



# From Dynamics GP to Dynamics 365

Why Customers Are Moving to the Cloud and What to Expect

catapult 





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# What Does the Future Hold for Dynamics GP?

When Microsoft released Dynamics 365 Business Central, customers and partners alike wondered if this meant the end for GP. The new cloud ERP solution targets the same SMB audience, making things a little confusing. Now that the dust has settled, Microsoft's vision and various options for customers are more clear.

The latest Dynamics GP Roadmap shows a new version each year through 2022. Specific improvements and features, however, are not referenced yet. What Microsoft has announced is the Intelligent Edge, an Azure capability that enables customers with legacy on-premise solutions like GP to connect to the Power Platform.

The Power Platform is a set of Azure capabilities that includes tools such as PowerBI, Flow, Azure AI, and PowerApps. This is clearly an effort to introduce on-premise customers to Dynamics 365's intelligent cloud capabilities. In addition, Microsoft is offering Dynamics GP customers discounts to upgrade to Dynamics 365.

So, while Dynamics GP customers aren't being left out of the cloud roadmap, the question still remains—what is the best path forward? Prolong the life of your legacy solution using the Intelligent Edge, or simply make the switch to Dynamics 365 Business Central?

There's really no wrong answer, but there is an educated one. And that's where we can help.

In this whitepaper, we'll share reasons why some customers have changed ERP systems, discuss what they have gained by moving to Dynamics 365, and give you a better understanding of what you can expect if you decide to move forward.





# Top 3 Reasons Dynamics GP Customers Are Switching

There are a few powerful motivators driving customers to upgrade from Dynamics GP on-premise to Dynamics 365.



## Here are 3 major reasons why Dynamics GP customers make the decision to switch ERP solutions:

### Value

Every GP customer knows that from connectivity to performance and reliability, the costs and inconveniences of maintaining and upgrading GP can be high. Most customers have realized that the cloud is an inevitability and recognize every dollar and hour spent supporting GP produces very little incremental value.

### Features

There is one key difference between Dynamics GP and Dynamics 365 that every customer should be aware of. GP is an accounting solution whereas 365 is an ERP solution. This means that as your company grows and requires additional capabilities, they are all there, ready to be enabled.

### Cloud

Cloud solutions offer significant benefits. From connectivity to lower cost, always being on the latest version and a greater ability to integrate with other cloud services, Moving from GP to Dynamics 365 opens up a world of possibilities. For example, many customers want to take advantage of the built-in analytics and AI within Dynamics 365 for improved visibility and decision making.



## One Customer's Journey

After 10 years of using Dynamics GP, our customer recently made the decision to switch to Dynamics 365. Since they were running on Dynamics GP 9.0 (10 versions behind the current release), they were dealing with dated infrastructure that needed to be replaced. On top of these costly obstacles, they also needed support for multi-company and inter-company transfers—something that's easy

to do in Dynamics 365 but not nearly as simple in Dynamics GP. Faced with the decision to undergo a time-consuming, expensive upgrade (i.e. a reimplementation) or implement a new ERP system, they chose Dynamics 365 in the cloud because of its integration with Office 365, multi-company consolidation, and reduced infrastructure.



We've had so many issues with our current system, it's a huge relief to have a solution that works the way we need it to work.





# What Dynamics 365 Offers

Before you upgrade to the next version of Dynamics GP or pay your annual enhancement fee, take the new concepts in Dynamics 365 into consideration.



So, why Dynamics 365? Apart from the fact that agile, cloud-based accounting and ERP systems are in high demand, Dynamics 365 operates much like other Microsoft products you are familiar with, providing a set of core functionality and standard ISV solutions to fill any specific industry needs.

However, The reality is that both ERP systems are very different. From the language to the user interface, your decision to move depends on:

- The complexity of your operations
- Satisfaction with your current solution
- Your overall business goals

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## 1. Cloud + SaaS

Even with the cloud integration options available for Dynamics GP, Microsoft has not announced plans for a cloud-based product. It still needs to be installed at a customer site or data center and a user has to run an application in order to access it. All you need to install, run, and access your data in Dynamics 365 is a web browser and a stable internet connection.

