



**BAM**<sup>TM</sup>  
**BOOM!**  
CLOUD



Microsoft  
Partner

2019 WINNER / 2020 FINALIST Partner of the Year Award  
Dynamics 365 for Business Central Award  
2020/2021 INNERCIRCLE for Microsoft Business Applications



**ROBERT POPE**  
CHIEF COMMERCIAL OFFICER



Microsoft  
Partner

2019 WINNER / 2020 FINALIST Partner of the Year Award  
Dynamics 365 for Business Central Award  
2020/2021 INNERCIRCLE for Microsoft Business Applications



GROW.**STRONG**.FAST.



## WHY WE DO **WHAT WE DO**

We make the very best Microsoft Cloud technology simple to implement, effective and accessible to any size organisation so they can innovate and transform.



GROW.**STRONG**.FAST.



## HOW WE DO **WHAT WE DO**

We disrupt traditional professional services by offering low cost, fixed price, fixed scope technology solutions specifically designed for SMBs.









“ THAT COMPLETE NOTION OF BUSINESS TRANSFORMATION IS SOMETHING THAT ONLY MICROSOFT CAN DO. THAT IS WHY I CARE SO MUCH ABOUT THE MAINSTREAMING OF DYNAMICS. IT’S NOT ABOUT DYNAMICS ON IT’S OWN, IT’S DYNAMICS AT THE CENTER OF THE COMPANY ”

