



## Dynamics 365 and Power Platform Community Conference

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# Disrupting Your Business Model with Microsoft Dynamics 365 BC

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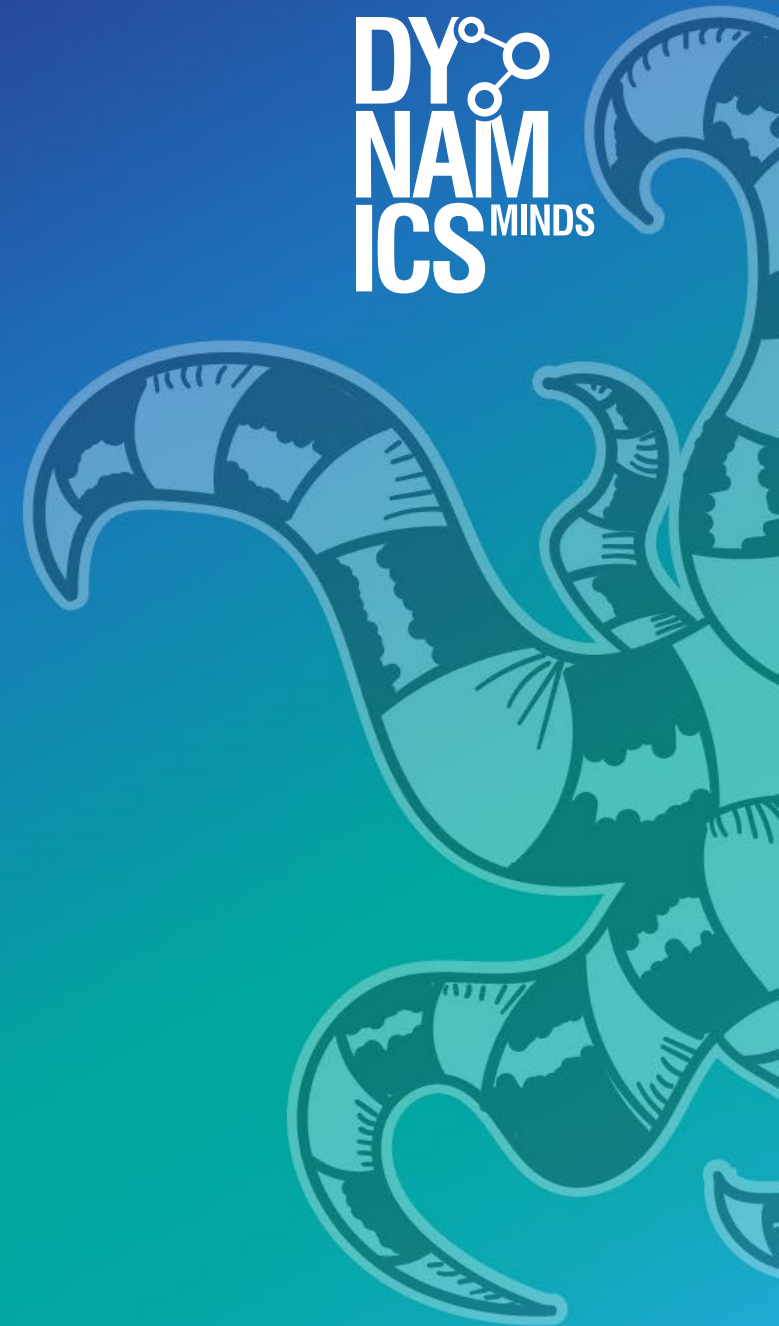
# About Petar Miljković and GoPro

- ❖ Involved with ERP world since 1998
- ❖ Passionate about helping people grow and companies being successful
- ❖ Likes basketball, music and travelling
- ❖ GoPro – European Microsoft Gold partner, established in 2009
- ❖ Focused on Microsoft ecosystem only, BC and PP
- ❖ Employees happy, clients happy
- ❖ 60+ people, clients worldwide

