Global Implementation Considerations for Microsoft Dynamics

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Introducing

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Visit us at Booth 101

Microsoft MVP since 2005

Objectives

- Application Lifecycle Management
- Decision Making Criteria
- Product Positioning

Application Lifecycle Management

"... An application's lifecycle includes the entire time during which an organization is spending money on this asset, from the initial idea to the end of the application's life. To be both accurate and useful, our view of application lifecycle management should take an equally broad perspective.

Anything else just isn't right."

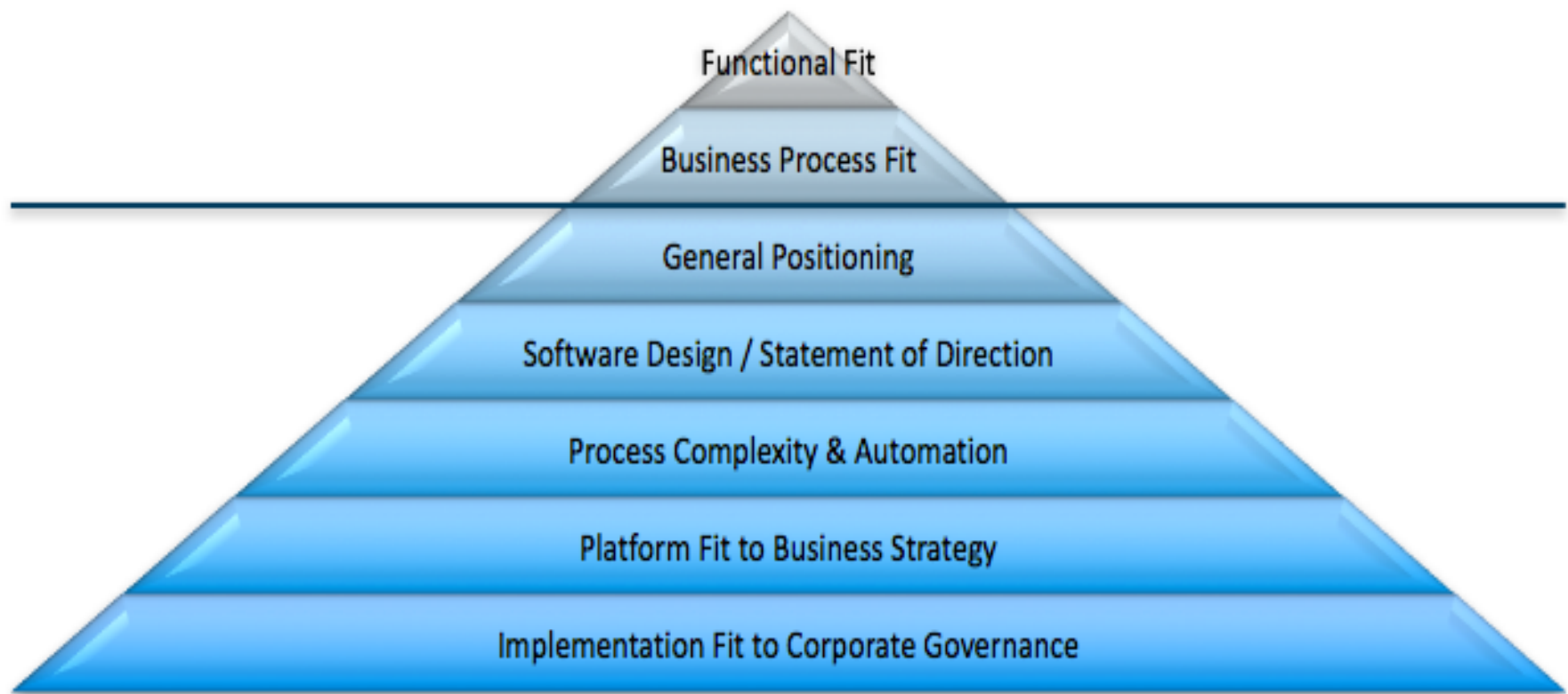<div align="right">DAVID CHAPPELL, 2008</div>

