

# Bluefort's Licensing Guide.



## **LISA Enterprise**

















Supercharged subscription management for Dynamics FSCM.



## **TAPP**

Payment fulfilment for Dynamic 365 App. With Stripe and Go Cardless.

# Product Overview

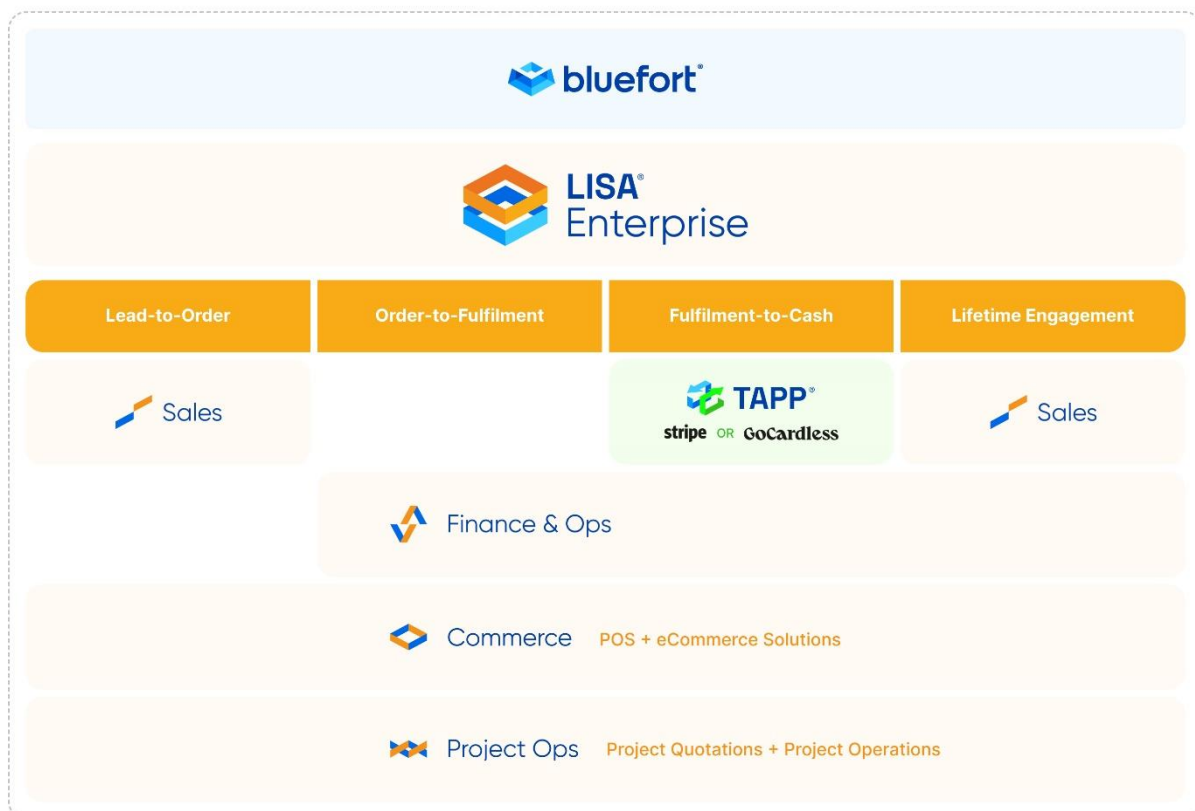
Product Suite		bluefort®	
Product			
Purpose	ERP Subscription Management	Automated Payments	
Applications	 Finance & Ops	 OR  3rd Party Native Integrations	
	 Project Ops		
	 Commerce		
	 Sales		
Technology Dependency	 Microsoft Dynamic 365 Finance & Operations	 Microsoft Dynamic 365 Business Central	
	 Microsoft Dynamic 365 Project Operations	 Microsoft Dynamic 365 Finance & Operations	
	 Microsoft Dynamic 365 Commerce	 Microsoft Dynamic 365 Finance & Operations	
	 Microsoft Dynamic 365 Sales	 Microsoft Dynamic 365 Sales	

Bluefort offers a suite of innovative solutions designed to enhance and streamline various aspects of business operations, all leveraging the powerful Microsoft Dynamics 365 platform.

