

A horizontal bar with three segments: dark blue, orange, and light green.

## Your Solution in the Cloud: **Stratos A365 for NAV**

### Introduction

Like most businesses today, your business systems are the lifeblood that keep your people, your suppliers, and your customers connected. More and more of those systems are working 24/7/365 with demands for accessibility by an increasingly mobile workforce. Yet, most small and medium sized businesses struggle with how to keep up those demands and the inherent IT costs in doing so.

Velosio has been at the forefront helping businesses of all sizes take advantage of the latest approaches to reliability, availability, and serviceability with its Stratos Cloud Solutions. Today, it advances its capabilities even further with the introduction of Stratos A365 for NAV – a solution that blends the cost/performance features of the Microsoft Cloud with the peace of mind of our Stratos fully managed services.

Whether you produce goods, sell services, or move merchandise, you depend on your people and your systems to keep your business moving. Over the last 5 years, the location of those people

and systems has changed. There are more mobile workers in the workforce now and more businesses are deciding to transition or deploy their systems in the cloud. Microsoft Dynamics NAV has become a popular solution for small and medium sized businesses looking for a global ERP solution that can handle multi-language and multi-currency needs.

In the past, Dynamics NAV was primarily deployed on-premise, meaning the business hosted its data locally. However, as mentioned previously, more and more businesses are transitioning their current Dynamics NAV solution to the cloud or selecting a cloud deployment for their new Dynamics NAV solution. Businesses are discovering that cloud technology meets their needs in this new mobile economy. In the cloud, their systems and data can be accessed from anywhere, at any time.

Deploying Dynamics NAV in the cloud brings together the flexible and powerful capabilities of Dynamics NAV with the flexibility, security and scalability of Microsoft Azure – Microsoft's cloud platform.



## What is Stratos A365 for NAV?

Velosio brings more than 30 years of experience managing over 30,000 client implementations to the Microsoft Azure platform. With Azure's flexible and secure cloud platform, Velosio delivers to our clients a purpose built offering to run their NAV platform without the need to worry about servers, databases, or network protocols. If the user is able to browse the web, then Velosio's world class engineers will ensure NAV on Azure is available, optimized, and ready for the user to conduct business. If an issue ever does arise, Velosio is only a phone call or an email away.

## Benefits of Stratos A365 for NAV

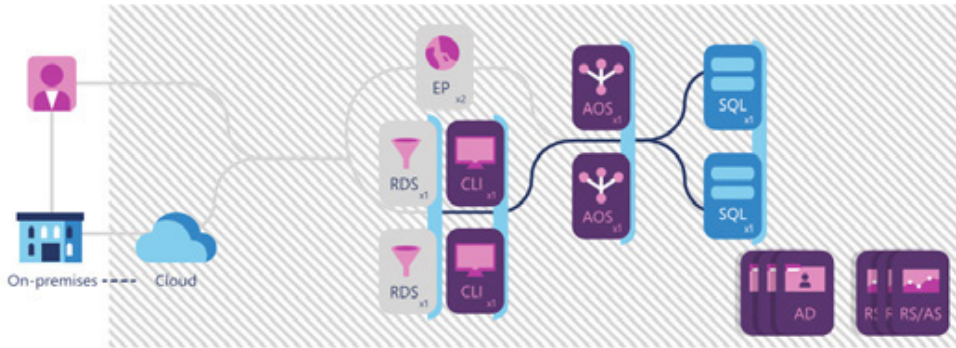
- **Lowered Upfront Cost** - No need to buy expensive servers or hardware. If you are migrating your solution, then there is no need to upgrade hardware or operating systems.
- **Rapid Deployment** - According to a report from Aberdeen (SaaS and Cloud ERP Observations: Is Cloud Right for You?), SaaS solutions take an average of 63% less time from installation to "go live" compared to on-premise solutions.
- **World Class Public Cloud Infrastructure** - Stratos A365 for NAV runs on Microsoft Cloud offering a geographically redundant network of infrastructure with ultra-low latency.

Achieving a high level of business continuity and disaster recovery can be expensive, but with Stratos A365 for NAV, Velosio utilizes the Microsoft Cloud to provide best in class disaster recovery.

