



ARVO · BC Intelligence · Governed, Audit-Grade AI

Quote the Customization

How Business Central businesses are already using frontier AI models to make custom work predictable enough to price, with governed delivery and repeatable quality.

Inside:

- Why customization breaks fixed-price models.
- One governed path, from requirement to production.
- Illustrative case study and link to video.

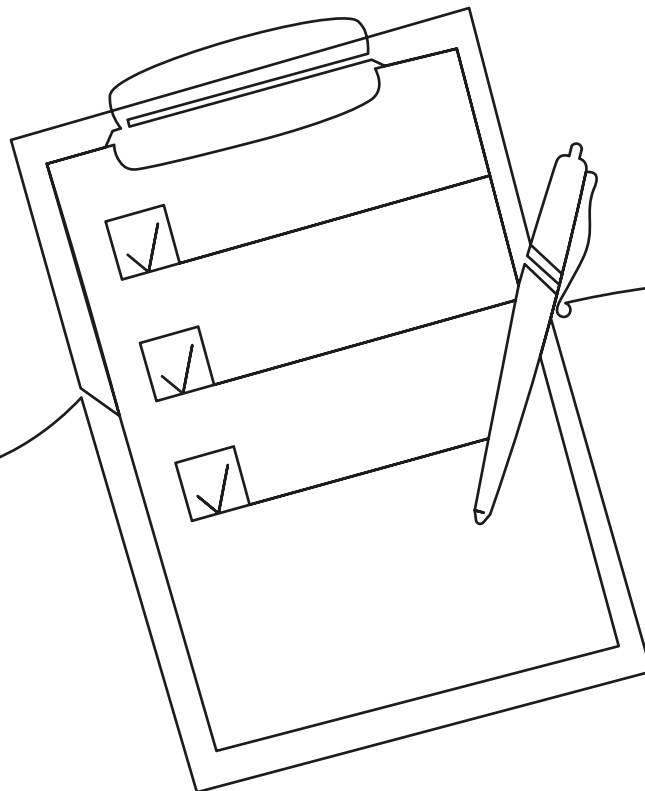
Executive Summary

Business Central partners are moving away from billable hours. Fixed-price and outcome-based offers are easier to sell and easier to buy, and they let a partner keep the value of the work rather than be paid for the time it took.

Customization is where that model breaks. Configuration and data migration can be estimated from experience. Custom work cannot, because its cost depends on who analyzes the requirement, who builds it and who tests it. Give the same requirement to two teams and you get two different projects. So packaged fixed-fee offers typically include little or no customization. The work customers most want becomes the work partners quote separately, bill by the hour or turn away.

While AI has made the build faster, speed alone does not make custom work predictable, and it certainly does not make it safe. A partner still has to answer the questions a customer's finance team will ask. What exactly was built? How was it tested? Who approved it? Will it still work after the next update? Billed by the hour, the speed AI creates goes to the customer as a smaller invoice. **Delivered without governance, it creates risk the partner carries alone.**

What is missing is not faster code. It is a governed delivery path that produces the same standard every time, so the build stops being the variable and great delivery becomes repeatable across the entire company. That is what ARVO does.



One Governed Path, From Requirement to Production

ARVO is governed build and delivery for Microsoft Dynamics 365 Business Central. Its AI does the repeatable work. People set the standard and approve it.

Every customization follows the same seven stages. A partner's consultants, architects and developers define the standard and approve the work at defined points. ARVO's AI does the repeatable work between those points: analysis, design drafts, tests, code, documentation. It records every step. Each stage ends in a gate, and nothing moves on until its gate is passed.

Stage		What Happens	Gate
1	 Intake	The requirement is captured inside Business Central. Scope, exclusions, dependencies and the target environment are locked before anything is generated.	✓ Scope Confirmed
2	 Design	The requirement is checked against standard Business Central and installed apps. Configure standard first, reuse existing IP second, write new AL last. Tests are defined from the approved design before coding, then frozen. Expected AI cost is shown.	✓ Named Approvals
3	 Build	The extension and test app are generated for the target environment, then compiled and analyzed. Errors are fixed in a bounded loop; if it cannot converge, a person decides.	✓ Compiles Clean
4	 Test	Both apps run in a Business Central sandbox against the frozen suite. ARVO repairs the code, never the test, and re-runs the full suite after every repair.	✓ Tests Passed
5	 Approve	People review the code according to risk. Named users run acceptance scripts for each role and sign off in place.	✓ Named Approvals
6	 Promote	A server-side check confirms every gate, approval and the package itself before the extension is installed in production.	✓ Named Approvals
7	 Evolve	As Business Central changes, the extension is regenerated, tested, and fully documented.	✓ Same Gates Again

Six Principles That Make Custom Work Priceable:

- **Scope is locked before anything is generated:** A change becomes a new, visible request, not silent rework, keeping every adjustment clear, tracked, and accountable.
- **The AI cost is known before it starts:** The expected AI cost of every build is shown before anyone approves it, so it can be built into the price.
- **Documentation comes with every build:** Designs, the test record and a user guide for every role are generated with the build, so handover is never left until the end.
- **Tests defined before the code exists:** The test suite is defined from the approved design and frozen before any code is generated, so it cannot be shaped by the code it examines.
- **Tested as the user:** Every build tests real Business Central permissions. Positive cases prove users can work; negative cases ensure unauthorized actions are blocked.
- **A gate that cannot be routed around:** Nothing reaches production except through the server-side gate, and what arrives is byte-identical to what passed.

