



PARTNER BRIEF · MEM BASIC LAUNCH

Introducing MEM Basic.

Opening up more Business Central customers to the power of embedded Multi-Entity Management.

Executive summary.

MEM Basic is a new entry tier for Multi-Entity Management, priced from \$25 per user per month and available from October 1, 2026. It covers core multi-entity accounting and operations for companies that have grown into multiple entities and are still consolidating by hand. It is not a discounted version of Essentials. It is a scoped offering with its own customer profile and its own qualification criteria, and the boundary between the two tiers is functional rather than structural.

Elevator pitch to a Business Central prospect.

Your business has grown into multiple entities. Finance is consolidating in spreadsheets, keying intercompany entries by hand, and losing days to reconciliation at every close. It works, but it doesn't scale, and it gets riskier as you add entities.

MEM Basic connects those entities inside Business Central. Transactions flow between them automatically, and consolidated and entity-level reporting comes out of the system instead of out of Excel.

It works whether your entities sit in one Business Central company, in several, or in a mix. Most products at this price support only one of those structures. MEM Basic supports all three, so the design follows your business, not the limits of the product.

Core multi-entity accounting and operations, from \$25 per user per month.

Customers considering Basic or Essentials.

A prospect who has seen the tier list, or is deciding between Basic and Essentials, needs a different conversation. This is the one that decides whether they land in the right place.

The difference between the three tiers isn't how much MEM you get. It's what you need the software to enforce.

Basic connects your entities. Transactions flow between them automatically, consolidated and entity-level reporting comes out of the system, and users can be restricted from transacting in entities they are not assigned to, though every entity stays visible to them. If your finance team is small and centralized, that is the whole job.

Essentials adds control. It's for the point where not everyone should see every entity, where master data needs protecting between entities, where volumes justify batch processing, where allocations have outgrown manual entry, or where entities close their own periods. It also brings Advanced Warehousing and support for Fixed Assets, Projects and Assembly, along with AI features and the Easy Journal Import and Easy Currency Exchange utilities.

Your Premium adds integration. Manufacturing and Service Management across entities.

It is not just about your entity count today. A large group with straightforward requirements can run on Basic, and a five-entity group with separate finance teams belongs on Essentials.

The market opportunity for partners.

Basic changes the types of business you can compete for, and it changes how many conversations are worth having.

- It gives you an entry-level bid where you previously had none. Those opportunities currently go to lower-cost alternatives with limitations, or the customer stays on native Business Central and lives with the limitations.
- Any Business Central customer running more than one entity is now worth a conversation, the entry point is competitive and the features match the level of complexity.
- Implementation is unchanged: the Basic bundle carries the same hours and price as Essentials (US\$6,400 MSRP), so you quote services the way you already do.
- The upgrade path is real and the triggers are visible. Entity security, batch processing, allocations, entity-level close and the additional modules all sit above Basic, and customers in this profile tend to grow into them.

Why we're adding a third tier.

For most of MEM's history, two tiers have been the right structure. Essentials and Premium mirror how Microsoft splits Business Central licensing, and that alignment has made the portfolio easy for you to explain: in most cases Premium when the customer runs Manufacturing or Service, Essentials otherwise.

What that structure doesn't do is give you anything to bid with at the entry end of the market.

We see the same pattern repeatedly. A company has grown into several entities through acquisition, expansion or restructuring. They're consolidating in spreadsheets and keying intercompany entries by hand. They know it doesn't scale. But they're comparing products on price, and our entry point sits above where they're looking. So the opportunity goes to a lower-cost alternative, or the customer stays on native Business Central and lives with its limitations.

We aren't losing those deals on product. We're losing them on the absence of an appropriate entry point. MEM Basic closes that gap and expands where we can compete.

This is deliberately not a discount on the existing product. It's a scoped offering with its own customer profile, its own qualification criteria, and its own value proposition. That distinction matters commercially, and it's the one thing worth being precise about in a customer conversation.

What MEM Basic includes.

Basic covers core multi-entity accounting and operations:

- Multiple entities in one Business Central company, across several companies, or a combination of both
- Automated intercompany transactions between entities in the same company or in different companies
- Consolidated and individual entity reporting
- Payables, receivables and purchasing, run centrally for the group or locally by each entity
- Intercompany supply chain: intercompany sales and drop ship from another entity
- Elimination processes
- Restrictions on which entities a user can transact in (every entity stays visible)

What it doesn't include.

