

The logo graphic consists of two stylized, overlapping chevron-like shapes. The upper shape is dark blue and points upwards and to the right. The lower shape is light blue and points downwards and to the right, creating a sense of motion or a stylized 'S' or 'Z' shape.

STONERIDGE CONNECT

2017 Client Conference



What You Should Know About
Dynamics 365 Transition Options

About the Speakers



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Agenda

- ✓ Rebranding Overview
- ✓ Overview of Available Deployment Options
- ✓ Licensing and Pricing Overview
- ✓ Incentive Offers
- ✓ Resources

Microsoft Dynamics – Rebranded

Microsoft AppSource

 Office 365

Microsoft Dynamics 365



Sales



Customer Service



Operations



Field Service



Project Service
Automation



Marketing by
Adobe



Power BI

Cortana
Intelligence

Azure IoT

Common application platform: PowerApps, Microsoft Flow, Common Data Service

Two Dynamics 365 Editions

Enterprise Edition **Dynamics 365 for Operations** **(AX)** **Formerly called “AX7”**

- Optimized for 250+ Employees
- Comprises CRMOL and AX
- Online/On-premises dual use rights
- 20 user minimum on AX related SKUs

Business Edition **Dynamics 365 for Financials** **(NAV)** **Formerly called “Madeira”**

- Optimized for 10-250 Employees
- Sales (future) and Marketing (future)
- Cloud Only
- 300 seat maximum

Deployment and Licensing Options

Use case scenarios

- Fully managed by Microsoft
- Systems of Intelligence
- Planned multi-instance federation
- Elastic scale out

Licensing Options

- Subscription Cloud Licensing Only
- Available Now



cloud



cloud + edge

- Cloud – MS managed, Edge – customer managed (AKA “Hybrid”)
- Expected December 2017
- Multiple local compute and storage workplaces for retail, shop floor and warehouse while utilizing cloud for scale, master data mgmt., data aggregation



local business data

- Disconnected data center (AKA “On Premises”)
- Local data residency
- Single instance only

Additional Details

- Customers with active Microsoft Dynamics Enhancement Plans or Software Assurance may upgrade to local business data as they remain entitled to access new versions and updates
- Transitions to Dynamics 365 cloud subscriptions are available to customers with active Microsoft Dynamics Enhancement Plans or Software Assurance

Transition Options For Existing Customers

Transition Options

Licensing Model	Stay On Premises - Continue Paying BREP/SA	On Premises to Cloud – Move from SA to Cloud
Upgrades	Access to new version rights if active on BREP/SA	Access to new version rights if active on BREP/SA, transitions to the cloud
Offer	AX 2012 SKUs will remain available to enable renewals	40% discount for existing AX customers who had an active agreement prior to 11/1/16 via Cloud Add-on or From SA SKU
Channel	Enterprise Agreement/Dynamics Price List	CSP/MPSA/EA
Transition Timing	Volume Licensing – At Renewal DPL – Customer’s Choice	Cloud Add-on – Anytime From SA – At Renewal

Timing Matters

Licensing Model	On-Prem to On-Prem	On-Prem to Online
Timing for Transitioning	Volume License – At Renewal Dynamics Price List – Customer’s choice	Cloud Add-On – Anytime From Software Assurance – At Renewal

License Renewal or Anniversary Date

Full Platform Transition
to Dynamics 365 SKU's

Must be current on
Software Assurance or
Enhancement

Mainstream Support End Date

AX 2009
AX 2012 R1 & R2
April 10, 2018

AX 2012 R3
October 10, 2021

Extended Support End Date

AX 2009
AX 2012 R1 & R2
October 12, 2021

AX 2012 R3
January 10, 2023

Licensing Packaging & Pricing Overview

New Dynamics 365 User Types

Light User

Team Member

- Infrequent Users
- Light Users
- Activities not core to performing job

Full User

Full Application -or-
Plans 1 & 2

- Productivity workers
- Create business value
- High value-add of ERP
- Set policies and guidelines