Here's a brief description of each product:

## LISA Enterprise

LISA Enterprise is crafted to simplify complex recurring revenue business models, extending the capabilities of Microsoft Dynamics 365 to cater to mid-market and enterprise businesses. Built on Dynamics 365 Finance, LISA Enterprise enhances finance, operations, sales, and project management. It integrates seamlessly with Dynamics 365 Supply Chain Management, Dynamics 365 Commerce, Dynamics 365 Sales, and Dynamics 365 Project Operations, providing a comprehensive solution for businesses with sophisticated financial and operational needs.



### Key Features:

- Advanced financial management.
- Enhanced supply chain and commerce capabilities.
- Integrated sales and project management tools.
- Tailored for mid-market to enterprise businesses.

Functionalities:

## Finance & Ops

**Dependency:** Dynamics 365 Finance & Operations

This mandatory functionality supercharges recurring businesses with the highest grade of finance and operations technology, laying a vital foundation for organizations gearing up for long-term scale-up.

## Sales

**Dependency:** Dynamics 365 Sales

**Integration:** Utilizes Microsoft's official Dual-Write to integrate with Dynamics 365 Finance & Operations.

Enables sales teams to understand and manage recurring business contexts, maximizing revenue through cross-selling and up-selling initiatives that seamlessly integrate with the financial backend for comprehensive capabilities.

## Project Ops

**Dependency:** Dynamics 365 Project Operations

**Integration:** Utilizes Microsoft's official Dual-Write to integrate with Dynamics 365 Finance & Operations.

Allows bundling of professional services within recurring business models, monitoring time and expense entitlements, and ensuring accounting alignment with standards to avoid over-delivery.

## Commerce

**Dependency:** Dynamics 365 Commerce

Retail subscriptions provide customers with regular, convenient deliveries of their favourite products at discounted rates, ensuring consistent revenue for businesses and a seamless shopping experience for consumers, whether through a retail box or an e-commerce platform.

## TAPP



# TAPP

TAPP automates financial management, specifically cash collection, by integrating with GoCardless for direct debit and Stripe for credit card payments. It includes automated bank payment reconciliation and a host of other features to streamline financial operations. TAPP is enabled for Dynamics 365 Business Central, Dynamics 365 Sales, and Dynamics 365 Finance, making it a versatile tool for businesses aiming to enhance their financial processes.

### ***Key Features:***

Automated cash collection.

Integration with GoCardless and Stripe.

Automated payment reconciliation.











Compatible with multiple Dynamics 365 modules.

By leveraging the robust capabilities of Microsoft Dynamics 365, Bluefort's product suite offers tailored solutions that drive efficiency, streamline operations, and support the growth of businesses across various industries.

# Licensing Overview

## LISA Enterprise

LISA Enterprise is licensed as an upfront billed subscription based on plans that include a combination of the following:

	Ignite	Grow	Scale
	Supercharges recurring businesses with the highest grade of Finance and Operations technology. The vital foundation for organizations gearing up for long-term scale-up.	Powerfully integrates finance with sales and project management. For corporations embarking on exponential scale, requiring end-to-end recurring business management.	Brings the full recurring revenue suite at unlimited action levels for billing predictability at unparalleled product support. The ideal plan for large-scale enterprises.
	<b>Functionalities</b>  Finance & Ops	<b>Functionalities</b>  Finance & Ops  Project Ops  Sales  Commerce	<b>Functionalities</b>  Finance & Ops  Project Ops  Sales  Commerce
Annual Action Count	65,000 + 20% Grace	135,000 – 20% Grace	1,200,000 + 20% Grace
Customisation Maintenance	30% of customisation cost	30% of customisation cost	Included

### Action Count Entitlement

Action counts increase with events such as generating sales order invoice lines, revenue recognition, generating purchase order lines, cost recognition, and more. There are three action count consumption types. These are:

1. **Monthly** – 1 action count is consumed for each month covered by the Date from and Date to fields of the generated action record. For example: Date from is **01/01/2024**, Date to is **31/12/2024**, action count is incremented by 12
2. **Fixed** – Action count is incremented by 1, agnostic from the dates on the action record created.
3. **Free** – Action count is not incremented at all for these action records created.

The following table maps each action type currently available in LISA Enterprise with its corresponding action consumption type.

