



40% Migrated and Counting:
**Calliope Business Solutions' Scalable
Strategy to Dynamics 365 Business
Central Online**

About Calliope Business Solutions

Calliope Business Solutions by TVH Consulting is a trusted partner in digital transformation, specializing in the development and integration of ERP, CRM, and collaborative solutions based on Microsoft and SAP technologies. With a team of 500 professionals and a national footprint spanning 16 offices across France & Europe, Calliope Business Solutions delivers a distinctive value proposition in the market.

The company tailors its approach to each client's industry and digital maturity level, guiding them through the entire transformation journey - from strategic planning to solution implementation. Over 1,200 organizations, including SMEs, mid-sized companies, and subsidiaries of large enterprises, have placed their trust in Calliope Business Solutions. Key sectors served include retail, distribution, agri-food, manufacturing, fashion and textiles, and professional services.

As both an Independent Software Vendor (ISV) and Value-Added Reseller (VAR), Calliope Business Solutions offers a robust portfolio of industry-specific extensions. These include 10 solutions for Microsoft Dynamics 365 available on Microsoft AppSource, several extensions for Dynamics 365 CRM, and additional tools for the Power Platform.

TVH Consulting group & Calliope Business Solutions are actively expanding through acquisitions, particularly of D365 Business Central integrators, strengthening its position in the Microsoft ecosystem. Currently, 70% of its revenue is generated from Microsoft Dynamics solutions, with the remaining 30% coming from SAP and Salesforce projects.

The Challenge

Driving Cloud Adoption Amid Customer Expectations

As digital transformation accelerates, many of Calliope Business Solutions customers are seeking new functionalities - such as tighter integration with Microsoft 365, access to the Power Platform, and emerging AI features like Copilot. However, to leverage these capabilities, migrating to the cloud-based version of Microsoft Dynamics 365 Business Central is essential.

"Customers increasingly ask about Copilot and AI agents. Our answer is clear: to benefit from these innovations, they must move to the cloud. On-premises solutions don't support these technologies effectively," explains Philippe Vienne, Regional Director for South East France at Calliope Business Solutions.

Migration Capacity and Commercial Constraints

Calliope Business Solutions commercial team—comprising 12 dedicated professionals—manages migration discussions with approximately 250 clients. On average, they complete around 20 migrations to D365 Business Central each year. Of those, 90% transition to the cloud, with only a small fraction remaining on-premises due to specific constraints.

Despite strong motivation to shift all clients to the cloud, resource limitations and client-side challenges impact progress.

"Our team is fully focused on migrating to D365 Business Central online, but we're constrained

by technical capacity and client readiness. These migrations are often as demanding as the original Navision deployments, both in terms of time and budget. Even when we explain this will be the last major migration, it still represents a significant project for our clients,” says Philippe Vienne.

The Complexity of Customization

A major challenge lies in the level of customization among Calliope Business Solutions client base. In France, clients typically expect tailored solutions that align closely with their business needs. As a result, only 2–3% of Calliope Business Solutions clients use D365 Business Central without customizations.

“It’s easy to migrate a standard solution, but that’s not the reality for most of our customers. A typical project may involve 200 to 300 development days just to replicate and adapt existing customizations. These are large, complex migrations,” says Philippe Vienne.

The Solution

Partnering with Companial to Scale Migration Efforts

To address the growing demand for cloud migrations and overcome internal capacity constraints, Calliope Business Solutions formed a strategic partnership with Companial. This collaboration has proven highly effective thanks to clear communication, transparent processes, and access to deep expertise in Microsoft Dynamics technologies.

“Every interaction with the Companial team is easy and informative. Their insights on Microsoft, Dynamics updates, and migration tools have been incredibly valuable,” says Philippe Vienne.

With over 60% of Calliope Business Solutions’ customer base still on legacy systems, accelerating the pace of migration is a top priority.

“We simply can’t scale this alone. Companial’s tools and support are the only way we can realistically migrate our entire client base to D365 Business Central online,” says Philippe Vienne.

The Outcome

A Clear Vision for Migration

Working with Companial has enabled Calliope Business Solutions to build a structured, transparent, and technically detailed approach to cloud migration. Thanks to the Companial M&M Analysis Tool, Calliope Business Solutions can provide its customers with a clear and accurate understanding of the complexity behind each project.

“Having a clear vision of how we can migrate our NAV customers is critical. Many of our clients are technically savvy- they want to understand objects, tables, and development limitations. With the M&M analysis report, we can explain everything in detail and explore different migration strategies,” says Philippe Vienne.

The ability to show object-level analysis and migration limitations makes discussions more productive and builds customer confidence. Calliope Business Solutions is now able to walk clients through their specific technical landscape, align on priorities, and decide whether to replicate customizations or switch to standard D365 Business Central functionality.

As a result, Calliope Business Solutions has already migrated approximately 40% of its customer base to the cloud - a significant leap forward.

Accelerated Delivery with Confidence

Migration projects are now faster and more predictable. Once a project kicks off, Calliope's goal is to deliver the technical code migration within two months. However, the heavy customization in most legacy Navision environments poses a major challenge.

Calliope Business Solutions no longer needs to begin each project with a full team of three experts in development, functional analysis, and architecture. Instead, they use Companial's M&M Analysis Tool to perform a deep-dive assessment, delivering a comprehensive technical snapshot of the customer's environment in just 3 to 5 business days.

"The M&M tool allows us to accelerate the pre-sales phase. Customers want quick answers, and with this tool, we can deliver a clear gap analysis and budget estimation four to five times faster than before. That's a game-changer,"

Philippe Vienne,

Regional Director for South East France at Calliope Business Solutions



While closing deals still takes time due to project size and budget considerations, the ability to move quickly from scoping to proposal has helped Calliope Business Solutions stay ahead of customer expectations. For delivery, Calliope Business Solutions relies on its internal team supported by Companial's tools - and when needed, collaborates further with Companial during complex migrations.

The use of Clean Start tools from Companial has further streamlined full-cycle migrations, allowing Calliope Business Solutions to manage increased demand and keep its customer base in-house.

Three Happy Sides

The collaboration with Companial brings measurable value across Calliope's organization:

- Commercial Teams – Gain fast, reliable technical insights to support effective customer conversations.
- Customers – Receive transparent, data-backed explanations of what can and cannot be migrated, helping them make informed decisions.
- Technical Teams – Benefit from better project planning and reduced manual workload, while maintaining ownership of migrations.

Results

40%

of customer base migrated to Business Central online

5x

faster pre-sales analysis using Companial's M&M Tool

100%

alignment between commercial and technical teams using shared insights

90%

of annual migrations now deployed on the cloud

"It's been a very, very good experience working with the Companial team and using the M&M tools. Honestly, if I had to talk about Companial to my competitors, I'd tell them not to use M&M - because I want to get to my customers first,"

Philippe Vienne,

Regional Director for South East France at Calliope Business Solutions



Efficient Migration to Business Central Online with Companial

Try out seamless migrations with Companial, the Microsoft-appointed [AIM Modernization Center](#). Access a range of migration solutions tailored for Microsoft Dynamics Partners. With our [Migration and Modernization program](#), gain free access to assessments, tools, methods, and training, enabling you to effortlessly navigate cloud migrations for your valued customers. Ready to revolutionize your migration process? [Schedule a brief appointment](#) with us today to explore the possibilities.

Let's move forward - together.