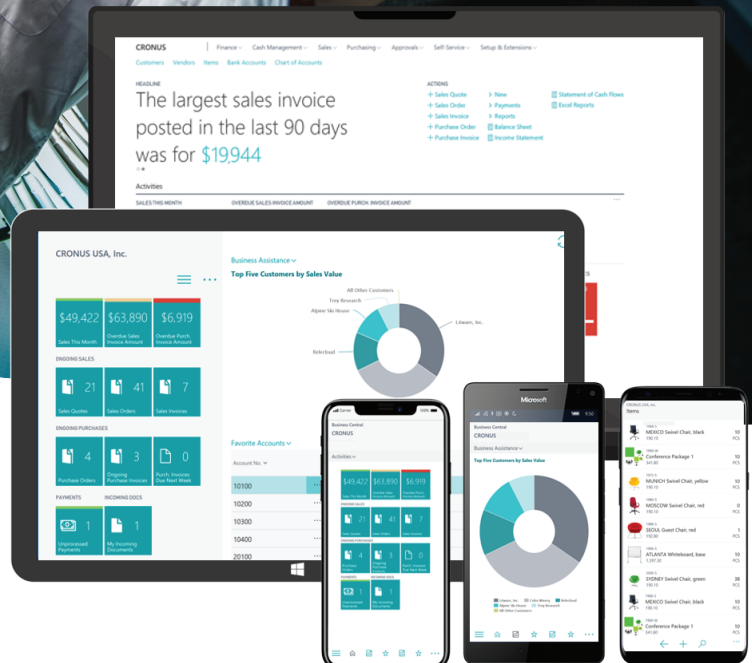


# New Steps Solutions Ltd

Your IT Partner

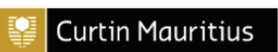


Dynamics 365  
**Business Central**

# New Steps Solutions

Established since 2016, New Steps Solutions Ltd has been actively providing ERP consulting services. We specialise in Microsoft Dynamics products and are a registered Microsoft Cloud Solution Provider for all your Microsoft licensing needs. Our staff have gathered years of experience and knowledge working within different industries.

The following customers chose to work with us:



# Microsoft Dynamics 365 Business Central



Updates are continuously and seamlessly applied to your application when subscribing to our Gold or Platinum Support Packages. Business Central makes use of extensions so that the core application remains unchanged. This allows for continuous updates applied to your application.

## Our Products

- ▶ Microsoft Dynamics 365 Business Central
- ▶ Microsoft Dynamics Navision
- ▶ Azure hosting Services
- ▶ Tasklet Factory, Mobile Warehouse Application
- ▶ Mobile Sales Application
- ▶ Netronic VSJ/VPS Manufacturing Planner
- ▶ Jet Reports
- ▶ Dynamics Payroll

## Our Services

- ▶ Consultancy (best practices and advice)
- ▶ Training
- ▶ Support (bugs support)
- ▶ Implementation (new project)
- ▶ Customisations (improvement of functionality)
- ▶ Upgrade
- ▶ Integration

# Go SAAS

## Why consider new business applications in the cloud?

Transform your organisation into a flexible, affordable driver of innovation.

### TIME

Fast deployment time & accessible from any web browser.

Maintenance of software & hardware managed by service provider improving productivity of IT staff, the latter will be able to handle more critical task.

No downtime of service. Microsoft Azure's reliability rate is 99.995% average uptime.

### SAVE MONEY

Eliminates upfront cost of purchase and installation of IT hardware, software, and infrastructure.

Pay-as-you go model reduce un-used licenses & improves cashflow.

### COMPATIBILITY

Business Central provides easy integration with Microsoft products including Outlook, Office 365, and flow.

