

Proving ROI from Dynamics 365 Transformation

How Korcomptenz helps enterprises
turn digital investments into
measurable business value.



Korcomptenz

Total Technology Transformation

The Challenge:

Turning Dynamics 365 into Measurable Business Value

Enterprises often buy Dynamics 365 expecting fast ROI, but value can stall in the “last mile.” Adoption lags when it feels like data entry. Integrations and migrations get messy, so data quality and reporting suffer. Teams over-customize to match old processes, slowing delivery and raising costs. Security and licensing complexity add friction. And after go-live, unclear ownership and weak support models can turn improvements into a backlog instead of ongoing business impact.



The Business Value Register:

Turning Initiatives into Measured Impact

Korcomptenz's Business Value Register (BVR) is a living framework that connects every initiative to its financial, operational, and strategic outcome.

Each entry defines:

- Business Objectives – what the initiative aims to achieve
- KPIs/Metrics – how success is measured
- Baseline vs. Realized Value – progress over time
- Financial Impact – savings or revenue gain
- Confidence Level/Status – governance and transparency

Outcome: a single, executive-ready view linking investment to impact.



Mapping Value Across the Microsoft Dynamics 365 Landscape

The **Business Value Register** is the backbone that keeps a Dynamics 365 program outcome-led, not feature-led. It captures the business outcomes you're targeting, the process and platform areas impacted, and the measures that prove success—so value is tracked, auditable, and sustained.

Business-first outcomes

AI in the flow of work

Automation + orchestration

A governed data foundation

The result: a clear line of sight from **use case** → **process change** → **enabling capabilities** → **measurable operational and financial impact**.



BVR In Action:

AI-Powered Dynamics 365 Transformation Delivering \$629K Savings in 3 Years

01 The client

A \$1–2B revenue food & beverage distributor serving diverse channels, managing complex inventory, and operating across multiple locations with high-volume order fulfilment.

02 The Challenges

- ▶ Manual journals/spreadsheets drive cost and errors across teams
- ▶ Disconnected modules cause duplicate entry, reconciliations, weak data integrity
- ▶ Profitability unclear due to manual allocations and invoice adjustments
- ▶ Slow close from manual intercompany and bank reconciliations
- ▶ Inefficient procurement/AP with weak controls and manual payments
- ▶ Email approvals + limited alerts create bottlenecks and compliance risk
- ▶ Weak asset/inventory governance leads to write-offs, stock-outs, downtime



03 The Solution

Implement Dynamics 365 Finance & Supply Chain to automate finance, procurement, and operations.

Improve cash flow with AI credit/collections and payment reminders.

Use OCR invoicing, faster approvals, and stronger PO controls to cut errors.

Add AI forecasting and warehouse/order optimization to reduce inventory and boost OTIF, with real-time AI insights and analytics.

04 The Benefits

The Benefits	Benefit Percentage	3-Year Cost Benefit
Accelerate Month-End Close	70%	\$ 120,960
Cut Quarterly Reporting Time	90%	\$ 54,720
Slash Bank-Reconciliation Time	88%	\$ 90,720
Automated petty-cash management to reduce effort	67%	\$ 43,200
Automated multi-company consolidation to slash effort	93%	\$ 74,880
Project billing time accelerated	120 hours to 4 hours	\$ 125,280
Food-cost calculations accelerated	224 hours a year to 8 hours	\$ 19,440
Automated project record maintenance to shrink workload	97%	\$ 75,600
Automated revenue recognition	24 hours to 1 hour	\$ 24,840

Total 3 year savings: **\$629,640**

In Action:

Mortgage Optimization – Cost Savings & Efficiency



01 About the client

A Saudi-based FMCG distributor focused on importing, marketing, and distributing food and beverage brands across wholesale and retail channels.

02 The Challenges

Manual, spreadsheet-led order-to-cash and warehouse work causes delays and errors

Weak controls for pricing, discounts, replenishment, and reconciliations drive leakage

Limited real-time visibility into customers, routes, discounts, inventory, and delivery priorities

Logistics/fleet outside ERP raises cost and SLA risk

Cash handling + weak FEFO/maintenance tracking increases fraud, waste, compliance risk

Poor costing/margin visibility from manual landed cost and promo/wastage tracking

03 The Solution

Unified the Dynamics 365 platform to streamline operations across finance, supply chain, and sales

Eliminated manual processes and fragmented systems for real-time visibility.

Conducted phased rollouts to ensure rapid value realization and reduced implementation risk.

Implemented AI-driven automation to enhance decision-making and scalability.

Ensured ROI realization through automation of finance, operations, and order processes.

04 The Benefits

The Benefits	Savings in 3 Years
Enables faster financial decision-making and near-instant access to critical insights.	\$ 25,920
Enables faster financial decision-making and performance monitoring	\$ 17,280
Enables the processing of 2.5x more invoices at the same time, supporting scalability	\$ 1,080,000
Enable time savings, improved accuracy, and better cash visibility	\$ 91,800
Accelerates reporting cycles, improves stakeholder communication, and allows the finance team to focus on strategic tasks	\$ 17,280
Significantly enhances agility, enabling near-instant access to critical insights	\$ 25,740
Automated card payments replace manual collection, improving speed, accuracy, and financial governance	\$ 25,920
AI-enabled digital order capture improves turnaround time, order accuracy, and overall customer experience.	\$ 83,160

Total 3 year savings: **\$13,67,100**

The Korcomptenz Advantage

Recognized by ISG in the 2025 Provider Lens for AI Services and Data Fabric on Azure and by Forrester in the Microsoft Business Applications Services Landscape (Q3 2025), Korcomptenz helps enterprises modernize Microsoft Dynamics 365 Business Applications and operationalize Copilot-first, agentic workflows across ERP and CRM. We unify Dynamics 365, Power Platform, Microsoft Fabric, and Azure AI to connect data, digitize end-to-end processes, and move from insight to execution at scale.



The Path Forward:

Mutual Value Discovery Workshop

Start your measurable transformation journey with a 1-Day Complimentary Workshop to:

- Identify 3-5 high-impact value opportunities
- Quantify ROI and create your initial BVR
- Align business and tech stakeholders
- Build a prioritized roadmap to realization

Outcome: A board-ready value plan linking every initiative to tangible ROI.

[Book Your Complimentary Workshop](#)



Thanks for reading our

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