Basic does not include entity-level user or master data security, mass batch processing, allocation templates, organizational chart support, or entity-level period and year-end close. Advanced Warehousing, support for Fixed Assets, Projects and Assembly, AI features, and the Easy Journal Import and Easy Currency Exchange utilities sit in Essentials. A customer using the Business Central Fixed Assets, Projects or Assembly modules needs Essentials: on Basic, transactions in those modules can post to the wrong entity or stay unassigned, and that setup is not supported. Manufacturing and Service Management remain Premium.

Those aren't omissions. They're the reason to move a customer up, and they're worth knowing by name. A partner who can name the Essentials feature set is the one who spots an upgrade trigger a year later.

Note what is not on that list: entity count. Basic is available up to 100 entities and up to 3,000 entities. A large group with simple requirements can sit on Basic, and a five-entity group with decentralized finance teams belongs on Essentials. Qualify on what the customer needs the product to do, not on how many entities they have.

How the three tiers fit together.

	Basic.	Essentials.	Premium.
POSITIONING.	CONNECT.	CONTROL & SCALE.	INTEGRATE.
The job.	Connect entities and automate the fundamental processes between them.	Control access, data and processes while scaling multi-entity operations.	Extend multi-entity management across complex operational functions.
Customer question.	"How do we make our multiple entities work together?"	"How do we manage a growing and increasingly complex multi-entity organization?"	Extend multi-entity management across complex operational functions.
Typical buyer.	Looking for core MEM capability. Lower mid-market, recently grown into multiple entities.	Growing mid-market to large. Decentralized, or a mix of centralized and decentralized finance. Higher volume.	Enterprise, manufacturing and service-delivery organizations.
Entity coverage.	Up to 100, or up to 3,000.	Up to 100, or up to 3,000.	Up to 100, or up to 3,000.

Premium remains the answer whenever Manufacturing or Service is in scope. That boundary hasn't changed.

Pricing.

All prices in USD, per user per month, effective October 1, 2026. Annual pricing shown in brackets. Team License is \$5 per user per month (\$55 annually).

Tier and entity coverage.	1-20 users.	21-100 users.	101+ users.
Basic (Up to 100 entities).	\$25 (\$240)	\$20 (\$190)	\$15 (\$145)
Essentials (Up to 100 entities).	\$50 (\$480)	\$40 (\$385)	Custom quote
Premium (Up to 100 entities).	\$80 (\$770)	\$65 (\$625)	Custom quote
Basic (Up to 3,000 entities).	\$30 (\$290)	\$25 (\$240)	\$20 (\$190)
Essentials (Up to 3,000 entities).	\$60 (\$575)	\$50 (\$480)	Custom quote
Premium (Up to 3,000 entities).	\$90 (\$865)	\$80 (\$770)	Custom quote

Two licensing rules that shape every quote.

MEM licenses must match the total number of Business Central licenses and team users. A customer can't license MEM for the finance team alone. Build the quote on the full Business Central user count from the first conversation, because discovering this at the proposal stage costs you credibility and usually costs you the deal.

Entity count does not decide Basic versus Essentials. Basic is offered in the same two entity bands as Essentials and Premium, up to 100 or up to 3,000 entities. The boundary between the two tiers is functional, not structural. A customer moves up because they need entity-level security, batch processing, allocation templates, organizational chart support, entity-level close, or the additional modules. Not because they added another entity.

Intercompany Suite (ICS) is now included in MEM Basic, Essentials and Premium, so cross-company intercompany never needs a separate license at any tier.

The differentiator that survives at entry pricing.

This is the part worth understanding well, because it's what separates the offer from everything else at this price point.

Competing products at the entry end support one architecture each. Some define all entities inside a single Business Central company, separated by dimensions. Others keep entities as separate Business Central companies and synchronize transactions between them. Native Business Central intercompany assumes separate companies, with limited automation.

Each of those can be the right answer for some customers. The problem is that the product decides the design, not the customer's requirements. When the requirements point to a different structure, the partner either works around the product or changes products.

MEM Basic is the only offer at this level that supports all three models. Single company, multiple companies, or a hybrid of the two. The partner designs the structure the requirements call for, not the one the product allows.

