

# **Directions ASIA 2023**

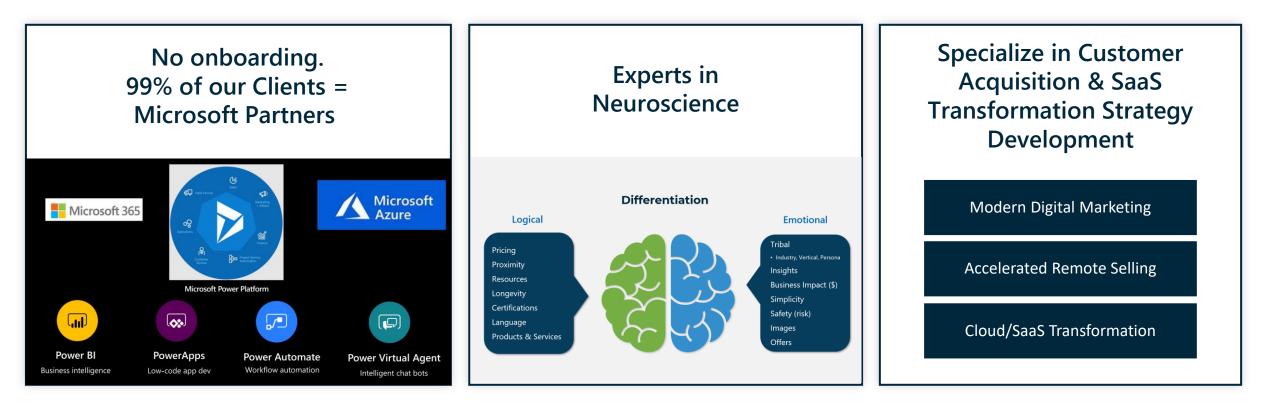
## Accelerate the Sales Process with Packaged Cloud Solutions

Sharka Chobot Chief Transformation Officer Neural Impact

www.directions4partners.com



# 15 Years working w Dynamics Partners



Microsoft

**High Volume Acceleration Program** 





# No more risk!

43% projects late or over budget... 33% cost overruns (Gartner) Uncertainty

## Transparency









Upfront Implementation, Training, Customization, Configuration Cost

# **Go Live**

### \$\$\$

Post go live Integration Workflow Optimization PowerApps



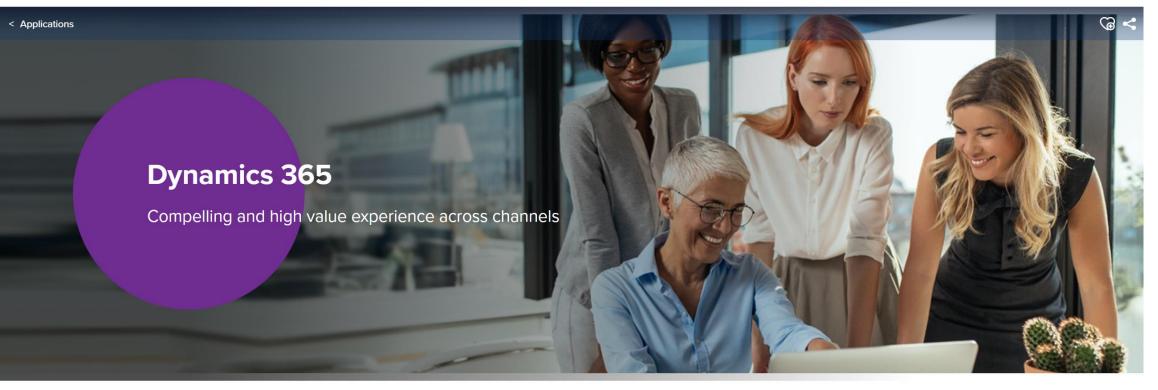




About Wipro



Careers



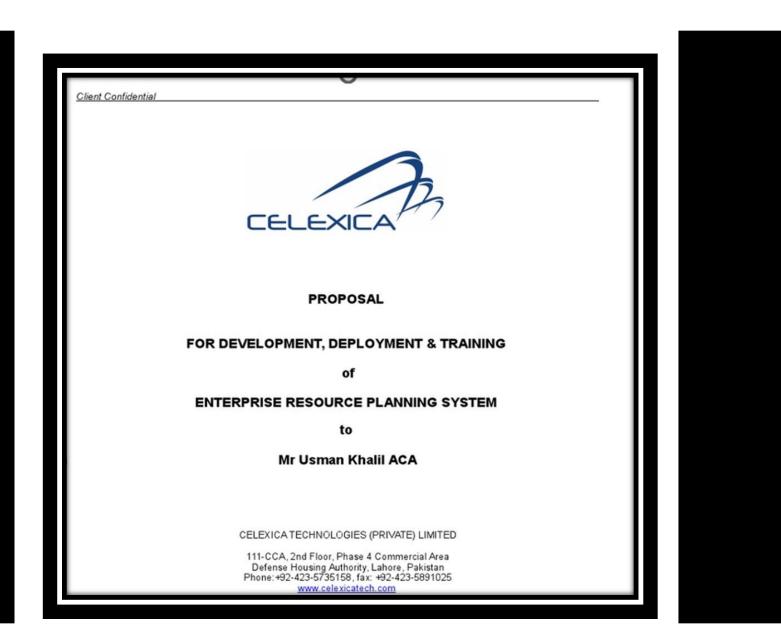
Enabling enterprise of future by delivering great digital experience, enhancing customer relationships and optimizing operations

Wipro's Dynamics 365 practice offers consulting, implementation, upgrade and support services covering all modules of Dynamics 365. Dynamics 365 is next generation intelligent business application that unifies the power of Microsoft's CRM & ERP product stack. Dynamics 365 provides unified applications that work seamlessly across the enterprise covering marketing, sales, customer service, field service, finance, operations, talent and project service automation.





### Option B



### Option C





### Single-Vehicle Subscription

Choose the Porsche of your dreams and drive it for an entire month. Extend your subscription monthly to continue driving it or change it up and try another model in the Porsche lineup.

#### Benefits:

- From \$1,700/month + tax<sup>1</sup> (pricing based on vehicle selection)
- 1,500 miles/month
- Insurance, roadside assistance, vehicle maintenance
- Concierge service
- Complimentary delivery and pick-up available for subscriptions within 20 miles of the participating authorized Porsche dealership

## Monthly Subscription Programs

Drive the vehicle of your dreams on your terms.