Middle User

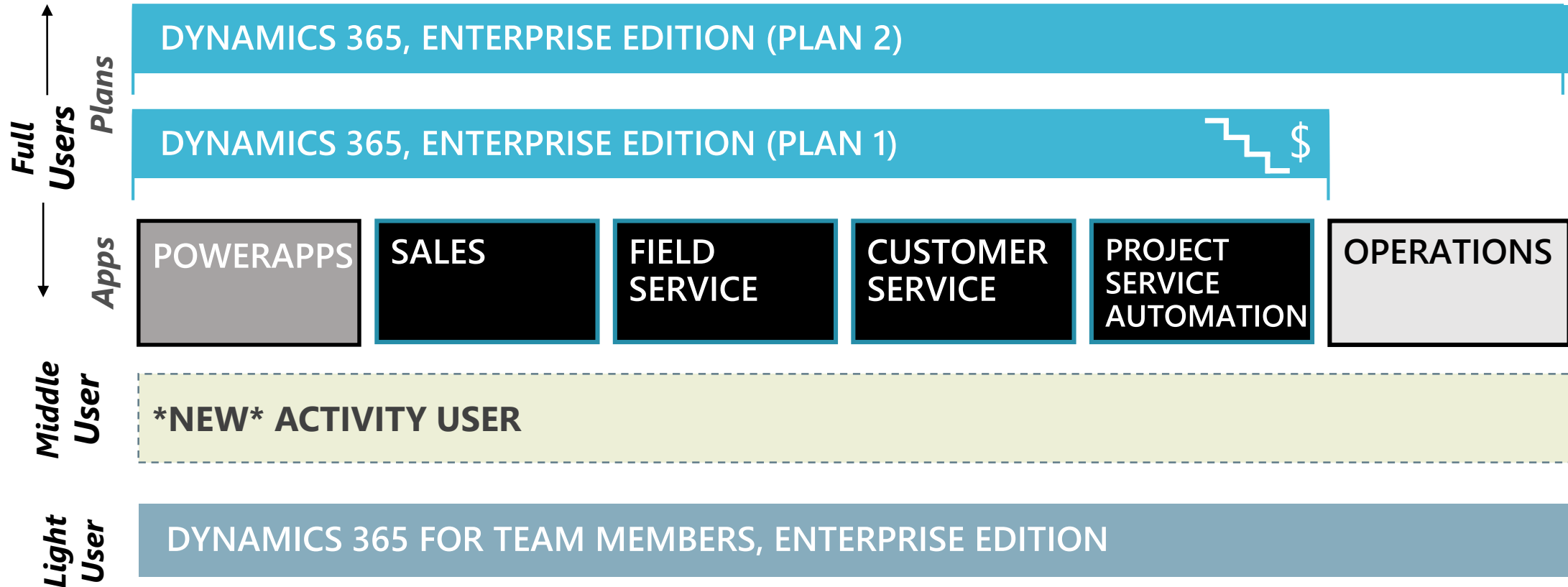
Activity

- Transactional Workers
- Specialized/Limited Scope
- Low value-add use of ERP
- Take actions within policies and guidelines

Use Rights

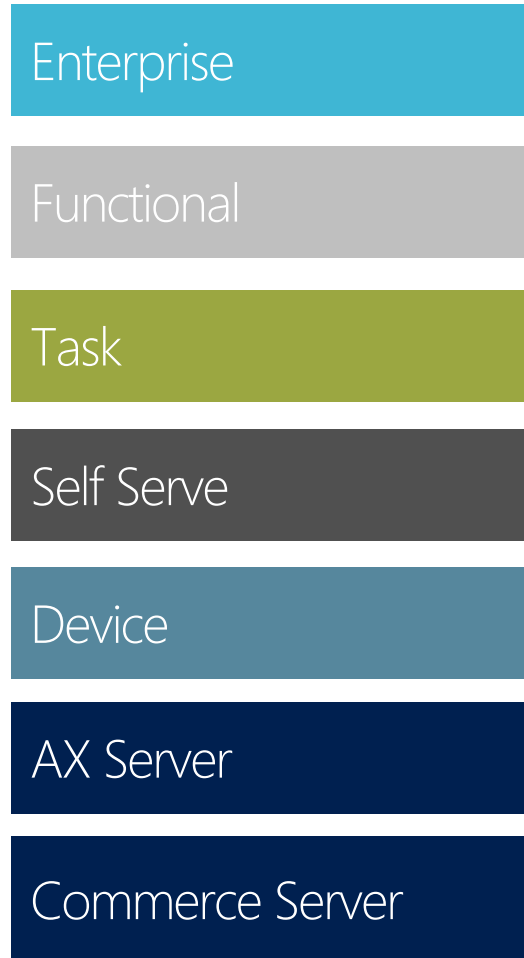
Operations	Activity	Team Members	Device
<ul style="list-style-type: none">• This license includes full read, edit and approval access across the entire ERP solution	<ul style="list-style-type: none">• This license includes the rights to:<ul style="list-style-type: none">✓ Approve all Activity related transactions✓ Create or edit the items related to the following capabilities: warehousing, receiving, shipping, production orders, purchase orders, sales orders, project activities, vendor maintenance and all budgets✓ Operate a POS device, store manager device, shop floor device or warehouse device	<ul style="list-style-type: none">• This license includes read access across any and all Dynamics 365 apps as well as the rights to:<ul style="list-style-type: none">✓ Record time and expense✓ Approval of time, expense, invoices✓ Manage personal information✓ Manage direct employee activities in human resources✓ Create requisitions✓ Create or edit the items related to the following capabilities: quality control, service orders and department level budgets	<ul style="list-style-type: none">• This license provides multiple users with access through a device to operate a POS device, shop floor device, warehouse device or store manager device

