September 10, 2025

# ISVs, WTF? Why the Fear of Bolt-On Solutions is Holding You Back

# Today's Presenters

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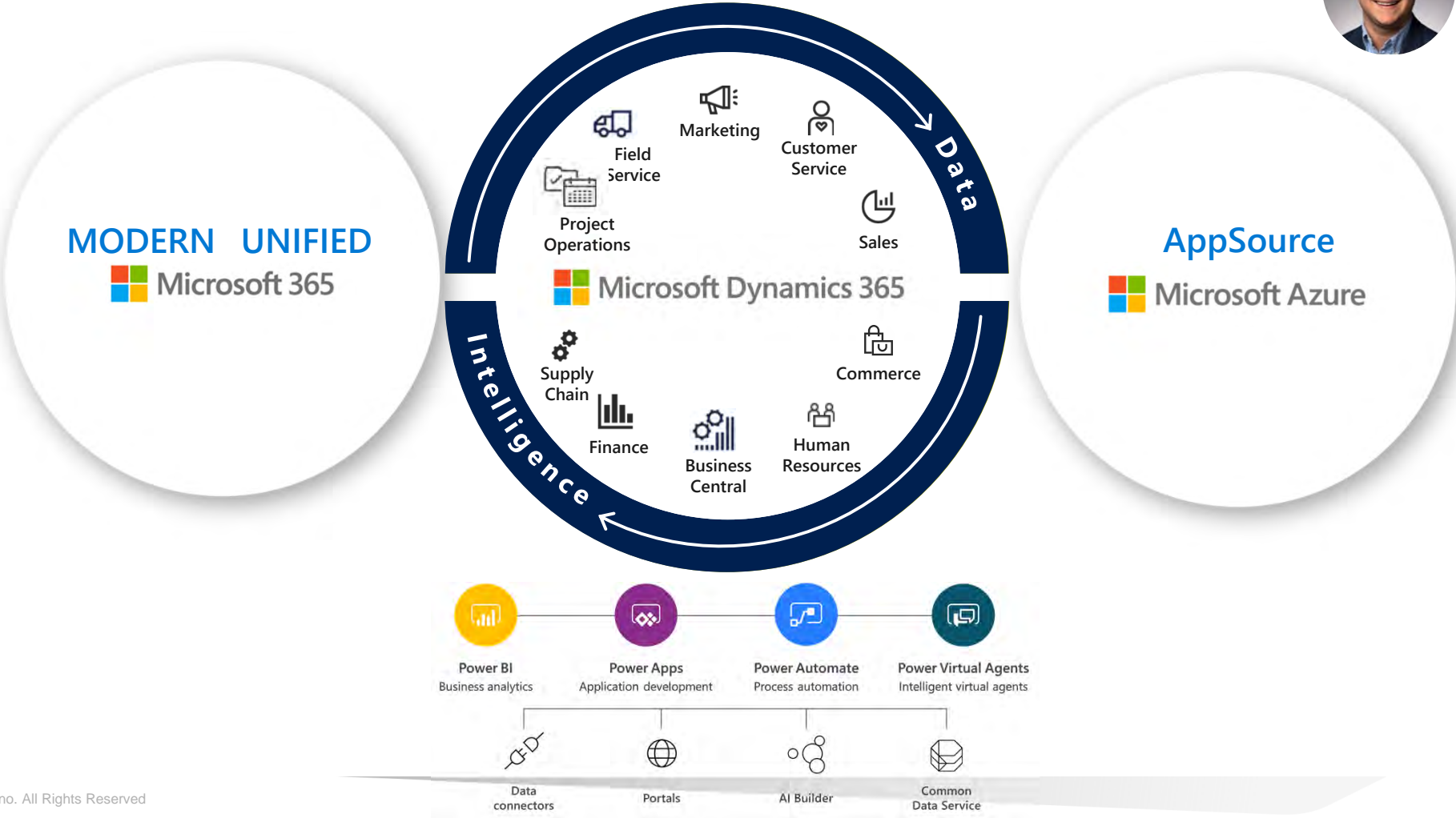Product Marketing Manager
Binary Stream

