



2026 Member Business Health & Strategic Outlook Survey

25 responses submitted

Full Name

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Wordcloud

All responses



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25 responses submitted

Organisation



Wordcloud

All responses

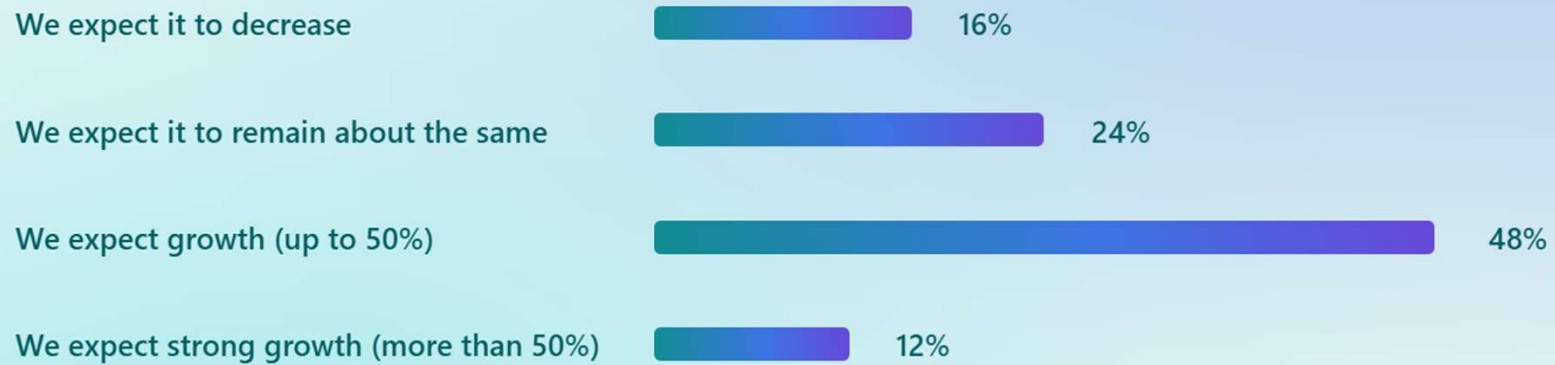


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25 responses submitted

Which statement best reflects your expectations for F&O licence revenue (net earnings) over the coming year.



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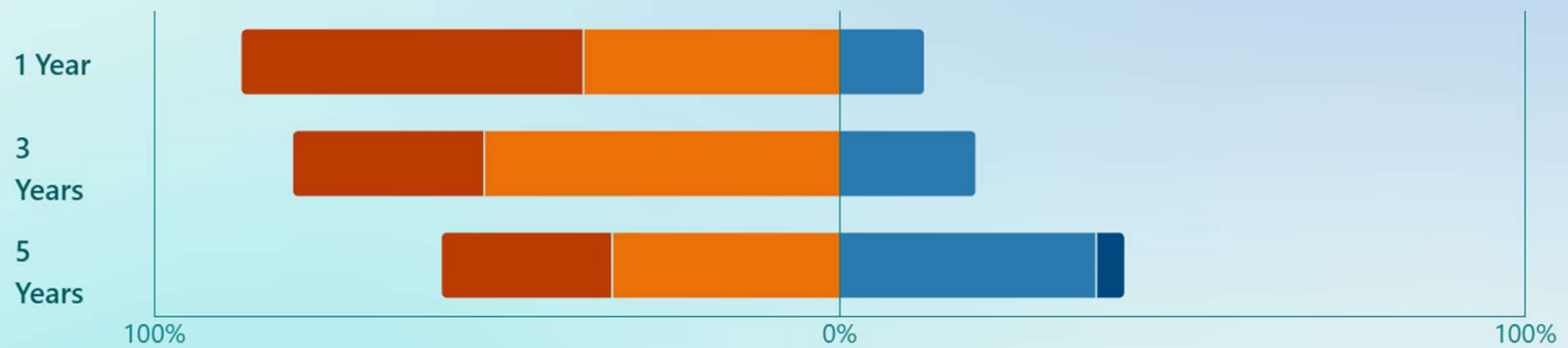
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25 responses submitted

