Microsoft

Microsoft Dynamics 365, Business edition Strategy update

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ALYSA TAYLOR
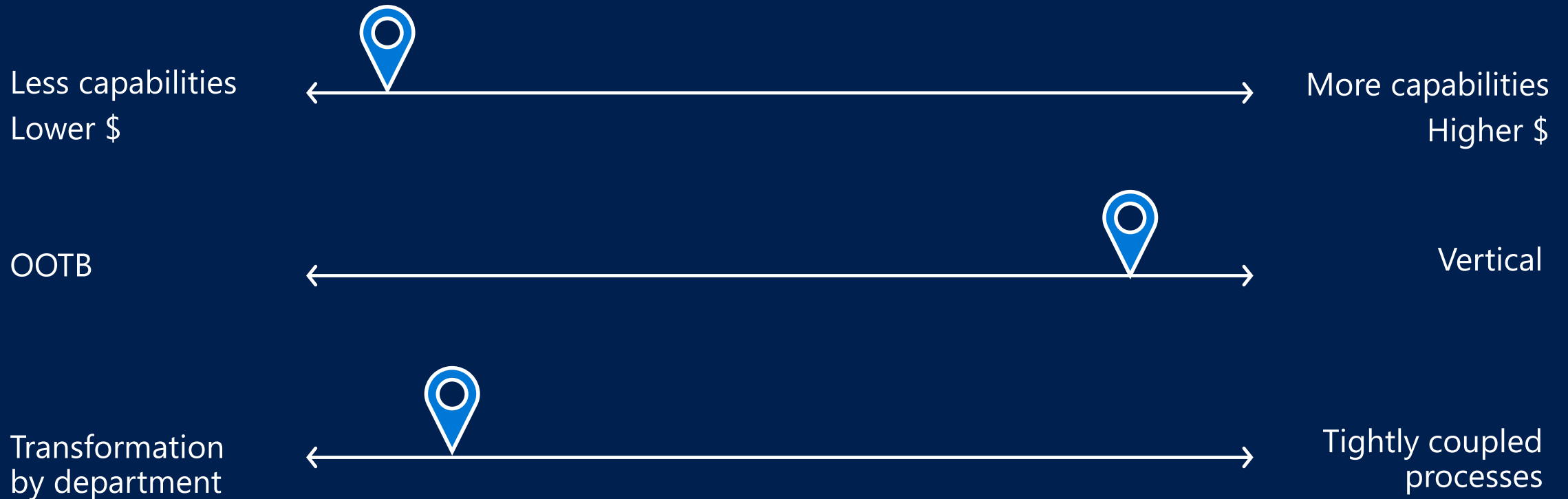General Manager, Business Apps & Strategy

Microsoft will offer a single collection of Dynamics 365 applications for customers of **all sizes and complexity** to digitally transform their organizations across all lines of business – Marketing, Sales, Service, Finance, Operations, and Talent – at their own pace.

Instead of offering separate editions (e.g. "Business edition" and "Enterprise edition"), we will focus on enabling any organization to choose from **different price points for each line of business application**

Microsoft will offer a **new end-to-end business management cloud solution** – an expansion of Dynamics 365 for Finance and Operations, Business edition adding the **full capabilities of Dynamics NAV**. It will be delivered as **two distinct offerings**, which customers can buy through our partner channel:

- A **Microsoft Dynamics 365 cloud application**
- A **business application platform for ISVs**

HOW DO CUSTOMERS CHOOSE THEIR SOLUTION?

Less capabilities
Lower $

More capabilities

Higher $

OOTB

Vertical

Transformation
by department

Tightly coupled
processes

NOTE: Slider placement is for illustration purposes

Dynamics 365 apps

Marketing	Sales	Service	Finance	Operations	Talent
Marketing	Sales	Field service	Finance and operations		Talent
Customer insights	Retail	Customer service			
		Project service automation			

Common Data Service

Dynamics 365 "Tenerife"

Business management suite, based on full capabilities of Dynamics NAV

MARKETING	SALES	SERVICE	FINANCE	OPERATIONS	TALENT
Basic campaign management	Sales order management Contract and opportunity management	Project management Service order management	Advanced financial management	Supply Chain Management Discrete Manufacturing	Employee entities Payroll integration
⊕	⊕	⊕			⊕
Marketing	Sales Retail	Field service Customer service Project service automation			Talent

COMMON DATA SERVICE

Dynamics 365 "Tenerife"