.....  
Satya Nadella  
Chief Executive Officer at Microsoft



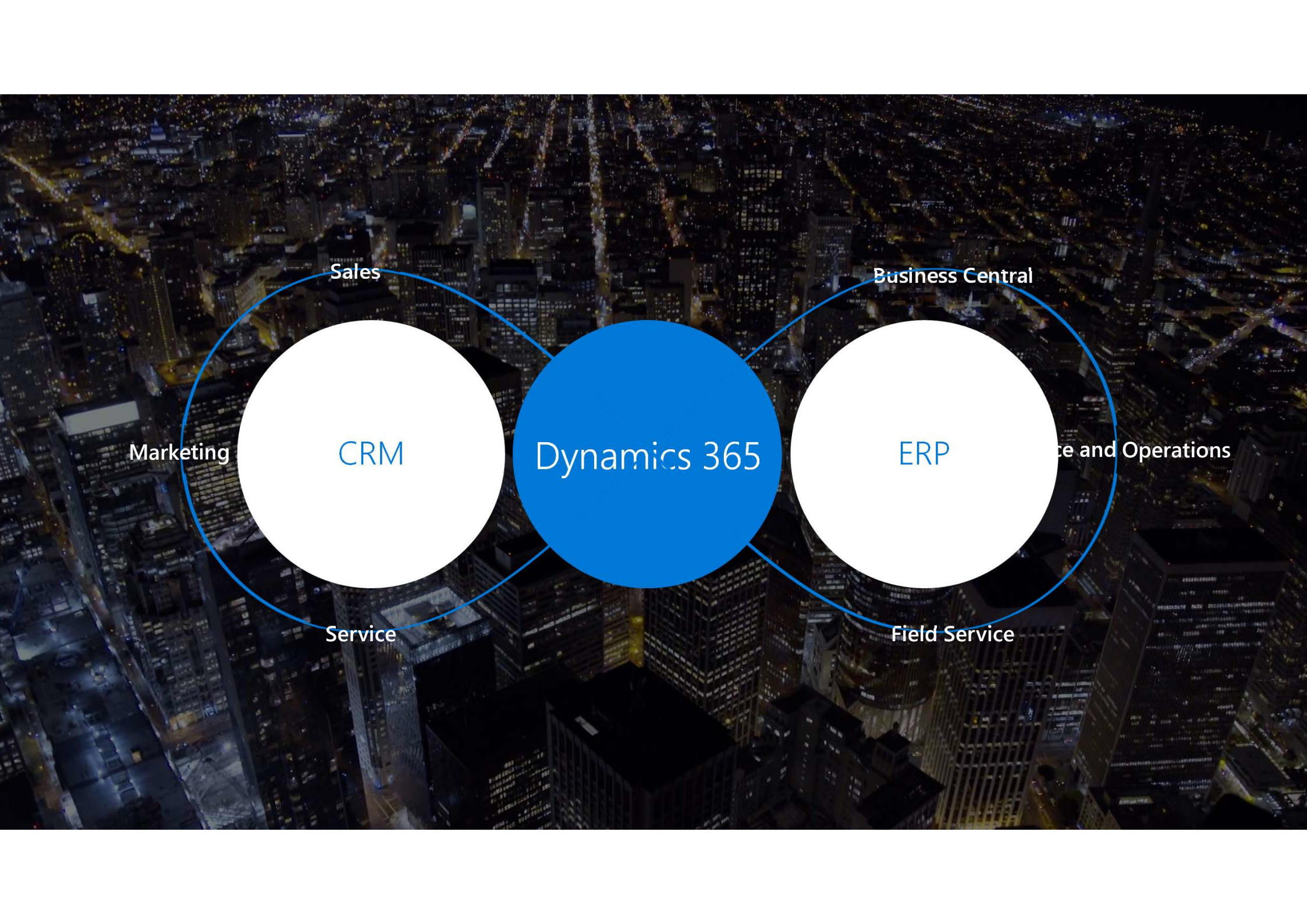


Microsoft  
Dynamics 365

# THE CROWN JEWELS







Sales

Business Central

Marketing

CRM

Dynamics 365

ERP

Finance and Operations

Service

Field Service



Reactive action → Proactive action

Siloed view → Connected view

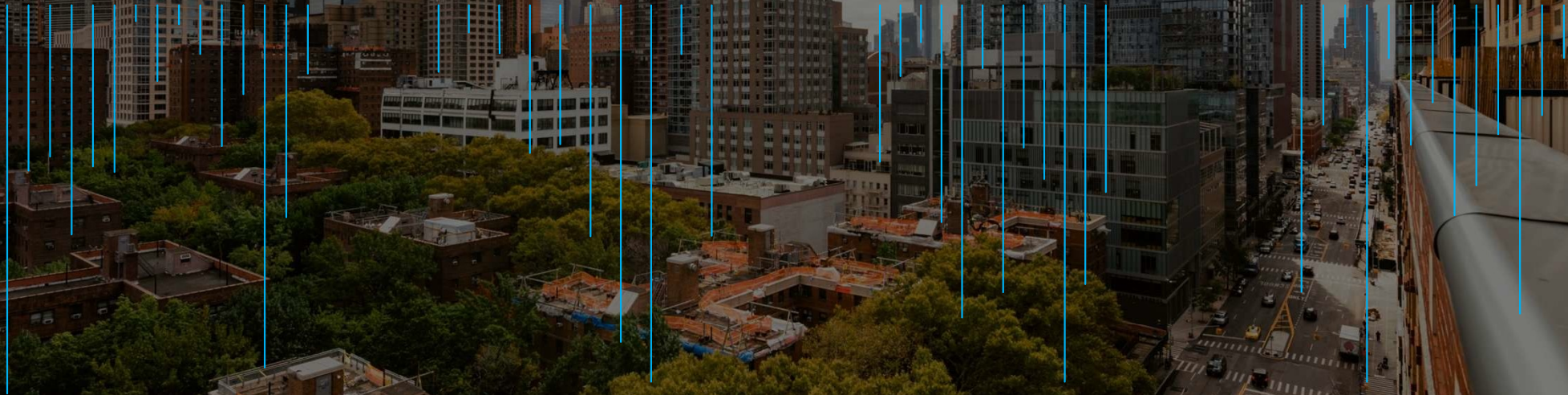
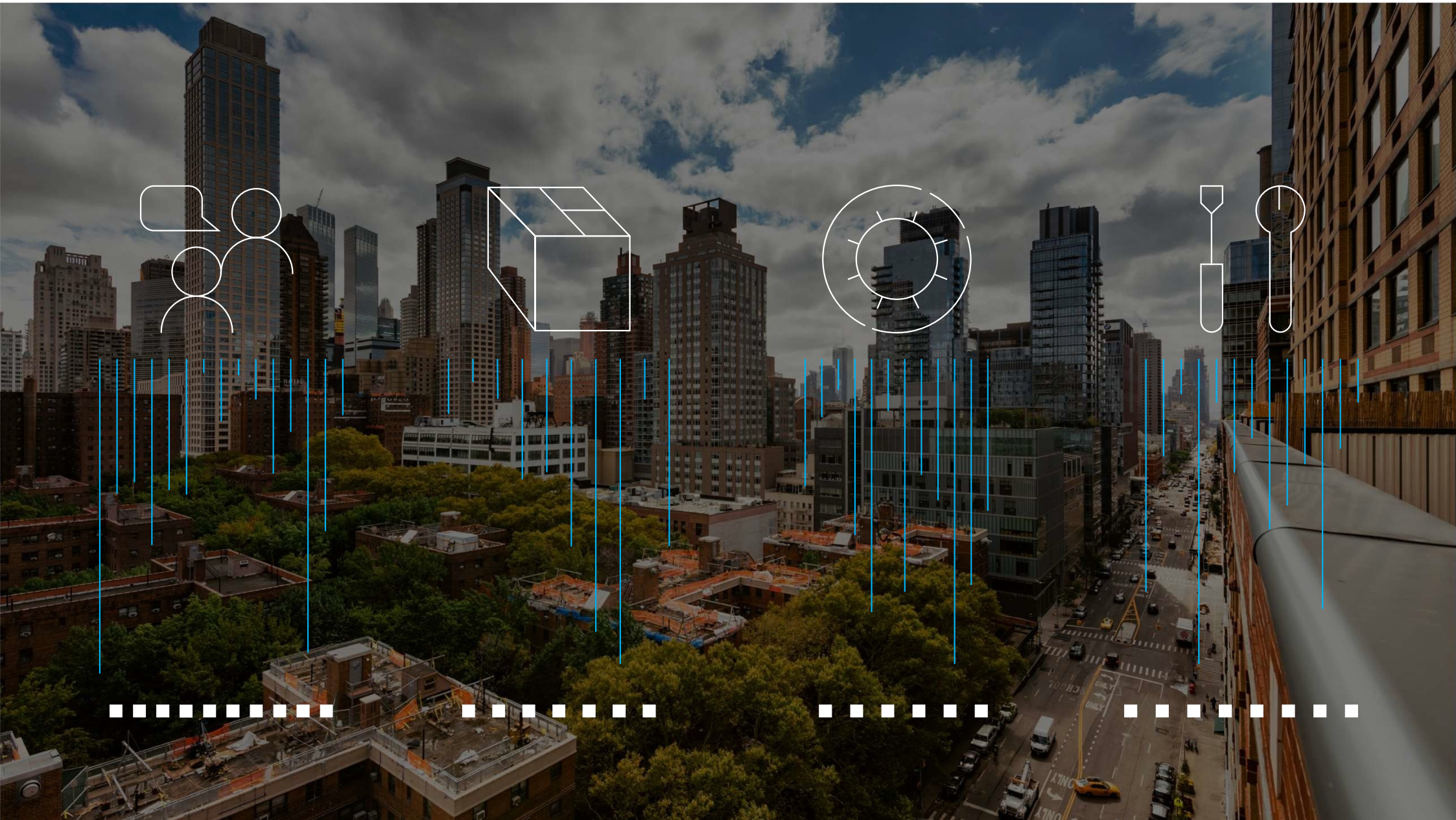
Incomplete data → Holistic data

