



ALL YOU NEED TO KNOW ABOUT LICENCING

*Matt Dredge
& Russell Hawkins*



We are
TheNAVPeople
The365People

ALL YOU
NEED TO
KNOW
ABOUT
LICENCING

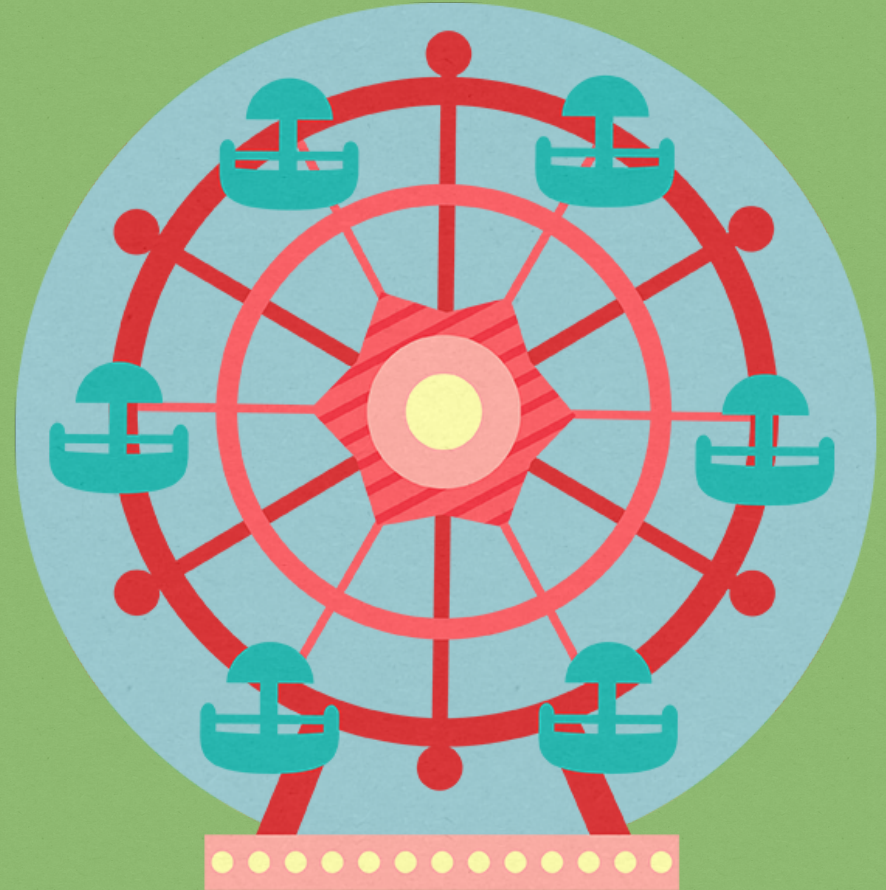


WHAT WE'LL COVER

- What's new?
- BC Licence Models
- NAV to BC Transitioning
- PowerApps, Power Automate & Power BI
- Office 365
- 3rd Party licensing

WHAT'S NEW?

- Named Users only
- No More starter pack
- BC SAAS
- Jet Licensing is changing...



