Microsoft

Velosio®

GOT PROJECTS?

Solve Your Toughest Business
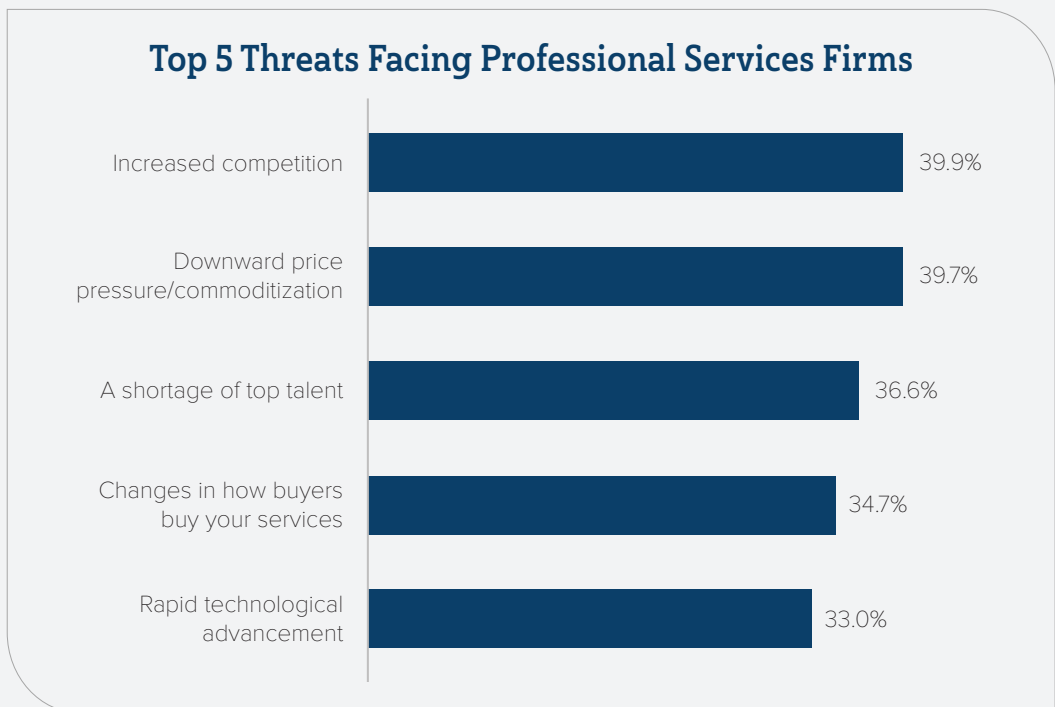Challenges in the Cloud

Top Reasons for Making the Move to Microsoft Dynamics 365 Business Central with Advanced Project Accounting

In the past, you made a strategic decision to automate your business using Microsoft Dynamics SL because of the powerful combination of project and financial management capabilities it provides professional services firms. You have been leveraging one of the top project-based, on-premise business ERP applications in the industry for years. And for many organizations, Dynamics SL continues to perform well.

But the professional services industry is changing. Buyer behavior has shifted dramatically and there is a greater commoditization of traditional services. Recruiting and retaining employees is more difficult. And new technologies are transforming how you interact with clients and operate on a daily basis. Your business is facing a future that is defined by technological change, stiff competition, and a shrinking talent pool.

Due to these market pressures, business decision-makers are looking for ways to increase revenue, improve operational efficiency, provide scalability to support growth and new business models, and dial capacity up and down as needs change.

Look no further, as the answer is in the Cloud.

Top 5 Threats Facing Professional Services Firms

Threat	Percentage
Increased competition	39.9%
Downward price pressure/commoditization	39.7%
A shortage of top talent	36.6%
Changes in how buyers buy your services	34.7%
Rapid technological advancement	33.0%

Source: *Hinge Research Institute, 2019 High Growth Study: Executive Summary*

What's Driving Project-based Businesses to the Cloud?

Today, with Microsoft Dynamic SL, you have an effective ERP system to track projects, bill clients, and manage the many moving parts of your organization. But you've probably come up against limitations in your current on-premise environment that contribute to the complexity of dealing with industry challenges. *Some of these limitations include inadequate accessibility, high cost of ownership, siloed data, security risks, and dated interfaces. (See the Real-World Scenarios)*

REAL-WORLD SCENARIOS

As an IT professional services firm, at Velosio, we encounter real-world scenarios that illustrate the challenges your business could be facing:

Scenario #1: Data Security and System Breaches

A business operating Dynamics SL on-premise had delayed maintenance for their on-premise servers including security software, which meant they were vulnerable to ransomware and other threats. As a result, they were victims of a cyber-attack and lost 30 years of data over a weekend. They had no way to bill clients, no history records, and no supporting documentation. The only way they had to recreate enough data to bill clients was to cull through months of Outlook calendars and emails just to stay in business.
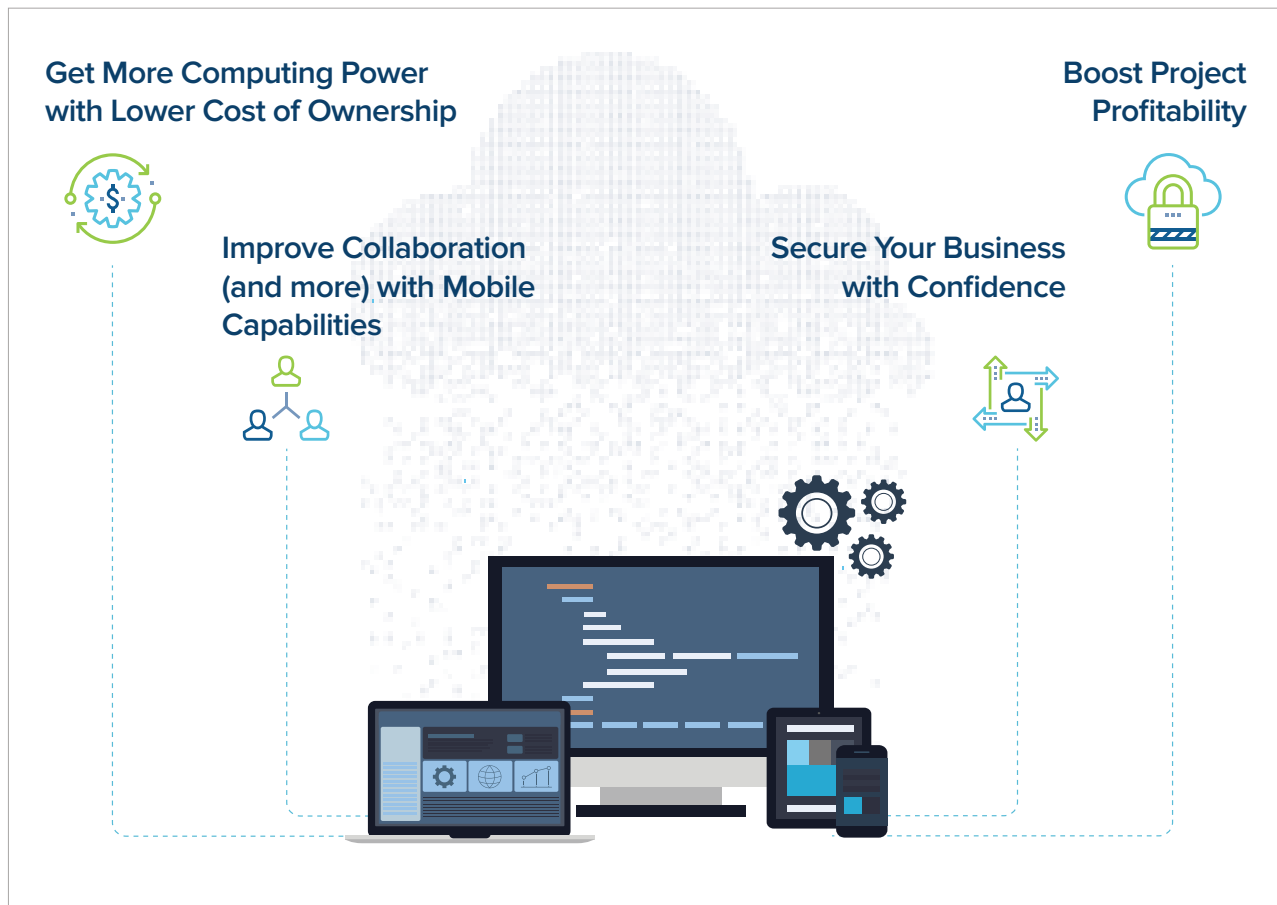
Scenario #2: Total Costs of On-Premise Systems

A new potential client was considering implementing an on-premise ERP system. Based on their configuration requirements: the up-front cost for implementation would include more than $60,000 in new hardware; $20,000 in new software; and an additional operating spend for upgrading the server room. On top of that, the company would need to hire a senior IT person at $100K+ annually who would be responsible for managing their on-premise environment and future maintenance and upgrades.

In both business scenarios, the companies leveraged Microsoft Dynamics 365 cloud-based business applications to resolve their challenge.

In the future, success will be defined by your ability to embrace digital transformation that allows you to overcome these limitations, so you can focus on enhancing your operations, empowering connections with customers and driving business growth.

There has never been a better time than now to begin your digital transformation journey — starting with adoption of a cloud-based ERP solution. With a cloud solution, you can take advantage of next generation tools that help you integrate business practices, make more informed decisions quickly, and provide the added controls you need to address the challenges of professional services and project-based businesses.

