

— DYNAMICS STACK · MULTI-ENTITY MANAGEMENT

Introducing MEM Basic.

A new entry tier for Multi-Entity Management. What it is, who it is for, and how to choose the right tier.

Available October 1, 2026. From \$25 per user per month.

PARTNER PREVIEW

THE PATTERN WE KEEP SEEING

You have almost certainly met this company.

1

They grew into it

Several entities now, through acquisition, expansion or restructuring. Nobody planned the structure — it accumulated.

2

Finance is doing it by hand

Consolidating in spreadsheets, keying intercompany entries manually, reconciling at month end. They know it doesn't scale.

3

They are comparing options

The entry point they have seen sits above where they are looking. The work goes to a lower-cost alternative, or stays on native Business Central with its limitations.

THEIR QUESTION

“We have multiple entities, but our ERP processes are fragmented. Intercompany transactions and reporting take too much manual work, or need another investment in custom reporting.”

WHAT MEM BASIC DOES

The work of making multiple entities operate as one connected business.

- ✓ Multiple entities within a single Business Central company, multiple companies, or a combination of both.
- ✓ Consolidated and individual entity reporting.
- ✓ Intercompany supply chain, including intercompany sale and drop ship from another entity.
- ✓ Automated intercompany transactions, whether entities sit in the same company or different ones.
- ✓ Payables, receivables and purchasing, run centrally or by each entity.
- ✓ Elimination processes.

WHAT IT DOESN'T INCLUDE

User entity security and master data security by entity. Multi-entity batch processing (posting or paying across entities in one run). Allocation templates. Organizational chart support. Period and year-end close by entity. Advanced Warehousing. Fixed Assets, Projects and Assembly support. AI features.

Those sit in MEM Essentials. They are the reason to move up when the business needs them.

THE DIFFERENTIATOR

Most products offer one architecture. MEM offers all three.

	Entities inside one BC company	Entities as separate BC companies	A hybrid of both
Dimension-based products	●	—	—
Intercompany add-ons	—	●	—
Native Business Central intercompany	—	◐	—
Binary Stream MEM, every tier	●	●	●

Why it matters: you design the structure the customer needs, not the one the product allows. Settle it in discovery, before implementation. Changing it after go-live means re-implementing.

HOW THE PORTFOLIO FITS TOGETHER

Three tiers. One question each.

MEM Basic CONNECT “How do we make our multiple entities work together?” Connect entities and automate the fundamental processes between them. TYPICAL BUYER Looking for core MEM capability. Recently grown into multiple entities, one finance team working centrally.	MEM Essentials CONTROL & SCALE “How do we manage a growing and increasingly complex multi-entity organization?” Control access, data and processes while scaling multi-entity operations. TYPICAL BUYER Mid-market to large. Decentralized or mixed finance, higher volume.	MEM Premium INTEGRATE “How do we run our entire multi-entity business as an integrated organization?” Extend multi-entity management across complex operational functions. TYPICAL BUYER Enterprise, manufacturing and service-delivery organizations.
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Premium remains the answer whenever Manufacturing or Service Management is in scope. Intercompany Suite is included in all three tiers.

WHAT EACH TIER INCLUDES

Each tier adds what the software needs to enforce.

MEM Basic

CONNECT

Core multi-entity operations.

- One Business Central company, several companies, or a combination of both
- Automated intercompany transactions, same company or across companies
- Consolidated and individual entity reporting
- Payables, receivables and purchasing, run centrally or by each entity
- Intercompany sales and drop ship from another entity
- Elimination processes
- Restrict users from posting to unassigned entities (all stay visible)

MEM Essentials

CONTROL & SCALE

Everything in Basic, plus:

- User entity security: users do not see entities they cannot access
- Master data security by entity
- Multi-entity batch processing for high volumes
- Allocation templates on transactions
- Period and year-end close by entity
- Organizational chart support
- Advanced Warehousing
- Fixed Assets, Projects and Assembly support
- AI features, Easy Journal Import and Easy Currency Exchange

MEM Premium

INTEGRATE

Everything in Essentials, plus:

- Manufacturing module support across entities
- Service Management module support across entities

Intercompany Suite is included in every tier.