### Multi-Vehicle Subscription

Switch vehicles as often as you like throughout the month. When ultimate flexibility is desired, Multi-Vehicle Subscription is your program. Take the Taycan for a weekday commute. Book a Cayenne for a weekend getaway with the family. Switch and drive the 911 for special occasions. The choice is yours.

#### Benefits:

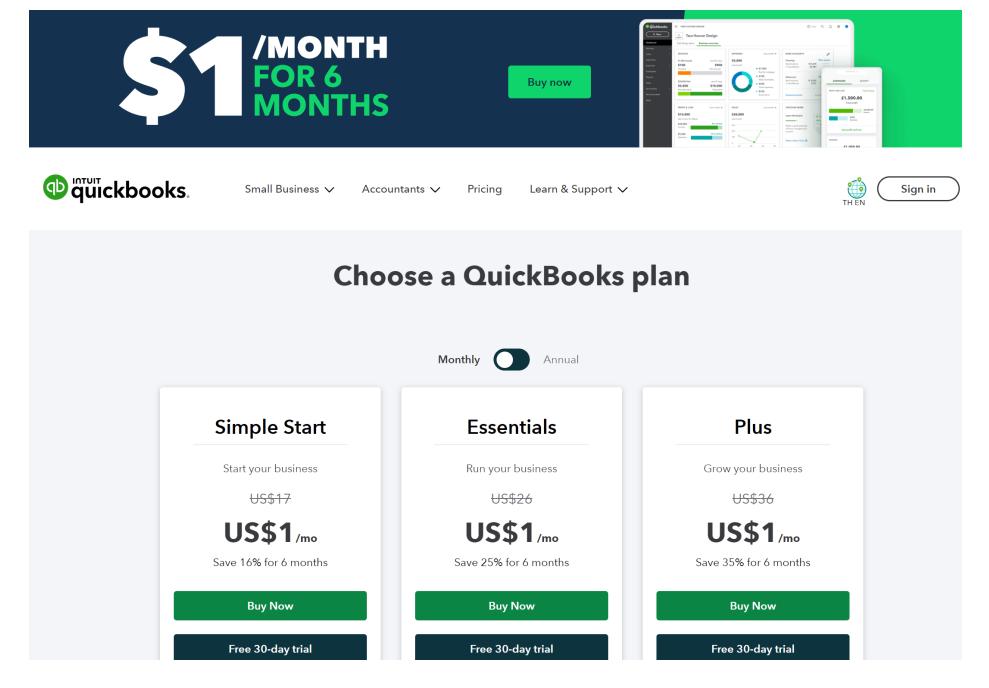
- \$3,600/month + tax<sup>1</sup>
- 2,000 miles/month
- Insurance, roadside assistance, and vehicle maintenance included
- Concierge service
- Complimentary delivery and pick-up available for subscriptions within 20 miles of the participating authorized Porsche dealership





# **Simplicity vs Complexity**





QuickBooks Online Pricing | QuickBooks Global (intuit.com)

Contraction of the second seco	Products & Features	Plans & Pricing	Learn & Support	Talk to Sales: 1-877-823-3327 ∨		
Plans for every kind of business						
1 Select plan       2 Add Payroll (optional)       3 Checkout						
	Buy now and save 50% for 3 months* O Try it free for 30 days					
			MOST POPULAR			
Simple	Start	Essentials	Plus	Advanced		
<sup>\$2</sup>		\$50 \$25/mo	\$80 \$ <b>40</b> /mo	\$ <del>180</del> \$ <b>90</b> /mo		
Choose	e plan	Choose plan	Choose plan	Choose plan		
Income and exp	enses Incor	ne and expenses	Income and expenses	Income and expenses		
Invoice and pay	ments Invoi	ce and payments	Invoice and payments	Invoice and payments		
Tax deductions	Tax c	eductions	Tax deductions	Tax deductions		
General reports	Enha	nced reports	Comprehensive reports	Powerful reports		
Receipt capture	Rece	ipt capture	Receipt capture	Receipt capture		
Mileage tracking	9 <u>Mile</u>	age tracking	Mileage tracking	Mileage tracking		
Cash flow	Cash	flow	Cash flow	Cash flow		
Sales and sales	tax Sales	and sales tax	Sales and sales tax	Sales and sales tax		
Estimates	Estin	nates	Estimates	Estimates		
Contractors	Cont	ractors	Contractors	Contractors		
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C t m TECHNOLOGY MANAGEMENT

SOLUTIONS ~ SERVICES ~ INDUSTRIES ~ RESOURCES ~ ABOUT US ~ CONTACT US

### Microsoft Dynamics 365 Pricing & Licensing

Dynamics 365 Business Central simplifies licensing of business applications

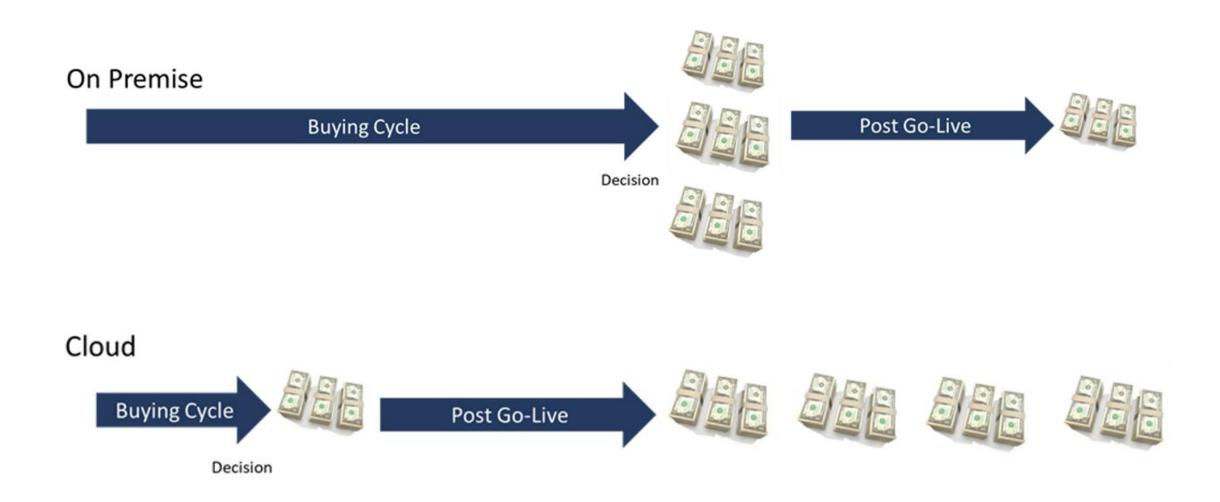
### **Dynamics 365 Business Central Pricing & Licensing**