ARVO works in a Business Central sandbox and never tests in production.

Proof With Every Build, and the Time Back

Every build produces the evidence a client's finance team, auditor or next consultant will ask for, under the partner's brand, clearly documented and ready to review.

What every build delivers:

- **Working extension:** compiled, signed, and identical to what passed testing.
- **Design documents:** functional and technical designs, traced to each requirement.
- **A user guide for every role:** ready to hand to the client at go-live.
- **Test record:** the frozen test plan, results from every level, and any defects with their fixes.
- **Acceptance and approval record:** who approved what, and when.
- **Build receipt:** a tamper-evident record of every step of the build.

All of it comes in one evidence pack that carries the partner's brand, stored inside the customer's own Business Central environment.

Where the time goes:

Workstream	Typical Time	With ARVO	Change
Functional analysis & design	5 days	About 2 days	✓ -60%
AL development	12 days	About 1 day	✓ -92%
Testing & acceptance scripts	6 days	About half a day	✓ -92%
Documentation (designs, user guides)	4 days	Generated with build	✓ 100% generated
Project management, review & sign-off	3 days	About 1 day	✓ -67%
Total human effort	About 30 days	About 5 days	✓ ~6× throughput

Figures are Bluefort estimates for a major Business Central customization of about thirty man-days, and show effort only. The five days that remain need people: judgment, review and approval. ARVO records every step of every build, so partners can check the figures on their own projects. A planning guide, not a quotation.

~6x Build throughput per consultant, with the same team	4 Named approvals before production
0 Per-user fees: One subscription, whole delivery team.	7 Gates on every build, with no exceptions

“AI can already write code. The real challenge is turning a customer’s requirement into a solution a partner can confidently sell, deliver and maintain.”

Edward Borg Grech, Chief Executive Officer, Bluefort

Control Over the Economics



“A partner putting their name and price on a solution needs full control over the underlying economics behind it.”

Edward Borg Grech, Chief Executive Officer, Bluefort



Know the AI cost before it starts:

Before anyone approves a build, ARVO shows its expected AI cost as a range from minimum to maximum. The range is worked out from the size of the requirement, the chosen model's token prices and the limits set on the build. The partner knows what the AI will cost before committing to it, and can build that into the price. Usage is then recorded against each build.



Your AI, your model, your bill:

ARVO is bring-your-own-AI by design. Partners connect the AI they choose: their own Microsoft Foundry deployment or a direct Anthropic subscription, running a frontier model from one of the major AI labs. The partner picks the model and can change it as AI evolves. Usage is billed by the provider directly, and Bluefort never resells, marks up or absorbs AI usage or stores AI credentials.



One subscription, no per-user fees:

Partners can use ARVO to improve their delivery practice across its multiple customer sandbox environments, with unlimited seats for the whole delivery team. Customers can use ARVO Directly with their own internal development teams on a single sandbox environment. Bluefort charges no consumption fees on top.



Secure by design:

ARVO works in a Business Central sandbox, and production receives only the consultant-approved extension. Bluefort holds no Business Central credentials or business data. Access is granted and revoked in Microsoft Entra, and Bluefort's runtime is hosted in the European Union.



Show it before you sell it:

Every build starts from the client's own requirement, so a partner can show the client a working extension before the work is sold.



Why now:

Microsoft now sets the pace of change in Business Central. From version 29, older SOAP connections to Microsoft's standard pages stop working. Version 30, in 2027 release wave 1, does the same for OData connections and changes how custom apps are deployed. Every customer with an affected integration needs the same fix: find it, rebuild it, prove it works. That is work a partner can price once and deliver many times, and ARVO makes it easy. Every fix runs through the same governed path, tested and signed off, whether it is the first customer or the fiftieth.

ARVO founding program:

Business Central partners can apply at bluefort.io/arvo. The Founding Partner Edition includes favorable commercial terms and runs till on 29 October 2026.

See ARVO run live at Directions EMEA, Paris, 27–29 October: **Stand S33**. Visit and our ISV 45-minute session on Tuesday 27 October at 16:15 in Room 153.

Read the Illustrative Case Study and link to the 4minute demo video in the next pages.

Illustrative Case Study: Peachtree Pump

Read & Watch the video link.

From a GPS Ping to the Production Plan, in One View

A pump manufacturer needs to know where every truck is, what it carries, and whether the parts will arrive before the line needs them.