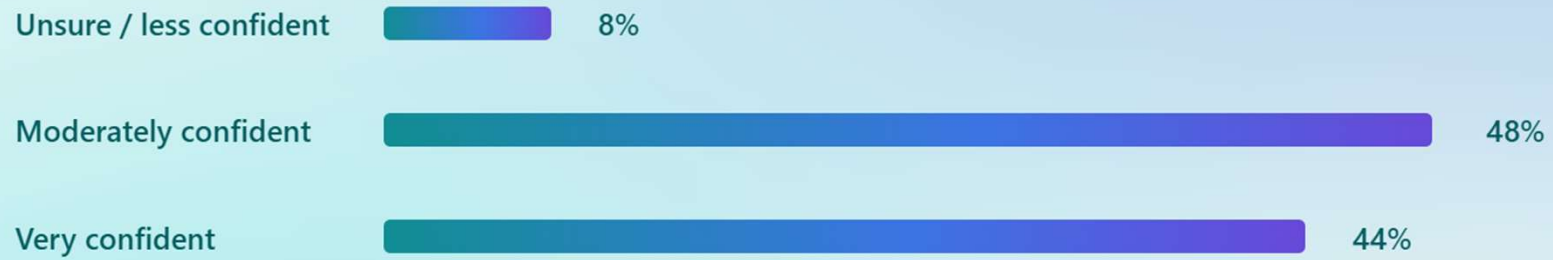
Compared to today/now, what percentage of total revenue do you expect to be consumption-based in.

Below 25% 25 to 50% 50 to 75% Above 75%



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How confident do you feel about your future as a strong, profitable partner.



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25 responses submitted

What percentage of your D365 F&O customers were upgraded from another Microsoft ERP solution (AX, NAV, BC, GP).



Wordcloud All responses

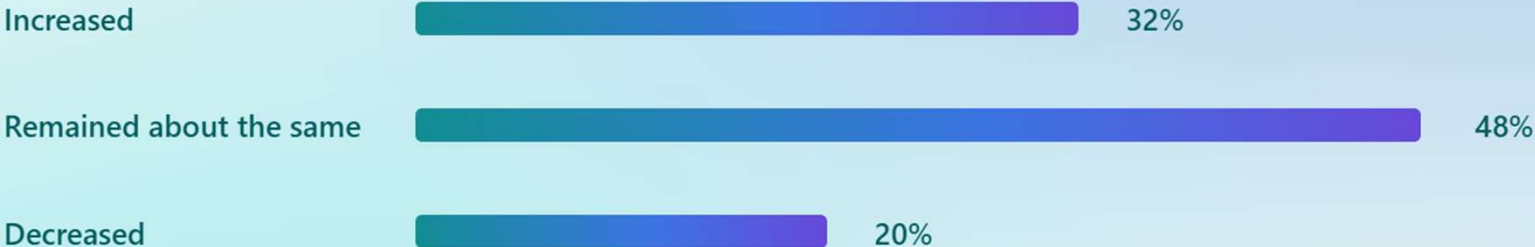
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The average of customers upgrading from another Microsoft ERP solution

24.8%

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Over the past 2 years, the average number of consultancy days sold per project has.



Treemap | Bar

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Project services profitability vs 2 years ago.



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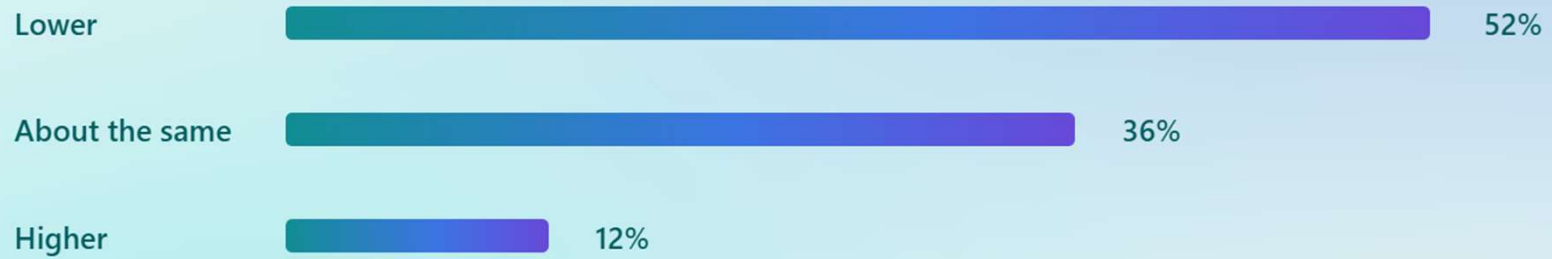


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25 responses submitted

The percentage of developer hours on F&O-centric projects compared with previous projects is.