Take the next steps for your business. Dynamics 365 pricing has been simplified to embody Microsoft's goal to provide access to their business solutions for SMBs. Dynamics 365 Business Central is sold and implemented through a global network of Dynamics 365 partners with industry expertise, just like ourselves at Technology Management Concepts. We can help you navigate the best digital practices that tailored to your company. Dynamics 365 offers a solutions to such digital initiatives in today's competitive global marketplace: The cloud-based software (Azure hosted) provides both a Business Central Edition (formerly known as Dynamics NAV) aimed at SMBs as well as an ERP platform for medium to large companies. Connect with a Microsoft Dynamics partner to request a demo and further evaluate the solution capabilities and pricing.

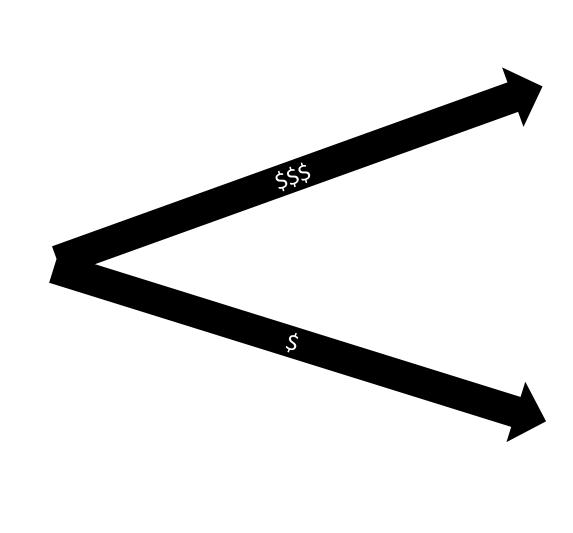
Microsoft Dynamics 356 pricing and licensing fit the needs of Small and Midsize Businesses with core business needs. It helps organizations connect their financials, sales, service, and operations. For organizations of any size that have more sophisticated needs, Dynamics 365 offers a variety of applications including Marketing, Sales, Service, Finance, Operations, and Talent.

Dynamics 365 Business Central	Dynamics 365 Business Central	Dynamics 365 Business Central
Team Members user	Essentials user	Premium user
From	From	From
<b>\$8</b>	<b>\$70</b>	\$100

## **Model Disruption**



# Triage







# How much would you pay for you next car?

Tesla Model S 85KWh \$79,900

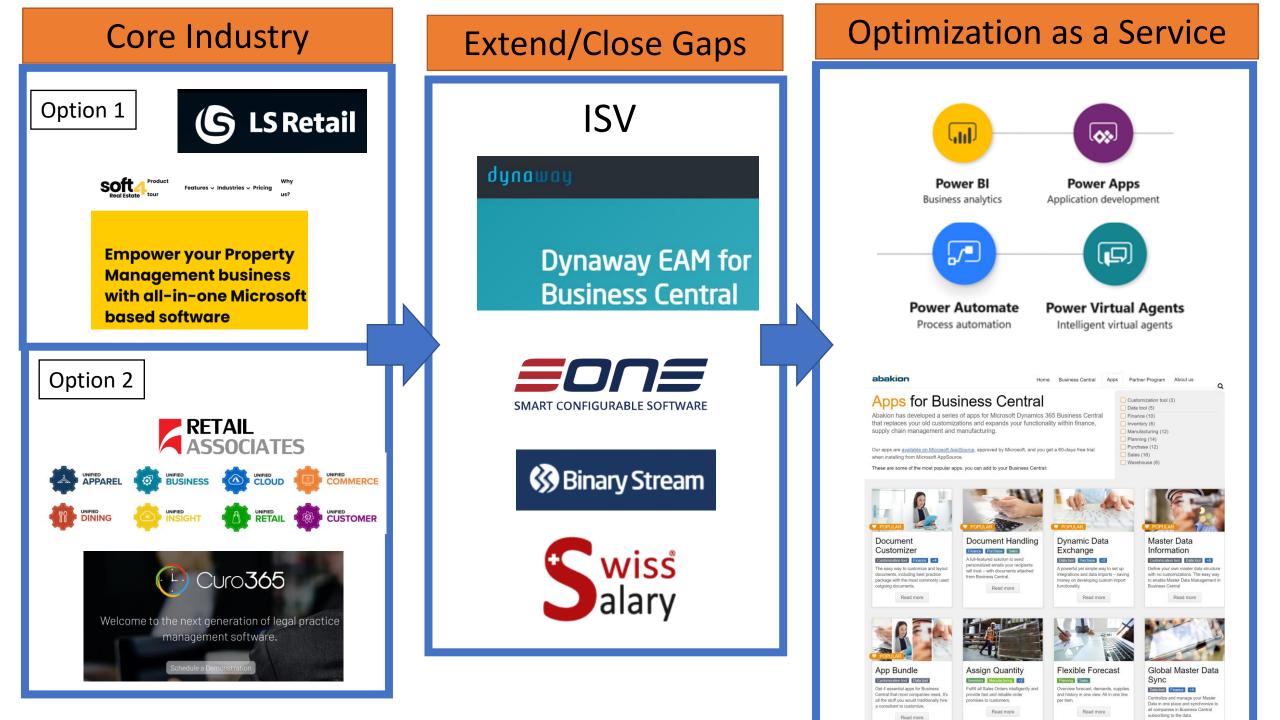
Max: \$55,000

Toyota RAV4 EV \$49,800 BMW i3 EV \$41,000 Ford Focus Electric \$35,170 Fiat 500e \$31,800