Intercompany works the same in every tier. Choose Premium when Manufacturing or Service Management runs across entities.

HOW TO CHOOSE

Three questions, asked in order. Requirements decide the tier.

STEP 1

Is Manufacturing or Service Management in scope?

Production, plants or field service running across more than one entity.

Yes: MEM Premium.

STEP 2

Does the software need to enforce control between entities?

Hiding entities from users, protecting master data, closing entities separately, batch volumes, allocations, ownership structure, Advanced Warehousing, or use of Fixed Assets, Projects or Assembly.

Any yes: MEM Essentials.

STEP 3

Is the job to connect entities, automate intercompany and report?

One finance team, working centrally, that needs entities to transact and report as one business.

Yes: MEM Basic.

Entity count does not decide the tier. A large group with simple requirements can run on Basic. A five-entity group with separate finance teams belongs on Essentials. Confirm the tier in discovery with your Binary Stream partner or account manager.

PRICING

Pricing Guide. Which tier is right for the customer?

Basic.

CONNECT

Connect your entities and report as one business.

\$25.00

per user/month
(or \$240.00 annually).

- One company, several, or both.
- Automated intercompany.
- Consolidated and entity reporting.
- Central or local AP, AR and purchasing.
- Intercompany sales and drop ship.
- Eliminations.

Essentials.

CONTROL & SCALE

Everything in Basic, plus control between entities.

\$50.00

per user/month
(or \$480.00 annually).

- Hide entities from users.
- Master data security by entity.
- Close periods by entity.
- Batch processing at volume.
- Allocation templates.
- Advanced warehousing.
- Entities in fixed assets, projects, assembly.
- AI features.

Premium.

INTEGRATE

Everything in Essentials, plus operations across entities.

\$80.00

per user/month
(or \$770.00 annually).

- Manufacturing across entities.
- Service Management across entities.

TEAM LICENSE

\$5 per user/month
(or \$55 annually)

Licenses match Business Central.
MEM licenses must match the total number of Business Central licenses and team users.

Intercompany Suite included in MEM Basic, Essentials and Premium.

All prices in USD. Subject to change without notice. Taxes not included.

Pricing notes.

- Prices shown are for 1-20 users and companies with up to 100 entities.
- Lower per-user rates apply at 21-100 and 101+ users. Separate pricing covers companies with up to 3,000 entities.
- Contact your Binary Stream account manager for volume pricing and custom quotes.
- MEM licenses need to match the total number of Business Central licenses and team users.
- Intercompany Suite (ICS) is included in Basic, Essentials and Premium.
- Pricing effective Oct 1, 2026.

— FOR PARTNERS

Selling MEM Basic.

Why we added it, where it wins, who to bring it to, and how to quote it.

Partner section. Not for customer distribution.

WHY NOW

Two tiers have been the right structure. A third opens the entry end of the market.

WHAT OUR CURRENT TIERS DO WELL

Essentials and Premium mirror how Microsoft splits Business Central licensing. That alignment has made the portfolio easy to explain: in most cases Premium when the customer runs Manufacturing or Service, Essentials otherwise.

WHY ADD A NEW TIER

Expands our opportunity at the entry level. We are not losing those deals on product. We are losing them on the absence of an appropriate entry point.

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.

WHERE IT COMPETES, AND WHERE IT DOESN'T

Being straightforward saves you wasted cycles.

WHERE IT WINS

- Against direct multi-entity competitors at comparable pricing — 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, priced materially below this tier. They automate one use case: intercompany sale and drop ship between two Business Central companies.
- If that one use case really is all the customer needs, we are not the right answer and the deal is not worth chasing on price.
- Where the customer needs entity-level security from day one. That's an Essentials requirement, not a discount conversation.

If the requirement is one intercompany sales flow and nothing more, say so early. 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, not a description.

STRUCTURE

Simple or moderately complex ownership. One BC 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 — AP, AR, purchasing, drop ship — but not at high volume.