Reporting activity → Delivering outcomes

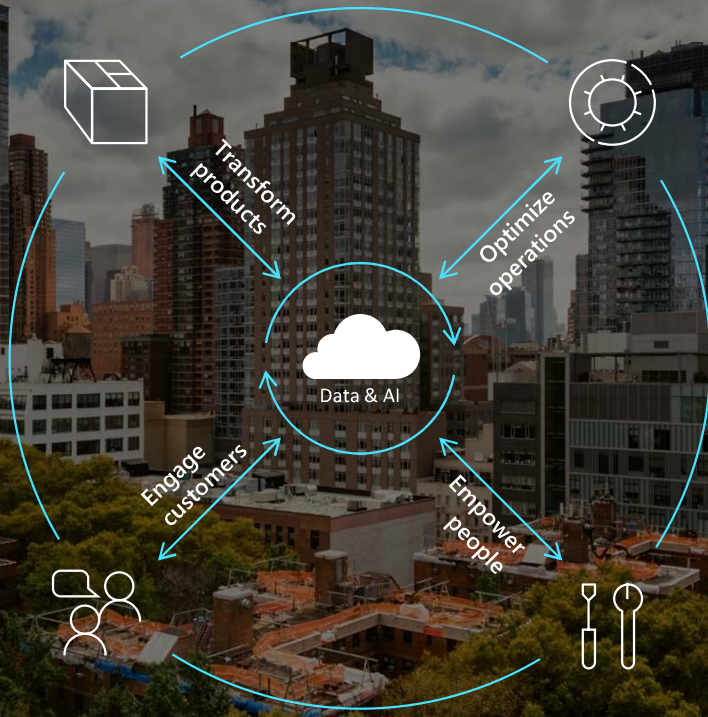












# Accelerating AI innovation

Vision



**2016**

Object recognition  
human parity

Speech  
Recognition



**2017**

Speech recognition  
human parity

Reading



**2018**

Reading comprehension  
human parity

Translation



**2018**

Machine translation  
human parity

Speech  
Synthesis



**2018**

Speech synthesis  
near-human parity

Language  
Understanding



**2019**

General Language  
Understanding human parity

# Accelerating AI innovation

Vision



**1.3M  
Developers**

Using Azure  
Cognitive Services

Speech  
Recognition



**35  
Million**

Bot Service  
messages every day

Reading



**Billions  
of pages**

indexed with  
Bing machine reading

Translation



**60  
languages**

supported by  
PowerPoint Translator

Speech  
Synthesis



**660M  
users**

using social  
bot Xiaoice

Language  
Understanding



**155+  
Million**

Office 365 users

What is it\*

\*and why should you care



Microsoft Dynamics 365  
Business Central



# OUR JOURNEY TOGETHER



---

31 years  
of heritage



---

220,000  
customers



---

3.3 million  
users



---

Sold in 196  
countries



---

Served by  
4,500 partners

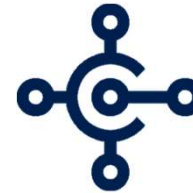
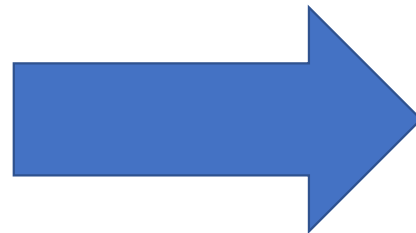
# EVOLUTION TO BUSINESS CENTRAL



 Microsoft Dynamics NAV

 Microsoft Dynamics GP

 Microsoft Dynamics® SL



Microsoft Dynamics 365  
Business Central

# SMB issues

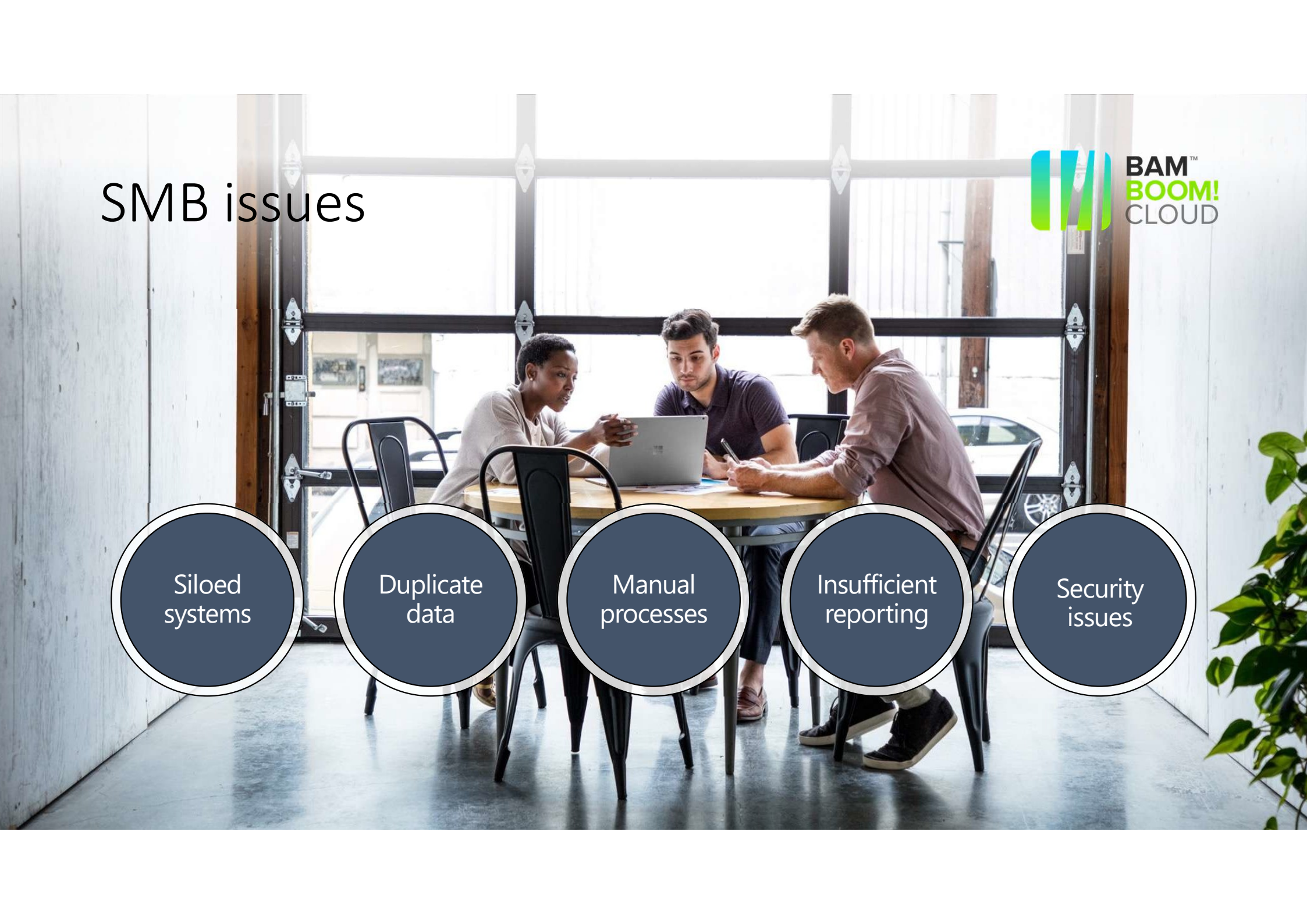
Siloed systems

Duplicate data

Manual processes

Insufficient reporting

Security issues



## Meet Calendar.help

You're too busy to schedule meetings.  
Let us take care of it for you.