PRICE BAND

Min: \$30,000

Chevrolet Spark EV \$26,685



## Why Fixed Implementation Packages?

## For You

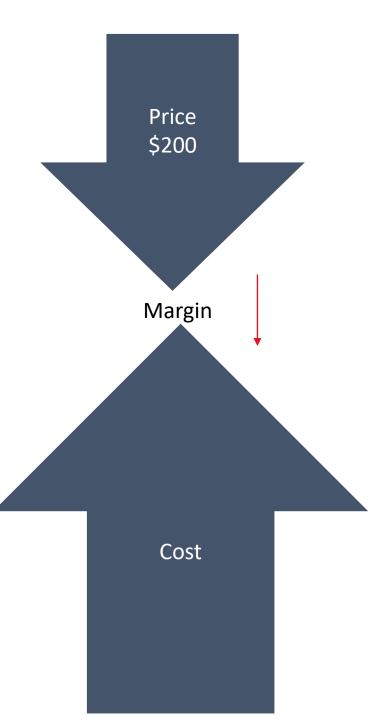
Better qualified leads	Higher than 35% margin	Lower selling costs	Less no decisions
Less discounting	Increase emotional differentiation	Shorter sales cycle	Less deals lost to competitors

## For Your Customers

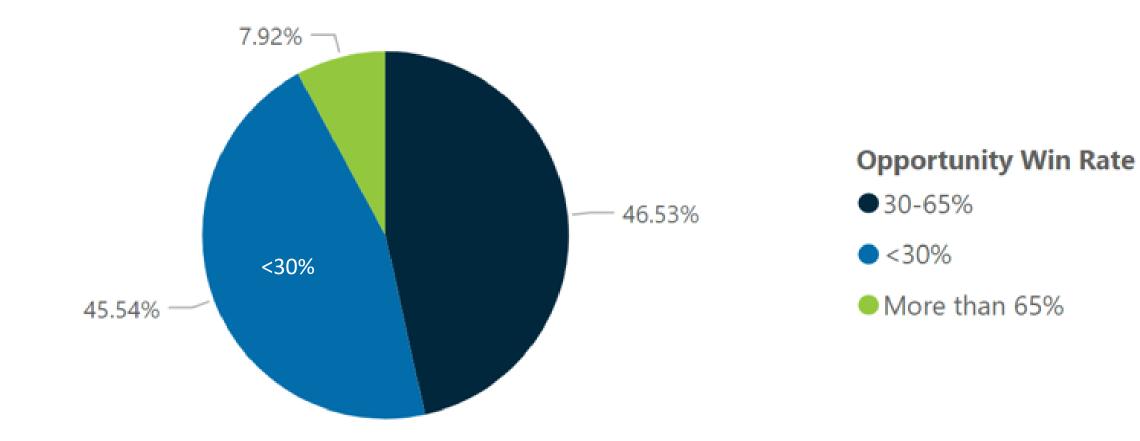


Traditional Consulting Services Margins are Decreasing

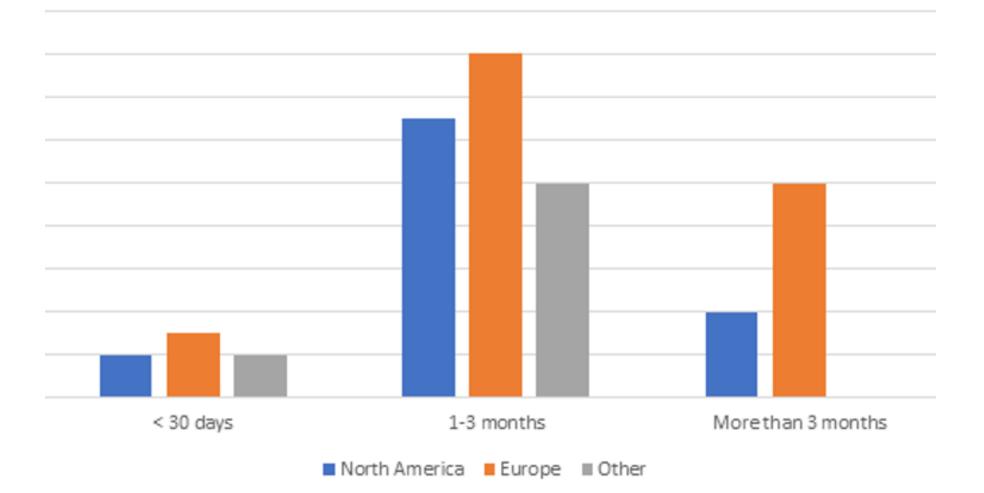
Package Services Based on OUTCOMES to increase margins



# Win Rate



### SMB Sales Cycle

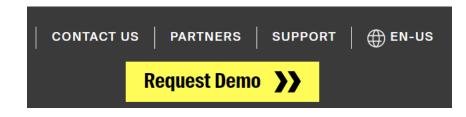


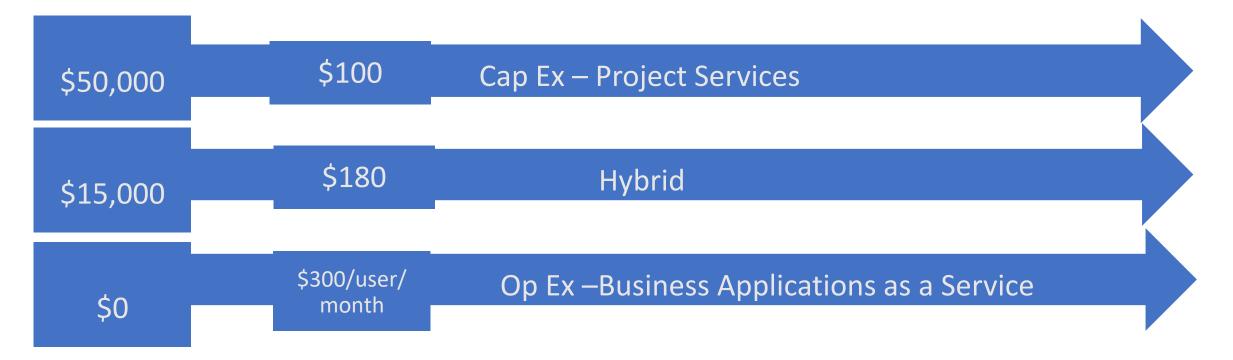
Source, Neural Impact, March 2022

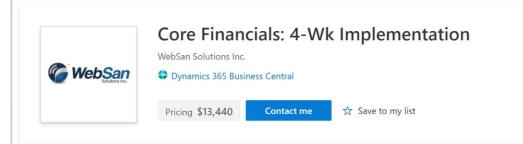
## Why packaged vs Time and materials? Improve Profitability **65%** 45% 35% 20% Monthly license Managed **Project services** Packaged IP subscription services

# **Business Applications as a Service**









Overview Additional information

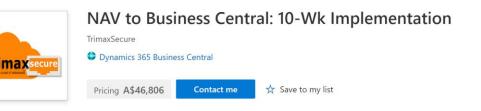
#### Our service is ideal for customers that require Dynamics 365 Business Central's core financial modules.