Implementation Process

- Business Analysis
- Solution Approach
  - Product Selection
- Design, Development, Testing
- Training and Deployment

Management Process

- Infrastructure Management
- Software Change Management
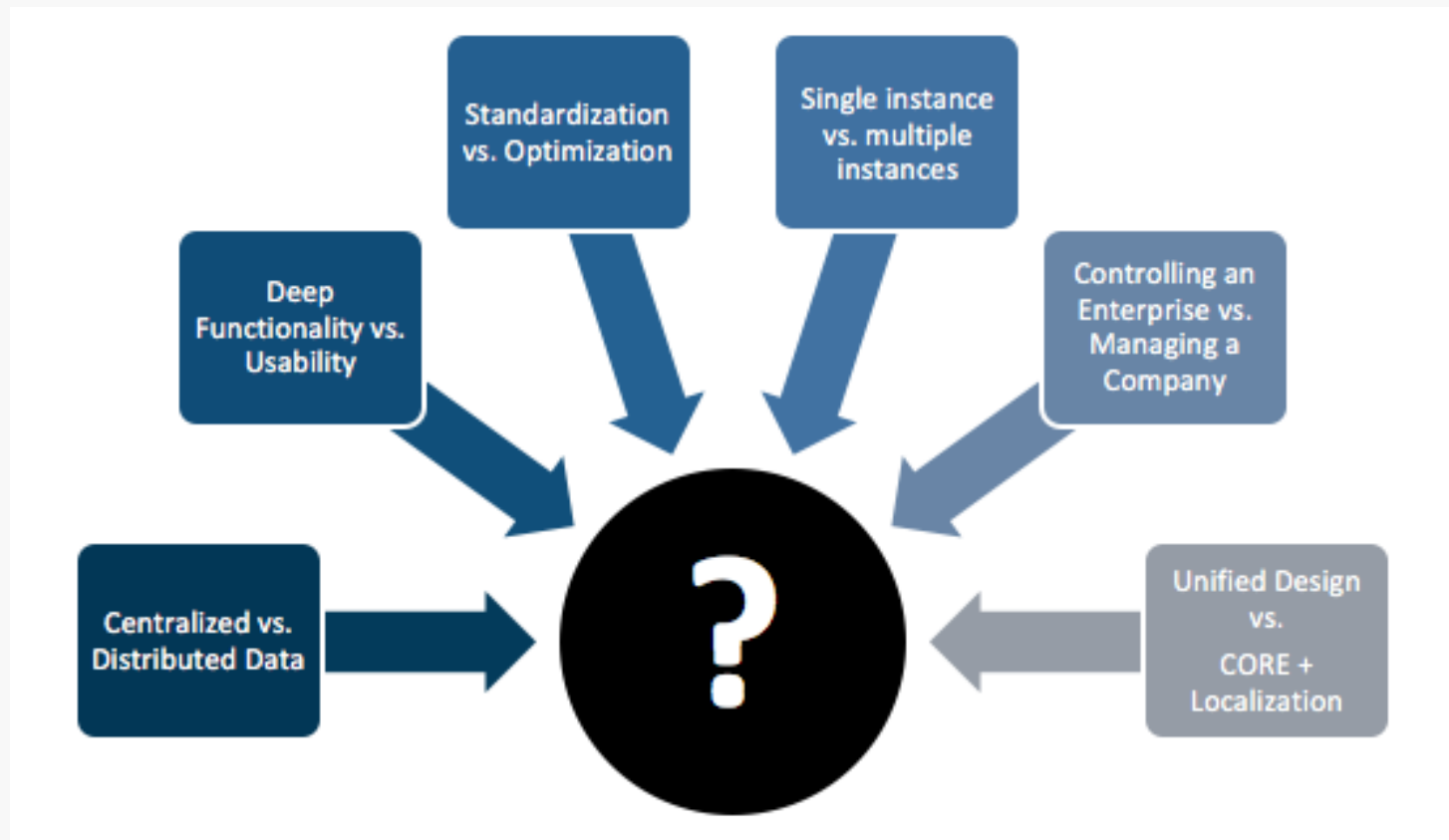- Application Integration
- User Support