# Highlights

| How to spot the good, the bad and the unnecessary when it comes to third-party tools | Why Business Central's app ecosystem is curated, not cluttered | How to scale with smart extensions (and even AI) without going full enterprise level |

# Platform and Architecture

# Upgrade Management

## Dynamics 365 Business Central admin center

| | New | Refresh |

**Environments**

- Environments
- Notification Recipients
- Telemetry
- Reported Outages
- Operations
- Capacity

### Environments

| Name | Application Family | Type | State | Country/region | Current Version | Available Update Version |
|------|-------------------|------|-------|----------------|-----------------|--------------------------|
| Production | Business Central | Production | Active | US | 18.0.16245.0 | |
| Sandbox | Business Central | Sandbox | Active | US | 18.0.16245.0 | |



|  | Update is available | Updates start | | Last date to schedule update |
|---|---|---|---|---|
| | Preview | | Upgrade window | Outside upgrade window |
| Release wave 1 | April 1 | April 8 | | June 1 |
| Release wave 2 | October 1 | October 8 | | December 1 |
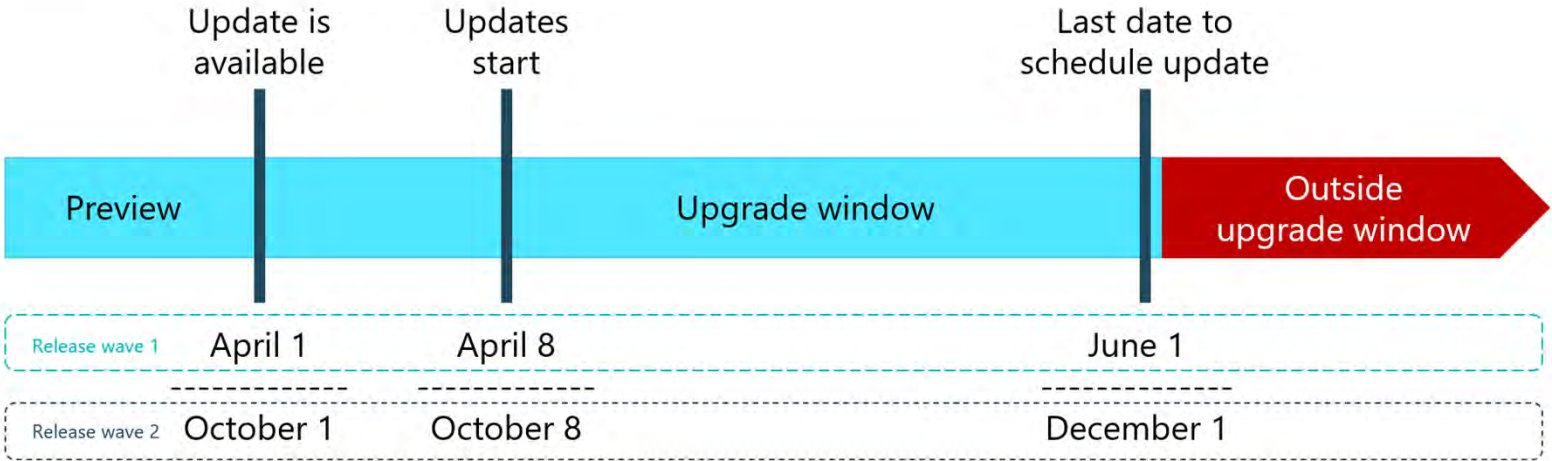
# Microsoft – Why We Believe in ISVs

Microsoft Dynamics 365 is a powerful platform, but it's not one-size-fits-all. Every industry has unique workflows, compliance needs and operational quirks. That's where ISVs come in. They build specialized solutions that plug directly into Dynamics 365—whether it's automating AP processes, managing recurring billing or optimizing warehouse operations.