Microsoft Dynamics 365 Business Central is a business management solution for small and mid-sized organizations that automates and streamlines business processes and helps you manage your business. Signing up is easy, and you can migrate existing business data from your legacy system.

Dynamics 365 Business Central handles the most common business processes from day one, like quotes, orders, invoicing, purchasing, cash management, and reporting.

Before implementing an ERP system, businesses should recognize that careful planning is the key. The better a company plans for this implementation, the faster it can be implemented!

Here at WebSan, we will provide your company with the opportunity to align business processes with best practices and ensure cohesion with our implementation plan.



Overview Additional information

Launch Dynamics 365 Business Central migration from Dynamics 365 NAV using a proven plan so changing financial management systems doesn't get in the way of running your business.

TrimaxSecure helps companies make informed decisions by connecting data together from accounting, customer transactions, inventory, purchasing, and sales using the latest release of Microsoft Dynamics 365 Business Central.

Your current Dynamics NAV going out of support is a strong sign that it is time to consider upgrading. With our proven framework, we've streamlined the process for migrating from Dynamics NAV to Dynamics 365 Business Central.

#### Deliverables

- Provision and activate Business Central
- License, configure, and assign security rights for Business Central users (first 25 users)
- Create 1 Company to be used for production
- Design Chart of Accounts
- · Set up import templates for Chart of Accounts, Customer, and Vendor Master records
- Import Master records

### Reduce risk, qualify, get a bias towards you



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### Dynamics 365 Business Central Fixed-Fee Implementation Plans

Microsoft Dynamics 365 Business Central is a business management solution for small and mid-sized organizations that automates and streamlines business processes and helps your manage your business. Signing up is easy, and you can migrate existing business data from your legacy system.

What does a typical Dynamics imple	ementation look like?
View our other Dynamics 365 imple	mentation plans

First Name 🕈	
Lost Name *	
creatil *	
Dymamics 265 Plan #	
	~

#### **Core Financials**

- General ledger (1 company)
- AP (cheque w/o eft)
- AR (simple receivables entry)
- Banking (w/ manual reconciliation)
   Multi-Currency
- Out of the box financial reports
- Data conversion (Customers, Vendors, open AP, open AR, GL (1 year of history).
- Chart of Accounts)
- Core Financials Jet Reports See sample reports

#### \$13,440 - 4 WK IMPLEMENTATION

(For Customers that require Sales Quotes, Orders and Invoices of non-inventory items (text), the implementation fees will be \$20,160 and a timeline of 6 weeks.)

(For customers that opt out of Jet Reports, an additional 2,000 will be added to the implementation price.)



#### Finance + Distribution

- Core Financials +
- Inventory and Non-stock items
- Quotes, Sales orders, invoices
- Purchase Orders, Receiving
- Warehousing w/ bins (pick/pack/putaway)
- Open invoice data conversion
- FIFO costing
- Lot tracking / serialization (if applicable)
   Data conversion (Items, Inventory Qtys, Price List, Open Invoices, Open Orders,
- Open Purchase Orders)
- Web/live remote training
- Core Financials See sample reports
- Optional: WebSan's Premium Accelerator Package Learn more

#### \$24,480 - 8 WK IMPLEMENTATION

(For customers that opt out of Jet Reports, an additional \$5,000 will be added to the implementation price.)



### Jobs & Project Costing

- Finance & Distribution +
- Jobs
- Timesheets w/ approvals (team member license)
- Open jobs data conversion
- Work in Progress WIP
- Revenue Recognition
- Project Invoice
  Data conversion (Jobs in Progress, Tasks, Resources (Employees))
- Data conversion (Jobs in Progress, Tasks, Resources (Employees))
- Core Financials Jet Reports See sample reports

#### \$39,600 - 12 WK IMPLEMENTATION

(For customers that opt out of Jet Reports, an additional \$2,000 will be added to the implementation price.)



#### Manufacturing

- Core Financials +
- Finance & Distribution +
- Requisition Worksheet
   Inventory planning/MRP
- Inven
  - · Production Orders w/ manual and/or automated backflushing
  - BOMs, Routings
    - Capacity Planning
    - Data conversion for BOMs, Routings and open Production Orders
    - Data conversion for inventory item planning parameters and stock keeping units
    - Web/live remote training
    - Core Financials Jet Reports See sample reports
    - Optional: WebSan's Premium Accelerator Package Learn more

#### \$70,800 - 16 WK IMPLEMENTATION

(\$46,320 Manufacturing + \$24,480 Distribution & Core Financials)

(For customers that opt out of Jet Reports, an additional \$5,000 will be added to the implementation price.)

Get This Plan

Microsoft Dynamics 365 Business Central Implementation | Toronto | Canada (websan.com)

## A La Carte

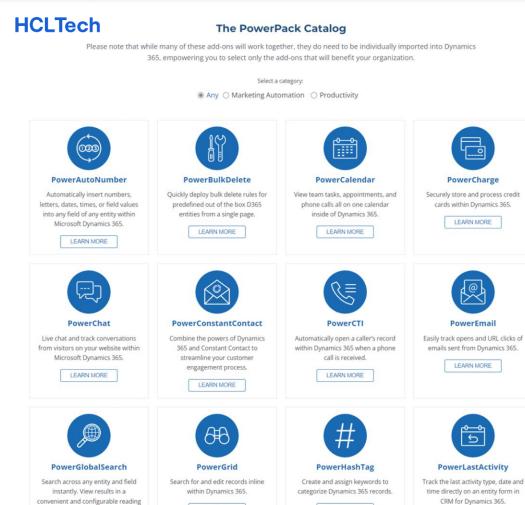
- Anything NOT in your standard offer can be an add on,
- Fixed OUTCOME pricing allows you to maximize margins by
- driving repeatability and efficiency.