Cloud software works out significantly cheaper in the long-run because, unlike its on-premise counterparts, there are no up-front cost for servers

and other hardware. You also pay a monthly subscription fee for full access to your solution, instead of yearly maintenance. Running in the cloud on Microsoft Azure, you also get these additional benefits:

- Access from anywhere
- Increased performance speed
- Quick installation and faster development cycles
- Ability to scale up or scale down
- Built-in enterprise-level security and privacy



## 2. Dynamics 365 Features

Dynamics 365 provides both ERP and limited CRM capabilities, all integrated with Office 365 and Microsoft's [Power Platform](#) (PowerApps, Microsoft Flow, and Power BI). The Power Platform is available out-of-the-box for Dynamics 365 and doesn't have to be accessed separately. This means workflows, apps, and dashboards are available in one platform, allowing you to customize the system to meet your specific industry needs and provide deeper insights into your data.

The Finance team will love Dynamics 365's powerful [Dimensions feature](#). This is a key feature inherited from Dynamics NAV, allowing detailed categorization of transactions without expanding your chart of accounts. Since Dynamics 365 is actually built on NAV, this is just one of many capabilities GP customers can benefit from. Other examples include multi-company setup and intercompany transactions, powerful inventory and distribution management, and project and job costing.

## 3. Connected Platform

Think about all the individual applications you need to open and run throughout your day: Dynamics GP, Outlook, Excel, CRM, etc. With Dynamics 365 users can access all of this with one login. There are also web and mobile versions (iOS and Android) of all these products, as well as many add-ons through AppSource. Not only does this bring a more unified experience to everyone's job, it can also help with user adoption.

If improving communication and data accessibility throughout your organization is important to you, Dynamics 365 has a ton of capabilities that promote collaboration and efficiency across key departments like sales, accounting and warehousing. Your employees can access the latest documents on SharePoint, track support calls, and get up-to-the-minute customer notes. Many customers love that they can create a sales order directly from the Dynamics 365 app from Outlook.

## 4. Automatic Upgrades

Although there are many benefits to upgrading GP, like better compatibility with Windows or Office, this process can be costly and time-consuming and many customers put upgrades off as a result.

If you want to avoid this whole process and stay on the latest and greatest version at all times, Dynamics 365 is the way to go. One of the biggest advantages of Dynamics 365 is that you are always running the latest software. In fact, the cloud even makes the idea of "versions" as we once knew them a thing of the past. Microsoft is currently updating Dynamics 365 in April and November every year and customers get the opportunity to test new features months in advance.



## 5. Subscription Licensing

As a Dynamics GP customer, you're familiar with perpetual licensing, where you buy software licenses up front and pay 16-18% each year in maintenance.

Microsoft introduced a completely different licensing model with Dynamics 365, where you pay a monthly subscription per user (SaaS). The cost per user includes everything it takes to run Dynamics 365. While a monthly subscription fee may initially seem like more than what you pay for your annual maintenance, it's important to factor in the total cost of ownership (TCO) for your system. That includes support, upgrades, hardware, and full-time IT resources.

With Dynamics 365, you can choose from either a Essentials or Premium package. The Essentials package includes everything from financial

management, customer relationship management, and project management and purchasing. Premium includes all of that plus warehousing, service management and manufacturing.

The Power of Dynamics 365 Business Central is that it allows you to digitally transform more processes than ever through the inclusion of Team licenses for light users. Users with Team licenses can:

- Use PowerApps to access Dynamics 365
- Update existing data
- Approve/reject workflow tasks
- Create, edit or delete a quote
- Enter a timesheet for jobs