Enter your work email

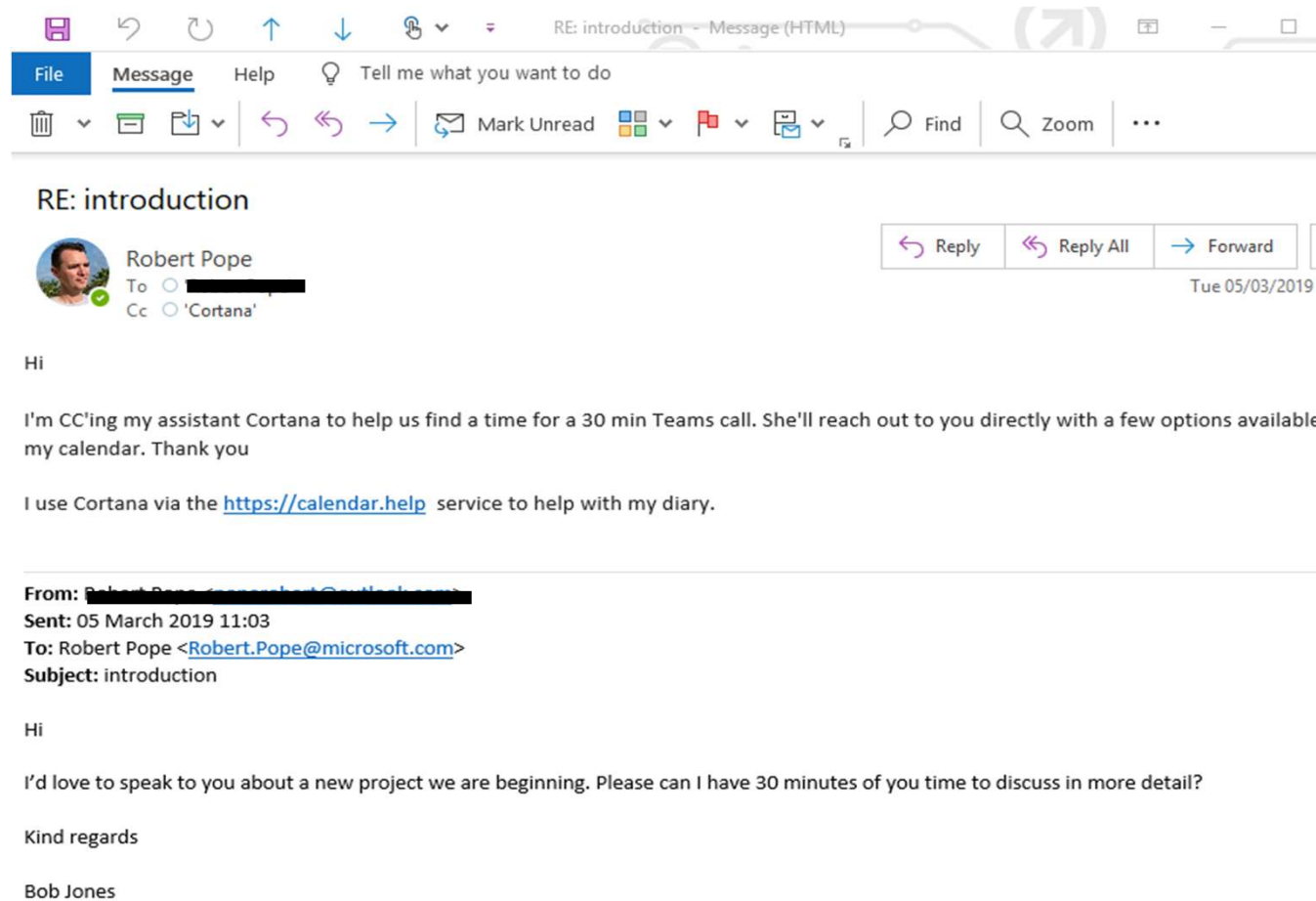
Sign Up

# AI in action

Calendar.help

# AI in Action

Rob Pope (my) view




RE: introduction - Message (HTML)

File Message Help Tell me what you want to do

Mark Unread Find Zoom

### RE: introduction

 Robert Pope  
To: [Redacted]  
Cc: 'Cortana'

Reply Reply All Forward  
Tue 05/03/2019

Hi

I'm CC'ing my assistant Cortana to help us find a time for a 30 min Teams call. She'll reach out to you directly with a few options available on my calendar. Thank you

I use Cortana via the <https://calendar.help> service to help with my diary.

---

**From:** [Redacted]  
**Sent:** 05 March 2019 11:03  
**To:** Robert Pope <[Robert.Pope@microsoft.com](mailto:Robert.Pope@microsoft.com)>  
**Subject:** introduction

Hi

I'd love to speak to you about a new project we are beginning. Please can I have 30 minutes of your time to discuss in more detail?

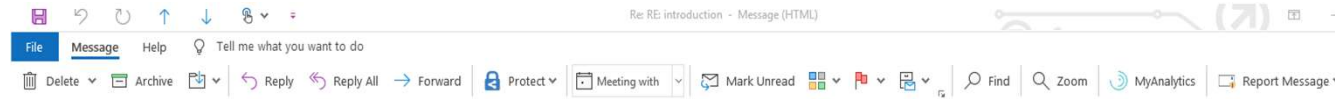
Kind regards

Bob Jones



# AI in Action

Rob Pope (my) view



## Re: RE: introduction

 Cortana <cortana@calendar.help>  
To: Robert Pope

ⓘ If there are problems with how this message is displayed, click here to view it in a web browser.

Hi Robert,

No need to reply. Just letting you know that I proposed the following times to Robert Pope. I found them available in your calendar.

- Thursday, Mar 7, 9:30 AM GMT
- Thursday, Mar 7, 10:00 AM GMT
- Thursday, Mar 7, 10:30 AM GMT

Once I hear back, I'll add the meeting to your calendar, or propose new times if these ones do not work.

If these time suggestions are not good for this meeting, please reply and give me some guidance to find different options to suggest. If you would like to give me feedback to pick better times in the future, please click thumbs  down.

Take care,

Cortana | Calendar.help  
Scheduling Assistant

---

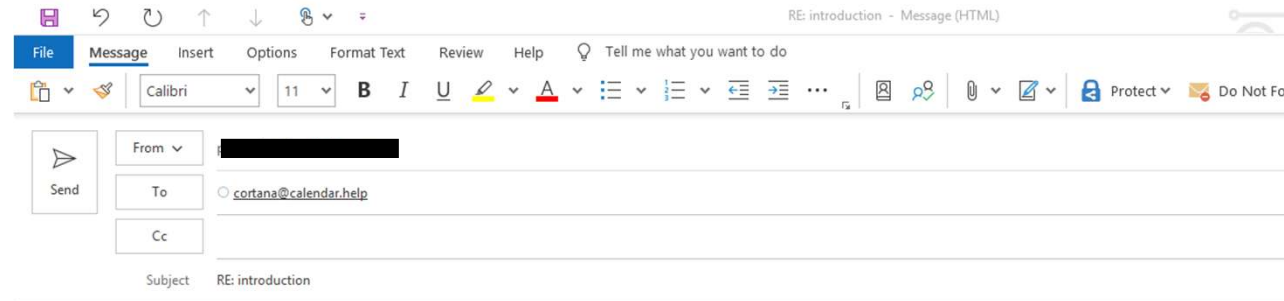
**From:** Robert Pope ([robert.pope@microsoft.com](mailto:robert.pope@microsoft.com))  
**Sent:** Tuesday, March 5, 2019 11:04 AM (UTC)  
**To:** [REDACTED], 'Cortana' <[cortana@calendar.help](mailto:cortana@calendar.help)>  
**Subject:** RE: introduction

Hi I'm CC'ing my assistant Cortana to help us find a time for a 30 min Teams call. She'll reach out to you directly with a few options available in my calendar. Thank you I use Cortana via the <https://calendar.help> service to help with my diary.