For you, that's an implementation argument as much as a functional one. Settle the structure in discovery, before implementation starts: moving between models after go-live is a re-implementation with any product, MEM included. For US organizations with one local currency, a single Business Central company is usually the right design. Separate companies make sense when currencies, localizations, a heavily customized entity or an integration that does not work with MEM require it. With MEM, that call is made on requirements, not on product limits.

Where it competes, and where it doesn't.

Being straightforward about this saves you wasted cycles.

Where it wins.

- Against direct multi-entity competitors at comparable pricing, where we compare on price and lead on architectural flexibility, product maturity and support.
- Against native Business Central intercompany, where the customer has outgrown manual processes but hasn't considered a purpose-built product.
- Against doing nothing, which is the most common competitor at this end of the market.

Where it won't win

- Against the cheapest intercompany add-ons, which are priced materially below this tier. They automate one use case: intercompany sale and drop ship between two Business Central companies. If that's genuinely all the customer needs, we aren't the right answer and the deal isn't worth chasing on price.
- Where the customer needs entity-level security from day one. That's an Essentials requirement, not a discount conversation.

If a prospect's requirement is one intercompany sales flow and nothing more, say so early. A qualified pass costs you a call. A discounted deal that should have been an Essentials sale costs you the margin on the whole engagement.

Who to bring it to.

The profile is specific. Use it as a filter rather than a description.

Signal.	What good looks like.
Structure.	Simple or moderately complex ownership. One Business Central company, several, or a mix.
Finance team.	Small and centralized. Most people can reasonably see most entities, and entity-level access control isn't yet a priority.
Reporting.	Needs clean consolidated numbers and individual entity reporting, without complex ownership structures or partial stakes.
Operations.	Real intercompany activity worth automating across AP, AR and purchasing, but not at high volume.
Modules in scope.	Core financials and distribution only. Fixed Assets, Projects, Assembly or Advanced Warehousing in use means Essentials. Manufacturing or Service across entities means Premium. Mixed or uncommon cases are handled in discovery with your account manager.
Current state.	Consolidating manually in spreadsheets or disconnected systems, and aware it doesn't scale.

Qualify on requirements, not on budget. A customer who needs entity security and lands on Basic because it fitted the budget becomes a support problem, a reference risk, and eventually a churn conversation. The qualification criteria exist to protect the engagement, not to restrict the sale.

The upgrade path is the point.

Basic is built for land and expand. The customer profile it targets is one that tends to grow, through acquisition, through decentralization, through volume, and growth is exactly what moves them up.

Watch for these triggers in an existing account:

- Users who should no longer see every entity, or master data that needs protecting between entities.
- Transaction volumes that make batch processing worth having.
- A second finance team, or entity owners taking responsibility for their own close.
- Allocation requirements that have outgrown manual entry.
- Partial ownership stakes, or a formal parent and subsidiary structure emerging.
- Fixed Assets, Projects, Assembly or Advanced Warehousing coming into use.
- Manufacturing or Service coming into scope, which is a Premium conversation rather than an Essentials one.

Raise these as they appear rather than at renewal. An upgrade discussed while the pain is visible is a straightforward conversation. The same discussion twelve months later, after the customer has built workarounds, is a much harder one.

Implementation, upgrades and downgrades.

Implementation. The MEM Basic implementation bundle is the same as Essentials: same hours, US\$6,400 MSRP.

Upgrade, Basic to Essentials. A license change through Finance. If the customer needs help, the Basic-to-Essentials upgrade services bundle is US\$1,320 MSRP (US\$1,155 VAR cost): 6 PS hours of requirements review, sandbox configuration, training and testing, typically delivered over 2 to 4 weeks from kickoff.

Downgrade, Essentials to Basic. No services required, but it is not self-service. The Binary Stream partner assesses the customer's requirements and the risk of moving to Basic, and reviews both with the customer. Once that review is confirmed, licensing is updated. The customer loses user entity security, master data security by entity, mass batch processing, allocation templates, org chart support, period and year-end close by entity, AI features, Easy Journal Import, Easy Currency Exchange, Advanced Warehousing, and support for Fixed Assets, Projects and Assembly. A downgrade is not a retention tool: a customer who needs entity security is an Essentials customer.

Timing. MEM Basic is licensed and priced from October 1, 2026. Its tier boundaries are enforced in product releases over the coming months, and features outside Basic will then be disabled for Basic customers. Place every customer on the tier their requirements call for from day one.

Start with your account manager for opportunity-level qualification.