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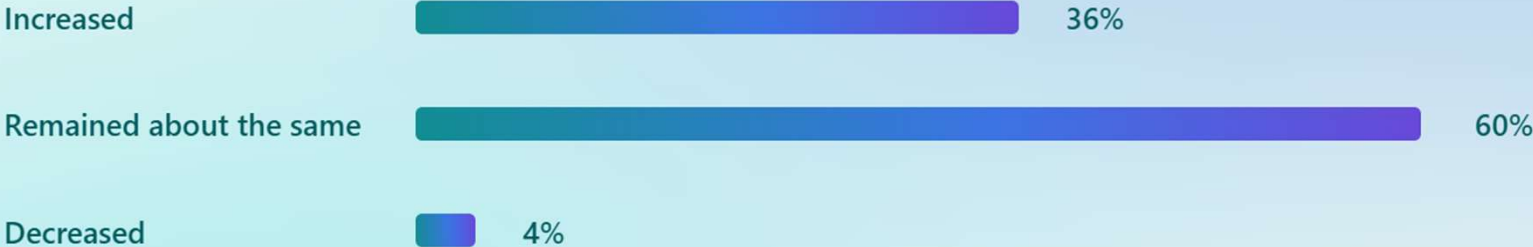


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Compared with 2 years ago, competition from other Microsoft partners has.



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Compared with 2 years ago, competition from non-Microsoft ERP vendors has.



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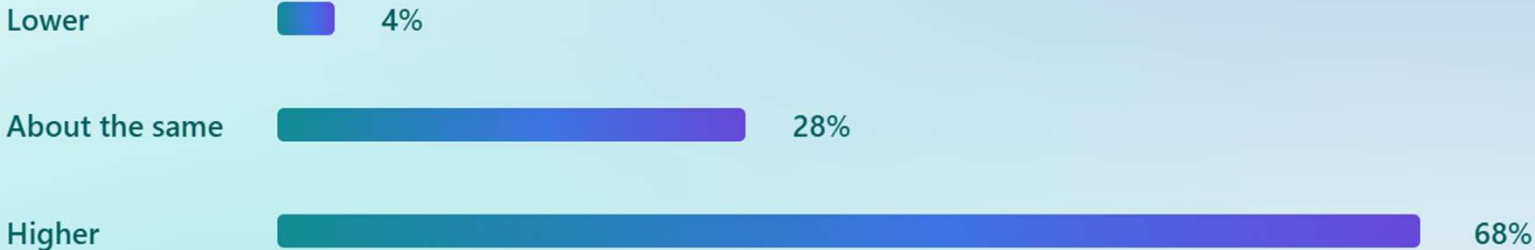


TOP 10 COMPETING ERP SOLUTIONS

RANK	ERP SOLUTION
1	SAP
2	ORACLE
3	INFOR
4	IFS
5	NETSUITE
6	HANA
7	BUSINESS CENTRAL
8	SAGE
9	BUSINESS ONE
10	Odoo

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Compared with 2 years ago, overall headcount is.