BC LICENCE MODELS



- On-Premise Perpetual
- On-Premise Subscription
- Microsoft SaaS Subscription

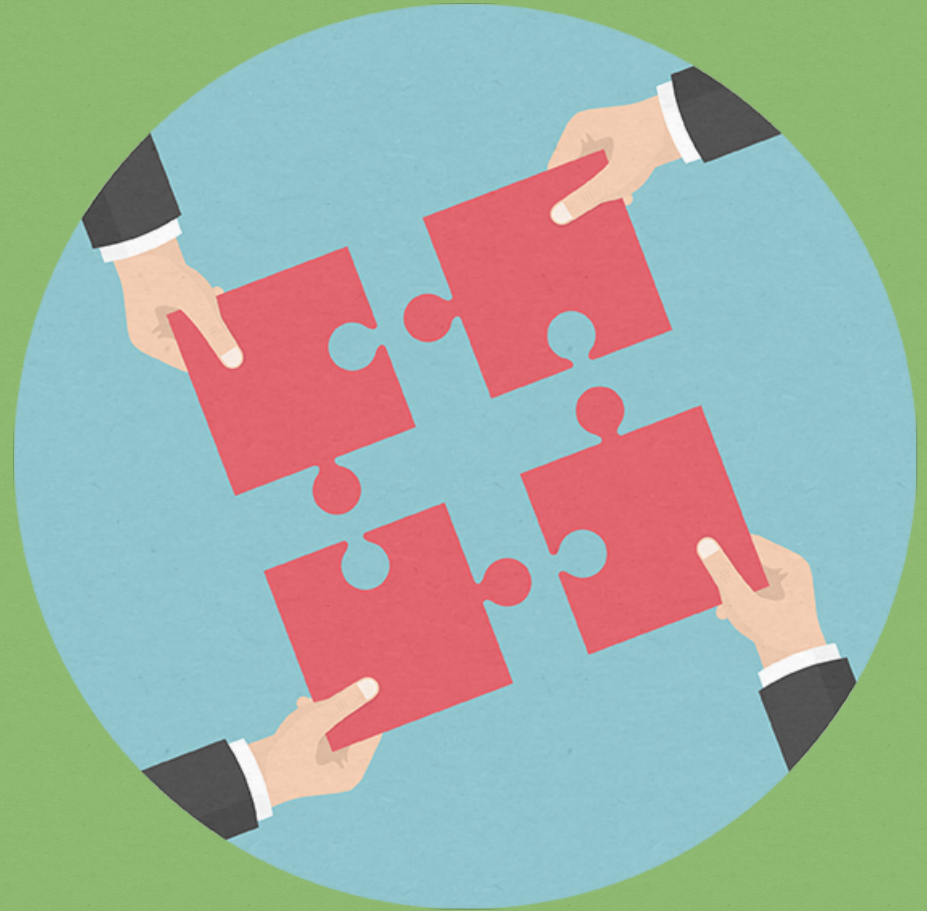
BC USER TYPES

User Licences

- Essentials
- Premium
- Team Member

Additional Modules

- Application Builder+
- Solution Developer+
- Objects



TEAM MEMBER

Team Members Licence Capabilities:

- Full Read, Limited Write, No Post

What you can do:

- View data and reports
- Enter Time and Expenses
- Respond to workflows
- Update Contact information
- Create, edit, delete quotes



TEAM MEMBER



What you cannot do:

- Post Anything
- Modify user Permissions
- Create Customers or Vendors
- Create Sales or Purchase Orders
- Create Opportunities or Jobs

