


ARCHERPOINT

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eBook

Migrating from Microsoft Dynamics GP to Microsoft Dynamics 365 Business Central

A guide to help you understand what's best for your business

“Should I stay or should I go?”

What You Need to Do to Decide

If you're a Microsoft Dynamics GP user, chances are you have been using GP for many years. You have a stable system and environment. It has been a workhorse to help you accomplish your daily processes. You and your staff are accustomed to how it operates, and all your business processes are built around it. However, you have probably been told that you should move from GP to Microsoft Dynamics 365 Business Central.

This may be leaving you confused: Moving from GP to Business Central (or any other ERP) will be an investment in time and resources to decide which path to take, deploy the new system, and train your users.

Is it worth it? Why go through all the effort and expense just to end up with an ERP that handles your business finances and operations? What value lies in making the change?

This eBook will offer you straight answers on where things stand with GP today, where the product is going in the foreseeable future, and explain your options. With the facts in hand, you can decide for yourself what makes the most sense for your business. Should you prolong the life of your legacy solution, or make the move to Dynamics 365 Business Central?

We can help you make an informed and educated decision based on your unique business needs.



GP

Move GP onto the
cloud

BC

Move to
Business Central



Move to
another ERP

“Help me understand my situation”

What is the Future of Dynamics GP?

While Microsoft is committed to supporting GP with bug fixes, security enhancements, and some limited new features for the foreseeable future, there are no major updates planned. If you are happy with GP as it is right now, you may choose not to change.

Although you still may be asking yourself the question, “Should I move from GP to Business Central, and if so, what’s my best option?” The answer to both is: ***It depends on what you need.***

The most compelling reason for most companies using GP to move is to leverage the benefits of a true cloud-based ERP. If you have outgrown GP and are considering the next level ERP, know that enterprise solutions come with a heftier price tag and an endless implementation. Dynamics 365 Business Central is built and priced for the mid-market, but with comparable functionality to enterprise solutions. It’s also an application that can grow with your business.

When coupled with the right ISV apps, Business Central can meet the most robust supply chain, forecasting, eCommerce, and manufacturing needs. Staying with Microsoft means you can leverage the capabilities of Azure and Power Platform, as well as pricing incentives that exist for Dynamics customers.

Each ERP has its benefits and drawbacks, and they all must be carefully evaluated. The latest **Dynamics GP roadmap** (right) released by Microsoft provides you with visibility into GP’s future.

Dynamics GP Roadmap



Enhanced Web Client Experience and Support
Workflow 3.0
PowerBI: Odata 1.0
Top Feature Requests



Web Client Evolution
Home Page Refresh
PowerBI: Odata 2.0
Top Features Requested by Customers



Workflow 4.0
Doc Attach
Fin/HR Optimization
Power Suite
Top Features Requested



*Intelligent Edge
Financial Enhancements
Purchasing Usability
Sales Optimization
Top Features Requested



*Intelligent Edge
Enhancements
Ongoing Development
Three Updates Annually



No Cloud Option
Limited Integration
Potential Sunset

****Intelligent Edge was built to bridge on-premises with the cloud.***

What We Know About GP Today



→ **Nothing is changing right now.** GP will continue to work for you just like it always has.

→ **Microsoft promises three updates yearly through 2024.** You can expect some additional development, Intelligent Edge enhancements, and top features requested by the GP community.

→ **You can host on premises or in the cloud.** There are Microsoft hosting partner options.

→ **GP is not a modern, true-cloud product.** Microsoft has *no plans* to make GP a cloud product. It has limited integration with external applications and cloud capabilities.

Perform an Audit: Is GP Working for You?

When did you purchase GP? Five, ten, thirty years ago? We get it—GP users are loyal to the product. At that time, you likely had a checklist of features you needed such as GL, AP/AR, inventory, warehouse, and more. And after all the deliberation, you chose Microsoft Dynamics GP. That was a smart decision: GP has been a strong ERP product with sufficient functionality and robust accounting features.

GP is now nearly 30 years old and is still using much of the same architecture from when it was first released in 1993. The features you needed in an ERP back then can now be found in most modern ERP products available on the market today. As a result, the focus is not about features anymore. Today it's more about the *integration of your ERP with other aspects of your business.*

And here is where allegiance to GP might get you into trouble. Dynamics GP was simply not designed to take advantage of recent technology advances found in modern cloud-based ERP products.