# Killing Time and Material

## Challenges

- ❖ Getting the scope right
- ❖ Negotiations
- ❖ Life happens

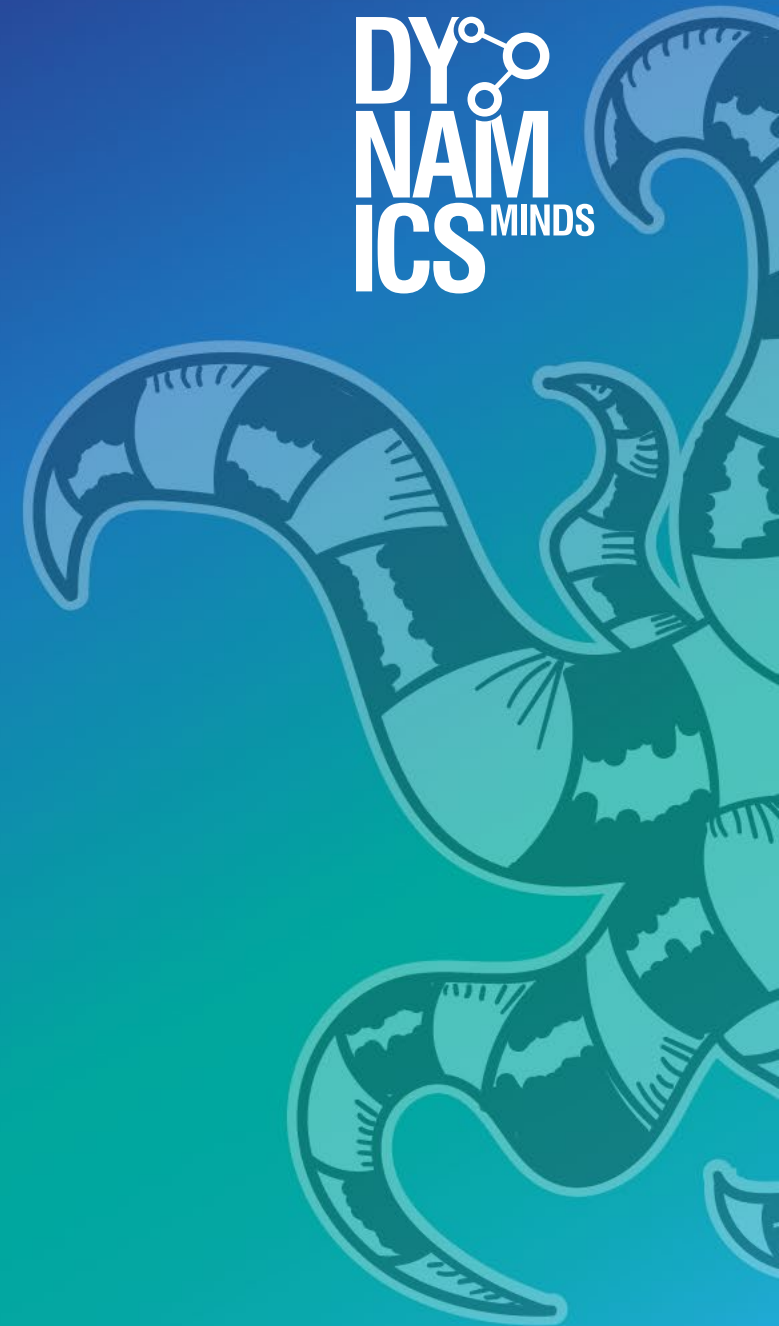


# Juniors Are the New Seniors

- ❖ Create assumptions – remove ambiguity out of the equation
- ❖ Create simple packages – you define the scope
- ❖ Create a new team for delivery – one senior, many juniors

# Implementation packages

- ❖ Start as small as you can
- ❖ Prepare the qualifying questionnaire
- ❖ Have marketing own it
- ❖ Remove sales from it (almost)



