

Reduce your business risk by updating your accounting software.

Don't let your technology outdate your business.



Perfect Dynamics

Connect. Enhance. Empower.



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Your customers' needs and expectations evolve over time – can your accounting and business management systems keep up with their increasing demands?

Discover the benefits of a modern technology platform, better understand the advantages of a Microsoft cloud-based solution, and know what questions to ask when evaluating your options.

You need a modern technology platform that connects your business and your people like never before. A Microsoft

Dynamics solution for SMB's can:

- ✓ Automatically tie your systems and processes together so you don't have to
- ✓ Give you a complete picture across your entire business, with reports when and where you need them
- ✓ Get you up and running quickly, so change doesn't get in the way of day-to-day processes
- ✓ With adaptable applications in the Microsoft Cloud, you can create efficiency across your business, and help your people make informed decisions, so they are ready for growth



More than 90 percent of consumers said they would consider taking their business elsewhere rather than work with a company that uses outdated technology.

*Source: Microsoft commissioned research among 1405 customers 2013



Information silos, disconnected systems, and manual processes prevent you from delivering the experience your customers expect, and can put your business at risk.

What kind of solution is right for your business needs today, and your goals for future growth? And, how can you best prepare for change, and how will you know if you're ready to move your systems to the Microsoft Cloud?

With this guide, you'll be able to evaluate the current state of your accounting and business management systems and processes, and outline considerations you should keep in mind when exploring new solutions.

Are your systems putting your business at risk?

As your business grows in size and complexity, your customers expect better and faster service, and the tools that once supported you may now be holding you back. For SME's, deciding to replace your accounting software or business management systems may seem like a daunting task.

Whether the result is lost sales, customer dissatisfaction, or compliance risks, failing to update your technology can be a costly decision.

Here are the common signs that show you need a new solution.

- ✓ You're wasting too much time dealing with multiple systems that can't talk to each other
- ✓ Processes are carried out manually, and you can't keep up with increasing demand
- ✓ Creating and configuring reports are too complicated, and often doesn't give the information needed
- ✓ Incomplete or incorrect information creates customer dissatisfaction and lost sales
- ✓ Increasingly binding compliance and security concerns
- ✓ Productivity is lost spending valuable time switching back and forth between multiple applications and disconnected systems

What happens next?

With so many companies all offering the same products, it can be tricky to choose between them to get the best outcome. At Perfect Dynamics, we pride ourselves not only on how we implement solutions, it's our support and after care services too.

Microsoft has opened up new avenues for companies of all sizes to affordably expand capabilities, create greater efficiency and mobility, and be prepared for ever-changing business conditions with the Microsoft Cloud.

With new technology platforms like Microsoft Dynamics 365 for Finance and Operations, Business Edition, you will:

- ✓ Have comprehensive integration - Deploy a single solution to manage your financials, sales, service, and operations with the ability to connect applications like payroll, banking apps, Customer Relationship Management systems, or custom APIs



- ✓ Be connected to your entire business - Automatically tie your systems and processes together so employees don't have to
- ✓ Automate and secure business processes - Improve productivity and get more done with easy-to-create workflows, audit trails, and enterprise-level security
- ✓ Provide an end-to-end view of your business - Centralise your data from accounting, sales, purchasing, inventory, and customer interactions to get an accurate end-to-end view of your business. All data stays up to date so you can spot trends, prevent issues, and deliver great customer experiences
- ✓ Be a trusted technology provider - Creates security as a trusted, leading technology provider for businesses of all sizes around the world
- ✓ Have better enabled mobility - Empowers a mobile workforce by delivering the same experience across devices, regardless of their location
- ✓ Have quicker start up time - Delivers an easy-

to-learn solution that people intuitively know how to use, with little or no training required

Business applications in the Microsoft Cloud

Businesses of all sizes, including an increasing number of SMBs, are making the move to the Microsoft Cloud to modernise their technology platform, gain overall system efficiency, and enable their teams to stay connected to the data they need in order to meet customer demands from virtually anywhere.