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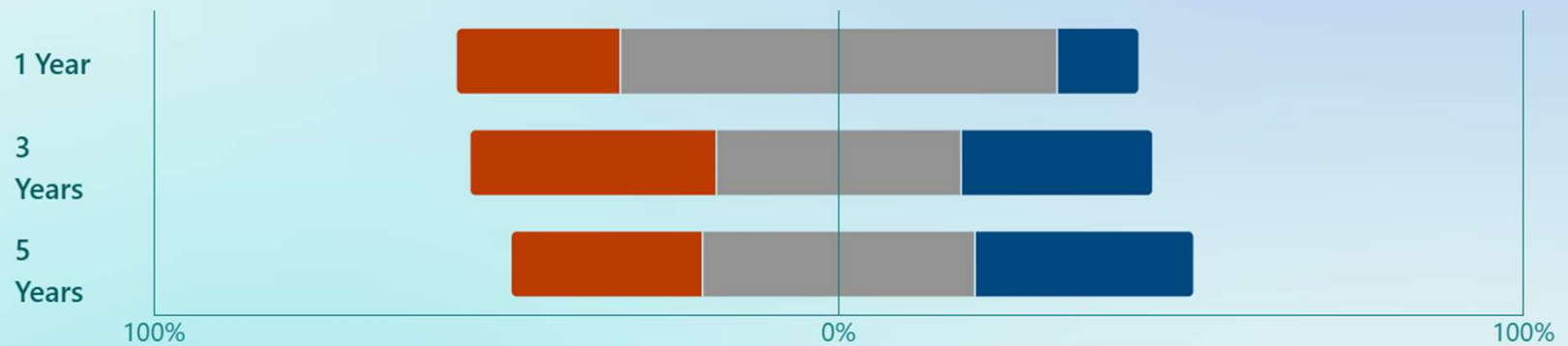
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25 responses submitted

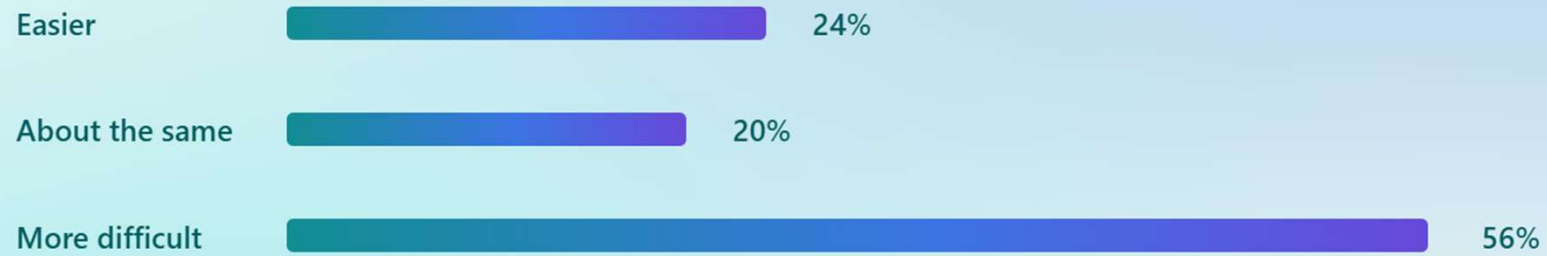
How will the ratio between junior and senior consultants evolve over the next 1, 3, and 5 years.

More Junior Same More Senior



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How easy is it to recruit high-quality D365 talent compared with 2 years ago is.



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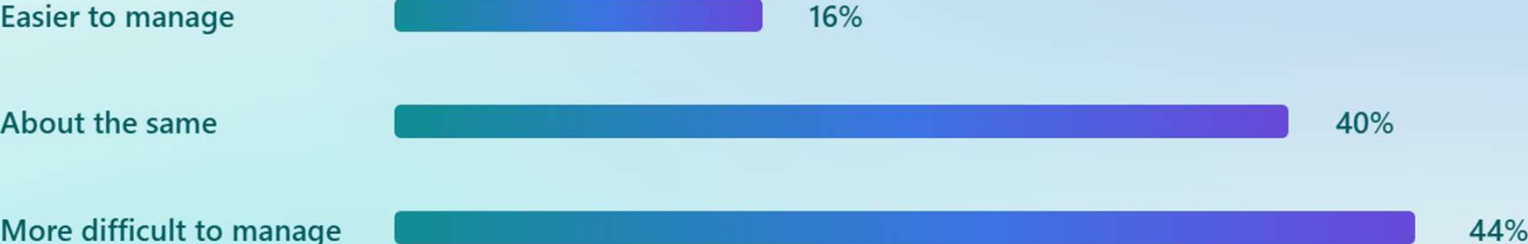


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Compared with two years ago, staff retention and turnover are.