EXTERNAL USERS



Do not require individual User Licences

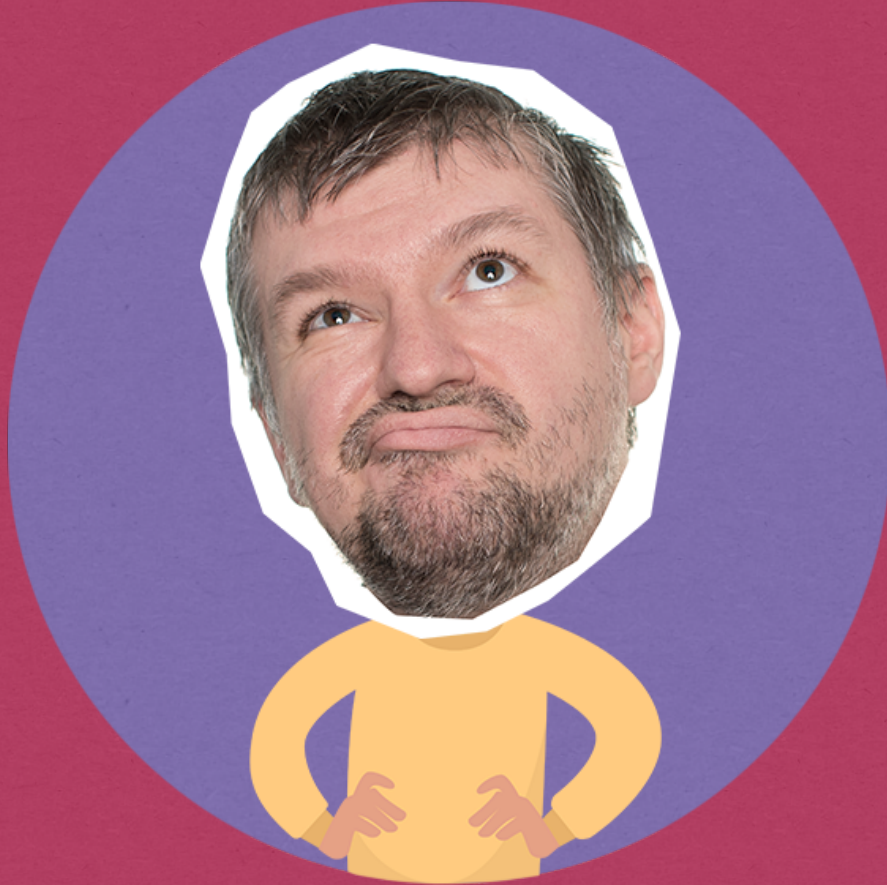
- Includes Customers and off-site Vendors

As long as...

- BC clients are not used
- Users do not have an employee-like relationship
- No Business Process outsourcing is performed

External Accountant – 1 Free licence included

DID YOU KNOW...



During Spain's victorious 2010 football World Cup campaign, not a single player sang along to their national anthem.

BC ON-PREM PRICING

Licence	Perpetual	Subscription
Essentials	£1,341	£52.80
Premium	£1,878	£75.40
Team Member	£268	£6
Object Pack	£537	£20
Application Builder	£5,366	N/A
Solution Developer	£18,780	N/A

BC ON-PREM PRICING

5 Essentials Users	
Perpetual	Subscription
1 Year	
£6,705	£3,168
5 Years	
£12,069	£15,840

ON-PREM PRICING

Jet Reports (Designer, 5 viewers)	
Purchase	Subscription
1 Year	
£3,938	£2,520
5 Years	
£6,111	£12,600

Continia Document Capture	
Purchase	Subscription
1 Year	
£4,080	£1,320
5 Years	
£6,800	£6,600

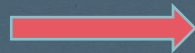
FROM THE OLD TO THE NEW

NAV 2009

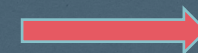
NAV 2013
onwards

Business
Central

BRL Business Ready
Or MBL Standard



Starter Pack



Essentials Users

BRL Advanced Management
Or MBL Professional



Extended Pack



Premium Users

DID YOU KNOW.....



Abraham Lincoln was assassinated while in Ford's Theatre, and JFK was assassinated while in a Ford Lincoln.

LICENCE UPGRADES

“

Each Dynamics NAV Full user licensed before May 1st 2019 will receive 3 Dynamics 365 Business Central on-premise Essentials or 3 Dynamics 365 Business Central on-premise Premium users.

”

- Microsoft 2019

FROM THE OLD TO THE NEW

NAV Licence	Business Central Licence
1 Full User (Pre May '19)	3 BC Essentials Users 3 BC Premium Users
1 Full User (Post May '19)	1 BC Essentials User 1 BC Premium User
1 Limited/Light User (Pre May '19)	3 Team Member Users
1 Limited/Light User (Post May '19)	1 Team Member User

❖ **EVERYONE WILL BE DIFFERENT – TALK TO US!**

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BC SAAS



- Includes Microsoft Hosting
- Available on Subscription only
- 40% Discount available (From SA)
- Customisation by Extensions
- No Objects cost
- Additional software entitlements...