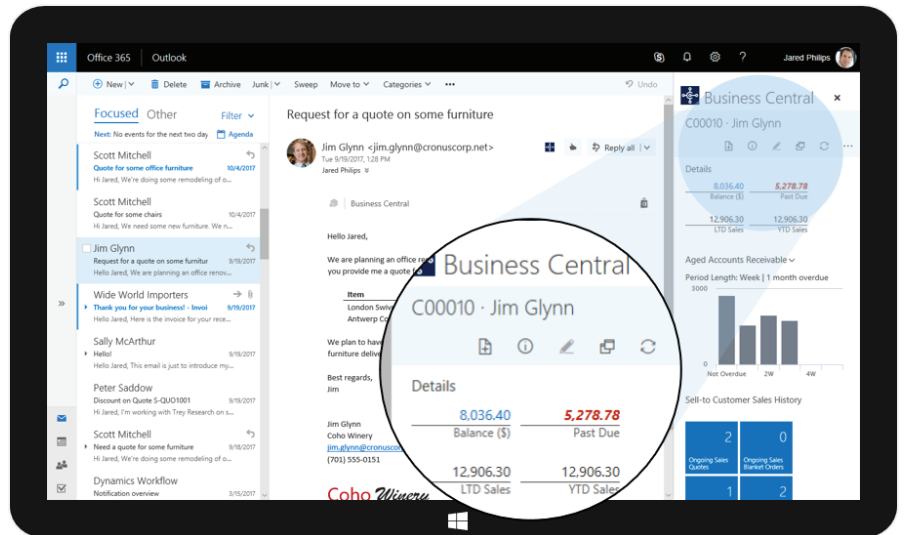
Integration with other application with APIs

### SCALABILITY & ACCESSIBILITY

Pay-as-you go Model gives your business the flexibility of increasing your user base on the go.

Web-Based Business Central allows subscribers to access the software easily from any location with internet capabilities.

# Work done faster with the tools you know



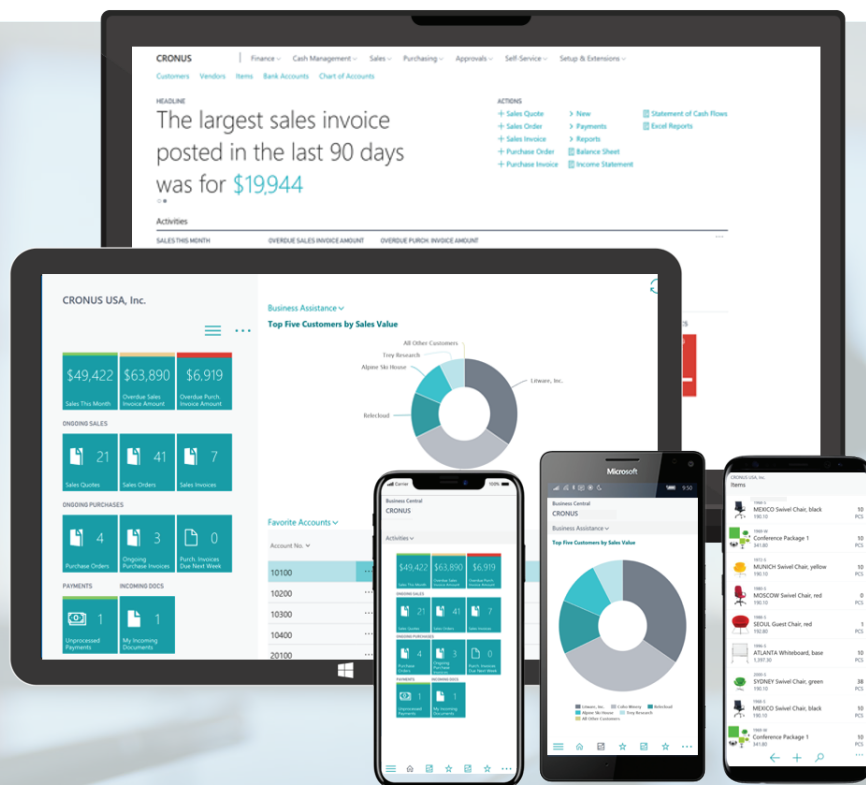
Create quotes, process orders, and submit invoices right from Outlook.