- Accelerate implementations
- Reduce risk
- Extend functionality
- Drive innovation

# Why "Add-Ons" ≠ Old Customizations

Extensions = built in AL language, layered on top of Business Central.
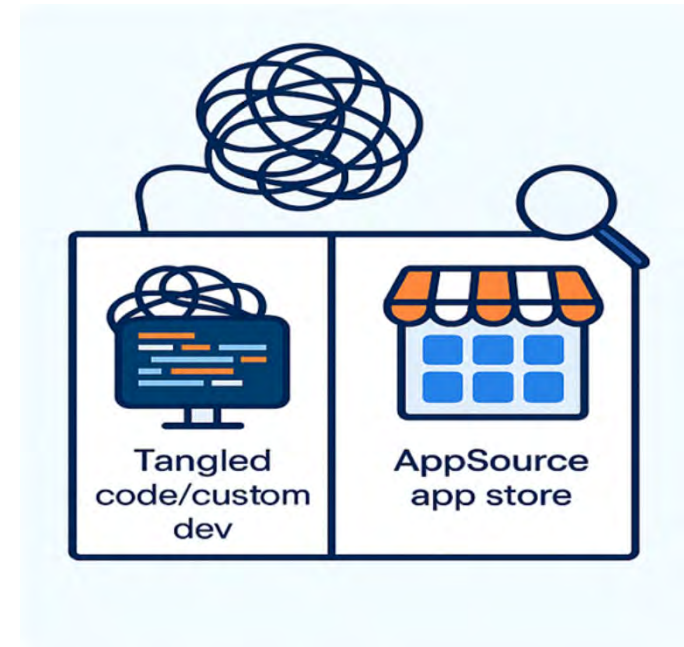
Survive Microsoft's bi-annual release waves + monthly updates.

Admins control update cadence and permissions.

AppSource apps are validated and supported.



Tangled code/custom dev

AppSource app store
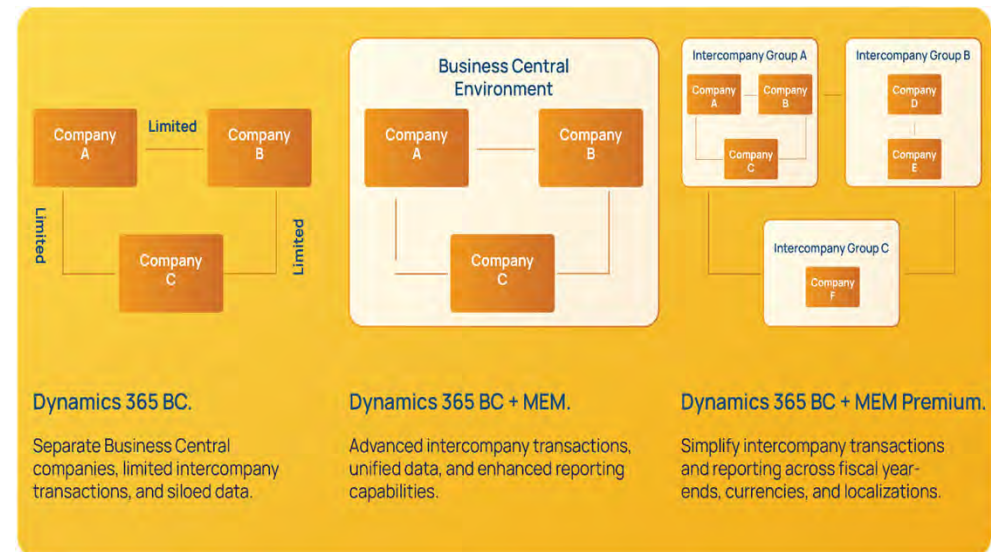
# Scaling Business Central without Risk