Additional Training packages available to help current and new team members	Provisioning for additional users (beyond initial 25)	System analysis	System modifications
Integrations	Cost Accounting and Cash Flow Forecasting modules	Fixed Asset depreciation books	Historical data migration (additional years)
EFT	Workflow	Security	Fixed Assets

# Catapult reinvented consulting and implementation services for the subscription economy.

Subscription packages that include everything you need to get up and running, and transform your business

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Lean	On-Demand	Platform	Amazing	Software
Deployment	Training	Upgrades	Support	Licensing
		PACKAGES FROM		
		\$2,000		
		/mo		
		36-month commitment		
		GET PRICING		



#### PowerPack Microsoft Dynamics Add Ons from HCLTech | HCLTech

LEARN MORE

pane.

LEARN MORE

#### abakion

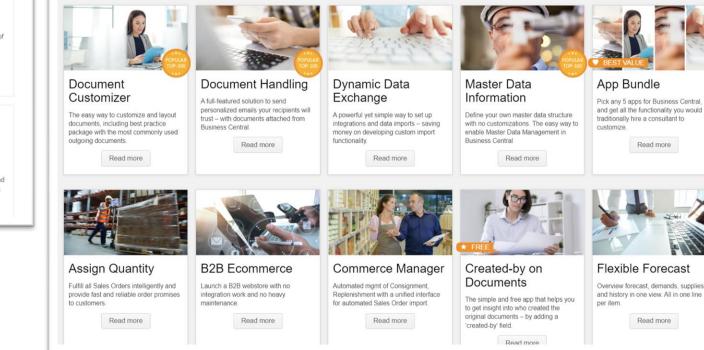
Home Business Central Apps Partner Program About us Q

### Apps for Business Central

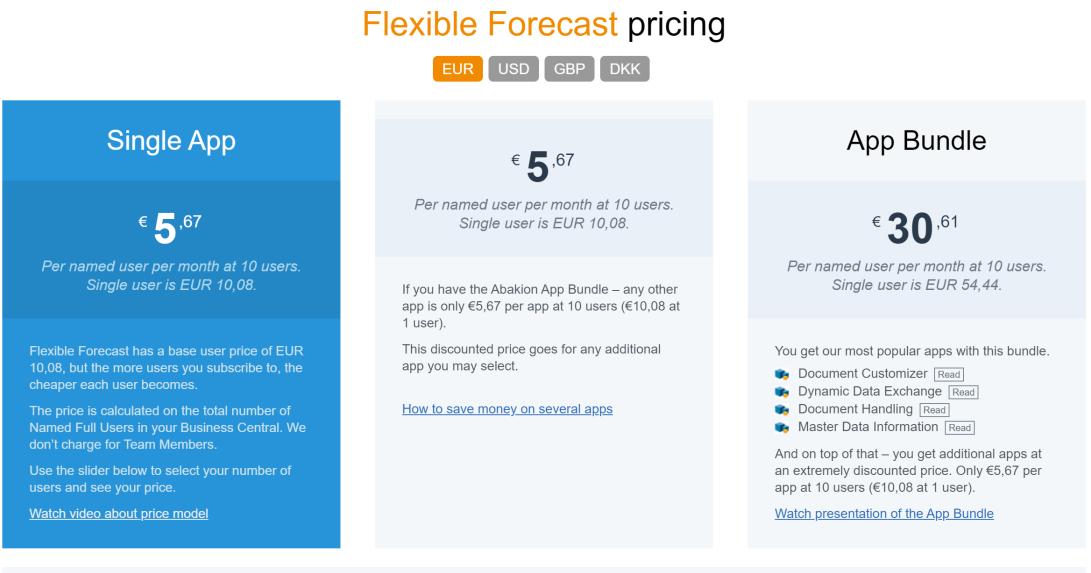
Abakion has developed a series of apps for Microsoft Dynamics 365 Business Central that replaces your old customizations and expands your functionality within finance, supply chain management and manufacturing.

Our apps are available on Microsoft AppSource, approved by Microsoft, and you get a 60-days free trial when installing from Microsoft AppSource.

These are some of the most popular apps, you can add to your Business Central:

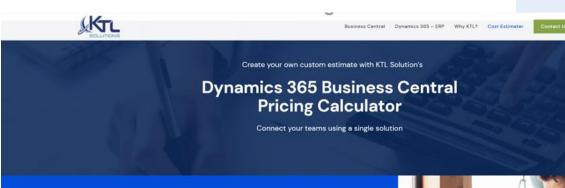


#### Apps for Microsoft Dynamics 365 Business Central - get your apps here > (abakion.com)



10 users





Business Central Calculator | KTL Solutions

### Choose the options that are right for your business

Every organization is unique. Our Business Central calculator lets you easily customize a fixed price package that meets your needs. Select the options you need and click the + sign to see what's included in each package.

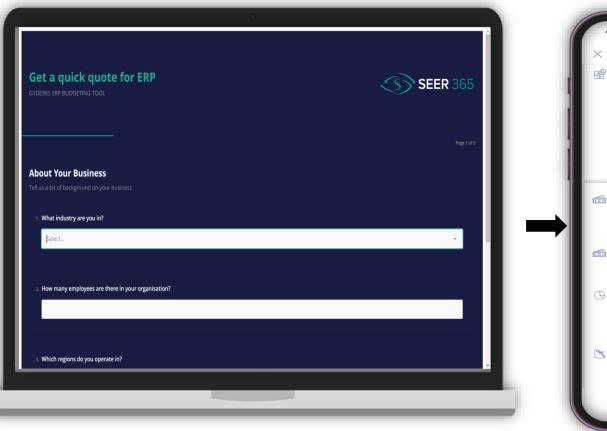
Capabilities	Select Package	Price
Core Finance	Required	\$14,000.00
<ul> <li>Requirements gathering to validate selected modules to implement</li> <li>Environment Setup for 1 Company (legal entity)</li> <li>General Ledger</li> <li>Dimensions</li> <li>Accounts Payable</li> <li>Accounts Receivable</li> <li>1 Bank Reconciliation (not eBank Rec)</li> <li>1 Bank Account</li> <li>Report Layout modification for 1 Sales Invoice and 1 Check format</li> <li>Modification includes moving of fields already on forms or adding of standard fields made available by Microsoft out of the box.</li> <li>Migration of Data for Chart of Accounts, Customer Master, Vendor</li> </ul>		

