

SYNNEX SOLUTION GUIDE

Dynamics 365 Business Central

Deliver a business management solution for SMBs

Now you can give SMBs a unified, cloud-based business management solution. Dynamics 365 Business Central connects your customers' financials, sales, service, and operations to streamline processes, improve customer interactions, and meet business challenges. What's more, it integrates seamlessly with Office 365.

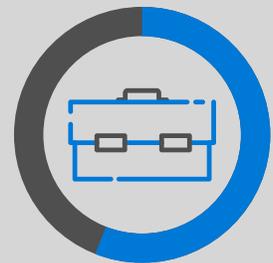
Use this step-by-step guide to learn how to build your Dynamics 365 Business Central practice. From understanding the partner opportunity and driving demand to leveraging go-to-market assets, we've got you covered.

What are the benefits?

Many SMBs struggle to grow their business due to disconnected systems, reporting limitations, or outdated legacy systems. In fact, 54% of organizations say they struggle with process and system integration issues, 50% find creating and configuring reports too complicated, and the same number want to replace outdated hardware and software to improve their business performance.¹

You can help customers solve all of these challenges with Dynamics 365 Business Central, a unified, cloud-based ERP solution that seamlessly integrates with Office 365.

What's in it for you? Dynamics 365 Business Central unlocks an \$8 billion opportunity in the ERP and Accounting market.² By helping customers grow their business with this cloud-based solution, you will not only deepen your relationships, you'll also increase your profitability.



Customer value scenarios

- » Increase financial visibility inside Office 365
- » Optimize supply chains
- » Boost sales and improve service
- » Deliver projects on time, under budget

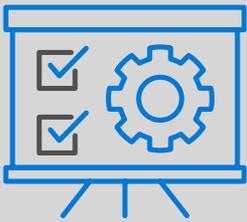
Learn [how SYNNEX can help](#), or contact us at MSFTCSP@SYNNEX.com to start building your Dynamics 365 Business Central practice.

Get started with these Dynamics 365 Business Central resources



Understand the opportunity

- Start exploring: [Partner Opportunity Guide](#)
- Dig deeper into the market: [Partner Opportunity Webinar](#)
- Secure your customer base: [Partner Guidance Playbook](#), [Playbook Supplement](#)



Prepare your team

- Start exploring: [Capabilities](#), [Functionality](#)
- Leverage in-depth training: [Business Central Presales Webinars](#)
- Learn: [Dynamics 365 Business Central](#), [Learning Path](#), [Learning Catalog](#)
- Get Microsoft certified: [Dynamics 365 Fundamentals](#)



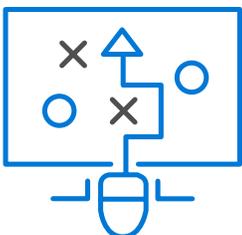
Get support as a Microsoft partner

- Start testing Dynamics 365 Business Central: [Internal-Use Rights](#)
- Explore resources: [Partner Center](#), [Incentives](#), [Referrals](#), [Business Profiles](#)
- Get listed: [Showcase on AppSource](#)
- Grow faster and earn competencies: [Cloud Enablement Desk](#), [Microsoft Competencies](#)



Get support as a SYNnex partner

- Stay connected: [SYNNEX Partner Events](#)
- Cash in on exclusive incentives: [SYNNEX Partner Offers](#)
- Grow your business faster: [SYNNEX Capture the Cloud](#)



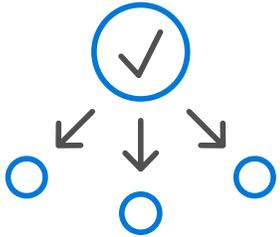
Use go-to-market (GTM) resources

- Leverage free GTM materials: [Dynamics 365 Business Central Go-to-Market Kit](#)
- Host a webinar with ready-made assets: [Dynamics 365 Business Central Webinar Kit](#)
- Engage prospects: [Emotional Discovery Guide](#)
- Reach high-value customers: [Cloud Ascent tool](#), [DEMANDSolv](#)



Start selling

- Hone your approach: [Pitch Deck](#), [Sales Guide](#), [Conversation Guide](#)
- Explain total cost of ownership to customers: [TCO Calculator](#), [TCO Webinar](#)
- Accelerate sales: [Licensing Guide](#), [Promo Offers](#), [Click-Through Demo](#)



Deploy solution

- Leverage Dynamics 365 Business Central training assets: [Technical Resources](#)
- Accelerate customer readiness: [Trial](#)
- Drive customer experiences: [Demo Videos](#)
- Show Dynamics 365 Business Central in action: [Customer Stories](#)

Why SYNEX?

From streamlining processes and integrating systems to creating better customer experiences, SYNEX can help you solve your SMB customers' biggest pain points. Rely on our technical experts and marketing specialists to help you grow a profitable Dynamics 365 Business Central practice. We'll help you create long-lasting customer relationships and ensure you have all the support you need.

Want details on how to become a Microsoft CSP with SYNEX?

[VISIT WEBSITE](#) →

Get to know Dynamics 365 for Sales Professional, too

[RESOURCE HUB](#) →

Contact us to start growing your practice
MSFTCSP@SYNEX.COM

[EMAIL US](#) →

¹ Nucleus Research. Microsoft Dynamics Enterprise Applications for SMBs.
² Updated AMI data reflecting estimated SMP SaaS TAM by 2023.