Implementation Considerations

Decision Making Criteria

Critical Criteria

Centralized vs Distributed Data

Central Data

Local Data

- Shared Warehouses
- Shared Customers
- Shared Admin Processes

- Self supporting
- Intercompany
- Local Customers
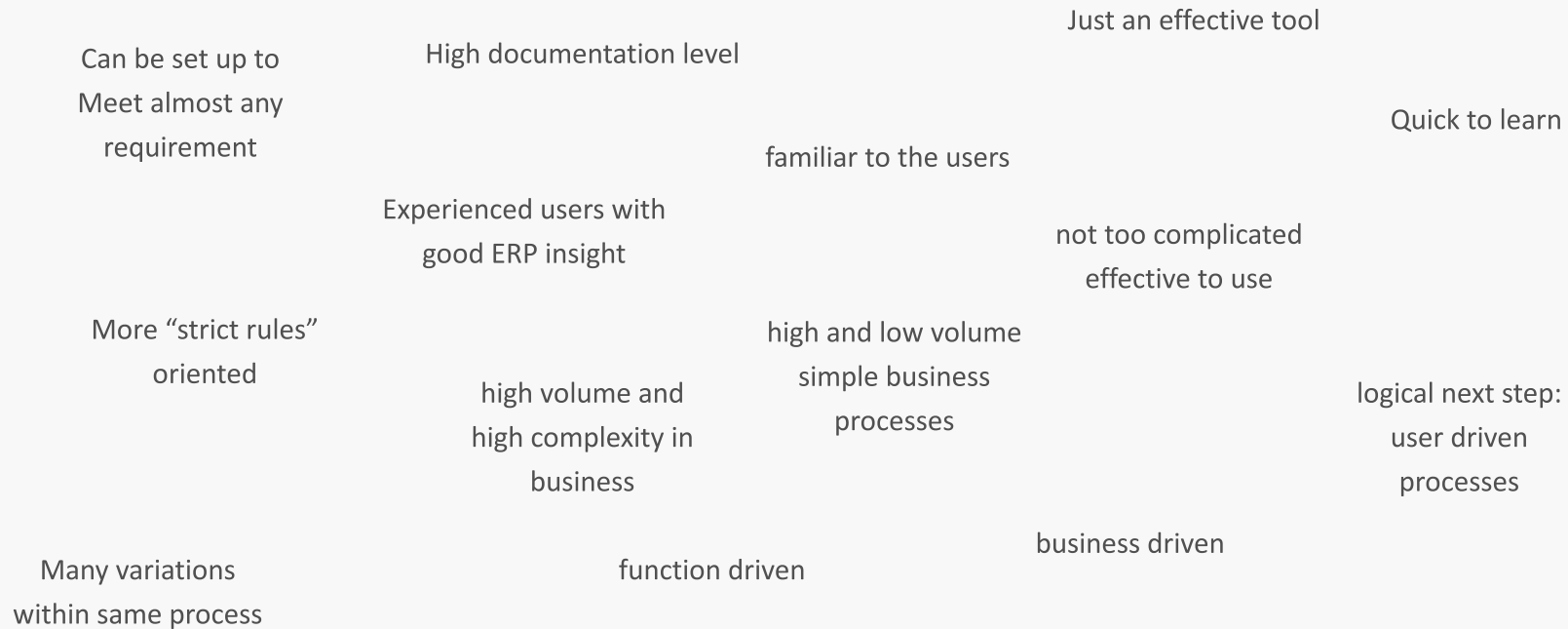- Local admin
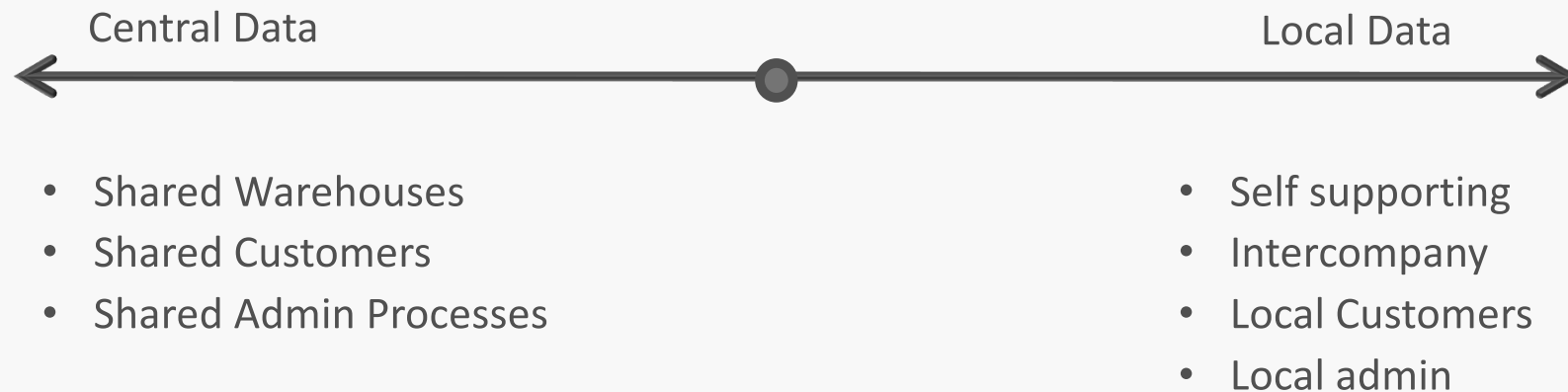
Does the business in general require that everyone is working on the same data or is the data shared when needed?