CURRENT STATE

Consolidating manually in spreadsheets or disconnected systems, and aware it doesn't scale.

QUALIFY ON REQUIREMENTS, NOT BUDGET

A customer who needs entity security and lands here because it fitted the budget becomes a support problem, a reference risk, and eventually a churn conversation. Entity count does not qualify a customer. Requirements do.

MODULES: THE REAL ANSWER

If the customer uses these modules, the tier moves up.

FIXED ASSETS, PROJECTS, ASSEMBLY,
ADVANCED WAREHOUSING

MEM 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

MEM Premium

Multi-entity support inside Manufacturing and Service Management is MEM Premium. That boundary has not changed.

MIXED REQUIREMENTS

Case by case

Most entities fit Basic, but one entity runs Fixed Assets or Manufacturing with no intercompany? Sales can price the higher tier selectively. Identify it in discovery.

Budget is not a reason to place a module user on Basic. Where the requirements say Essentials and the budget says Basic, Sales can offer Essentials at a discounted rate. Bring the case to your account manager; do not promise a discount.

THE UPGRADE PATH IS THE POINT

This tier targets a profile that tends to grow – and growth moves them up.

WATCH FOR THESE 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.

Raise these as they appear, not 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. Manufacturing or Service coming into scope is a Premium conversation, not an Essentials one.

IMPLEMENTATION, UPGRADES AND DOWNGRADES

Quote services the way you already do.

IMPLEMENTATION

Same bundle as Essentials

Same hours, same price: US\$6,400 MSRP. Basic is not a lighter implementation.

UPGRADE: BASIC TO ESSENTIALS

A license change

Through Finance. Optional upgrade services bundle: US\$1,320 MSRP (US\$1,155 VAR), 6 PS hours of review, configuration, training and testing, typically 2 to 4 weeks.

DOWNGRADE: ESSENTIALS TO BASIC

Reviewed, not self-service

No services required. The partner assesses requirements and risk with the customer before licensing is updated. The customer loses entity and master data security, batch processing, allocations, entity close, warehousing and more.

TWO LICENSING RULES THAT SHAPE EVERY QUOTE

MEM is licensed for every Business Central user, including team users. It cannot be licensed for part of the user base, so build the quote on the full user count from the first conversation.

Entity count does not decide Basic versus Essentials. Basic is offered in the same two entity bands. Customers move up for security, batch processing, allocations, entity-level close or modules.

TOOLS FOR YOUR NEXT CONVERSATION

Everything you need to open, qualify and quote.

MEM ROI CALCULATOR

Show the time recovered.

Prospect-facing. Compares a standard Business Central close with MEM across intercompany, consolidation, new entities and shared records.

[Link: ask your account manager for the current URL.](#)

MEM TIER SELECTOR

Structure the discovery.

Partner-facing. Walks the requirements that decide the tier and lists what to confirm. It supports discovery; it does not replace it.

[Link: ask your account manager for the current URL.](#)

MEM DISCOVERY QUESTIONNAIRE

Ask the questions that decide the tier.

Environment, structure, intercompany, control and module questions, each mapped to the tier it points to. Send it before the scoping call.

PRICING SHEET AND PARTNER FAQ

Quote and answer with one voice.

Pricing for all three tiers, the functional breakdown, upgrade and downgrade mechanics, and the answers partners ask first.

WHAT HAPPENS NEXT

Launch timeline, and what we would like from you.

- Oct 1. Pricing effective. MEM Basic can be quoted and ordered.
- Oct 5. Partner announcement and Partner Hub materials.
- Oct 11 to 15. Community Summit, Nashville. Visit the Binary Stream session.
- Nov 19. Partner Insider Webinar: MEM Basic deep dive.

WHAT WE'D LIKE FROM YOU

Tell us where this lands in live opportunities. The qualification criteria are our best current read, and the first twenty deals will tell us more than the analysis behind them did.

If you're seeing a pattern we haven't accounted for, we want to hear it early.

Start with your account manager for opportunity-level qualification.