Access, analyze, and update data within Excel.

Create and customize quotes in Word.

Keep data synchronized across applications.

Device-independent access to remote workforce

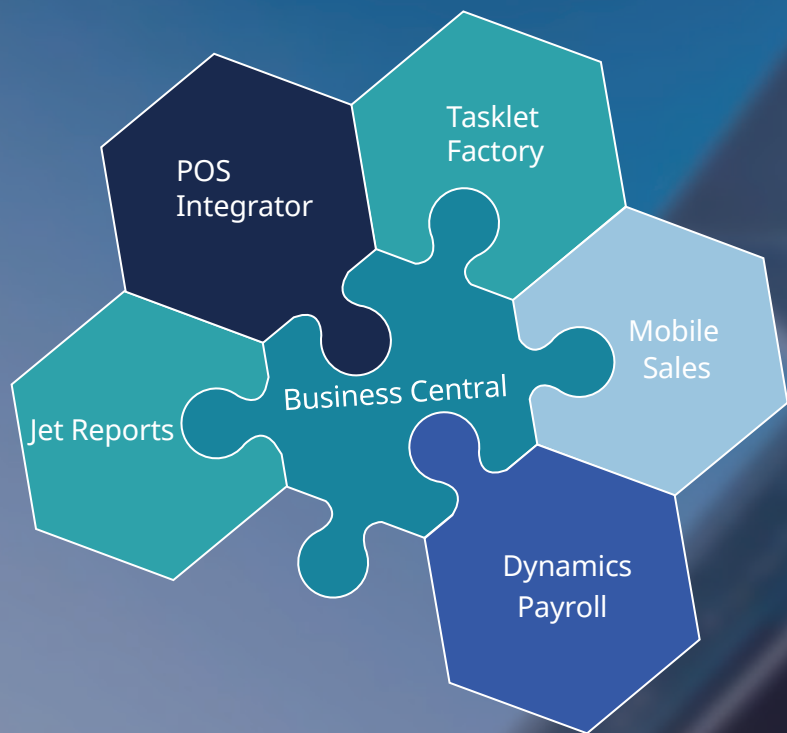


## Enable a remote workforce

Use robust mobile features.

Ensure one experience across devices.

Provide secure access wherever your team needs to work.



## Extend the functionalities of your Business Central with Apps

### POS INTEGRATOR

Import transactions automatically from your POS to Business Central. Consolidate all your POS transactions for faster reporting.

### DYNAMICS PAYROLL

Dynamics Payroll – Powered by PaySpace, is a cloud-based Payroll and Human Capital Management Software system designed for customers running Microsoft Dynamics 365, Business Central, Dynamics NAV, Dynamics GP, SYSPRO, Sage, Acumatica, SAP and many more.

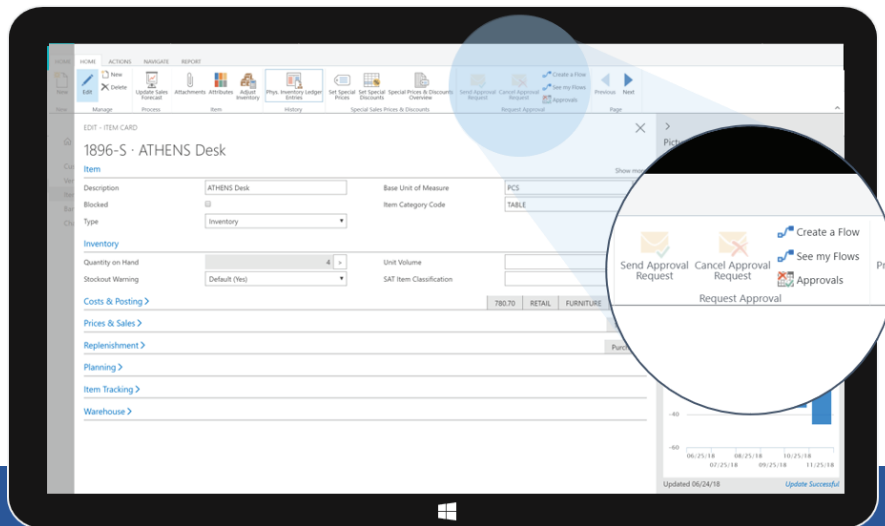
### MOBILE SALES

Helps you increase your reactivity and explore new market opportunities by having your sales teams always connected to Business Central. They can also perform sales on the go, providing you increased flexibility.