Enterprise Packaging

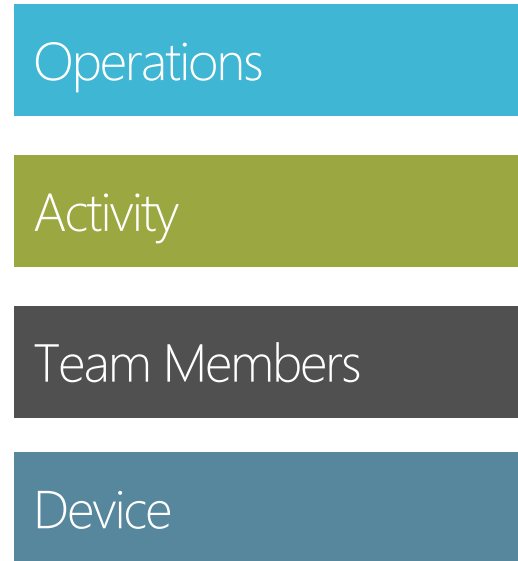


License Type Mapping

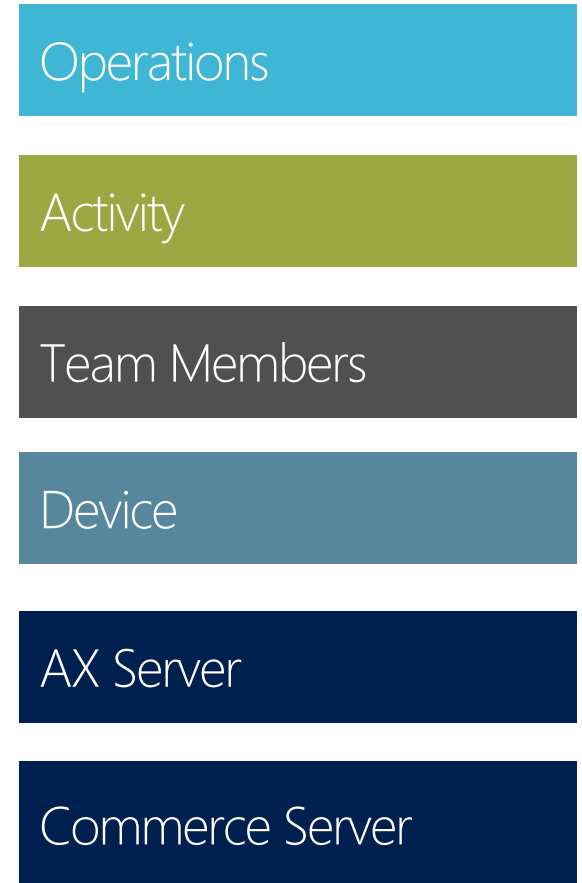
AX 2012



Dynamics 365 for Operations
(Cloud)



Dynamics 365 for Operations
(On-Premises)



Dynamics 365 Enterprise Edition Pricing

Per user/per month subscription pricing

Plans

Productivity Workers

Enterprise Plan 1
(\$115)

Enterprise Plan 2
(\$210)