Action Type	Action Consumption Type	Justification
<ul style="list-style-type: none"> <li>Sales Order (normal)</li> <li>Project Sales Order (normal)</li> </ul>	Monthly	Effort required on a monthly cadence to track subscription which need to be billed even if plans are on a quarterly, half-yearly or yearly basis. Pro-rata calculations and discount calculations for invoicing and credit notes are handled automatically based on dates.
<ul style="list-style-type: none"> <li>Sales Order (for perpetual)</li> <li>Project Sales Order (for perpetual)</li> </ul>	Fixed	Perpetual actions have no end dates so action count can only be incremented by one
<ul style="list-style-type: none"> <li>Sales Order (one time fee)</li> <li>Project Sales Order (one time fee)</li> </ul>	Fixed	One time fees represent a one-off invoice so action count is incremented by one
<ul style="list-style-type: none"> <li>Purchase Order (normal)</li> <li>Project Purchase Order (normal)</li> </ul>	Monthly	Effort required on a monthly cadence to track subscription which need to be recorded even if plans are on a quarterly, half-yearly or yearly basis. Pro-rata calculations and discount calculations for invoicing and credit notes are handled automatically based on dates.
<ul style="list-style-type: none"> <li>Purchase Order (for perpetual)</li> <li>Project Purchase Order (for perpetual)</li> </ul>	Fixed	Perpetual actions have no end dates so action count can only be incremented by one
<ul style="list-style-type: none"> <li>Purchase Order(one time fee)</li> <li>Project Purchase Order(one time fee)</li> </ul>	Fixed	One time fees represent a one-off invoice so action count is incremented by one
<ul style="list-style-type: none"> <li>Revenue Recognition Entry</li> </ul>	Monthly	Effort required on a monthly cadence to track subscription deferred revenue and do the necessary posting to recognise the revenues in the correct period and in line with the performance obligation standards of IFRS and ASC
<ul style="list-style-type: none"> <li>Cost Recognition Entry</li> </ul>	Monthly	Effort required on a monthly cadence to track subscription deferred costs and do the necessary posting to recognise the costs in the correct periods and align with revenue in reselling / project scenarios.
<ul style="list-style-type: none"> <li>Renewal Approval</li> </ul>	Monthly	Effort required on a monthly cadence to track subscription that are up for renewal and where applicable await for confirmation from customer to renew or

		cancel and feed this into financial processes
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Action Type	Action Consumption Type	Justification
<ul style="list-style-type: none"> <li>Product Entitlements</li> <li>Project Hours Entitlements</li> </ul>	Monthly	Effort required on a monthly cadence to track subscription entitlements with what was actually consumed and bill additional overage or signal to the business to skip provisions when entitlements are fully consumed.
<ul style="list-style-type: none"> <li>Request for Deposit</li> <li>Request for Security Deposit</li> </ul>	Monthly	Effort required on a monthly cadence to track deposits linked to subscriptions, automatically settle invoices with deposits and request new deposit payments as per contract
<ul style="list-style-type: none"> <li>GoCardless Direct Debit</li> <li>GoCardless Instant Bank Payment</li> </ul>	Free	TAPP is a free product
<ul style="list-style-type: none"> <li>Stripe Payment</li> </ul>	Free	TAPP is a free product

The system communicates all action counts in a transparent manner and it is possible to check the action counts in real time at all times. This can be done from the **Enterprise subscription automation parameters** form -> **License information** tab directly within Microsoft Dynamics 365 Finance and Operations.

If it is necessary to get a lower-level breakdown of the action counts one can click on the LISA usage and ROI button and a breakdown per action type and per company will be presented. The form also displays ROI calculations which your company is benefitting from by using LISA Enterprise.

Each plan has an annual action count limit with a 20% grace action entitlement. This grace period allows time for the customer or partner to settle payments to Bluefort before the license file is distributed.

If a Customer is expected to exceed the action count limit within the current annual term, then they can opt for a "Restart". Customers can only perform a "Restart" in the first 11 months of a 12 month subscription.

When a "Restart" is done, the remaining action entitlements are rolled forward to the additional refreshed entitlement in the new 12 month term. For the sake of clarity, no action entitlements are rolled forward when a subscription renewal is done (every 12 months).