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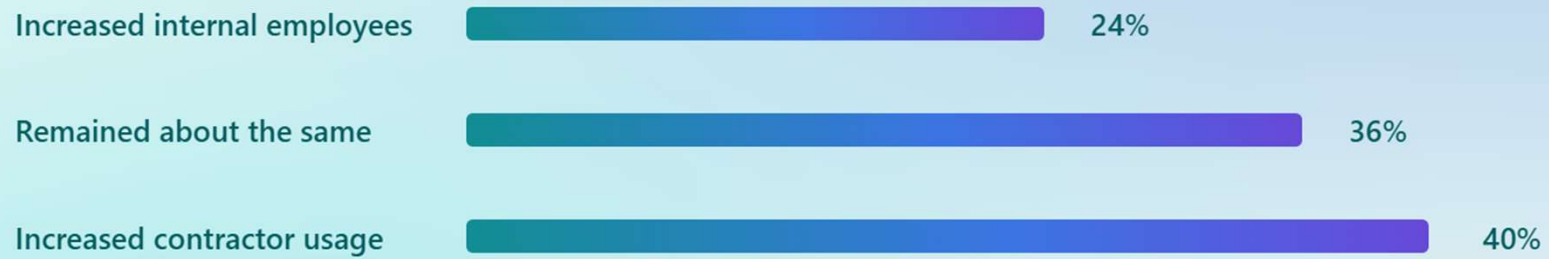


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The ratio between internal employees and contractors over the last 2 years has.



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Over the past two years, resource costs have.



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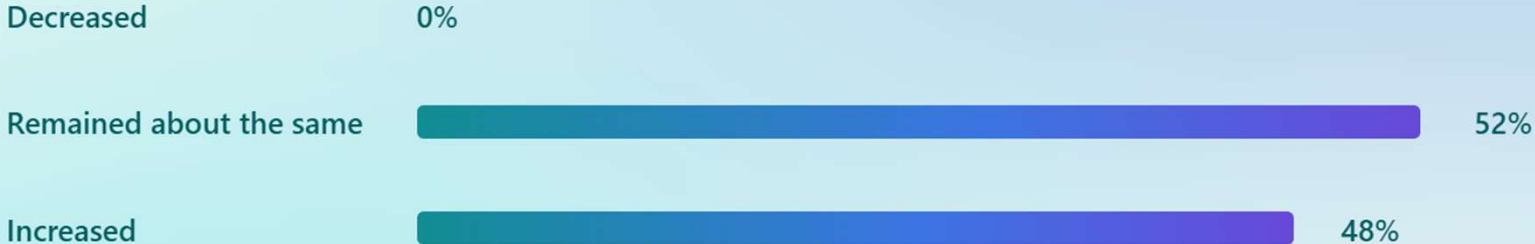


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Charge-out rates over the past 2 years have.



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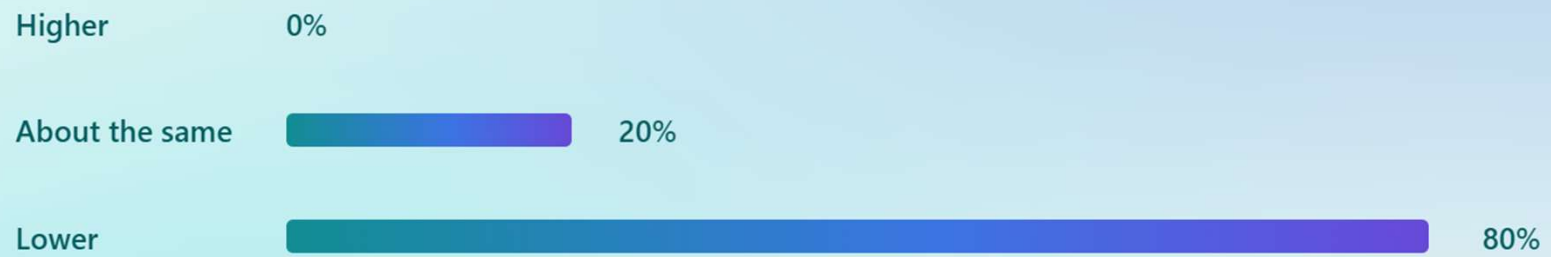


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Compared with two years ago, licence revenue profitability is.



