Cloud for ERP system

eip | **DYNAMICS** | **MAIN**

IaaS (Infrastructure as a Service) | Microsoft Dynamics 365 Business Central | Cloud migration

EIP Dynamics and MAIN

EIP Dynamics provides comprehensive software solutions for the small and medium-sized enterprise sector. Since its inception, the company has specialised in the implementation and development of industry-specific solutions based on Microsoft Dynamics technology. **EIP Dynamics is a Microsoft Gold Partner** and a three-time winner of the Partner of the Year award.

The company provides services to a number of clients in Western Europe – particularly in the UK market. Their clients include **Booksy, Inter Cars, Konica Minolta, Goodyear, Danone and Ramirent.**

EIP Dynamics and MAIN are part of the EIP Group. Responding to the needs of the market, the Group companies combine their competences, co-creating flexible, secure IT solutions and comprehensively supporting customers in the implementation of business processes.

Joint project – cloud for Microsoft Dynamics 365 Business Central

The idea to create reference environments arose in response to the needs raised by potential customers, who increasingly asked EIP Dynamics to recommend the parameters of the IT environment for the Microsoft Dynamics 365 Business Central system they were implementing.

> Working hand in hand with our sister company MAIN, we saw the need to build a reference IT environment, pre-built according to the needs of customers wanting to use the Microsoft Dynamics 365 Business Central platform.
>
> Together with MAIN, we have therefore created an IT infrastructure dedicated to companies of all sizes.

Rafał Barnowski
Head of Sales and Marketing, EIP Dynamics

MAIN's cloud-based reference environments enable a proven, cloud-based solution to be offered. Each is prepared based on the experience and expertise of MAIN engineers in building stable IT environments in the IaaS model and taking into account the exact needs of the customer, including:

> Number of users,
> Existing integrations,
> Implemented Dynamics 365 Business Central modules and the number of resources required to run them,
> Security requirements,
> Backup requirements.

Each environment is located in the MAIN DC WA0 data centre at Giełdowa Street in Warsaw, and is based on enterprise-class hardware and software from vendors such as VMware, HPE and Zabbix. The centre is ISO 9001 and 27001 certified and MAIN's engineering team takes care of monitoring and administration.

Example of implementation – Nordic Natural Pharma

EIP Dynamics client, dietary supplement distributor Nordic Natural Pharma, was looking for a new supplier that would guarantee **comprehensive management and a high level of security.** What also mattered was professional support from the technical department with fast response times, as was the flexibility of the overall environment. The company needed a solution that matched its plans for continued rapid growth.

"

MAIN prepared a dedicated environment - a VMware cloud for the Dynamics 365 Business Central ERP system - and covered administration, monitoring and 24/7 technical support.

Paweł Król
Head of Cloud Engineering and Operations, MAIN

Due to the imminent expiry of the client's contract with the previous supplier, a rapid response from MAIN engineers was needed. The analysis of the old environment, the preparation of the new one and the migration were carried out by the team as a matter of urgency to ensure business continuity for the client.

Client testimonial

"

MAIN and EIP Dynamics have the necessary experience, tools and processes to implement and maintain Dynamics 365 Business Central ERP.

The whole **system runs stably and our data is secure.** I also appreciate the good contact with the representatives of both companies.

I recommend MAIN and EIP Dynamics as proven IT service provider

Agnieszka Wiśniewska-Dylon
Chief Accountant

Benefits for the client

> Cloud flexibility and scalability – ability to make dynamic
  changes to the resources,

> Security – high availability environment (HA), VPN connections,

> Convenience of working – ability to work from any location
  and equipment thanks to remote access,

> Constant support of the MAIN engineering team
  – contact through the reporting system with
  response times below 1 hour.

"

We have observed a certain repetition of infrastructure sets for customers with
a certain type of implementation. What's more, companies are increasingly looking
to us for support not only with the applications themselves, where EIP Dynamics
is an expert, but also with the parameters of the IT environment.

We have therefore drawn on MAIN's expertise in creating **efficient and stable
cloud infrastructure.** Together, we have prepared a competitive offer for the
market, and the reference IT environments in the MAIN Data Centre
are ready in the form of several standardized versions.

In addition, MAIN engineers provide professional care for each environment.
Thus we have a starting point to talk to customers for whom the IT
infrastructure aspect may be too complex, or who simply
do not want to deal with it.

Rafał Barnowski
Head of Sales and Marketing, EIP Dynamics