Deep Functionality vs Usability

Deep Functionality   **<- not mutually exclusive ->**   Usability

Can be set up to
Meet almost any
requirement

High documentation level

Just an effective tool

Quick to learn

familiar to the users

Experienced users with
good ERP insight

not too complicated
effective to use

More "strict rules"
oriented

high and low volume
simple business
processes

high volume and
high complexity in
business

logical next step:
user driven
processes

business driven

Many variations
within same process

function driven

Standardization vs Optimization

Standardization   **<- not mutually exclusive ->**   Optimization

- Everyone works the same way
- The same process everywhere

- Each business line /region can optimize
- Flexibility to meet market requirements
- Freedom to innovate

Single Instance vs Multiple Instances

Single Instance   Multiple Instances

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- Simplified Infrastructure   - Multi tenant
- Efficient Maintenance   - Localized Control
- Centralized Control   - No Single Point of Failure
- Licensing Economy   - Lower Performance Requirements

Managing an Enterprise or a Company

Enterprise ←————————————●————————————→ Company

- Operational Efficiency
- Business KPI Benchmarking
- "Process Branding"
- Market follows the business

- Innovation
- Local Competition
- Changing Market Requirements
- Business follows the Market

Requires Stability

Requires Flexibility

Central management controls an enterprise
Local management runs a company
How do you see yourself?

Product Positioning

Microsoft Dynamics ERP Positioning

Microsoft Dynamics NAV

Highly functional, flexible, affordable business solution that is designed to:

- Give you greater control over the key decisions that affect the success of your business
- Enhance your margins – reducing transaction costs and increasing your focus on the most profitable customers, products, and services
- Support the changing needs of your business

Microsoft Dynamics AX

Designed for enterprises with 200 to 7,500 users that:

- empowers people to anticipate and embrace change
- helps employees be more productive and increase the value of data by providing all people in the organization with access to critical business information

The unified global solution promotes rapid adoption

Microsoft

Thank you