While GP might be making ends meet now, it will struggle to deliver the functionality you will need in the many years to come. And you may find yourself challenged to gain a competitive edge.

By thinking about and exploring the needs of your growing business today, you will be more prepared to take the necessary steps needed to change your ERP system.

*“Now is the time
to start thinking about my ERP”*

“Should I consider moving to the cloud?”

Business on the Cloud

Simply put, SaaS (software as a service) or cloud computing is the *interconnected network of Internet-hosted remote servers to manage, store, and process data*. It can be thought of as an insurance policy should a computer break down or hard drive failure occur.

The implementation time of a cloud-based solution is much shorter than that of on-premises systems, and it will support your growing business by providing greater flexibility and security compared to on-premises solutions.

Now remember, Microsoft *will not* be creating a true-cloud version of Dynamics GP, and it's important to emphasize this.

A “true cloud” application runs independent of hardware and can be accessed using a web browser.

As shown on the right, cloud systems have distinct characteristics over the typical client-server on-premises model used by GP.



Cloud Characteristics



Automation for application migration and configuration management.



Cost management with cloud instance, right sizing, user chargeback, and billing management.



Performance monitoring for storage, networks, and applications.



Compliance with risk assessments and audits.



Protection of IAM, encryption, mobile, and endpoint security.

*The cloud is the **best way** to ensure your business stays **competitive and current**.*

“What are key benefits to moving to the cloud?”



According to a Deloitte survey, security and data protection, data modernization, and cost and performance are the **top drivers for moving to the cloud.**”

Added security

Major cloud services providers are only about half as likely (46%) to experience a breach compared with large enterprises, according to Information Week. Automatic backups in the cloud also help protect your company from ransomware and other cyberattacks.

24/7 access anywhere, on any device

Cloud-based applications can be accessed using any browser-enabled device, from anywhere (with internet connection), any time.

Lower IT costs

Using a cloud-based ERP means you no longer need to buy, maintain, or upgrade server hardware ever again. This reduces the strain on your company's resources and IT staff.

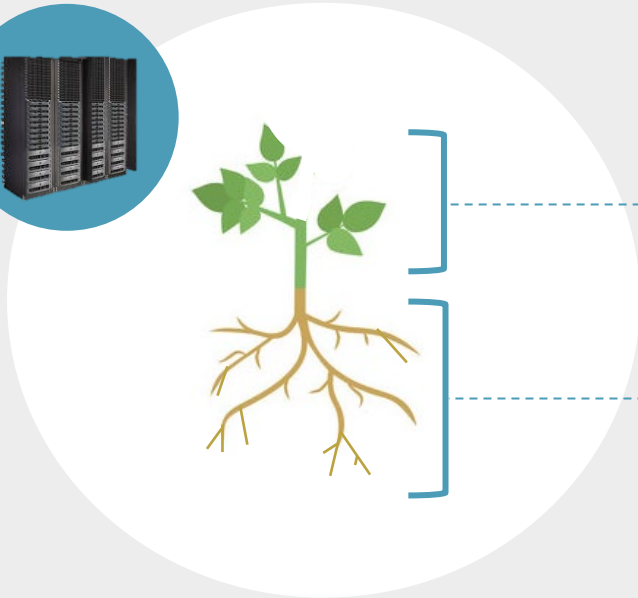
Scalability

Cloud ERP systems can easily be resized as your business needs evolve. Server size, sandbox environments, user counts, storage and memory can be increased or decreased, and you only pay for what you need.

Instant upgrades

Most modern cloud applications allow users to elect to have software updates to take place automatically, so you avoid the daunting task (and cost) of having to upgrade your software.

“Can we compare the costs of on-premise and cloud?”



