

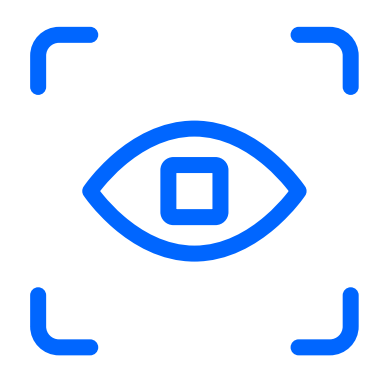


Dynamics 365 Business Central

The ERP that strengthens
your business in times of uncertainty

The challenge for organisations

In a disruptive environment where efficiency, agility and data-driven decision-making define operational success, organisations face an unpredictable context:



Lack of visibility and control



Constant pressure to reduce costs and increase productivity

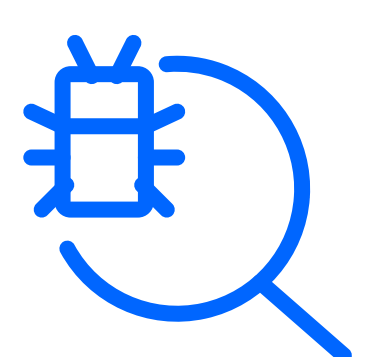


Rigid solutions that are slow to adapt to change

COMPANY



Increasing need for regulatory compliance (e.g. VERIFACTU)



Exposure to increasingly advanced cybersecurity threats

An obsolete or fragmented ERP can become a silent obstacle to business evolution, limiting adaptability, scalability and strategic decision-making before the organisation even realises it.



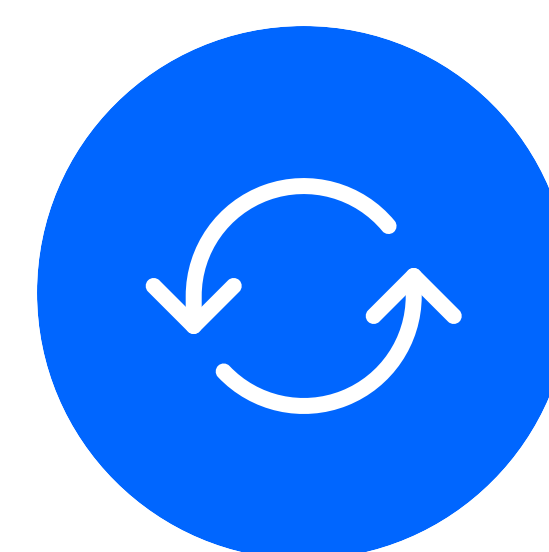
What is Business Central?

Dynamics 365 Business Central is Microsoft's cloud ERP solution that unifies finance, operations, sales and supply chain management in a single, integrated, intelligent and scalable platform.

Designed for companies that need power without complexity.



Available in 170+ countries/regions
with global deployment from Azure.



Semi-annual versions and continuous improvements (release waves).



Built on a platform with functionalities that help clients comply with regulatory and compliance requirements.



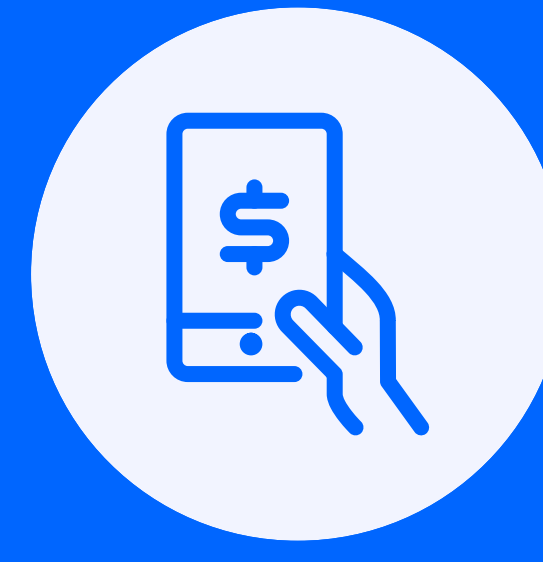
Includes a built-in security system that protects your database and the information it contains from unauthorised access.

Key capabilities that make the difference



Copilot | Intelligent agents

Automate tasks, help generate reports and provide contextual assistance.



Integrated sales and service

Lead management, quotations, after-sales service, basic CRM built-in.



Comprehensive financial management

Cash flow, general accounting, forecasting, automatic reconciliations.



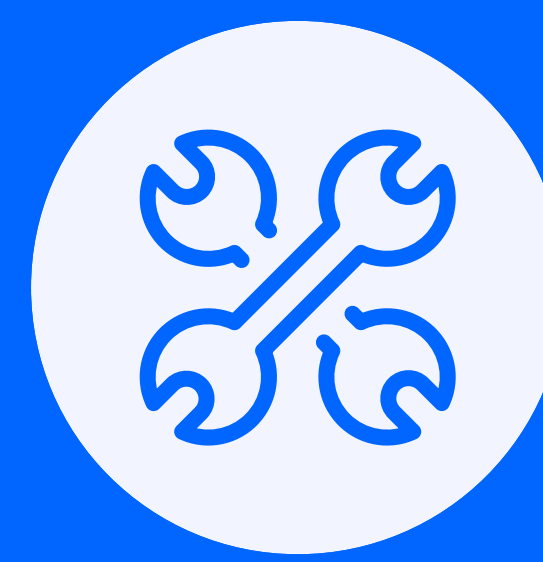
Development through extensions (AL) and controlled customisation

Modifications are made using extensions without altering the core, ensuring strong governance.