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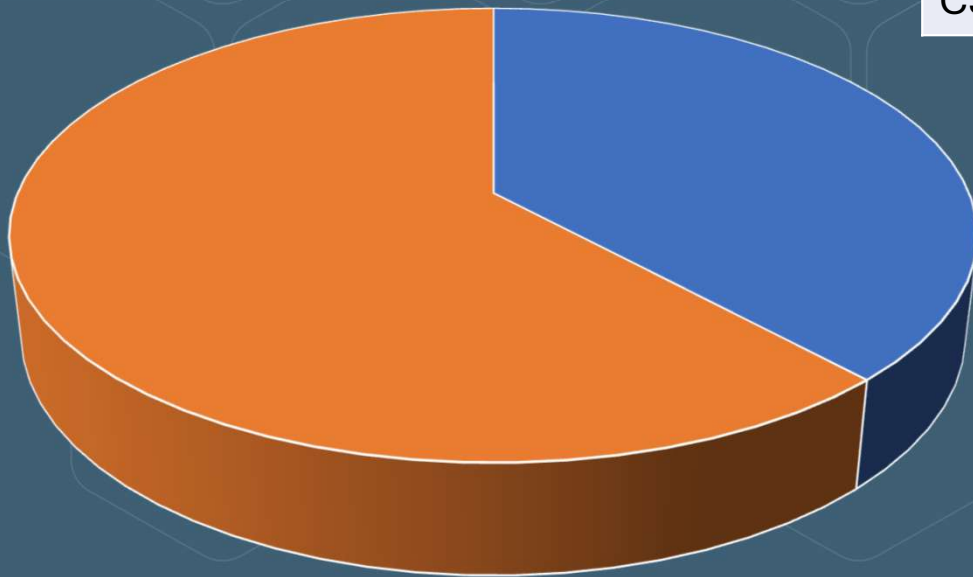
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Over the past 2 years, the percentage of F&O licensing sold under EA v CSP

Average Percentage EA v CSP

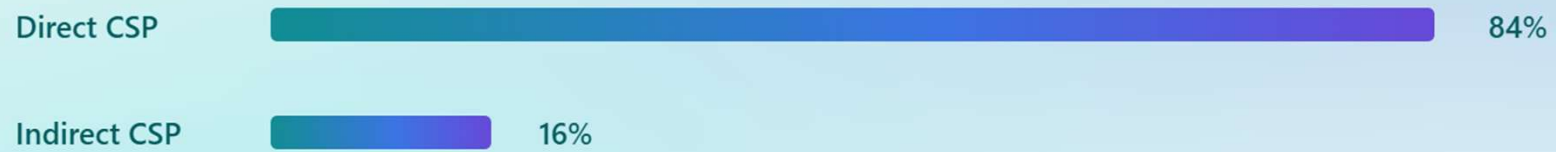
License Type	Average Percentage
EA (Enterprise Agreement)	38.16%
CSP (Cloud Solution Provider)	61.84%



■ EA (Enterprise Agreement) ■ CSP (Cloud Solution Provider)

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What is your organisation's current CSP status.