**Tiered Pricing*

Apps

■ Process Specific

- Sales (\$95)
- Customer Services (\$95)
- Field Service (\$95)
 - Project Service Automation (\$95)
- Operations (\$190)
- PowerApps (\$40)

Activity

■ Transactional Workers

■ Pricing TBA 5/1/17

Team Member

Read Access with Limited Write Access

(\$8)

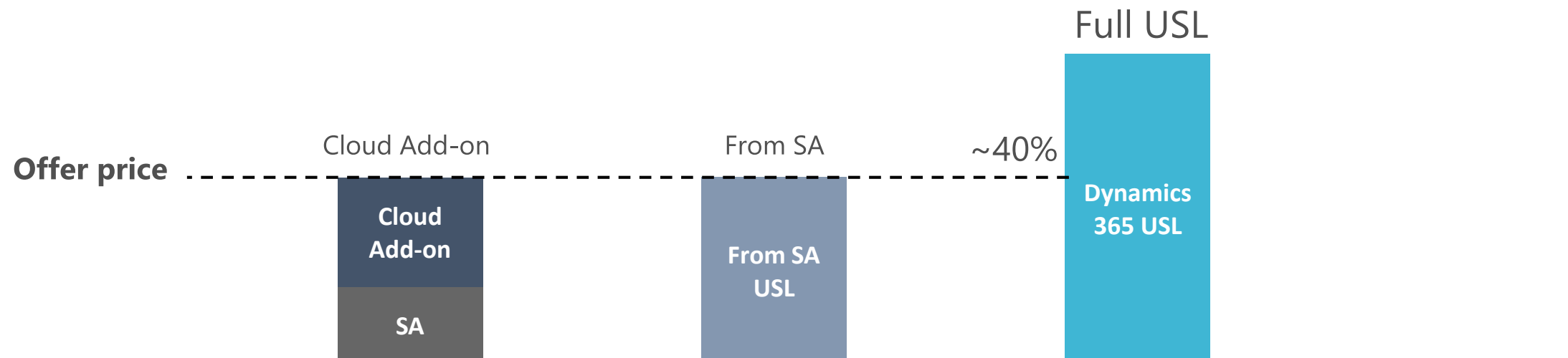
**Pricing just updated to flat license cost from a tiered pricing model*

Incentive Offers

Microsoft Incentive Offer: CRM/AX On-Premise To Dynamics 365 Cloud

Existing CRM and AX On-Premises customers will receive at least a
40% discount on Microsoft Dynamics 365

40%+ Discount applies to the Cloud Add-on and From SA SKUs, Offer Available 11/1/2016



On-Prem to Cloud Pricing for Operations

		EA No-Level Price*		
Existing User License	New User License	From SA/BREP /Month	Cloud Add-on /Month	% Discount Off USL
Enterprise or Functional	Dynamics 365 Enterprise Plan 2	\$126	\$76 + SA/BREP	40%
Task or Self Serve	Dynamics 365 for Team Members	\$6	\$1 + SA/BREP	40%
Task Device	Dynamics 365 for Operations-Device	\$45	\$36 + SA/BREP	40%

*Activity User Not Yet Shown

Cloud Add-on & From SA/BREP Launching in EA, MPSA and CSP

*Estimated Pricing

On-Prem to On-Prem Pricing for Operations

		EA No-Level Price*		
Existing User License	New User License	From SA/EP /Month	Cloud Add-on /Month	% Discount Off USL
Enterprise	Dynamics 365 Enterprise Plan 2	TBA 5/1/17	TBA 5/1/17	40%
Functional	Dynamics 365 Activity	TBA 5/1/17	TBA 5/1/17	40%
Task	Dynamics 365 Activity	TBA 5/1/17	TBA 5/1/17	40%
Task or Self Serve	Dynamics 365 for Team Members	TBA 5/1/17	TBA 5/1/17	40%
Task Device	Dynamics 365 for Operations-Device	TBA 5/1/17	TBA 5/1/17	40%

Cloud Add-on and from SA/BREP Launching in EA, MPSA and CSP

How Can We Help?

