

Is **DELIVERED!** right for my distribution business?

tecman



Distribution is all about getting things out the door quickly and efficiently – and Delivered! takes the exact same approach to implementing Microsoft Dynamics 365 Business Central.

Tecman's fixed cost, fixed outcome method is made for distributors, but how do you know if it's right for your business? Whether you're a small division of a global company or simply looking to make a long-awaited move away from Dynamics NAV, let's look at some scenarios where Delivered! is your best route to a Business Central implementation.



1. **SMALL TO MID-SIZE DISTRIBUTORS**

You're keen to introduce Business Central but want to avoid a lengthy and pricey project.

Delivered! has been created using our extensive experience with Business Central for distribution. We know the parts that are most useful and most utilised, so there's no discovery phase needed. The result: an efficient route to an implementation that meets your business needs but removes the risk of overrunning on time and budget.

Typical ERP implementations can take

30%
longer than originally estimated ¹



2. **SMALL TO MID-SIZE DIVISIONS OF GLOBAL DISTRIBUTION COMPANIES**

You have specific requirements that make Business Central a good fit for certain divisions.

Business Central ticks the boxes for more 'local' requirements (for example, Making Tax Digital) and the Delivered! out-of-the-box, fixed cost, fixed scope implementation makes it much easier for smaller divisions of a large company to take on the software as individual entities and consolidate reporting at a group level.



3. **DYNAMICS NAV AND BUSINESS CENTRAL UPGRADERS**

You're stuck on Dynamics NAV or an older version of Business Central and need to make the upgrade.

Delivered! gives distributors just like you the best of Business Central straight out of the box, so you can modernise your existing ERP without needing to factor in expensive customisations. (Don't forget, NAV is already out of mainstream support – and goes out of extended support in 2028 – so there's no time like the present!)

Business Central was named the best cloud ERP software in

2024 ²



4. **FAST-GROWING DISTRIBUTION COMPANIES**

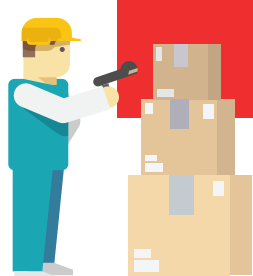
You're looking for an ERP solution that grows alongside your business.

If Business Central without all the bells and whistles is what suits your business right now but you want to make sure your ERP is future-proofed, Delivered! is for you. You can get the basics right and then expand and add extra features or other Dynamics 365 apps (like CRM and Field Service) later down the line.

High volume distributor to fish and chip shops, Henry Colbeck, achieved

50% GROWTH

without adding more staff using Business Central ³



5. **HOLDING AND ACQUIRING COMPANIES**

You need an ERP solution for the businesses you're bringing onboard.

Delivered! is fast to implement so it's a strong contender if you're a parent company with entities you don't want to bring across to your main corporate system. It's also easy to transfer, so holding companies can buy (a subsidiary), onboard, sell and repeat.



Whether you're growing fast, streamlining operations or facing the fact it's time to upgrade, Delivered! is made to reduce risk and make a distributor's move to Business Central straightforward, so you could be up and running in just four months!

**Talk to us about Delivered!
and start your journey today**

E: hello@tecman.co.uk
W: www.tecman.co.uk/delivered

Microsoft
Solutions Partner
Business Applications

Microsoft
Solutions Partner
Modern Work

¹ TEC Team, 'ERP Software Facts and Lessons Learned: How to Avoid ERP Failure?' *Technology Evaluation Centers (TEC)*, February 23, 2022

² A.N. Smith, 'Best Cloud ERP Software', *Forbes*, July 25, 2025

³ <https://www.tecman.co.uk/who-we-are/customer-stories/henry-colbeck>