Get More Computing Power with Lower Cost of Ownership

Boost Project Profitability

Improve Collaboration (and more) with Mobile Capabilities

Secure Your Business with Confidence

Get More Computing Power with Lower Cost of Ownership

With cloud computing, companies can reduce the size or eliminate their data center footprint (servers) altogether. The reduction of the number of servers, the software maintenance cost, and the reduced staff time to manage your on-premise environment can significantly lower IT costs without impacting an organization's IT capabilities.

Further, in the cloud, providers automatically take care of software updates as needed rather than sending out (and charging for) once-a-year upgrades or sporadic patches to fix problems. You always have the most current version of the application — as soon as it is available — so workers have the latest and greatest features to make them more productive. In addition, there is no time wasted reconfiguring systems to accommodate upgrades or spending weekends on implementations to avoid disruptions during business hours.

With the Cloud, you simply pay a monthly subscription based on the number of users or other criteria that may include level of functionality or data volume. Based on the subscription model, you can easily add (or subtract) users and functionality to scale the software to your needs. The predictability in costs also helps you better manage cash flow. Add the ease of setup and management of cloud adoption, and you have a solution that is kind to your bottom line and reduces total cost of ownership.

Improve Collaboration (and more) with Mobile Capabilities

In the Cloud, workers can take their work anywhere via smart phones and tablets – onsite managing a current project, visiting customers in their homes or offices, working in the field or at a plant, etc. Cloud applications improve collaboration by allowing dispersed groups of people to meet virtually and easily share information in real time and via shared storage. This capability can improve project management and customer service.

Companies with mobile work programs experience better recruitment and retention results, improved productivity, and increased employee satisfaction levels.

Secure Your Business with Confidence

It is estimated that a business will fall victim to a ransomware attack every 11 seconds by 2021.[1] Therefore, businesses of all sizes should be investing in robust cybersecurity. However, for smaller businesses that lack the required cash and expertise, this is often more an ideal than reality. The Cloud can help organizations mitigate the risks of ransomware and other cybercrime. For example, the Microsoft Azure Cloud uses a wide variety of physical, infrastructure and operational controls to help secure Azure and identify evolving threats early. Microsoft invests more than $1 billion a year and employs more than 3,500 security experts to protect information on their Azure platform.

Another way the Cloud helps secure your business is with disaster recovery. Whether it is an on-premise server destroyed in a natural disaster or a laptop lost in the airport, the loss of important and sensitive data can affect your business. Cloud computing gives you greater security when this happens. Because your data is stored in the Cloud, you can access it no matter what happens to your machines.

Boost Project Profitability

With a cloud solution, every part of each project becomes more efficient. You eliminate data silos, so everyone has access to the most current, real-time, information. Suddenly, you can review timelines and resource needs and create more accurate quotes, which results in improved service delivery and more satisfied clients. You can make more clear and visible decisions with a real-time view of everything going on in your business. Business intelligence (BI) solutions add to your ability to make smart, informed decisions that improve your bottom line.

It's easy to see the advantages the Cloud can deliver for your business. "Cloud" is not a one-time savings purchase, it keeps on giving, month over month, year over year. There is an investment in time and money to shift, but the ongoing annuity return and flexibility to power your business in new ways keeps on going.
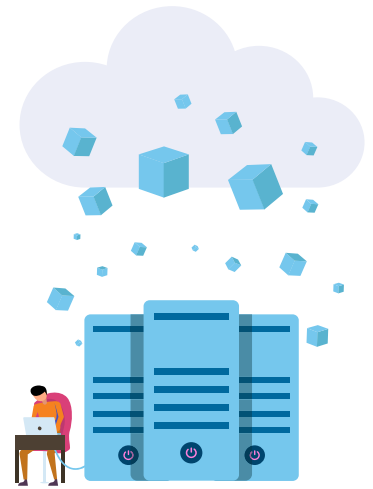
Take Control of Your Digital Transformation: Making the Move from On-Premise to the Cloud

What follows is a discussion specific to users of Microsoft Dynamics SL. But even if you are not an existing Dynamics SL customer, making the move to Microsoft Dynamics 365 Business Central with Advanced Project Accounting is the right choice for your professional services or project-based business.

The Future of Microsoft is in the Cloud

Just as Windows was a transformation in technology and software (who remembers MS-DOS?), Microsoft is leading another digital revolution with Microsoft Azure, the premier Enterprise Cloud, which offers a global, trusted, secure platform for business.

Security is foundational for Azure, and Microsoft proactively safeguards data with a comprehensive compliance coverage and an uncompromising commitment to privacy. Microsoft continues to add extensive productivity tools like Excel, Outlook, and SharePoint that customers use across the globe to work smarter, faster, and more effectively. And connecting the data and users of these products is Dynamics 365, the turnkey solution positioned to unlock what's next for your business.

