be widely recognised as the UK’s best Microsoft business software solutions partner.”**



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