€ Advanced Finance	No Yes
Advanced Banking	No Yes
Fixed Assets	No Yes
Advanced Reporting with Jet Reports	No Yes
Sales	No Yes
Purchasing	No Yes
Inventory (Requires sales and purchasing)	No Yes
Total Package Estimate	\$14,000.00
Get a Copy of Your Estimate	
First Name*	Last Name*

# **GYDE365-Qualify**

Seer365.com

- Helps drive customer interest by providing a 'very' high-level project estimate
- Less than 5 mins to capture customer needs
- Single/Multiple surveys per partner
- 2-page project estimate emailed to customer incorporating strong call-to-Action
- Survey questions can be edited on request
- Partner branding options for survey and customer output documentation

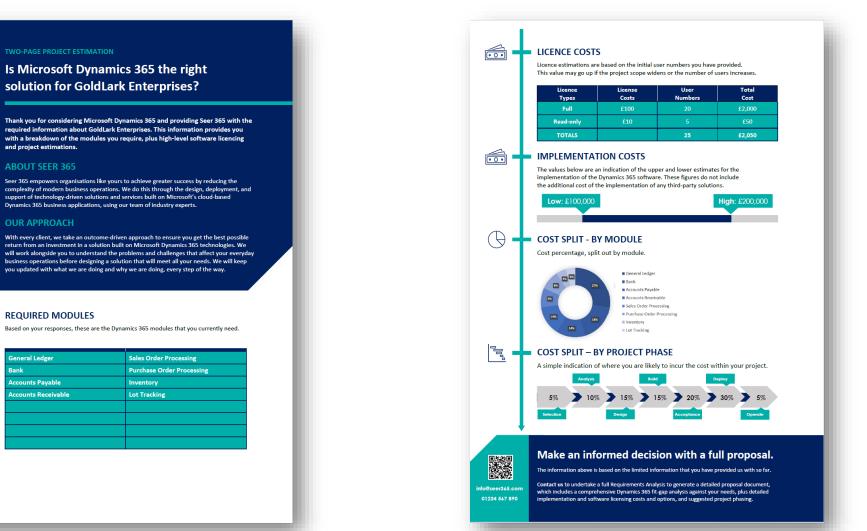




# **Prospect Output: Example PDF**

### Neural Impact GYDE365 Directions Asia offer: 10% off Subscription

## Seer365.com

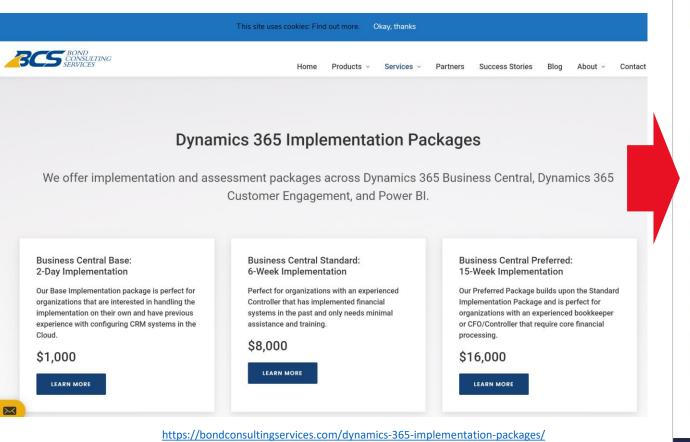


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SEER

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# True SaaS Optimization as a Service



SYNACT Accelerate for Non-Profits Build & Maintain Your Relationships

The non-profit tech space is changing and evolving every day, but the key principle remains the same: modern nonprofits deserve fully-integrated tech stacks with tools that can connect and collaborate.

Microsoft Dynamics 365 provides a platform to help your non-profit achieve your mission by fulfilling strategic goals. Offering a complete view of key relationships with donors, sponsors, and volunteers PLUS campaign and event management, Dynamics 365 results in operational enhancements, cost savings, and real-time intelligence for easy decision-making.

#### **Quick Start: Accelerate for Non-Profits**

The Accelerate offering packages the most essential and effective configurations common to most non-profits. Additionally, as your partner, we provide unlimited training and support to ensure you're making the most of your system. This quick-start program supports up to five licenses of D365. If your organization requires more than 5 users, talk to us about our other programs.



Ongoing Support Step-by-step guides, plus unlimited end user support from a real person

User Adoption

Materials and resources tailored to your non-profit & adult learning

### Why SYNACT?

The CRM marketplace offers a seemingly infinite supply of software, vendors, and consultants, all promising to make your dreams come true. The status quo remains a tempting option. Due diligence is imperative when the stakes are high; identifying the right software implemented and supported by the best partner, will be critical to your long-term success. Feel confident that partnering with SYNACT to implement Microsoft Dynamics 365 is crucial to executing on your non-profits mission.

#### What's Included?

- Core configurations proven to maximize efficiency & user adoption
- Key reporting insights to manage your non-profit through D365
- Support for data migration using the Import Wizard

#### **Your Investment**

\$450/month for SYNACT Accelerate Service

\$17/user/month for Microsoft Dynamics 365 Licenses

1 Activity Tight O365 Tracking Integration Ŵ Ë Grant & Event SYNACT Donation Manageme Accelerate Tracking For 150 **Non-Profits** Constituent Training & Suppor 0 Α é-è Holistic Secure Acces

\*Must use Microsoft 365 as your email provider

jordyn.woods@synact.net 585-545-4903 www.synact.net

### Your Relationships

Contact us for additional information
Starting at \$450/month + licensing

SYNACT Accelerate

# Migration

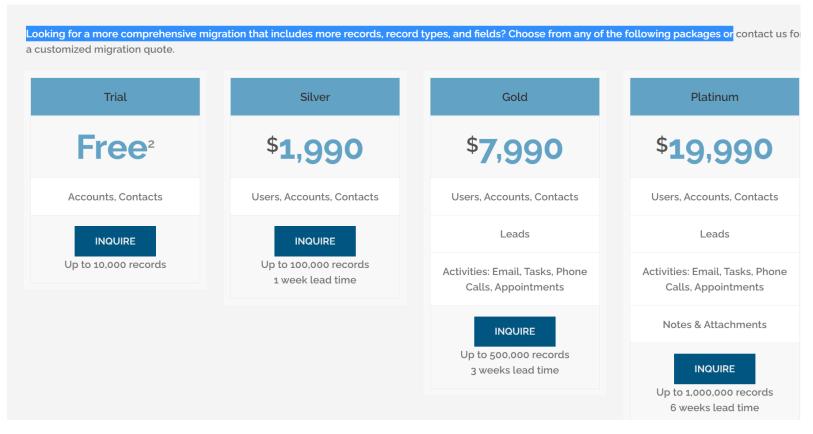
**♦**TrellisPoint

FREE 30-DAY TRIAL

### Not sure you're ready to upgrade?

TrellisPoint will migrate up to 10,000 of YOUR Accounts and Contacts from Infor CRM (formerly Saleslogix) to a 30-day free trial of Microsoft Dynamics 365 for Sales (CRM) at no cost or obligation.<sup>1</sup> Why not take the system for a spin? See what you've been missing!