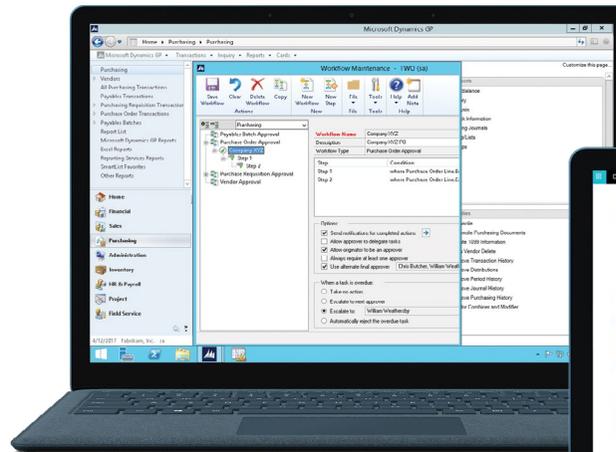


To get a better idea of what kind of monthly fee you can expect, take a look at our [Dynamics 365 Subscription Packages](#).

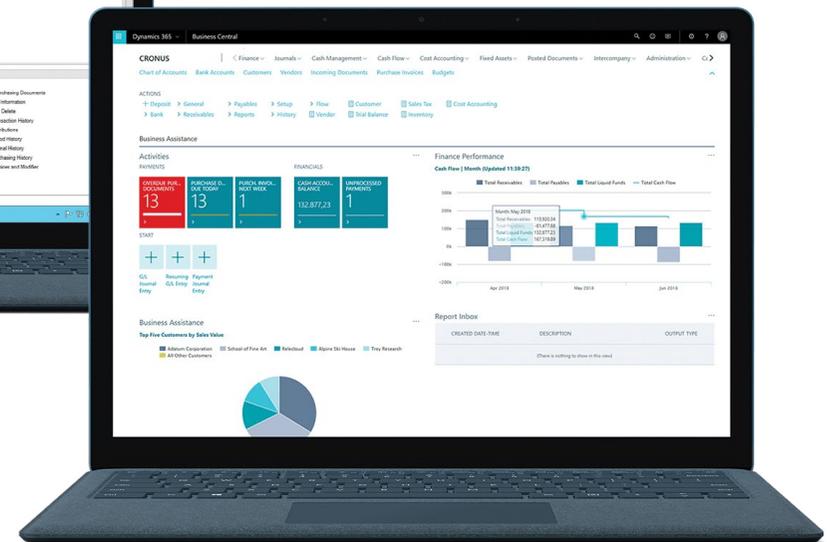


## 6. Modern User Interface

While we don't want you to get caught up in the bells and whistles, there is quite a big difference in the look and feel of Dynamics GP vs. Dynamics 365. See for yourself in the screenshots below:



DYNAMICS GP



DYNAMICS 365



## What to Expect from Switching to Dynamics 365

When you're ready to leave Dynamics GP, Dynamics 365 is a smart, flexible choice. You get an all-in-one business management solution with familiar productivity tools (i.e. Office 365) and built-in analytics—all easily accessible through a web browser.



## What To Expect

Since GP is an entirely different code base than Dynamics 365 Business Central, there is no technical upgrade path. Microsoft has published a GP Data Migration extension to facilitate conversion of master records, however transaction level data does not move across.

What does this mean? You need to start afresh with Dynamics 365 and opening account balances.

The move to Dynamics 365 is a simpler process than what you've experienced in the past for a few reasons.

Since it is deployed in the cloud, there is no hardware infrastructure to set up. Provisioning is very straightforward using a web-based configuration interface. cloud-based. Since there are so many capabilities, it is still important to carefully design your business processes with your partner, but now it can be done much faster..

Here are some areas where you can expect to see some major differences compared to implementing on-premise software:

- During planning, you can work in the actual system and collaborate with your partner in real-time
- Live prototype-driven design sessions will help you build your solution faster and with confidence
- Testing is quicker without a complex staging environment to mirror the production environment
- Installation is quick, where a basic plan (without extensions) can be done within minutes

Although Dynamics 365 will be a new system for your team, and it will take some time to really get proficient, most users will find it familiar and intuitive. It is literally packed with features that help users navigate to the data, processes, and workflows they need, while dashboards surface the most critical, actionable data..