# Automating Implementation Manually

## Benefits:

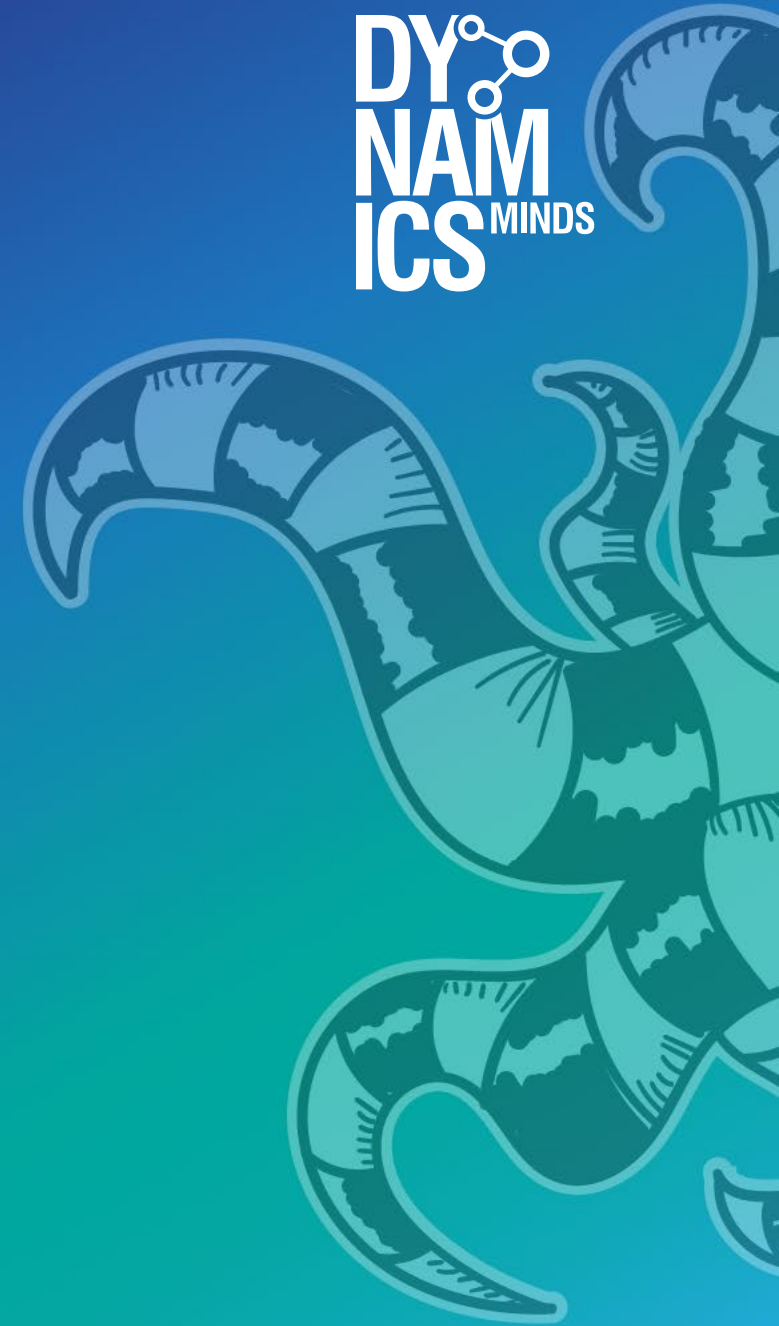
- ❖ Fast close – low presales cost
- ❖ Juniors being more confident in their focus areas
- ❖ Post GoLive support only with juniors
- ❖ No custom development
- ❖ 3 weeks implementation time

# Side benefits

- ❖ Tapping into untouched market
- ❖ Juniors become more confident than seniors in their focus areas
- ❖ Getting to the clients who are not a good fit
- ❖ Vanity helps a lot

Q&A

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# Thank you for your attention!

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