- **Azure SQL Database** - Utilizing Microsoft's Azure SQL as a Service (SQLaaS), Stratos A365 for NAV dynamically adapts to the unique application patterns of your business. Providing adaptive performance tuning, scalability, reliability, and data protection all with no application down time while insuring your data is never accessible to anyone outside your organization through industry leading security.
- **Better Security** - Another report from Aberdeen (Web Security in the Cloud: More Secure! More Compliant! Less Expensive!) found that, on average, on-premise solutions had 11 incidents of data loss or data exposure in the previous 12 months, compared to 6 incidents for those that are cloud based during the same time period. Additionally, on-premise solutions had 11 incidents of security related downtime, compared to 6 for cloud-based solutions.

Stratos A365 for NAV is built on top of Microsoft Cloud's Active Directory security model which can be synchronized with your on premise active directory for single sign on, or can be ran independently for the organization who does not have an on-premise active directory.

- **Less Work for Internal IT and Support Staff** - If your web browser works, then you can access NAV on Azure. Velosio takes care of any everything else that might keep your staff from accessing your Dynamics NAV environment.
- **Peace of Mind** - Dynamics NAV on Azure is a SaaS offering fully managed by Velosio.



Cost estimates are based on the average customer deployment scenarios and the assumptions of hardware, software and human resources costs Microsoft gathered from analyst reports and publicly available information. Cost may vary depending on various factors associated with individual deployments.

This means we handle all the tasks needed to ensure NAV is available to your team when they need it. Some of the tasks we offload from your IT team includes server patching, access support, licensing, maintenance, data backups, data replication, and many other infrastructure related support tasks. The SaaS model leaves you with peace of mind and allows you to focus more on the core competencies of your business.

- **Flexibility** - You can customize and install ISV solutions just as you would with on-premise NAV. Our unique SaaS offering has the flexibility of a single tenant solution with the scalability normally only seen in a multi-tenant

solution. Additionally, NAV on Azure gives you the flexibility to adjust the total number of user licenses to capitalize on economies of scale - prices lower as you add more users. Since subscription fees are charged monthly on a per user basis, you can easily change the number of users to fit your business needs without worrying about over-buying server infrastructure or incurring the expense of new infrastructure just because you added a few people.

- **Global Availability** - Through utilizing the breadth and power of the Internet, our SaaS offering enables users to access Dynamics NAV anytime and anywhere. Thus, businesses



benefit from better business mobility and global availability, which leads to enhanced productivity and increased control of information.

■ **Increased Efficiency and Performance -**

Companies that turn to a SaaS solution – like Dynamics NAV on Microsoft Azure – find an uptick in efficiency and performance. The Aberdeen report also finds, “a correlation between improved performance and the implementation of SaaS ERP solutions. While this does not necessarily mean that a SaaS solution alone provides better company performance, it does show that organizations that are run more effectively are choosing SaaS for their ERP deployments. These organizations are closing their books, delivering goods and services and collecting cash more quickly. They have more accurate reports. Employees are exceeding performance metrics and making quicker decisions. This all leads to greater operating margins.”

## Cost Comparison of SaaS

Above is a comparison chart provided by the Microsoft Azure team using a 100-user scenario as an example. Costs are lower, but more importantly look at how dramatic the differences in time and energy required to manage the environment.

When purchasing on-premise software, you may think that just because you “own” it, you will be able to run it without additional costs. However, this is not the case. Maintaining an enterprise application can often be just as costly as purchasing it. With Microsoft Azure, applications are consumed under

a subscription model that allows you to pay as you go and take advantage of much lower maintenance costs.

Breakeven models can be manipulated to show higher or lower ROI, but in most cases companies never reach a point where on-premise solutions deliver a lower total cost of ownership than a cloud-based solution. Cloud keeps you much more agile and allows your IT investments to evolve appropriately.

## Conclusion

Cloud technology is not for everyone, but more and more firms are starting to see the value in it as opposed to on-premise solutions. According to a white paper from Aberdeen (SaaS and Cloud ERP Observations: Is Cloud Right for You?), data suggests that organizations with SaaS ERP achieved 72% of their previously projected benefits for their ERP solutions, while organizations with on-premise solutions reported a 59% achievement rate. These are significant numbers. As you consider your next move with Dynamics NAV, you should consider how your company could benefit from a move to Microsoft Azure.

 **Ready to grow your business?**

**Call 888.725.2555 or email:  
info@velosio.com and start  
a discussion with a business  
technology expert.**

Velosio is a new leader in cloud, that simplifies *your* journey to NEXT. We guide you, deploying best-fit business applications that keep you ahead of the competition in today’s digital-first business environment. We balance visionary ideas with pragmatism, delivering an exceptional client experience that drives business value faster. [www.velosio.com](http://www.velosio.com)