The customer may decide to "Restart" with a higher plan if the expected annual action consumption is more aligned with the higher plan.



## Functionalities

**Finance & Operations:** Requires Dynamics 365 Finance & Operations; provides advanced finance and operations technology.

**Sales:** Requires Dynamics 365 Sales; integrates with Dynamics 365 Finance & Operations via Dual-Write.

**Project Operations:** Requires Dynamics 365 Project Operations; integrates with Dynamics 365 Finance & Operations via Dual-Write.

### Conditions:

- Licensees must have licensed all dependencies.
- Full payment is required before license provision.
- License granted for one Production Dynamics 365 Finance & Operations instance.
- Active monthly updates provided by Bluefort's engineering team.

### How to Buy:

- Bluefort Directly
- Bluefort Partners

### TAPP:

TAPP can be downloaded directly from Microsoft AppSource.

### Conditions:

- Licensees must have licensed all dependencies.
- Must abide by End-User License terms of integrated providers (GoCardless, Stripe).

## Applicable License Terms

When using Bluefort software, customers agree to Bluefort's End User License Terms.

<https://bluefort.io/commercial/end-user-licence-agreement-4-0a/>

## FAQs

### LISA Enterprise

**Q: We are currently licensed for LISA BusinessPro with add-ons, what do we do?**

A: Your current plans will continue as usual. If any transition is required in the future, a Bluefort Customer Success Executive will contact you to guide you through the process.

**Q: If we license LISA Enterprise, which Microsoft Dynamics 365 apps do I need to license?**

A: You need to license Microsoft Dynamics 365 Finance & Operations. Depending on which plan you license, you may be eligible for additional functionalities which depend on additional Dynamics 365 products - refer to Product Overview section of document to determine dependencies.

**Q: We licensed only Microsoft Dynamics 365 Finance, but we require a LISA Enterprise plan that includes functionalities that we don't use, such as Commerce or Project Operations. Can I still purchase the plan and deploy this LISA Enterprise plan?**

A: Yes, you can. LISA Enterprise functionalities are modular and can be enabled or disabled based on your requirements. If you don't need Commerce, you can switch it off as required.

**Q: If I purchase the LISA Enterprise plan and after several months my action count reaches the maximum, how can I add more actions?**

A: When your action count reaches the maximum, you can perform a "Restart". This allows you to procure and pay for a new year of action entitlements. If you decide to "Restart" before your current action count entitlement is fully consumed and before the license annual renewal, the remaining actions will roll over to the new term. Additionally, you can upgrade to a higher plan during the "Restart" to ensure sufficient coverage for the upcoming year. For the sake of clarity, action entitlements do not roll over to a new term in the license annual renewal.

For guidance on actioning the above, you may contact the Customer Success team on [customersuccess@bluefort.io](mailto:customersuccess@bluefort.io)

**Q: Can we downgrade from LISA Enterprise to a lower plan?**

A: Yes, you can downgrade your plan upon your anniversary renewal with one month's notice. Notify Bluefort Licensing according to the terms to process the downgrade.

**Q: Can I extend the LISA applications based on Microsoft Dynamics 365 platform extension capabilities?**

A: Yes, you can use standard Microsoft Dynamics 365 extension tools to extend LISA applications. For scenarios requiring support, submit a support ticket to Bluefort Support.

## TAPP

**Q: How can I purchase TAPP?**

A: TAPP can be downloaded for free directly from Microsoft AppSource.

**Q: What are the conditions for using TAPP?**

A: To use TAPP, you must ensure all dependencies are licensed. You must also abide by the End-User License terms of integrated providers, currently including GoCardless and Stripe.

**Q: Can TAPP be extended using Dynamics 365 platform capabilities?**

A: Yes, you can use standard Microsoft Dynamics 365 extension tools to extend TAPP. For scenarios requiring support, you may submit a support ticket to Bluefort.

**Q: What integrations does TAPP support?**

A: TAPP supports integrations with GoCardless for direct debit payments and Stripe for credit card payments, providing comprehensive cash collection automation.

**Q: How does TAPP handle bank payment reconciliation?**

A: TAPP automates bank payment reconciliation, streamlining your financial processes and ensuring accurate and efficient handling of transactions.