# Bob Jones View

---



Sounds great 10:00 AM Thursday is good for me

**From:** Cortana <[cortana@calendar.help](mailto:cortana@calendar.help)>  
**Sent:** 05 March 2019 11:07  
**To:** [Redacted]  
**Subject:** RE: introduction

Hi Bob,

I'm helping Robert Pope schedule a 30 minute conference call for you both.

Below are some proposed times when Robert is available.

- Thursday, Mar 7, 9:30 AM GMT
- Thursday, Mar 7, 10:00 AM GMT
- Thursday, Mar 7, 10:30 AM GMT

Please let me know which of these times or if another specific time could work for you, so I can lock in the best time on both of your calendars.

Warmly yours,

Cortana | [Calendar.help](mailto:Calendar.help)  
Scheduling Assistant to Robert Pope

Bob Jones  
receives  
the invite



Robert Pope <Robert.Pope@microsoft.com>

Required

Please respond.

07 March 2019 10:00-10:30 Online Meeting details enclosed

10 introduction (Robert and Robert); Online Meeting details enclosed; Robert Pope

11

[Click here to join your meeting.](#)

This meeting has been scheduled for 30 minutes.

Everyone confirmed that this time works.

Reply to this calendar invitation and add to ask me to update or reschedule this meeting.

All the best,

Cortana | [Calendar help](#)  
Scheduling Assistant to Robert Pope

From: Robert Pope [[robert.pope@microsoft.com](mailto:robert.pope@microsoft.com)]  
Sent: Tuesday, March 5, 2019 11:04 AM (UTC)  
To: 'Cortana' <[cortana@calendar.help](mailto:cortana@calendar.help)>  
Subject: RE: introduction

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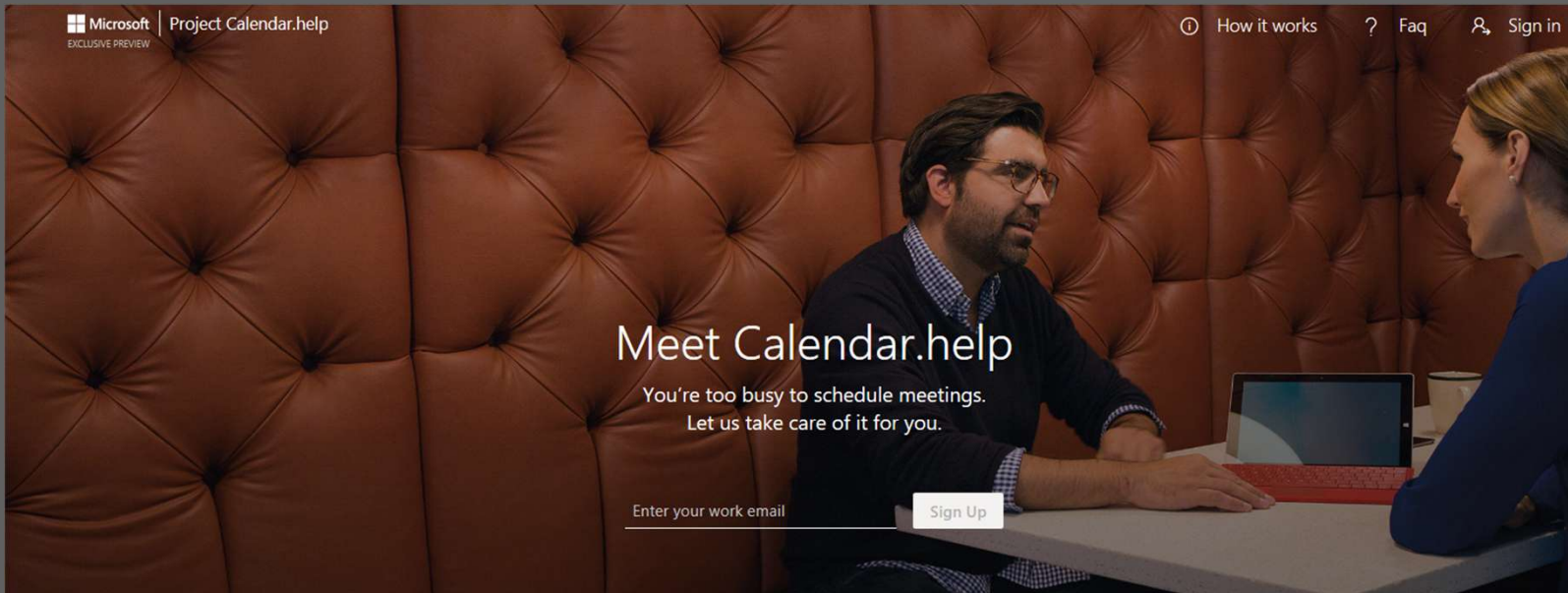
---

Join Microsoft Teams Meeting

+442038211497 (Toll)  
Conference ID: 117 734 08#

[Local numbers](#) | [Reset PIN](#) | [Learn more about Teams](#) | [Meeting Options](#)

---



Use Code  
"CupcakeFrosting"

Calendar.help

# Demo



Gold  
Microsoft  
Partner  




Microsoft  
Partner

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# Manage quote to cash, all within Outlook

The screenshot displays the Microsoft Outlook interface with a Business Central sidebar. The main window shows an email thread titled "Request for a quote on some furniture" from Jim Glynn to Jared Phillips. The email content includes a request for a quote for office furniture and a list of items: London Swivel Chair (7) and Antwerp Conference Table (2). The Business Central sidebar on the right shows account details for C00010 - Jim Glynn, including a balance of 8,036.40 and a past due amount of 5,278.78. It also displays a bar chart for "Aged Accounts Receivable" and a "Sell-to Customer Sales History" table.