FREE INFOR CRM MIGRATION 30-DAY TRIAL



https://trellispoint.com/

# Tiering Pricing

(IIII-1)

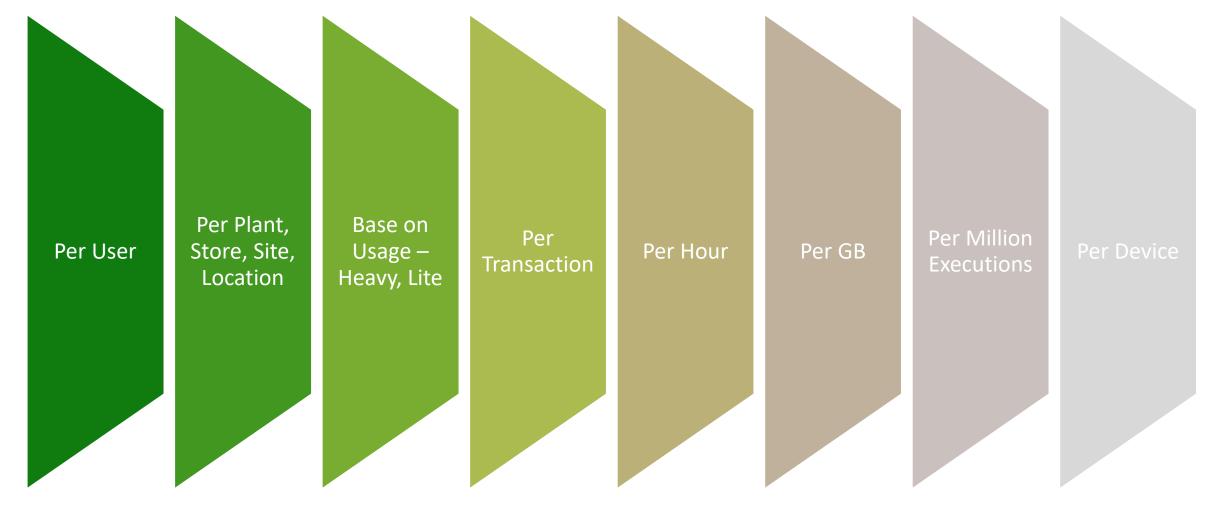
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# **Pricing Structure & Tiering**



# **Customer Niche**

### What are Your Segments?



### Entrepreneur

Up to 2,000 subscribers

Send 12,000 emails to 2,000 subscribers for free. No contracts, and no credit card required. It's free forever.

### **Growing business**

Up to 50,000 subscribers

Send an unlimited number of emails with a monthly account, or purchase email credits that never expire.

### High volume sender

More than 50,000 subscribers

Use MailChimp's rock solid infrastructure to power your email marketing, and stay in control with features for professional senders.



### Tailwind Transportation Management Software Proposal For:

### X Corporation

Date

Mr. John Percy El Presidente Globat World Logistics Corporation Delta BC

> www.tailwindtransportationsoftware.com Copyright © 2018 tailwind transportation software. All rights reserved.



### TAILWIND

#### Implementation and Training Plan

Attached a Proposed Implementation Plan for the Enterprise Application at x corp

Activity	Audience	Date	Resource
Private Session – 8 users	Power Users	March 8 June 10 August 01	Lynda Clare
Set up & Configuration	Administrator – check in	Week of February 21-28 TB finalized	Tailwind CS Department
User Orientation	Brokers Dispatcher Admin Combination of above	March 15 kickoff	Online Videos Self help documer Lynda Clare



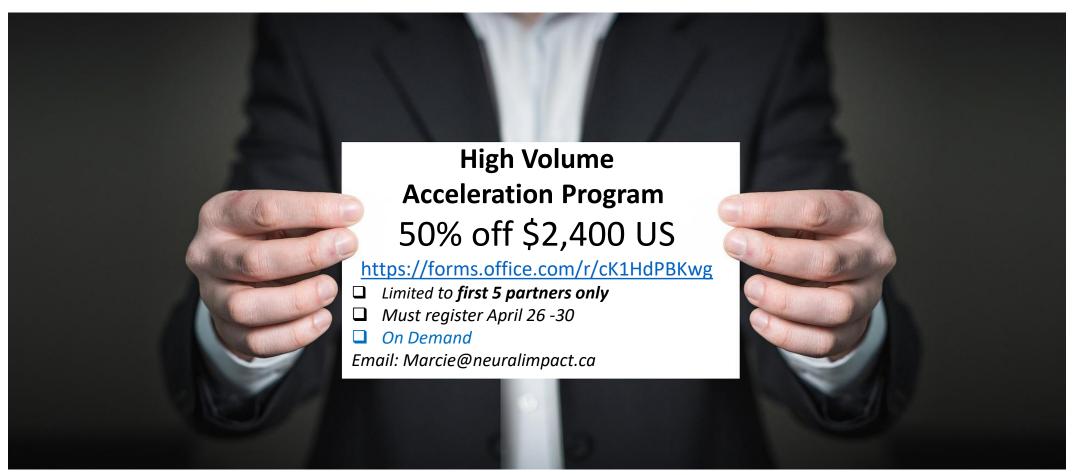
www.tailwindtransportationsoftware.com







## Directions Asia Attendee Limited Exclusive Offer







For Sessions Slides and Resources Visit:

## https://neuralimpact.ca/directions-asia-2023



REURAL IMPACT

APRIL 27 – 28, 2023 AVANI HOTEL, BANGKOK

## Please Take 1 Min to Rate this Session Now



Thank you <u>Sharka@neuralimpact.ca</u> www.Neuralmpact.ca