### JET REPORTS

Jet Reports allows you to get all the financial and operational data you need in the format that works for you. Any report exactly the way you want it, no matter where you are. From advanced business reports to sophisticated financial statements, there is no exporting, no copying and pasting, and no programming, ever.

# Automate and secure business processes



Use workflows to secure your business processes and segregate duties.

Extend Business Central functionalities with Microsoft Flow.

Extended Business Central functionalities with Microsoft's suit of products:

## **POWER BI**

Power BI is Microsoft's interactive data visualization and analytics tool for business intelligence (BI)

## **POWER AUTOMATE**

Power Automate is a service that helps you create automated workflows between your favorite apps and services to synchronize files, get notifications, collect data, and more.

## **POWER APPS**

Power Apps is a service for building and using custom business apps that connect to your data and work across the web and mobile - without the time and expense of custom software development.

## **MICROSOFT TEAMS**

Business Central offers an app that connects Microsoft Teams to your business data in Business Central, so you can quickly share details across team members and respond faster to inquiries.

## **MICROSOFT SHAREPOINT**

Business Central Integration with SharePoint Business Central can be configured to export the data to dedicated SharePoint.

# From Receiving to Shipping



## **Receive with confidence**

Quickly find and process purchase orders, returns, transfers and other inbound orders. Scan incoming goods and register quantities, lot and serial numbers and expiration dates directly from the mobile device.

## **Put stock in the right place**

Guide employees to the correct storage bins and validate placement by scanning items and bins.

## **Move, count and locate inventory**

Perform planned, unplanned and bulk stock movements without a PC. Carry out inventory counts directly on warehouse floor and instantly locate items, quantities, bins, lot numbers and serial numbers.

## **Pick faster and reduce mistakes**

Digital guidance directs pickers to the correct item, bin, quantity, lot or serial number. Barcode validation helps prevent incorrect picks, while optimised picking routes reduce unnecessary movement and improve efficiency.

## **Streamline packing and shipping**

Track goods from picking through packing and shipping using unique "license plates" assigned to boxes, pallets, cages or wagons, making handovers between warehouse employees simpler and more traceable.

**Pack & Ship  
is available for  
Microsoft Dynamics  
365 Business Central**



## Warehouse Management - Right in Your Hand

Tasklet Mobile WMS puts real-time warehouse information directly into the hands of your employees. Workers are guided through their daily tasks on a mobile device, while barcode scanning validates actions and helps ensure that the right item, quantity and location are recorded. Data flows directly between the warehouse and Microsoft Dynamics 365, reducing duplicate data entry and providing greater visibility and control.

## Easy to Learn. Easy to Use. Built to Deliver Results.

The intuitive, visual interface is designed to minimise the number of steps required for everyday warehouse tasks. According to Tasklet, new users typically require only a 15-minute introduction, the solution supports more than 15 languages, and it is already used by over 1,500 companies. Tasklet reports that, based on customer feedback, clients typically achieve ROI within 6-12 months, driven by more efficient workflows, fewer errors and significant time savings.