Smart supply chain

Real-time inventory control, automatic reordering, demand-based planning.



Native integration with Microsoft 365 | Teams | Power Platform

Collaboration with M365 tools such as exporting to Excel, synchronising with Outlook, accessing data within Teams, automating tasks with Power Automate/Apps, generating Power BI reports, and more.

From legacy ERP to resilient business

Before (Traditional / fragmented ERP)	With Business Central
Multiple isolated systems	Unified and connected platform
Manual processes, frequent errors	Automation and standardization
Heavy infrastructure, hard to update	ERP SaaS with continuous updates
Low real-time visibility	Real-time KPIs and insights
Slow adaptation to regulations	Fast compliance readiness





Strategic benefits



Lower operational costs

Reduced maintenance, licensing, and on-premises infrastructure.



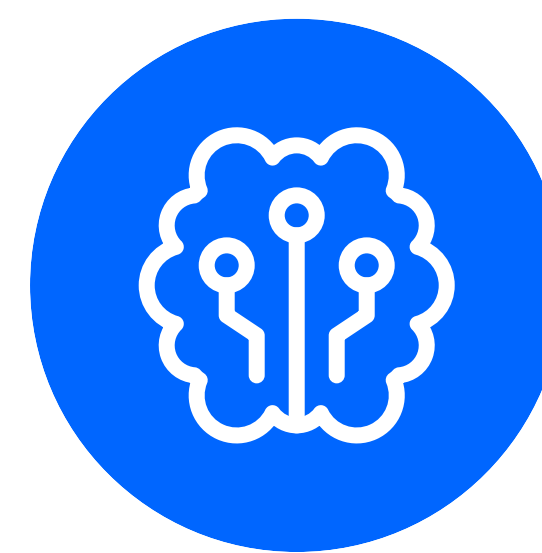
Faster implementation

Cloud-based deployment with agile configuration.



Omnichannel visibility

Unified data and dashboards across the organization.



AI-driven decisions

Predictive analytics, alerts, and intelligent recommendations.



Security and resilience

Data redundancy, replication, and business continuity.



Scalable growth

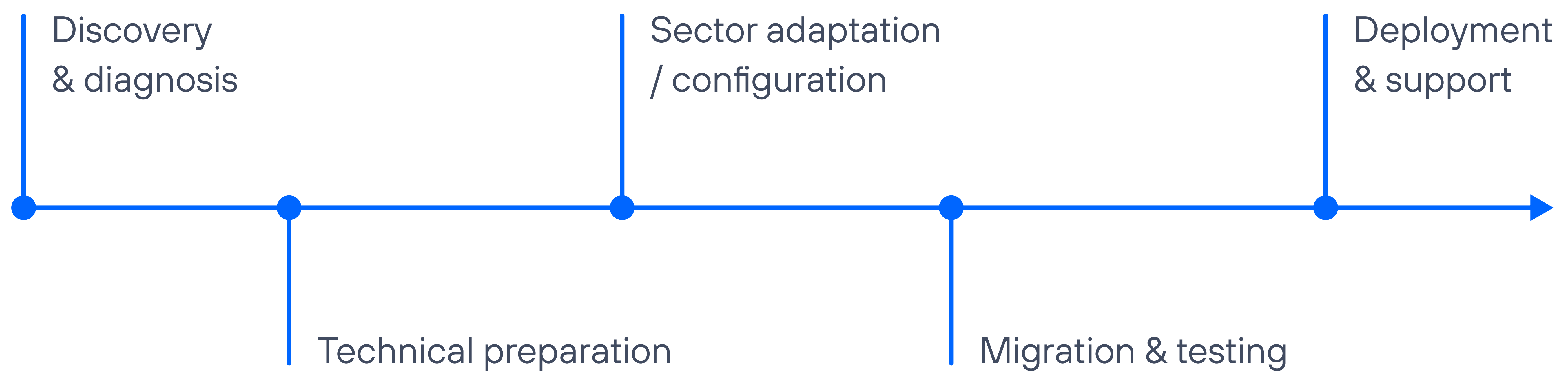
Add modules, users, or extensions seamlessly.



Enhanced collaboration

Integrated with familiar Microsoft tools.

Implementation process



Why Telefónica Tech

- Certified Microsoft partner for Dynamics 365.
- Experience in cloud ERP projects integrating AI, Data and Cybersecurity.
- Presence and support capabilities in multiple regions.

- Proven methodologies that minimise migration risk.
- Ongoing support: not just technology, but cultural transformation.