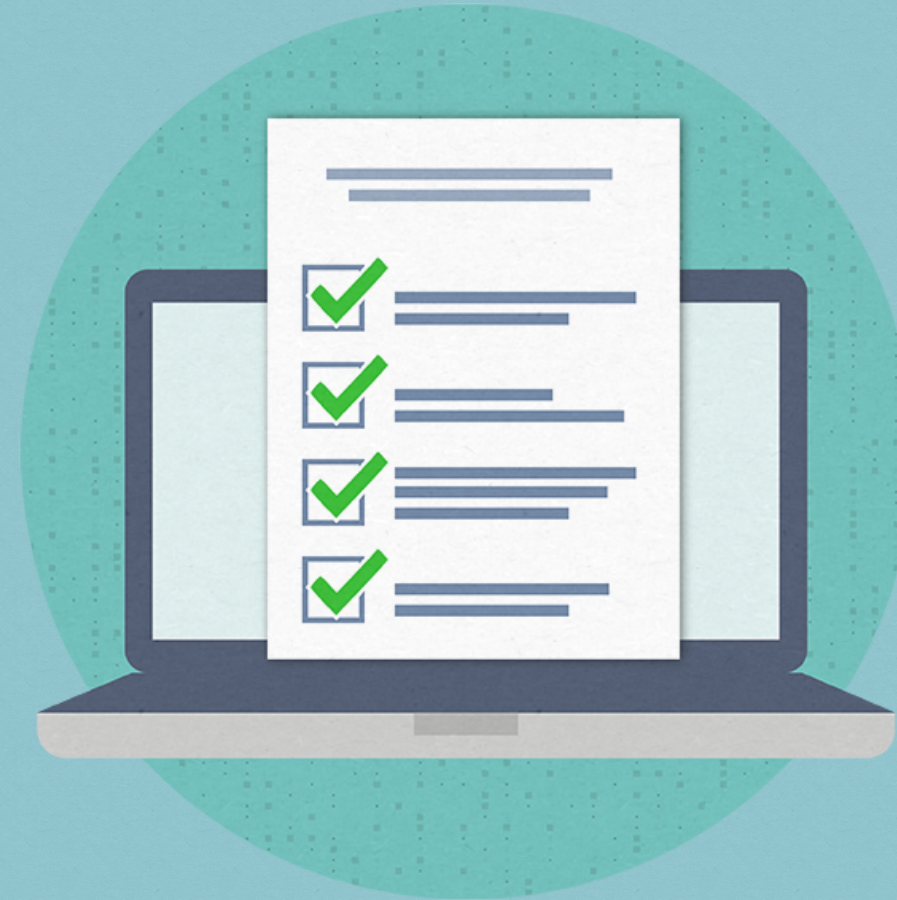
DID YOU KNOW.....



There's an opera house on the U.S–Canada border where the stage is in one country and half the audience is in another.

POWERAPPS & POWER AUTOMATE

- Basic Licence through BC SaaS
 - Limited access – free with BC SaaS
- Stand Alone Licence - PowerApps
 - Per User, Per App - £7.50
 - Per User (unlimited Apps)- £30.20
- Stand Alone Licence – Power Automate
 - Per User (unlimited flows) - £10
 - Per Flow (unlimited users) – £311



POWER BI

Power BI Desktop: Free

- Connect to various sources to create visual data models
- Publish reports and models to the web
- Export to SharePoint, Excel, .CSV

Power BI Pro: £7.50

- Self-service BI in the Cloud – fully managed by Microsoft
- Publish reports to be shared

Power BI Premium: £3,766

- Enterprise BI, big data analytics, cloud and on-premises reporting
- Allow any user to consume Power BI content