- Turning recurring revenue into reliable growth

- Contract – Bill – Collect – Recognize

- Automate billing for subscriptions, usage, renewals & proration

- Generate compliant revenue recognition schedules

- Customer cut invoice cycle times by 40-60% and eliminate spreadsheet driven revenue schedules
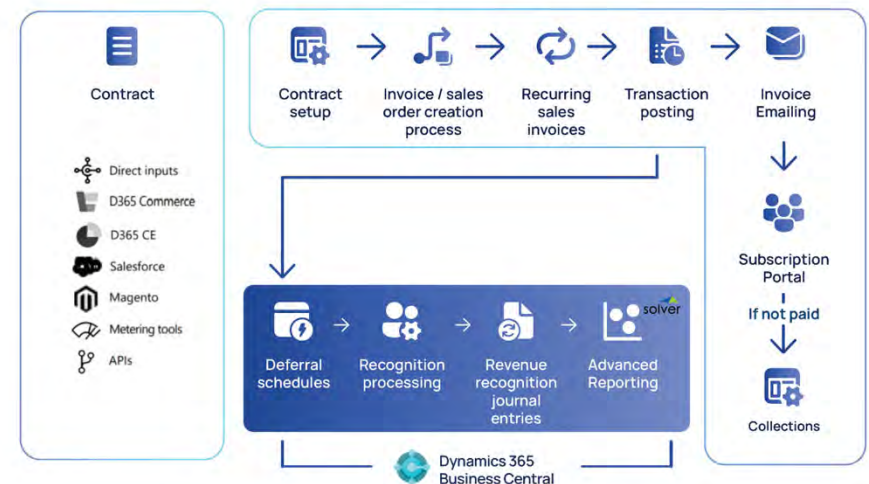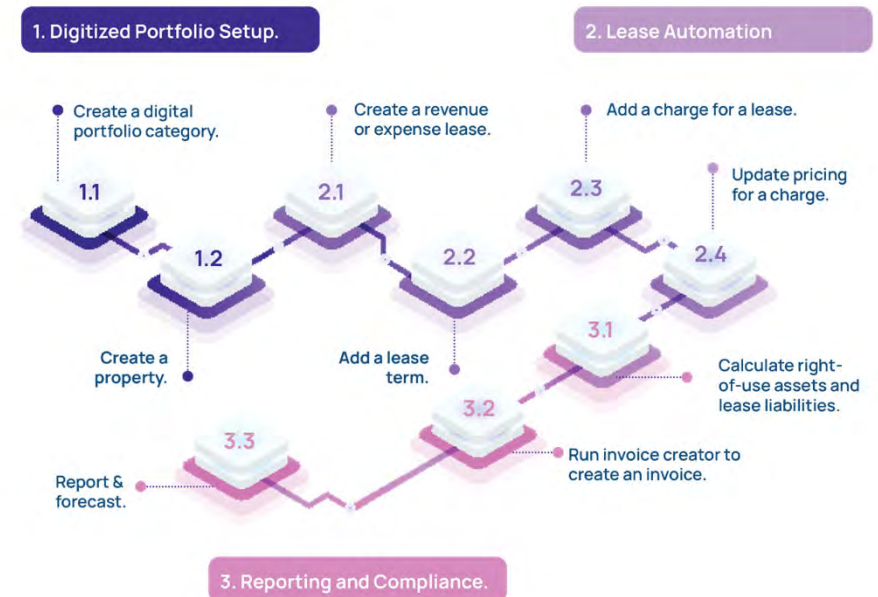
# Scaling Business Central without Risk

- Many entities – One Business Central Tenant

- Manage cross-entity transactions, intercompany approvals, and consolidated reporting

- Eliminate need for multiple BC environments

- Strengthen audit trails & reduce manual reconciliations

- Companies see 70% faster intercompany reconciliations and improved compliance reporting

# Scaling Business Central without Risk

- Take control of your Leases inside Business Central.

- Manage property & equipment leases in compliance with ASC 842 / IFRS 16.

- Administer – Schedule – Bill – Report.

- Generate schedules and disclosure reports within BC.

- Reduce lease reporting efforts by 50%.



1. Digitized Portfolio Setup.

- Create a digital portfolio category.
- Create a property.

1.1
1.2

2. Lease Automation

- Create a revenue or expense lease.
- Add a lease term.

2.1
2.2

- Add a charge for a lease.
- Update pricing for a charge.

2.3
2.4

3.1
- Calculate right-of-use assets and lease liabilities.

3.2
- Run invoice creator to create an invoice.

3.3
- Report & forecast.

3. Reporting and Compliance.

# Binary Stream + Armanino
# Beyond Core Business Central



Armanino's selection framework and implementation which de-risks rollout.



Binary Stream's proven Microsoft ISV apps for Business Central. Faster time to value and safe upgrades.



Book a 15-min Advisory Call with Binary Stream + Armanino.

# Take the Next Step

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