**Reduce errors. Save time. Improve inventory visibility.**

**Give your warehouse teams the productivity tools for success.**

# Pricing

Custom solutions at an affordable price

## Business Central SAAS

| TEAM MEMBER<br>LICENSE                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                               |                                                                                                                                                           |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>\$8</b><br>per user<br>per month                                                                                                                                                                                                                                              | <b>\$70</b><br>per user<br>per month                                                                                                                                                                                                                          | <b>\$100</b><br>per user<br>per month                                                                                                                     |
| <p>Read anything within Dynamics 365 Business Central</p> <p>Approve or reject tasks in all workflows assigned to a user</p> <p>Enter a time sheet for Jobs</p> <p>Modify customer, vendor, and item records that are already created</p> <p>Create, edit, or delete a quote</p> | <b>ESSENTIAL</b> <ul style="list-style-type: none"><li>✓ Financial Management</li><li>✓ Sales and Marketing</li><li>✓ Purchasing and Payables</li><li>✓ Inventory</li><li>✓ Supply Planning</li><li>✓ Project Management (Jobs)</li><li>✓ Basic CRM</li></ul> | <b>PREMIUM</b> <p>All modules included in Essential plus</p> <ul style="list-style-type: none"><li>✓ Service Management</li><li>✓ Manufacturing</li></ul> |

Users can be added or cancelled with 30 days notice before next billing  
Price includes Software Licenses and Hosting  
Cannot mix Essentials and Premium users  
On premise option is also available  
Prices exclude VAT

## Development Packages

| BASIC<br>Rs 500,000                                                           | CORPORATE<br>Rs 1,000,000                                                                    | ENTERPRISE<br>Rs 1,500,000                                                                       |
|-------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|
| Customised fields<br>5 Pages<br>5 Reports<br>Up to 50 hours<br>Customisations | <b>BASIC<br/>PACKAGE</b><br>+<br>10 Pages<br>10 Reports<br>Up to 100 hours<br>Customisations | <b>CORPORATE<br/>PACKAGE</b><br>+<br>15 Pages<br>15 Reports<br>up to 200 hours<br>Customisations |

Configuration of Business Central excluding customisations for SAAS option is free  
Development package is required for modifications from base application  
Prices exclude VAT

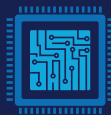
# Support Packages

| BRONZE                                   | GOLD                                     | PLATINUM                                 |
|------------------------------------------|------------------------------------------|------------------------------------------|
| <b>Rs 216,000</b><br>or Rs18,000 / month | <b>Rs 300,000</b><br>or Rs25,000 / month | <b>Rs 480,000</b><br>or Rs40,000 / month |
| 100 Hours                                | 150 Hours                                | 250 Hours                                |
| Customisations less than 8 hours         | Customisations less than 16 hours        | Customisations less than 32 hours        |
| L1 Support                               | L2 Support                               | L3 Support                               |
| Help Desk Access                         | Help Desk Access                         | Help Desk Access                         |
| BC upgrades charged to package           | Free BC updates                          | Free BC updates                          |
|                                          |                                          | Access to training videos                |

Support Package is mandatory and billed before the start of the service  
Prices exclude VAT



Unify your data.  
Get predictive insights.  
Achieve amazing results.



## New Steps Solutions Ltd.

Your IT Partner

New Steps Solution is a solution driven company. We clearly understand that operating a business is not easy at all. From record keeping, to understand financial jargons to chasing customer and managing supply chain is a headache for business owners. We provide a range of product and services targeted to help businesses save time, make better decision while keeping track of all transactions through cloud services. We envision SMB owners to be efficient, empowered, and happier by focusing on what matters the most for their business when using our technology.

Our mission is to serve our customers by providing them an exceptional customer experience throughout their journey.

### STAY CONNECTED

Drop us an email at [contact@newsstepssolutions.com](mailto:contact@newsstepssolutions.com) or drop us a visit at our office for a free consultation.

We will be pleased to welcome you over a cup of coffee and helping you to attain your business goals.

Learn more about New Steps Solution Journey at [www.newstepssolutions.com](http://www.newstepssolutions.com)

☎ : (230) 463 2207 / (230) 5257 5562

or visit us at

New Steps Solutions, Claudius David Street, Rose Hill