Item	Quantity
London Swivel Chair	7
Antwerp Conference Table	2

Category	Value
Balance (\$)	8,036.40
Past Due	5,278.78
LTD Sales	12,906.30
YTD Sales	12,906.30

Period Length: Week   1 month over	Value
Not Overdue	~1000
2W	~1500
4W	~2000

Category	Value
Ongoing Sales Quotes	2
Ongoing Sales Market Orders	0
Ongoing Sales Quotes	1
Ongoing Sales Market Orders	2

File Home Send / Receive Folder View Help Tell me what you want to do

New Email New Items Contact Insights New Business Central Ignore Clean Up Junk Delete Archive Reply Reply All Forward Respond Meeting IM More Quick Steps Demo Emails Team Email Reply & Delete To Manager Done Create New Move Rules OneNote Unread/Read Categorize Follow Up Tags Groups Search People Address Book Filter Email Read Aloud Store MyAnalytics

Search Current Mailbox Current Mailbox

**Focused** Other All

**Robert Townes**  
Request for a quote on some furniture Thu 12:16 PM  
Hello MOD, We are planning an office renovation and

**Meagan Bond**  
Can you remind me how much I owe you? Thu 12:16 PM  
Hi MOD, I know I owe you money, but I can't seem to

**Wide World Importers**  
Thank you for your business! - Invoice 103073 Thu 12:16 PM  
Hello MOD, Here is the invoice for your recent furniture

**Sally McArthur**  
Hello! Thu 12:16 PM  
Hello MOD, This email is just to introduce myself. My

**Peter Sadow**  
Discount on Quote S-QUO1001 Thu 12:16 PM  
Hi MOD, I'm working with Trey Research on some

Reply Reply All Forward IM

**RT** Robert Townes <robert.townes@contoso.com> MOD Administrator Thu 12:16 PM

**Request for a quote on some furniture**

Hello MOD,

We are planning an office renovation and need a quote for some new furniture. Can you provide me a quote for the items listed below?

Item	Quantity
London Swivel Chair	7
Antwerp Conference Table	2

We plan to have renovations completed by the end of June. Can we have the furniture delivered by the third week of June?

Best regards,  
Robert

Robert Townes  
Adatum Corporation  
[robert.townes@contoso.com](mailto:robert.townes@contoso.com)  
(701) 555-0151

**Adatum Corporation**



Navigation and Action Bar:

- New Email, New Items, Contact Insights, Business Central
- Ignore, Clean Up, Junk, Delete, Archive
- Reply, Reply All, Forward, Respond
- Meeting, IM, More
- Quick Steps: Demo Emails, Team Email, Reply & Delete, To Manager, Done, Create New
- Move, Rules, OneNote
- Unread/Read, Categorize, Follow Up, Tags
- New Group, Browse Groups
- Search People, Address Book, Filter Email
- Read Aloud, Store, MyAnalytics

Search Current Mailbox: Current Mailbox

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**Adatum Corporation**

**Business Central**

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Details

0.00	0.00	80,631.50	19,958.70
Balance (\$)	Past Due	LTD Sales	YTD Sales

Aged Accounts Receivable

Period Length: Week | 1 month overdue

0

Not Overdue 1W 2W 3W 4W Older

Dynamics 365 for Sales Statistics

3	0	2
Opportunities	Quotes	Cases

**Review Cases**

Sell-to Customer Sales History

1	0	2	3	0	33
Ongoing Sales Quotes	Ongoing Sales Blanket Orders	Ongoing Sales Orders	Ongoing Sales Invoices	Ongoing Sales Credit Memos	Posted Sales Shipments

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- Unread/Read, Categorize, Follow Up, Tags
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Search Current Mailbox | Current Mailbox

**Focused** Other | All

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Reply | Reply All | Forward | IM

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**Adatum Corporation**

**Business Central**

Cases - Microsoft Dynamics 365 for Sales

- Damaged Products in Recent Shipment
- Missing Products with Shipment

New Email New Items Contact Insights Business Central Clean Up Junk Delete Delete Archive Reply Reply All Forward Respond Meeting IM More Demo Emails Team Email Reply & Delete To Manager Done Create New Move Rules OneNote Unread/Read Categorize Follow Up Tags New Group Browse Groups Search People Address Book Filter Email Read Aloud Speech Store Add-ins MyAnalytics

Search Current Mailbox

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**Business Central**

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**Details**

0.00	0.00	80,631.50	19,958.70
Balance (\$)	Past Due	LTD Sales	YTD Sales

**Aged Accounts Receivable**

Period Length: Week | 1 month overdue

0

Not Overdue 1W 2W 3W 4W Older

**Dynamics 365 for Sales Statistics**

3	0	2
Opportunities	Quotes	Cases

**Sell-to Customer Sales History**

1	0	2	3	0	33
Ongoing Sales Quotes	Ongoing Sales Blanket Orders	Ongoing Sales Orders	Ongoing Sales Invoices	Ongoing Sales Credit Memos	Posted Sales Shipments

New Email New Items Contact Insights Business Central Ignore Clean Up Junk Delete Archive Reply Reply All Forward Respond Meeting IM More Demo Emails Team Email Reply & Delete To Manager Done Create New Move Rules OneNote Unread/Read Categorize Follow Up Tags New Group Browse Groups Search People Address Book Filter Email Read Aloud Speech Store Add-ins MyAnalytics

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**Adatum Corporation**

**Business Central**

← Sales Invoices + New Search Pop Out Refresh

S-INV102199	Adatum Corporation Robert Townes	10,731.60
S-INV102200	Adatum Corporation Robert Townes	7,366.70
S-INV102223	Adatum Corporation Robert Townes	1,860.40



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0

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**Dynamics 365 for Sales Statistics**

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**Sell-to Customer Sales History**

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Business Central

10000 · Adatum Corporation

Details

0.00 Balance (\$) 0.00 Past Due

Aged Accounts Receivable

Period Length: Week | 1 month overdue

0

Not Overdue 1W 2W 3W 4W Older

Dynamics 365 for Sales Statistics

3 Opportunities 0 Quotes 2 Cases

Sell-to Customer Sales History

1	0	2	3	0	33
Ongoing Sales Quotes	Ongoing Sales Blanket Orders	Ongoing Sales Orders	Ongoing Sales Invoices	Ongoing Sales Credit Memos	Posted Sales Shipments

Select Sales Quote



Navigation and Action Bar containing icons for New Email, Contact Insights, Business Central, Delete, Archive, Reply, Forward, Meeting, IM, Quick Steps (Demo Emails, Team Email, Reply & Delete, To Manager, Done, Create New), Move, Rules, OneNote, Unread/Read, Categorize, Follow Up, New Group, Browse Groups, Search People, Address Book, Filter Email, Read Aloud, Store, MyAnalytics, and Add-ins.