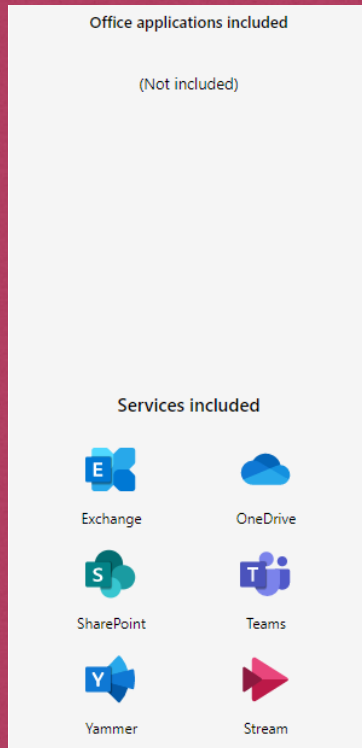
OFFICE 365 SUBSCRIPTIONS

- Office 365 E1
 - £6.00
- Office 365 ProPlus
 - £11.50
- Office 365 E3
 - £17.60
- Office 365 E5
 - £30.80

Office applications included

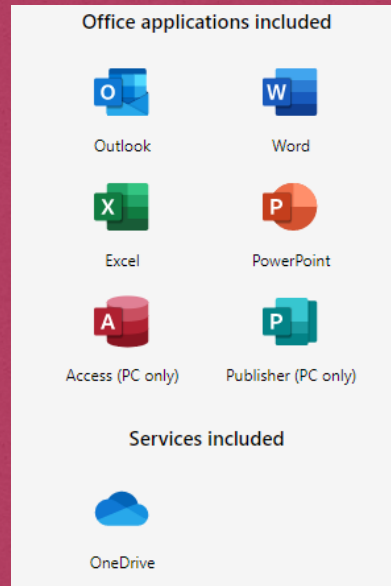
(Not included)

Services included



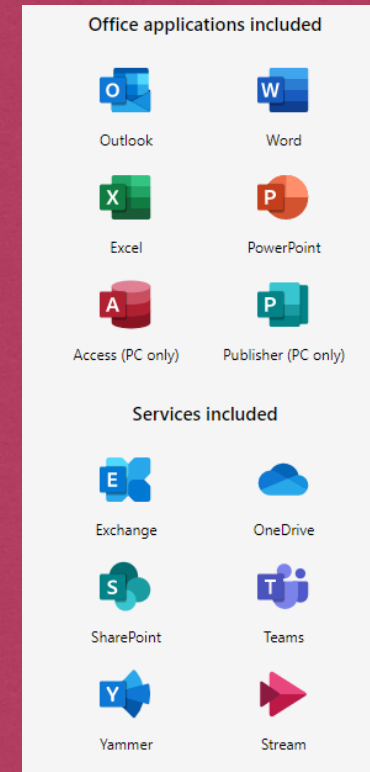
Office 365 E1 subscription details. The card shows that no Office applications are included. The services included are Exchange, OneDrive, SharePoint, Teams, Yammer, and Stream.

Office applications included



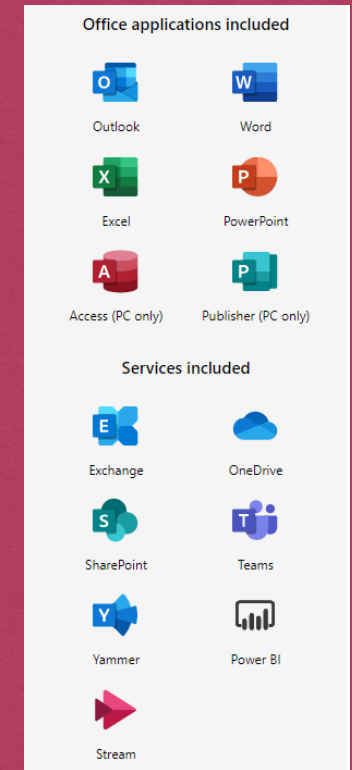
Office 365 ProPlus subscription details. The card shows that Outlook, Word, Excel, PowerPoint, Access (PC only), and Publisher (PC only) are included. The services included are OneDrive.