Stoneridge Software Dynamics 365 Strategic Mapping Session

1. Code check to identify customizations and level of effort to upgrade those code pieces.
2. Dynamics AX License Audit:
 - Runs a report to identify all of the users in the system
 - Document the roles associated to each user
 - Identifies the highest license level for each role (Enterprise, Functional, etc.)
3. Final report showing the number of users in each license level
4. A consultation to review the license report
 - Analyze roles/duties assigned to users
 - Identify any that can be changed, modified or dropped to save you money when mapping your existing licenses to the Dynamics 365 models.
5. Review cost associated to code and license upgrades.

Client Example

Strategic Mapping Session Outcome

Starting Licenses			License Type	After Role Clean Up		
Qty	Price/Lic.	Total		Qty	Price/Lic.	Total
9	\$ 400.00	\$3,600	Task	41	\$ 400.00	\$16,400
41	\$ 4,000.00	\$164,000	Enterprise	5	\$ 4,000.00	\$20,000
7	\$ 150.00	\$1,050	Self Serve	0	\$ -	\$0
2	\$ 1,600.00	\$3,200	Functional	15	\$ 1,600.00	\$24,000
59	\$ 171,850.00		Total	61	\$ 60,400.00	

Transition to Cloud Price Comparison

After Role Clean Up			License Type	Dynamics 365 License Type	Transition to Dynamics 365 For Operations Cloud with 40% Discount		
Qty	Price/Lic./Yr	Total			Qty	Price/Lic./Mo.	Total Yearly Cost
41	\$ 400.00	\$16,400	Task	Team Member*	41	\$ 6.00	\$ 2,952.00
5	\$ 4,000.00	\$20,000	Enterprise	Enterprise Plan 2	5	\$ 126.00	\$ 7,560.00
0	\$ -	\$0	Self Serve	Team Members	0	\$ -	\$ -
15	\$ 1,600.00	\$24,000	Functional	Enterprise Plan 2**	15	\$ 126.00	\$ 22,680.00
61		\$ 60,400.00	Total	Total	61		\$ 33,192.00
Enhancement (16%)		\$ 9,664.00	<p>*Could also map to New Activity User</p> <p>**Could also map to New Activity User or Operations</p>				
Infrastructure - Servers, Databases		\$ 21,000.00					
Storage		\$ 3,500.00					
Managed Service for Servers		\$ 50,400.00					
Disaster Recovery		\$ 12,000.00					
Total		\$ 96,564.00					

Being Prescriptive is the Key!

Announcement:

Existing 2012 (DPL) License Change with the Release of Dynamics 365 for Operations (On-Premises)

- Dynamics 365 for Operations (On-Premises) release date: June 1, 2017
- Existing Microsoft Dynamics AX 2009 customers who are current on the Enhancement Plan will no longer be able to upgrade/transition to Microsoft Dynamics AX 2012. Customers must upgrade/transition directly to Microsoft Dynamics 365 for Operations.
- Existing Microsoft Dynamics AX 2012 (R3) customers who purchase from the Dynamics Price List will not have an impact to their existing licenses or their associated protected list price. Therefore, if such customers remain current on their Enhancement Plan, the fees associated with their existing licenses will not be impacted. If an existing customer wishes to purchase additional Microsoft Dynamics AX 2012 R3 licenses after the launch of the Microsoft Dynamics 365 for Operations (On-Premises), they will need to use the updated pricing.
- Starting July 1, 2017, Microsoft Dynamics AX 2012 R3 will no longer be available for new customers. Existing customers can continue to purchase additional licenses as required.

Resources

Dynamics AX Roadmap - A snapshot of upcoming features and availability:

<https://roadmap.dynamics.com>

Join your local AXUG Chapter:

<https://www.axug.com/>

Stoneridge Software Blog:

<https://stoneridgesoftware.com/blog/>

Events and Training:

<https://stoneridgesoftware.com/upcoming-events/>

Glossary of Acronyms

Acronym	Definition
BI	Business Intelligence
BREP	Business Ready Enhancement Plan
CRMOL	CRM Online
CSP	Cloud Service Provider
DLP	Dynamics List Price
EA	Enterprise Agreement
EAS	Enterprise Agreement Subscription
ERP	Enterprise Resource Planning
IoT	Internet of Things
L+SA	License plus Software Assurance
MPSA	Microsoft Products and Services Agreement
POS	Point of Sale
SA	Software Assurance
USL	User Subscription License
VL	Volume License

Questions?

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