Mailbox navigation pane with search bar and list of emails:

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Can you remind me how much I owe you? Thu 12:16 PM  
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- Wide World Importers**  
Thank you for your business! - Invoice 103073 Thu 12:16 PM  
Hello MOD, Here is the invoice for your recent furniture
- Sally McArthur**  
Hello! Thu 12:16 PM  
Hello MOD, This email is just to introduce myself. My
- Peter Sadow**  
Discount on Quote S-QUO1001 Thu 12:16 PM  
Hi MOD, I'm working with Trey Research on some

Open email content:

RT Robert Townes <robert.tow...> 1 Thu 12:16 PM  
**Request for a quote on some furniture**

Hello MOD,

We are planning an office renovation and need a quote for some new furniture. Can you provide me a quote for the items listed below?

Item	Quantity
London Swivel Chair	7
Antwerp Conference Table	2

We plan to have renovations completed by the end of June. Can we have the furniture delivered by the third week of June?

Best regards,  
Robert

Robert Townes  
Adatum Corporation  
[robert.townes@contoso.com](mailto:robert.townes@contoso.com)  
(701) 555-0151

**Adatum Corporation**

**Business Central**

Suggested Line Items [OK] [Cancel]

We think we've found one or more items that match the text in the email. Would you like to add them as line items in the document?

Add	Item	Description	Quantity
<input checked="" type="checkbox"/>	1908-S	LONDON Swivel Chair, bl	7
<input checked="" type="checkbox"/>	1920-S	ANTWERP Conference Table	2
<input type="checkbox"/>			

Do not show this message again

**OK**

Navigation and Action Bar:

- New Email, New Items, Contact Insights, Business Central
- Ignore, Clean Up, Junk, Delete, Archive
- Reply, Reply All, Forward, Respond
- Meeting, IM, More
- Quick Steps: Demo Emails, Team Email, Reply & Delete, To Manager, Done, Create New
- Move, Rules, OneNote
- Unread/Read, Categorize, Follow Up, Tags
- New Group, Browse Groups
- Search People, Address Book, Filter Email
- Read Aloud, Store, MyAnalytics, Add-ins

Search Current Mailbox

**Focused** Other All

- Robert Townes**  
Request for a quote on some furniture  
Hello MOD, We are planning an office renovation and  
Thu 12:16 PM
- Meagan Bond**  
Can you remind me how much I owe you?  
Hi MOD, I know I owe you money, but I can't seem to  
Thu 12:16 PM
- Wide World Importers**  
Thank you for your business! - Invoice 103073  
Hello MOD, Here is the invoice for your recent furniture  
Thu 12:16 PM
- Sally McArthur**  
Hello!  
Hello MOD, This email is just to introduce myself. My  
Thu 12:16 PM
- Peter Sadow**  
Discount on Quote S-QUO1001  
Hi MOD, I'm working with Trey Research on some  
Thu 12:16 PM

Reply Reply All Forward IM

**RT** Robert Townes <robert.tow...> 1 Thu 12:16 PM

**Request for a quote on some furniture**

Hello MOD,

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Best regards,  
Robert

Robert Townes  
Adatum Corporation  
[robert.townes@contoso.com](mailto:robert.townes@contoso.com)  
(701) 555-0151



**Business Central**

S-QUO1004 · Adatum Corporation

**General**

Customer Name: Adatum Corporation

Contact: [Redacted]

Due Date: [Redacted]

Requested Delivery Date: [Redacted]

**Lines**

Type	No.	Description
Item	1908-S	LONDON Swivel C
Item	1920-S	ANTWERP Confer

Subtotal Excl. Tax (USD)

Inv. Discount Amount Excl. Tax (USD)

Invoice Discount %

Total Excl. Tax (USD)

**Process**

- Send by Email
- Make Order
- Make Invoice
- Quote
- Attachments
- Dimensions
- Customer
- Contact
- Statistics
- Request Approval
- Approvals
- Send Approval Request
- Cancel Approval Request
- Create a Flow
- See my Flows



File Message Insert Options Format Text Review Help Tell me what you want to do

Clipboard Basic Text Names Include Protection Tags Add-ins Voice Business Central MyAnalytics

From: admin@CRM528813.onmicrosoft.com

To: Robert Townes <robert.townes@contoso.com>

Cc:

Bcc:

Subject: RE: Request for a quote on some furniture

Attached: Sales Quote S-QUO1004.pdf (41 KB)

**Sales Quote S-QUO1004**

April 9, 2018  
Page 1 / 1

Bill-to Customer No. 10000

**Sales Quote**

Hello Adatum Corporation,

Thank you for your business. Your quote is attached to this message.

No.	Due Date	Total \$
S-QUO1004	May 9, 2018	2,783.88

If we receive the payment before 04/17/18, you are eligible for a 2% payment discount.

Sincerely,  
Peter Sadow

CRONUS, USA  
7122 South Ashford Street  
Westminster  
Atlanta, GA 30333

# Sales Quote

S-QUO1004



**Adatum Corporation**  
**Robert Townes**  
**192 Market Square**  
**Atlanta, GA 31772**  
**USA**

Ship-to Address  
 Adatum Corporation  
 Robert Townes  
 192 Market Square  
 Atlanta, GA 31772  
 USA

**CRONUS, USA**  
 7122 South Ashford Street  
 Westminster  
 Atlanta, 31772

Document Date April 9, 2018      Salesperson Peter Sadow      Payment Terms 1 Month/2% 8 days      Shipment Method

No.	Description	Quantity	Unit	Unit Price	Line Amount
1908-S	LONDON Swivel Chair, blue	7	Piece	190.10	1,330.7
1920-S	ANTWERP Conference Table	2	Piece	647.80	1,295.6
Subtotal					2,626.30
Total Tax					157.58
<b>Total \$</b>					<b>2,783.88</b>

Amount Subject to Sales Tax 2,626.30  
Amount Exempt from Sales Tax 0.00

Home Page      Phone No. +1 425 555 0100      Email

# Demo



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# B34R

- Process
  - Item
  - History
  - Special Sales P...ces & Discounts
  - Request Approval
  - Actions
  - Navigate
  - Fewer options
- Item Journal
  - Item Reclassification Journal

## Item Show less

No. ....	<input type="text" value="B34R"/>	Type .....	<input type="text" value="Inventory"/>
Description .....	<input type="text"/>	Base Unit of Measu... ..	<input type="text" value="PCS"/>
Blocked .....	<input type="checkbox"/>	Last Date Modified ..	<input type="text" value="28/08/2019"/>
Item Category Code ..	<input type="text"/>	Common Item No. ....	<input type="text"/>

