

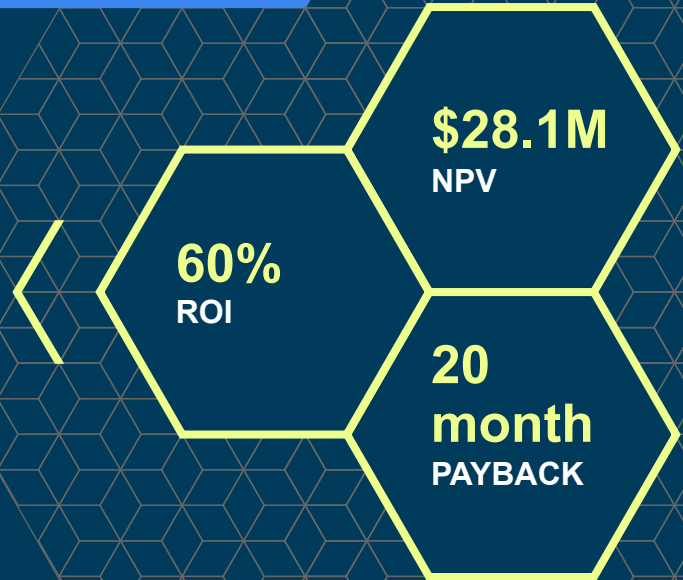
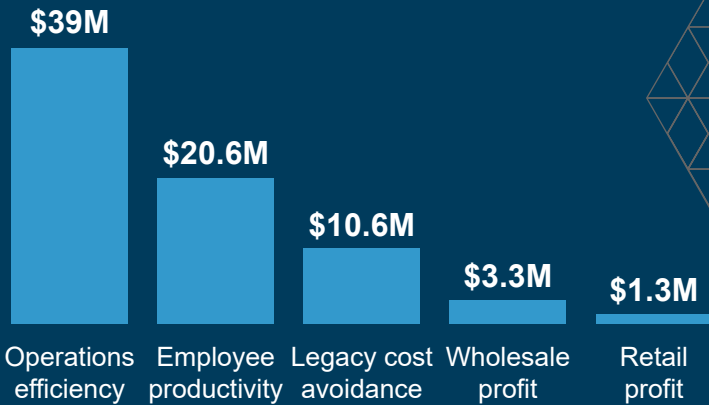
The Total Economic Impact™ Of Microsoft Dynamics 365 For Finance And Operations

FORRESTER®

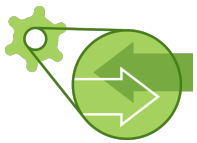
Through seven customer interviews and data aggregation, Forrester concluded that Microsoft Dynamics 365 for Finance and Operations has the following three-year financial impact for the modeled composite organization.

SUMMARY OF BENEFITS

Three-year risk-adjusted present values



KEY IMPACTS



10% reduction
Cost of goods sold



6% reduction
Avoided shop floor staffing



20% increase
Finance employee productivity



3% lift
Wholesale sales revenue

VOICE OF THE CUSTOMER

“We’ve reduced overtime and made [employees] more efficient. It has enabled us to grow without adding expense. . . . We’re going to grow our core business by six to seven percent with minimal additional labor.”

*Chief operating officer,
specialty foods manufacturing and retail*

“[Dynamics 365 for Finance and Operations] keeps us from putting a poor-quality product out the door. We find the problems before they get discovered [by the customer].”

*ERP manager,
automotive manufacturing*