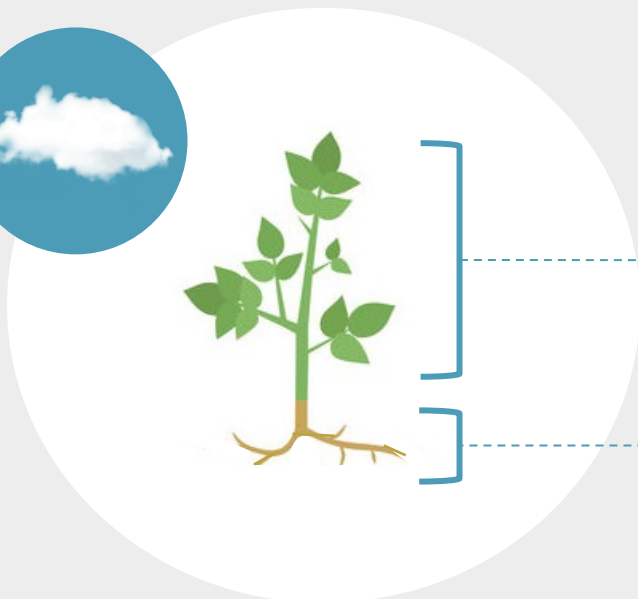
On-Premise Cost Allocation

On-going costs: Fixes, patches, downtime, performance tuning, security and data maintenance, and upgrades, etc.

Software Licenses (*users*)

Hidden costs:

- Implementation
- Customizations
- Training
- Hardware
- IT Resources
- Annual Maintenance



In the Cloud Cost Allocation

On-going costs: Subscription fee, training, administration, and configuration.

Monthly Subscription (*users*)

Hidden costs:

- Implementation
- Customizations
- Training

Migrate to Dynamics 365 Business Central

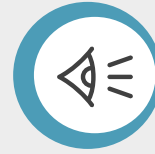
You now know the advantages of a cloud-based ERP over traditional, client-server ERPs. And while there are several modern, mid-market ERPs that could replace GP, there will be a learning curve with any new product. Staying within the familiar Microsoft family brings many advantages and Dynamics 365 Business Central is the perfect cloud-based solution.

Business Central is a cloud-based, unified business management software that transforms standard entry-level accounting software or legacy ERP (such as GP) to a greater, more comprehensive solution. Business Central manages all critical business functions including finance, operations, sales, customer service, and light manufacturing. With a robust ISV community, supply chain, and deep manufacturing functionality can easily be integrated.

An important feature to note is Business Central's monthly subscription model. You pay for what you need, and this fee encompasses *everything it takes to run the software*. At first, it may seem more expensive than your annual maintenance on GP, but you likely haven't accounted for the support, hardware, IT, and upgrade expenses we mentioned when comparing both on-premises and cloud hosting.

If you are a mid-size manufacturer, distributor, retailer, or a professional services company, Business Central was designed with you in mind.

The New Modern Workplace



Consistent user experience across Windows, iOS, and Android devices.



Easy accessibility to company data, allowing employees to work virtually anywhere.



Pay only a monthly subscription fee for each cloud license, covering everything to run the software.



Configurable, visual dashboards along with multidimensional reports provide greater insight.

Business Central is Microsoft's latest Enterprise Resource Planning software built for the same market as GP.

“What are the benefits of Business Central?”



Business Central connects employees, wherever they are, to encourage productivity and collaboration.”

Better manufacturing/distribution capabilities

Real-time manufacturing and distribution capabilities that can extend to perform complex functionality.

Bonus features not found in GP

Including integrated features such as Microsoft (Office) 365, dimensions, built-in CRM, and extensive financial reporting, Business Central has robust capabilities to handle multiple branches and entities.

Stunning out-of-the-box dashboards

With customizable and preconfigured dashboards, modifications can easily be made with no coding needed. Customizations are preserved between updates.

Leverages the Microsoft Power Platform

The Power Platform is a suite of apps that connects to Microsoft or non-Microsoft applications and makes access to important information easy.

Supported by a large developer community

Nearly 1,000 add-on applications developed by Independent Software Vendors (ISVs) extend the capabilities of Business Central. You can see a list of add-ons on Microsoft's AppSource.

Integrates easily with external applications

Seamless integration to key areas of your business such as HCM, CRM, Payroll, and many other modern applications that you want to utilize.

What are other GP users like myself doing?"