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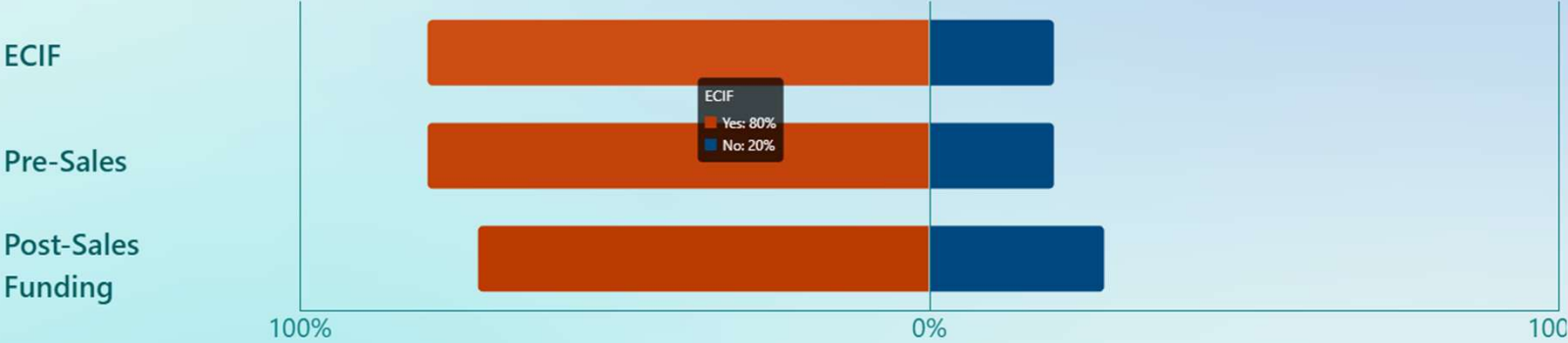
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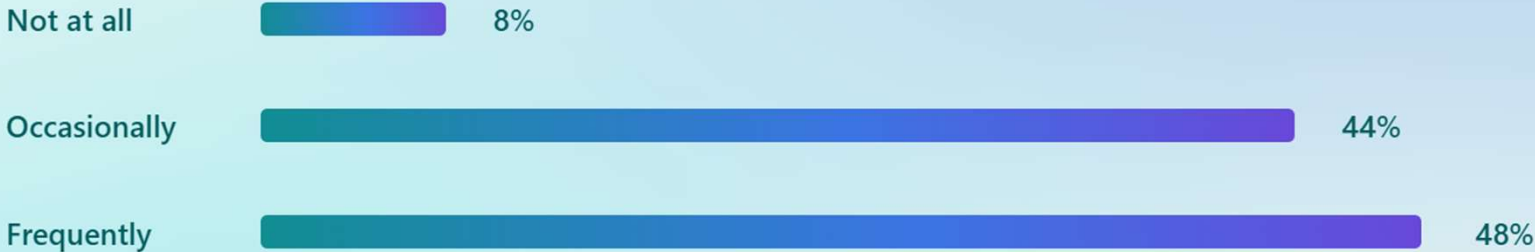
Do you utilise Microsoft funding programmes.

Yes No



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How closely do you work with Microsoft during the pre-sales process.



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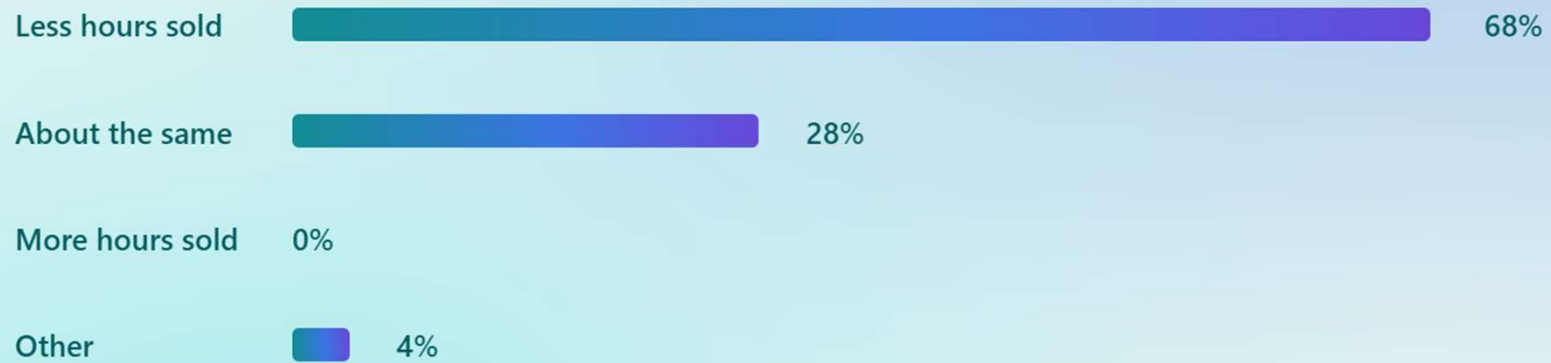


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In the future, how will AI tools impact on consultancy hours sold.



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Over the next 5 years, how significant will AI's impact be on the following areas of your business.