Office applications included



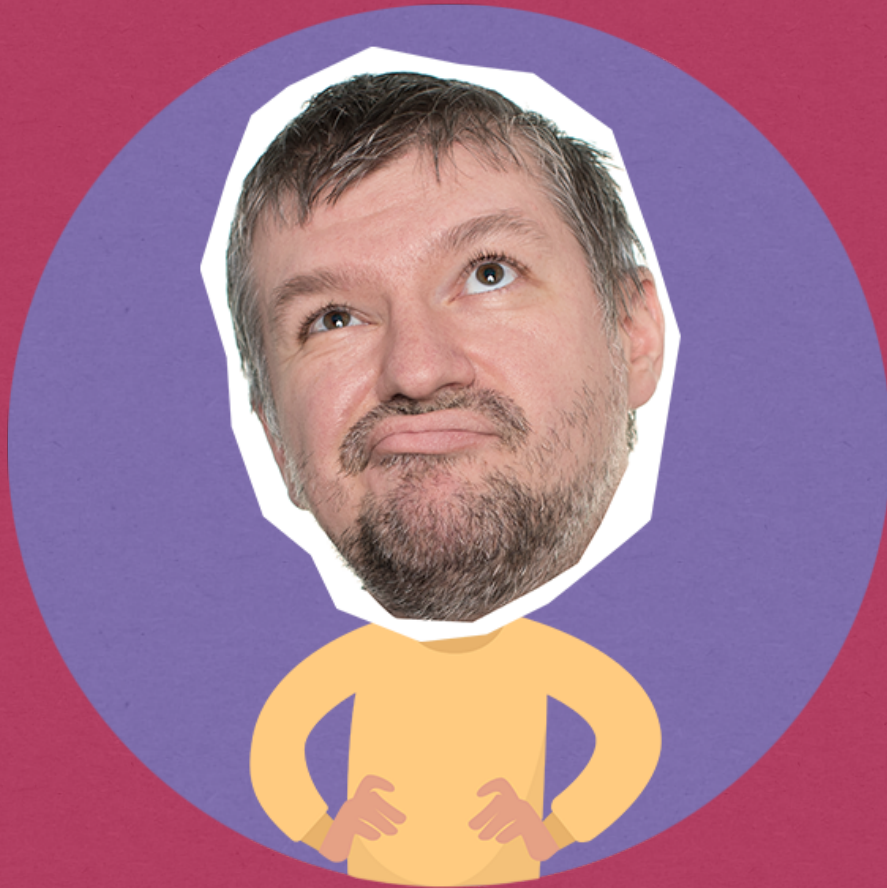
Office 365 E3 subscription details. The card shows that Outlook, Word, Excel, PowerPoint, Access (PC only), and Publisher (PC only) are included. The services included are Exchange, OneDrive, SharePoint, Teams, Yammer, and Stream.

Office applications included



Office 365 E5 subscription details. The card shows that Outlook, Word, Excel, PowerPoint, Access (PC only), and Publisher (PC only) are included. The services included are Exchange, OneDrive, SharePoint, Teams, Yammer, Power BI, and Stream.

DID YOU KNOW.....



In 1567, the man said to have the longest beard in the world died after he tripped over his beard running away from a fire.

JET REPORTS

- Purchase or subscription
- Users can be Designers or Viewers
- Data source connectors must be licensed

Jet Pricing is changing – January 2020

- No more unlimited Viewers
- No set packages – build your own licence
- Existing customers - only future purchase effected