About Peachtree Pump

Founded in 1987, Peachtree Pump Manufacturing is a family-owned maker of industrial centrifugal pumps, assembled at a single plant in Atlanta, Georgia. Its 260 employees build to order for water utilities, HVAC contractors and food-processing plants across the Southeast. The plant runs just in time: motors, frames and control units arrive from five suppliers within a day's drive, so one late truck can stop the line. The company runs Business Central online with manufacturing, and its Microsoft partner handles every customization.

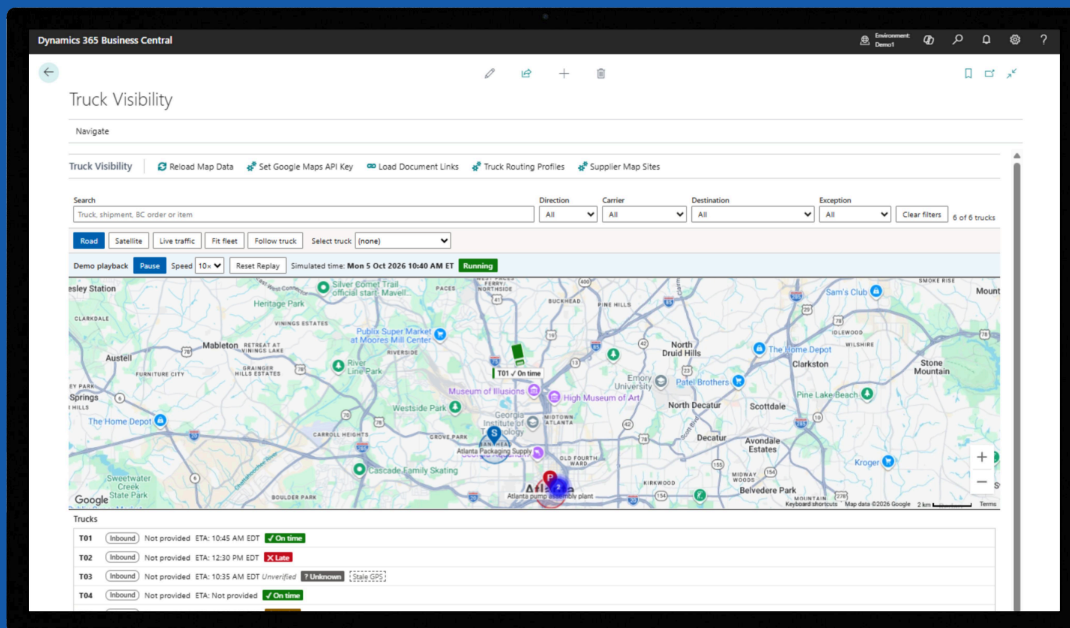
Peachtree Pump is an illustrative company. All names, orders, vehicles and figures in this case study are fictitious.

The requirement: Truck visibility and production readiness

The problem: Dispatchers track trucks in one system, planners check orders in another, and nobody can see at a glance whether components will reach the production line in time. By the time a delay is noticed, the line is already waiting.

What was asked for: One interactive custom control inside Business Central, on a real road map, with two connected halves working seamlessly together:

- **Live truck tracking:** on real US roads, fed by the customer's existing GPS tracker: routes, traffic, geofences, ETAs and the cargo on every truck, linked to its Business Central orders.
- **Material flow and production readiness:** a Kanban view of every load from Requested to In transit, At dock and Available, set against the released production orders that need it.
- **Supply-gap signals and follow-up:** one replenishment request per gap, never a duplicate, and a Kaizen log of delays, causes and corrective actions, with on-time performance by supplier.



The scenario

Six trucks are moving across Georgia, Tennessee and the Carolinas. A truck carrying motors is due at 12:10, and unloading takes 20 minutes. That leaves two pump orders 30 minutes short at noon. When the truck slips to 12:30, the gap grows to 50 minutes and the replenishment request updates from 60 to 100 motors, without creating a second request. All figures are illustrative.

The rules that make it trustworthy

- GPS never posts inventory. Only a posted receipt makes stock available, and only the usable quantity.
- GPS data older than two minutes means Unknown status, with no false estimates or movement.
- Every unit of stock is allocated once, respecting reservations.
- A planner reviews every proposal before any Business Central order or schedule changes.
- Four roles, from dispatcher to administrator, are enforced on the server.

The evidence it had to produce

The requirement sets eight acceptance checks, from map and Kanban behavior to stale-signal handling, partial receipts and response within one second at 100 active trucks. Acceptance tests are defined before the code exists and run in a Business Central sandbox. Only the approved extension is promoted; test apps and demo setup never reach production.

Why it matters for a partner

This is the kind of request that usually becomes an open-ended integration project. Through ARVO it follows the same governed path as any other customization, with the evidence to show the customer.

Show Me Now →

Watch the requirement become a working Business Central solution in a 4:00 minute video.



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