Low Impact Some Impact High Impact

Pre-sales



Project delivery



Technical development

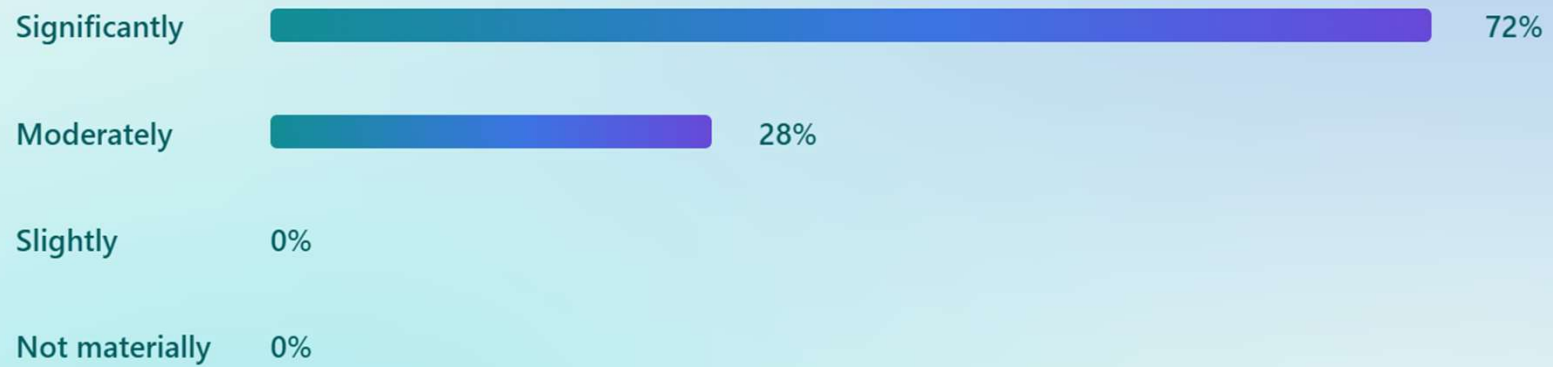


Support & managed services



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Within 5–10 years, how will AI change the ERP commercial model.



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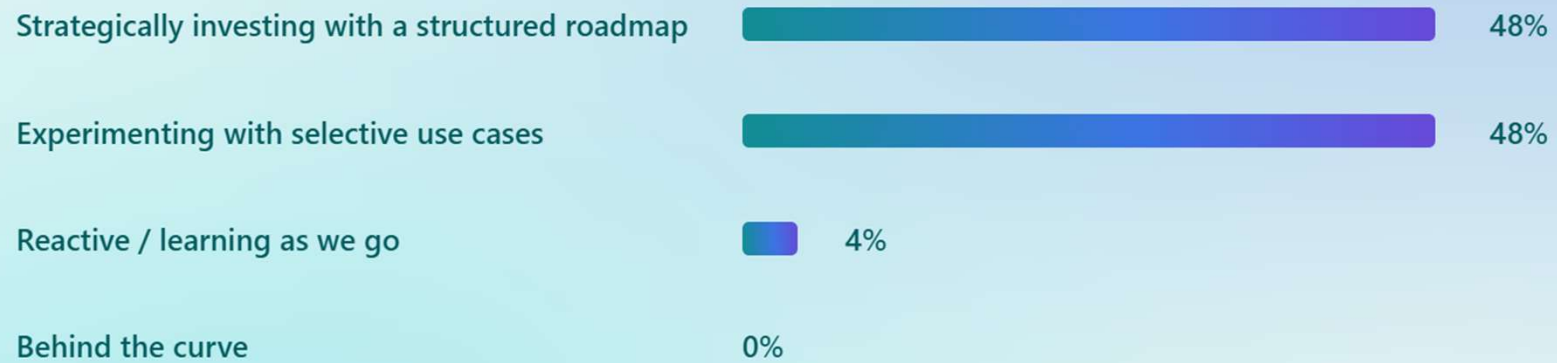


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25 responses submitted

What describes your organisation's AI readiness.



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In the future, what percentage of traditional ERP consultancy roles will be reduced or materially AI-assisted.



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