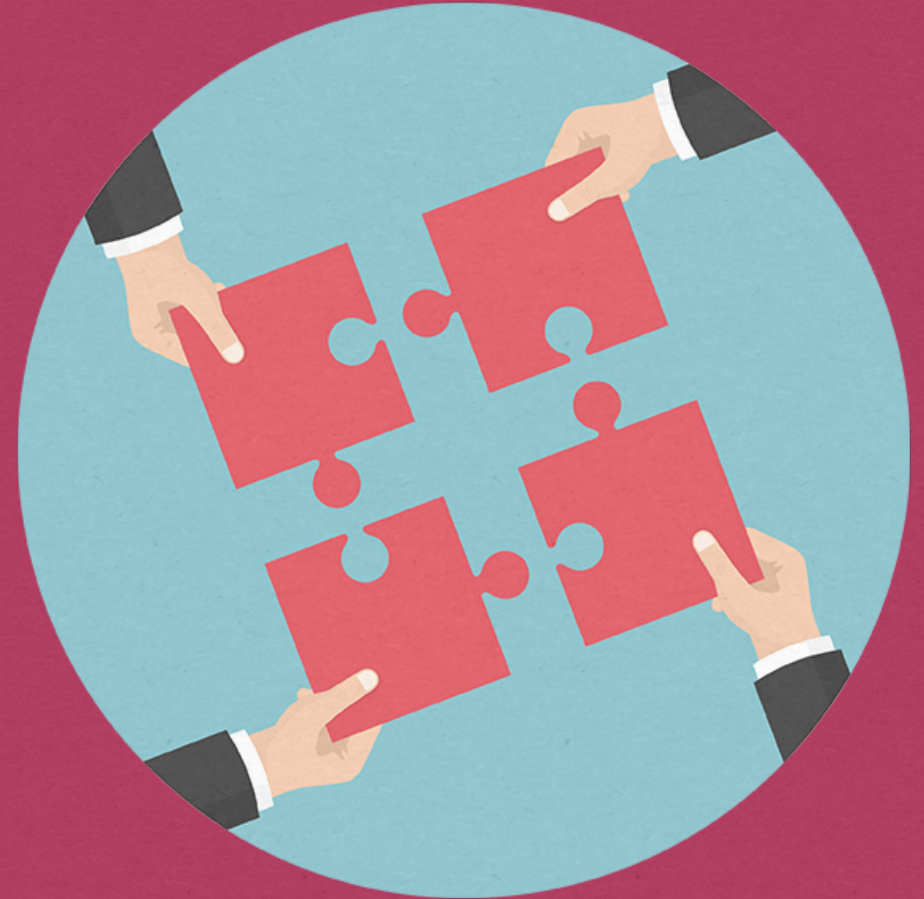
CONTINIA



- Purchase Or Subscription (6-monthly)
- Licensed by Full NAV/BC User
- Tiered:
 - Small 1-5 £3,400 / £110
 - Medium 6-19 £4,250 / £150
 - Large 20-49 £5,450 / £195
 - Extra Large 50-99 £7,800 / £280
 - Extra Extra Large 100+ £10,750 / £385
- Additional Companies must be licenced

MOBILE NAV

- Licenced per Device or per page
 - Purchase £400
 - Subscription £24
- Requires NAV/BC Device Licence
 - Purchase £268
 - Subscription £8



ANVEO

- Licenced per user
 - Can be Web Users or App users
 - Requires full NAV/BC User Licence per Anveo user
 - Subscription £13 per user per month

ADDITIONAL USERS

	5 Users	20 Users	50 Users	Unlimited
	£3,000	£12,000	£24,000	£45,000
	+1 £600	+1 £400	+1 £350	N/A

TASKLET

- Purchase or Subscription
- Licenced per Device, and per sever (purchase only)
- Soti Mobicontrol - £210 one off setup, and then £50 per year (purchase only)
- Requires NAV/BC Device Licence £268 or £8

No. of Devices	Server Licence	Device Licence
1-5	£2,480	£860
6-15	£4,900	£800
16-30	£6,160	£750
31-60	£7,320	£700
60+	£11,030	£640

No. of Devices	Subscription
5	£376
15	£985
30	£1,777
60	£2,981
80	£3,706

DID YOU KNOW.....



“Almost” is the longest word in English with all the letters in alphabetical order.

WHAT WE COVERED

- What's new?
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- 3rd Party licensing

**GOT ANY
QUESTIONS?**

Don't forget to leave
feedback in the app!

“AND THAT’S LICENSING!”



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