



MULTI-ENTITY MANAGEMENT • PARTNER FAQ

MEM Basic: Partner frequently asked questions.

Partner FAQ · Effective October 1, 2026.

The tier.

What is MEM Basic?

MEM Basic is the new entry tier of Binary Stream's Multi-Entity Management (MEM) for Microsoft Dynamics 365 Business Central. It covers core multi-entity accounting and operations: it connects entities, automates intercompany transactions and produces consolidated and entity-level reporting inside Business Central. It sits alongside MEM Essentials and MEM Premium and is built on the same MEM product line.

It is not a discounted version of Essentials. It is a scoped tier with its own customer profile and its own qualification criteria.

Who is it for?

Multi-entity organizations with a less complex finance process:

- One finance team working across most or all entities, centrally.
- No need to hide entities from users or to protect master data by entity.
- One close run centrally, not entity by entity.
- Real intercompany activity worth automating, at moderate volume.
- Growing into multiple entities through expansion, acquisition or restructuring and is still consolidating in spreadsheets.

The question a Basic customer is asking: "How do we make our multiple entities work together?"

How many entities can a customer have on Basic?

Entity count does not decide the tier. Requirements do. Basic is licensed in the same entity bands as Essentials and Premium, and the band only affects price (see the pricing sheet). A large group with simple requirements can run on Basic; a five-entity group with separate finance teams belongs on Essentials. Do not qualify, or disqualify, a customer on entity count.

What is included.

What does MEM Basic include?

- 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; hiding entities is Essentials.
- Intercompany Suite (ICS).

What is not included?

These sit in MEM Essentials: user entity security, master data security by entity, mass batch processing, allocation templates, organizational 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. Multi-entity Manufacturing and Service Management are MEM Premium.

They are not omissions. They are the upgrade triggers, and a partner who knows them by name spots the upgrade a year later.

Does MEM Basic include Intercompany Suite?

Yes. Intercompany Suite is included in MEM Basic, Essentials and Premium. Cross-company intercompany never needs a separate license at any tier.

Pricing and licensing.

What does MEM Basic cost?

From US\$25 per user per month (1 to 20 users), US\$20 (21 to 100) and US\$15 (101+), in the up-to-100-entity band. Full pricing for all three tiers and both entity bands is on the MEM pricing sheet. Pricing effective October 1, 2026.

Can a customer license MEM Basic for part of its Business Central users?

No. MEM licenses must match the total number of Business Central licenses and team users; MEM cannot technically be licensed for part of the user base. Build the quote on the full user count from the first conversation.

What does implementing MEM Basic cost?

The MEM Basic implementation bundle is the same as Essentials: same hours, US\$6,400 MSRP. Basic is not a lighter implementation.

Upgrading from Basic to Essentials.

How does a customer upgrade, what does it cost, and how long does it take?

- **Mechanism:** a license change, processed through Binary Stream Finance.
- **Services (optional):** the Basic-to-Essentials upgrade services bundle, US\$1,320 MSRP (US\$1,155 VAR cost). It covers 6 Professional Services hours: templated requirements review, sandbox configuration of the Essentials capabilities, train-the-trainer workshops (up to 5 attendees), testing through key use cases, and production-readiness configuration.
- **Timing:** kickoff typically 1 to 2 weeks after bundle payment and the engagement form; delivery typically 2 to 4 weeks from kickoff.
- **Prerequisite:** MEM Basic is already configured.
- **Not included, available as add-ons:** multiple Business Central company configuration, third-party integrations or customizations, Power BI or report modifications.

What should trigger an upgrade conversation?

- 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 running their own close.
- Allocations that have outgrown manual entry.
- Partial ownership stakes, or a formal parent and subsidiary structure.
- Fixed Assets, Projects, Assembly or Advanced Warehousing coming into use.
- Manufacturing or Service Management across entities, which is a Premium conversation.

Downgrading from Essentials to Basic.

How does a customer downgrade, and what do they lose?

No Professional Services are required, but a downgrade 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, the licensing is updated.