## Inventory Show less

Shelf No. ....	<input type="text"/>	Qty. on Assembly ... ..	<input type="text" value="0"/>
Created From Catal... ..	<input type="checkbox"/>	Qty. on Asm. Com... ..	<input type="text" value="0"/>
Search Description ..	<input type="text"/>	Stockout Warning ... ..	<input type="text" value="Default (Yes)"/>
Inventory .....	<input type="text" value="0"/>	Prevent Negative I... ..	<input type="text" value="Default (No)"/>
Qty. on Purch. Order ..	<input type="text" value="0"/>	Net Weight .....	<input type="text" value="0"/>
Qty. on Prod. Order ..	<input type="text" value="0"/>	Gross Weight .....	<input type="text" value="0"/>
Qty. on Sales Order ..	<input type="text" value="0"/>	Unit Volume .....	<input type="text" value="0"/>
Qty. on Service Or... ..	<input type="text" value="0"/>		

## Picture



## Attachments

Documents 0

## Item Attributes

ATTRIBUTE	VALUE
(There is nothing to show in this view)	



# Demo



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# 101015 · School of Fine Art

Process Release Posting Prepare Order Request Approval Print/Send Navigate | More options

## General

Show more

Customer Name	School of Fine Art	External Document No.	PO123290
Contact	Meagan Bond	Status	Open
Posting Date	15/07/2020	Credit Status	
Order Date	15/07/2020		

Lines Manage More options

Type	No.	Description	Quantity	Unit of Measure Code	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT
→ Item	1896-S	ATHENS Desk - 2	8	PCS	1,000.888		8,007.10

Subtotal Excl. VAT (USD)	8,007.10	Total Excl. VAT (USD)	8,007.10
Inv. Discount Amount Excl. V...	0.00	Total VAT (USD)	0.00
Invoice Discount %	0	Total Incl. VAT (USD)	8,007.10

## Invoice Details

Show more

Currency Code	USD	Department Code	
Prices Including VAT	<input checked="" type="checkbox"/>	Customergroup Code	
VAT Bus. Posting Group	EXPORT	Payment Discount %	0
Payment Terms Code	CM	Direct Debit Mandate ID	

Details Attachments (0)

## Sell-to Customer Sales History

3	0	4
Ongoing Sales Quotes	Ongoing Sales Blanket Orders	Ongoing Sales Orders
2	0	0
Ongoing Sales Invoices	Ongoing Sales Return Orders	Ongoing Sales Credit Memos
59	59	0
Posted Sales Shipments	Posted Sales Invoices	Posted Sales Return Receipts
0		
Posted Sales Credit Memos		

## Customer Statistics

Customer No.	30000
Balance (LCY)	32,644.30
SALES	
Outstanding Orders (LCY)	10,059.60
Shipped Not Invd. (LCY)	0.00
Outstanding Invoices (LCY)	5,885.60
PAYMENTS	
Payments (LCY)	112,250.30
Refunds (LCY)	0.00

# SALES PROCESS PAIN POINT SELLING



**WE HAVE TOO MANY MANUAL PROCESSES**



**OUR REPORTING IS POOR**



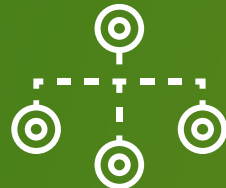
**WE WANT A MODERN SYSTEM**



**WE'VE OUTGROWN OUR SYSTEM**



**WE WANT EVERYTHING MICROSOFT**



**OUR SYSTEMS DON'T TALK TO EACH OTHER**



**OUR SYSTEMS ARE TOO BESPOKE**



**OUR SYSTEM IS NO LONGER SUPPORTED**



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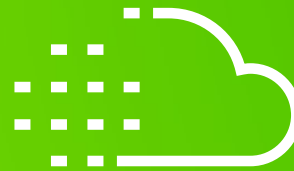
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# CHANNEL AS A SERVICE



## Land New Customers

*New Customers to Dynamics 365*  
*Upgrade On-Premise Customers (GP / NAV)*  
*Switch from Competitive Solutions e.g Sage*  
*Small Business ERP Focus*



## Grow Existing Customers

*Drive CSP*  
*Reduce Churn*  
*Drive M365*  
*Double Azure*



## Expand Ecosystem

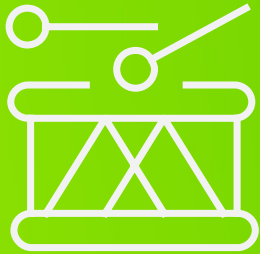
*Business Led Conversation*  
*Power Platform*  
*Data and AI (Azure) projects*



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## THE HOW



### **Demand Generation**

*GTM in a box  
Support to identify targets in base*



### **Capability**

*Sales training and readiness  
Pre Sales Support*



### **Capacity**

*Rapid automated delivery  
Simple SKU based – easy to sell  
Support packs  
Best in the world delivery*



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# WHAT TO LOOK OUT FOR REPLACE THESE SYSTEMS



SunSystems

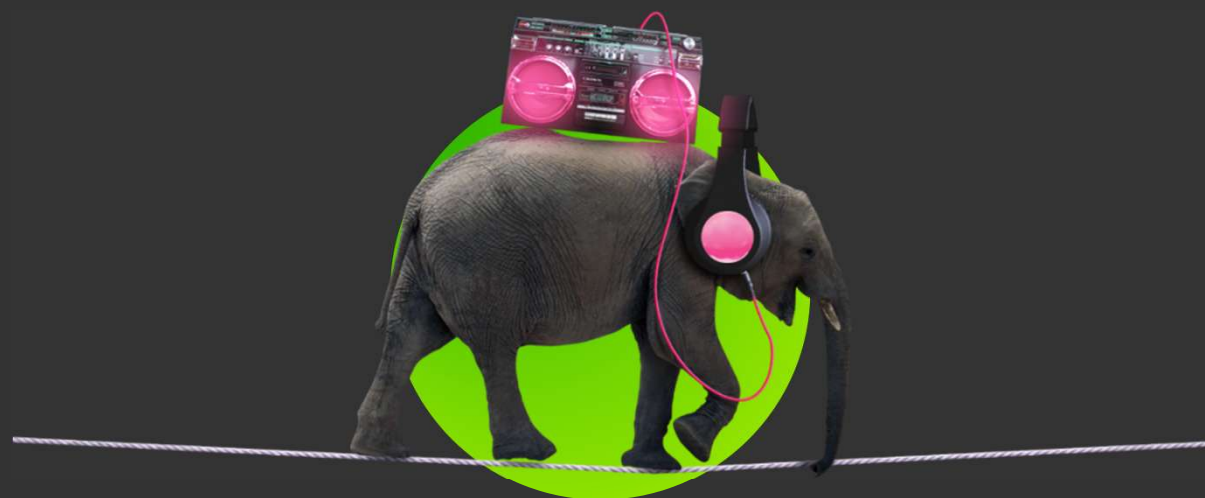
sage Intacct



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# IS ONE IN THE ROOM?



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**THANK YOU**  
**ASK US ANYTHING**  
[hello@bamboomcloud.com](mailto:hello@bamboomcloud.com)



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