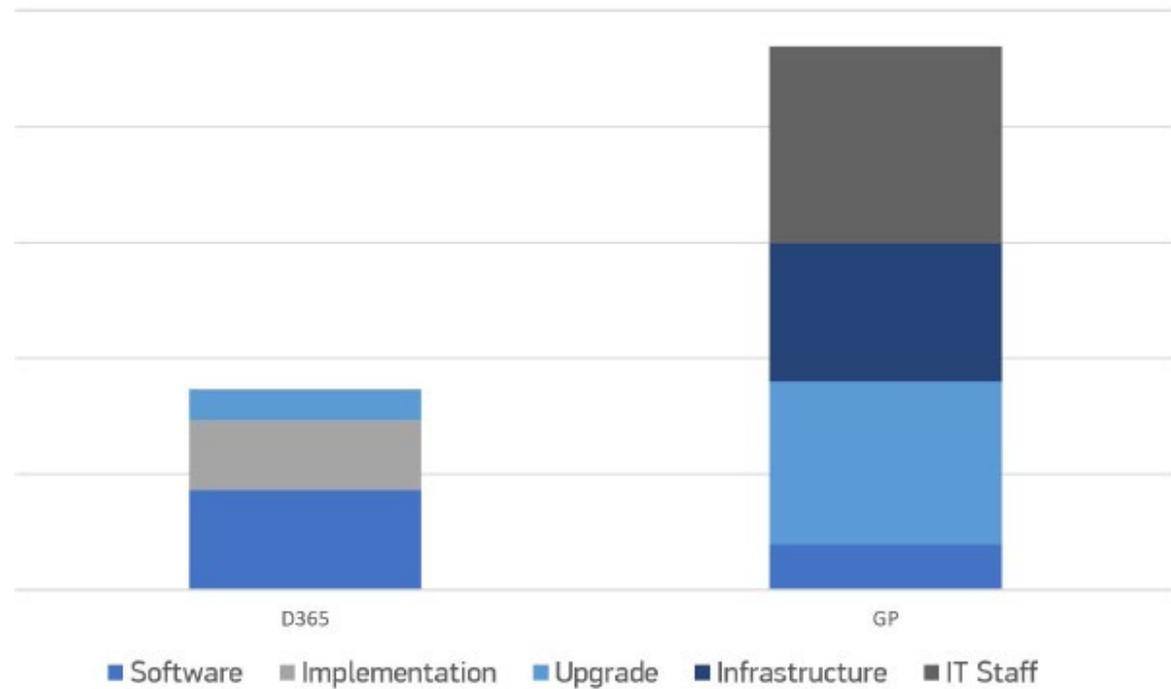




## Comparing Costs

The sample below compares the cost of maintaining an 8-user GP system with implementing Dynamics 365 Business Central. This conclusion is clear. Over 5 years it will cost less to switch to Dynamics 365 than to maintain Dynamics GP. With Dynamics 365, infrastructure and IT staff-related expenses disappear entirely.

### 5 Year Total Cost Analysis Keep Dynamics GP vs Switch to Dynamics 365



# Make the Move to Dynamics 365 with Catapult

There are plenty of reasons to consider switching from Dynamics GP to Dynamics 365. With the only bundled subscription offering on the market, Catapult is helping Dynamics GP customers move to the cloud with confidence with Dynamics 365 Business Central.

Our goal is to help you get the best performance possible. We take a unique approach that sets us apart from other partners.

To eliminate the guesswork and risk associated with adopting new software, we provide subscription packages that bundle together licensing, deployment, upgrades, training and support for a monthly fee.

Click the button below for more details.

Check out our Dynamics 365 Subscription Pricing!

[GET AN ESTIMATE](#)



## About Us

Catapult delivers support and implementation services for leading ERP and CRM solutions that enable mid-sized businesses to perform at their best.

We provide software and consulting services to drive outcomes that matter, including deployment, customization, upgrades, training, and support for Microsoft Dynamics NAV, Dynamics CRM, Dynamics 365, and Acumatica Cloud ERP.

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