What the customer loses:

- User entity security (users stop being hidden from entities they cannot access)
- Master data security by entity
- Mass batch processing across entities
- Allocation templates
- Organizational chart support

- Period and year-end close by entity
- AI features
- Easy Journal Import and Easy Currency Exchange
- Advanced Warehousing
- Fixed Assets, Projects and Assembly support

Can we just move an existing Essentials customer down to Basic?

Yes, once the partner and the customer have reviewed the risks below. The short test: if any user must be hidden from an entity, master data is protected by entity, any entity closes on its own, or the customer uses Fixed Assets, Projects or Assembly, the answer is no.

Risks to put in front of the customer before approval:

- **Access and audit exposure.** Without user entity security, every user can see every entity. That can conflict with audit, segregation-of-duties or confidentiality requirements.
- **Close and reporting.** Entity-level period and year-end close stops. Groups with different fiscal year-ends or independent entity close lose that control.
- **Process breakage.** Allocation templates, batch runs and warehouse processes built on Essentials stop working when the restriction release ships, not on the day of the license change. The customer can build workarounds in the meantime, and those workarounds break later.
- **Reconfiguration.** Removing Essentials setups may require configuration work. Confirm the scope with your account manager before the change is approved.

Framing for Sales: a customer who needs entity security is an Essentials customer, not a discount conversation. A downgrade is not a retention tool.

Selling it.

How do I decide which tier to propose?

- **Step 1.** Is Manufacturing or Service Management in scope across entities? Yes: MEM Premium.
- **Step 2.** Does the software need to enforce control between entities (hidden entities, protected master data, entity close, batch volumes, allocations, ownership structure), or does the customer use Advanced Warehousing, Fixed Assets, Projects or Assembly? Any yes: MEM Essentials.
- **Step 3.** Is the job to connect entities, automate intercompany and report? Yes: MEM Basic.

Use the MEM Discovery Questionnaire before the scoping call and the MEM Tier Selector during discovery. The Tier Selector supports discovery; it does not replace it. Competitive positioning is

covered in a separate sales battlecard. Start with your account manager for opportunity-level qualification.

Fixed Assets, Projects, Assembly, Warehousing, Manufacturing, Service: which tier?

Using these Business Central modules moves the customer up a tier. We do not recommend running Fixed Assets, Projects or Assembly on MEM Basic.

Module	MEM tier	What that means
Fixed Assets, Projects, Assembly, Advanced Warehousing.	Essentials	A customer using any of these modules needs MEM Essentials. On Basic, transactions can post to the wrong entity or stay unassigned, and that setup is not supported.
Manufacturing, Service Management.	Premium	Multi-entity support inside Manufacturing and Service Management is MEM Premium. That boundary has not changed.

Uncommon cases. These are handled in discovery. Where the requirements point to Essentials but the budget points to Basic, Sales can offer Essentials at a discounted rate. Where most entities fit Basic and a single entity needs Fixed Assets or Manufacturing without intercompany, Sales can price the higher tier for that entity selectively. Take the case to your account manager; do not promise a discount.

Partners.

What does MEM Basic do to partner margin and incentives?

Services: unchanged on a new deployment. The Basic implementation bundle carries the same hours and price as Essentials (US\$6,400 MSRP). The upgrade services bundle carries a VAR cost of US\$1,155 against US\$1,320 MSRP.

License revenue: lower per user at entry, in exchange for deals you could not bid on before and an upgrade path with visible triggers.

Margin and incentive terms on Basic licenses: The standard Binary Stream partner program terms apply.

Rollout.

Will a Basic customer keep access to Essentials features?

No. MEM Basic is licensed and priced from October 1, 2026, and each tier includes the features listed for it. The boundaries between tiers are enforced in product releases over the coming months. As each release ships, features outside Basic are disabled for Basic customers.

So place every customer on the tier their requirements call for from day one. A customer licensed on Basic who starts relying on Essentials features will lose them in a later release, and the fix is then an upgrade, not a workaround.

Line to use with customers: "MEM Basic is licensed and priced from October 1, 2026, and includes the features listed for Basic. Choose the tier your requirements call for from day one."