Why Dynamics SL Users Should Prioritize Getting Started Now

Understanding that Dynamics 365 is Microsoft's next generation of intelligent business applications, and it is where they are investing innovation to support your business growth, now is the time for businesses to start considering their own Cloud transformation.

For Dynamic SL users, a natural transition to a modern Cloud business application is moving to Microsoft Dynamics 365 Business Central with Advanced Project Accounting. There is no better time to make the strategic decision to move, as your organization can benefit from an entire ecosystem of integrated products and technologies designed to enhance your business.

Benefit from an entire ecosystem of *integrated products and technology platforms* designed to support your *NEXT* every step of the way.

Dynamics 365 CRM

Microsoft Azure Cloud

Microsoft Dynamics 365 Business Central

Microsoft Office 365

Power Platform

Power BI

Power Automate

Power Apps

Advanced Project Accounting

To support your digital transformation, Microsoft is offering migration promotions and Velosio has tools available that help smooth your transition to Business Central. By starting your digital journey, your business is positioned to leverage the operational benefits of the Cloud including reduced software maintenance, hardware and IT costs; increased security; and lower total cost of ownership.

Improve the Life Cycle Management of Projects from Start to Finish

You live in a project-based world and need tools that help you make the process of creating, monitoring and invoicing projects as streamlined as possible. Because Business Central with Advanced Project Accounting is cloud-based, it provides a host of features and benefits not available in Dynamics SL. Make your business nimbler and more responsive, so you can increase revenue, scale to support growth and improve operational efficiency – all in one solution.

Anytime, anywhere access to information – Project teams can see the latest information, track project profitability, project resources, timelines and more. Business Central gives them remote access anywhere, on any device they use - laptop, tablet or phone.

One stop for time entry, management and approval – Entry and approval of time and expense is executed from within one application, on any device, from anywhere. Robust capability provides end-to-end time capture for employees in a single system.

Better resource utilization – Get full resource planning information, including Power BI resource planning reports. Know who is available and who is busy, so you can place the proper people on a project to ensure maximum utilization and profitability. Identify trends for hiring and staffing adjustments and training needs.

Flexible budgeting tools – Create planning budgets at transaction and date levels, so when the date slips, planning budgets reflect those changes. Have unlimited budget versions allowing different budget views with multiple variants including what if's, timeline and change orders.

Simplified project creation – Set up projects using the Project wizard, which asks important questions up front and creates projects in a more uniform manner. With built in remote access, accountants and project managers don't need to be in the same office to setup a project. Easily create a budget quote without assigning resources and assign resources at the time of project engagement.

Faster creation of invoices – Billing is easy with streamlined workflow that allow immediate invoicing with no need to run lengthy processes. Invoice as frequently as needed and edit and adjust with ease. In addition, you can have multiple, flexible invoice formats for whatever type of billing is required, built with tools you already know (Microsoft Word and Excel) to streamline your processing time.

Easily add data, users or acquisitions – Stop trying to shoehorn modern needs into outdated processes. Connect with solutions built for project-based businesses. Easily import data and securely connect and share data both internally and externally. Scale up or down whether it is adding new users, getting a new company on board or managing years of data. Business Central makes it easy to set up and connect employees, so they can get to work, and you can start recognizing revenue.

Get reports designed for your business – With connected data across accounting, sales, purchasing, inventory, and customer transactions, you have a better view into operations. You can chart financial performance in real time with built-in Power BI dashboards and identify patterns and trends to gain insight with in-depth analysis tools. Personalized dashboards and specific reports designed at the role center level give project managers visibility to keep project on track.

![Velosio logo — What's your next?]

VELOSIO HELPS YOU MAKE THE MOVE TO CLOUD WITH CONFIDENCE

See even more reasons for making the move. Read our eBook "Microsoft Dynamics SL User Wishes: Cloud Technology CAN Make Your Dreams Come True."

Velosio helps your business stay relevant and modern by providing a clear path from Dynamics SL to cloud-based Dynamics 365 Business Central with Advanced Project Accounting. Our expertise enables you to adapt quickly to the platform and accelerate time to market; drive innovation in your organization to transform customer interactions; and invest with confidence in the reliability, flexibility, and affordability of the Microsoft Cloud.

With more than 30 years of business systems experience, you can count on us to help you take advantage of all Business Central with Advanced Project Accounting has to offer. We have deep professional service and project-based business experience, and we bring innovation to service delivery by streamlining choices that include the most common use-case scenarios at predictable fees.

We empower you to go from what is to what is possible through innovative technology, specialized expertise and strategic partnerships, and our approach instills confidence and understanding as you migrate to *#YourNext.*

CONTACT YOUR VELOSIO CSM TODAY TO GET STARTED!

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