IN THE CLOUD

ON-PREMISES

Business management suite

Full NAV functionality

Dynamics 365 branded Product

Cloud Solution Provider (CSP) program

Customizable

AppSource

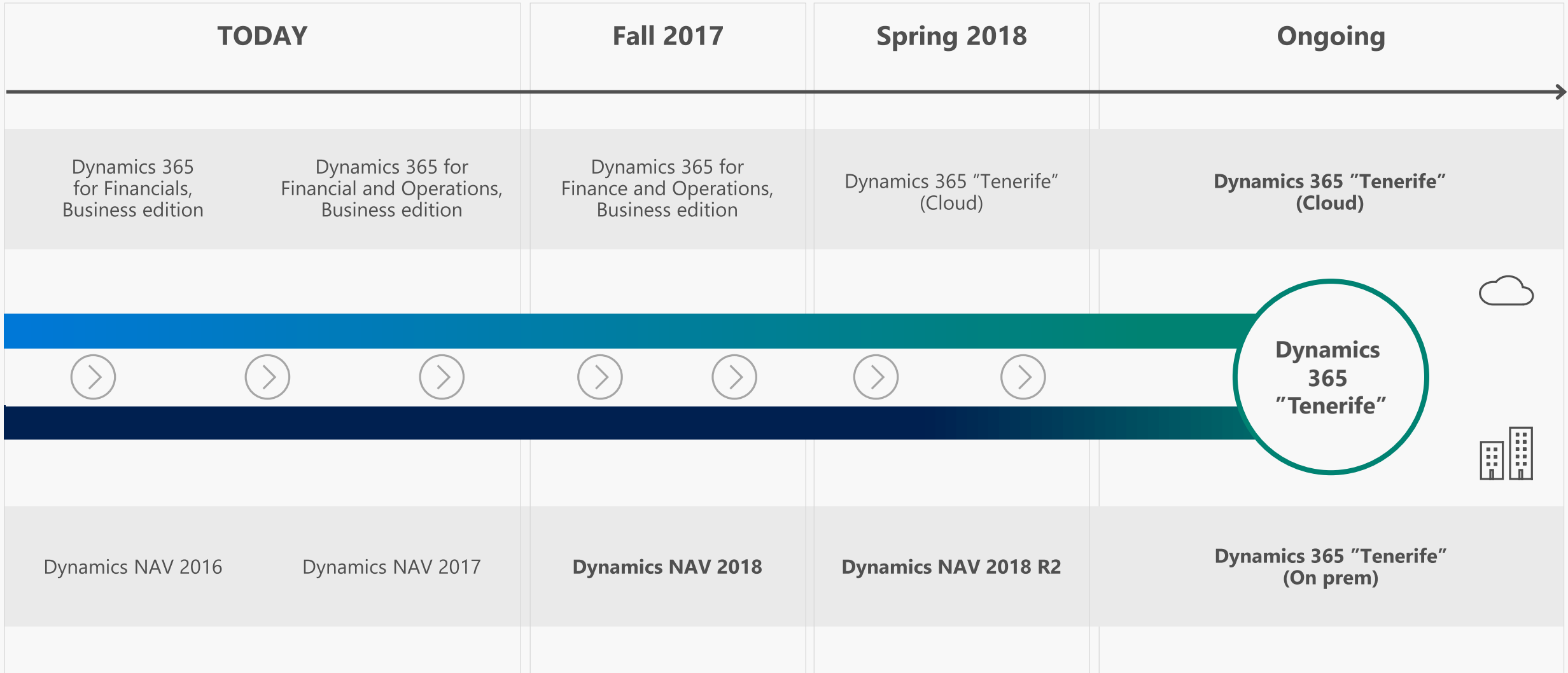## Business application platform

Full NAV application objects

Dynamics 365 branded vertical solutions
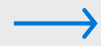
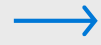Microsoft ISV Cloud Embed program

AppSource

Roadmap

TODAY	Fall 2017	Spring 2018	Ongoing

Dynamics 365 for Financials, Business edition | Dynamics 365 for Financial and Operations, Business edition | Dynamics 365 for Finance and Operations, Business edition | Dynamics 365 "Tenerife" (Cloud) | **Dynamics 365 "Tenerife" (Cloud)**

Dynamics 365 "Tenerife"

Dynamics NAV 2016 | Dynamics NAV 2017 | **Dynamics NAV 2018** | **Dynamics NAV 2018 R2** | **Dynamics 365 "Tenerife" (On prem)**

Availability

Dynamics 365 for Sales "second price point"	→	GA Spring 2018
Dynamics 365 for Marketing	→	In preview
Dynamics NAV 2018	→	December 1st, 2017
Dynamics 365 "Tenerife"	→	Cloud GA Spring 2018
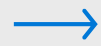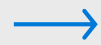
Action for all Partners

Accelerate cloud growth

TAKE ACTION	WATCH FOR MORE
Cloud Solution Provider (CSP) Program	Preview Program
AppSource	General Availability
Service Offers	ISV Cloud Embed
Apps	
Preview Program	

Blog: https://community.dynamics.com/b/msftdynamicsblog/archive/2017/09/22/simplifying-dynamics-365-offerings

FAQ:
https://mbs.microsoft.com/Files/partner/365/Training/SimplifyingDynamics365OfferingsFAQ92517.pdf

QUESTIONS?