What makes Microsoft Dynamics 365 different to any other products?

Dynamics 365 for Finance and Operations is a business management solution that's connecting people and processes like never before. From day one, it makes ordering, selling, invoicing, and reporting easier and faster.

Turn your multiple disconnected systems into one. Boost efficiency with automated tasks

Why should SMBs move to the Microsoft Cloud?

90%

90% of consumers said they would stop doing business with a company using outdated technology.

Source: Microsoft commissioned survey

45%

45% of SMBs said their employees get more done in the same amount of time thanks to the Microsoft Cloud and mobile technologies. Source: Microsoft

47%

47% of SMBs said technology is critical to their company's future. Source: Microsoft



and workflows—all from within familiar tools like Outlook, Word, and Excel. Get a 360 view of your business and make better, more informed business decisions, with built in intelligence when and where you need it.

With your business running in the Microsoft Cloud, it's easy to change and adapt at your own pace. Start with what you need, streamline your processes, then be ready for growth.

Only Microsoft delivers a connected technology platform bringing together business applications with tools for productivity, communication, and collaboration. Microsoft business solutions deliver insight across your devices, whilst helping you:

Connect your business

Deploy one solution to manage your financials, sales, service, and operations with the ability to connect applications like payroll, banking apps, Customer Relationship Management systems, or custom Application Programming Interfaces (API's).

Outlook isn't just for email and calendars. Now, you can go from quote to cash without switching between different applications. Set up customers or partners, create quotes, process orders, and submit invoices without leaving your inbox. Easily export data and create outgoing documents directly in Word and Excel

Extend Dynamics 365 to fit your industry or business needs with integrated add-on applications and Microsoft Power Apps

Improve productivity and get more done with easy-to-create workflows, audit trails, and enterprise-level security— features that basic accounting software can't provide. Easily connect workflows across other SaaS services using Microsoft Flow

Make better business decisions

Centralise your data from accounting, sales, purchasing, inventory, and customer interactions to get an accurate end-to-end view of your business.

All data stays up to date so you can spot trends, prevent issues, and deliver

great customer experiences.

Keep people informed with easy-to-share reports including Key Performance Indicators (KPI's), inventory, sales, and order status. Empower users to create self-serve reports from trusted data sources for faster, more informed decision-making.

Access, model, and analyse data across multiple dimensions to perform ad hoc, customised reporting. Use Microsoft Power BI to create highly compelling dashboards, and to infuse big data, predictive analytics, and Internet of Things to transform data into actionable intelligence.

Start and grow easily

Handle the most common business processes from day one, like quotes, orders, invoicing, purchasing, cash management, and reporting. It's built in the Microsoft Cloud, so it's easy to set up and manage.

Get the powerful desktop capabilities you need across Windows, iOS, and Android platforms. Desktop, laptop, tablet, or phone, you get one



experience that is consistent and secure.

Start with only what you need and grow at your own pace to run your business securely in the Microsoft Cloud. Using flexible applications and a scalable database, you can easily adapt to change and manage growth.

Why choose Perfect Dynamics as your implementation partner?

Partnering with Cloud 2020, Perfect Dynamics became the first Microsoft partners to

implement Microsoft Dynamics 365 for Finance & Operations Business Edition in Europe for Datalytics Technology.

Chris Johnstone at Datalytics Technology said:

"Having already successfully implemented Microsoft Office 365 it made complete sense for us to adopt Dynamics 365 as our finance and CRM solution to continue driving our growth, allowing us to more deeply integrate structured processes across the company and to work towards

our goals even more effectively.

Being a data driven organisation, using Dynamics gives us a much more powerful platform to leverage our most important asset, our data, in order to help drive our growth and provide a consistent and ongoing picture of company development."

Make data driven decisions and streamline your financials with Microsoft Dynamics 365 for Finance & Operations Business Edition.

[Read More](#)

Take the next steps for your business

There's never been a better time to update your systems and take advantage of all the benefits of cloud-based business applications.

Get in touch at: getintouch@perfectdynamics.co.uk

or call us: 033 022 02627