GP Users Are Moving to Business Central

GP is currently aligned with the Dynamics 365 Business Central plan, so it makes it difficult to define GP's future. For now, you will not lose support from Microsoft, as they are trying to make it easy for you to move to the cloud. GP is an established and mature product, and we acknowledge that you have invested thousands of dollars and hours into this platform.

However, you are here is because you are experiencing performance issues, high infrastructure costs, or the GP version you are on today is not keeping up with your growing demands.

Whatever the reason is, *most businesses like yours that are using Dynamics GP on-premises are moving to Business Central.*

While deliberating your choices, keep in mind that having the right partner can be crucial to your success. Our team of experts have over twenty years of experience helping businesses select the right technology, solving their challenges, and achieving their digital goals.

Business Central



Microsoft is making it as easy as possible to **switch** with a seamless transition to Business Central.



Business Central is built within the Microsoft Azure Cloud providing you greater return on investment.



Full integration with the Microsoft Suite allows you to manage all your operational needs.



Flexible chart of accounts with dimensional reports and adaptable financial requirements giving you greater functionality.

***Business Central** allows for faster and more flexible analysis of all your business data.*

“What are my options if I decide to make a change?”

Host your GP on the cloud

You will eliminate hardware costs, better manage cash flow, and scale your business accordingly. But remember, GP is not a true SaaS product and does not offer most of the benefits of an application built for the cloud.

Move to Business Central

There are other cloud ERPs out there, but for most companies using GP, Business Central offers the biggest bang for your buck. Moving to Business Central is not as daunting as it may seem, and the benefits make it worthwhile. Ask us about the Microsoft migration toolkit for GP to BC SaaS migrations.

Utilize Microsoft Edge

Aren't ready to move from GP? Connect to Business Central using Microsoft's "Intelligent Edge" service. This configuration uses data from GP and uploads it to an instance of Business Central in the cloud. Business Central can then interact with Microsoft cloud services.

What Does Microsoft Recommend?

“While Microsoft continues to support their NAV, GP, and SL deployments, these customers can choose when they want to transition to Dynamics 365 Business Central, as a perfect match for their businesses. Dynamics GP and Dynamics SL will continue to receive product improvements and updates, but the most benefit to these customers comes from upgrading to Dynamics 365 Business Central.”



“What else do I need to consider?”

Get Started, Even if You Don't Feel Ready

Take this opportunity to be proactive about your business's future. Expect to change ERPs within the next few years – plan for it, budget for it, and start looking for a viable product and partner who can help you meet your expectations.

It should be clear now that for most GP users, moving from GP to Business Central is not an *if*, but ultimately a *when*. Given this, you should begin evaluating and budgeting for a change while you have the luxury of time on your side. The process will take at least several months.

Take the First Step, Contact ArcherPoint

We understand that making the switch from Microsoft Dynamics GP can feel overwhelming. Although we have addressed some of the most frequently asked questions, there are surely others that have not been covered. If you have any questions or need help deciding what's best, we are here to help you.



Evaluate. Perform due diligence when evaluating ERP vendors and partners. Put together a project team, requirements, and assess product demonstrations.



Budget. Changing ERP will be a new implementation, no matter what anyone tells you. Budget now so you are ready when the time comes to make a change.



Cutover. You will need to dedicate time, personnel, and resources for the new implementation. Build a project plan and identify the roles that will be involved in the move.



Analyze. If you plan a change, analyze your existing processes. Implementing a new ERP is an opportunity to identify and improve how your business operates.



Talk To Us

Founded in 2002, ArcherPoint by Cherry Bekaert is a global Microsoft Dynamics ERP Solutions Partner, delivering modern workplace solutions including Microsoft Dynamics 365 Business Central, Dynamics NAV, Azure, Microsoft 365, and Power Platform across the US, Canada, Mexico, and Europe. Now backed by Cherry Bekaert, a leading CPA and advisory firm, ArcherPoint expands its capabilities beyond ERP to include strategic tax, audit, and advisory expertise. Our certified professionals design, implement, and support solutions for industries such as manufacturing, distribution, retail, logistics, and more—helping clients realize business value through comprehensive ERP, cloud, and advisory services that evolve with their needs.

We look forward to hearing from you so we can discuss your business's unique needs and help you reach your goals. Contact us today for a [free assessment](#) of your GP to Business Central migration.

