

DELIVERED! PRICING FOR A GROWING DISTRIBUTOR



The Retro Stop is a growing distributor of stylish retro puzzles, games and gifts. They operate from 1 location in the UK with their own on-site warehouse.

They sell their products via 2 major retailers using EDI as well as through independent UK gift and toy stores via an online store.

DELIVERED!

Replacing disparate business systems

The Retro Shop's combination of entry-level accounting software, siloed data in Excel spreadsheets and manual, paper-based process just isn't cutting it anymore.

Out of date stock availability is hammering warehouse productivity and deliveries. Costs are rising and poor customer service is starting to affect sales. Something needs to change!

Digital transformation can unlock significant improvements in the supply chain ¹

	Functional Excellence	Digital Supply Chain & Functional Excellence
Lost sales & service	↓ 50%	↓ 65-70%
Transport & warehousing costs	↓ 10-15%	↓ 15-30%
Administrative costs	↓ 5-10%	↓ 50-80%
Capital investment in stock	↓ 20-50%	↓ 35-75%

¹ McKinsey & Company

Dynamics 365 Business Central



WORK FROM WITHIN OUTLOOK

the tool you already know and love



GET CONNECTED

access your data anytime from anywhere, with any device



COMPLETE PEACE OF MIND

99.99% uptime with world-class security & back-ups



A SINGLE, COMPREHENSIVE BUSINESS SOLUTION

for distributors and wholesaler alike

A powerful business solution in the cloud for fixed price

Purchasing ERP business software for the first time, the team at The Retro Shop are looking for certainty and don't want to run the risk of any project going over-budget or being delivered late! They want a proven solution, that's delivered in the cloud (as they don't have their own IT team), for a fixed price and fixed scope.

Dynamics 365 Business Central from Tecman, using the Delivered! implementation methodology seems to fit the bill. So what's it going to cost and how long will it take to implement?

Implemented using Delivered!



FIXED TIME



FIXED PRICE



FIXED OUTCOME



FINE TUNED FOR YOUR BUSINESS

The Retro Stop's ongoing monthly license and support costs

10 Dynamics 365 Business Central named users ¹	£825
Integrated EDI for up to 500 monthly transactions ²	£330
Integrated warehouse scanning software for 3 devices ³	£323.70
Cloud monitoring & upgrade management ⁴	£200
Clever Essentials ⁵	£125
Total ongoing costs	£1,803.70 pm

The Retro Stop's one-off, fixed implementation costs

Dynamics 365 Business Central implementation	£40,000
Integrated EDI for 2 trading partners implementation	£3,200
Integrated warehouse scanning implementation	£3,000
Shopify and integration to Business Central implementation	£2,000
Total implementation costs	£48,200

¹ Dynamics 365 Business Central Essentials named user licence plus unlimited break-fix support, price per user per month

² Integrated EDI is delivered with the Clever EDI app, pricing is for up to 500 EDI documents per month, per partner

³ Integrated warehouse scanning is delivered with the Clever WMS Devices app, price includes Dynamics 365 Business Central Device license and MobiControl for remote device management

⁴ Cloud Control managed service for managing upgrades, pro-actively monitoring system performance plus exclusive YouTube education for every major update

⁵ Clever Essentials set of apps are complimentary in Year 1 for customers to trial.