



# Dynamics GP: Understanding Your Path Forward

March 25, 2021

# Today's Presenters



Albert Castillo  
Director, Strategic Account  
Management

[Albert.Castillo@ArmaninoLLP.com](mailto:Albert.Castillo@ArmaninoLLP.com)

503.535.1269



Steve Chapman  
Solution Architect, Consulting

[Steve.Chapman@amllp.com](mailto:Steve.Chapman@amllp.com)

858.207.5139



Theresa Brown  
Partner, Consulting

[Theresa.Brown@ArmaninoLLP.com](mailto:Theresa.Brown@ArmaninoLLP.com)

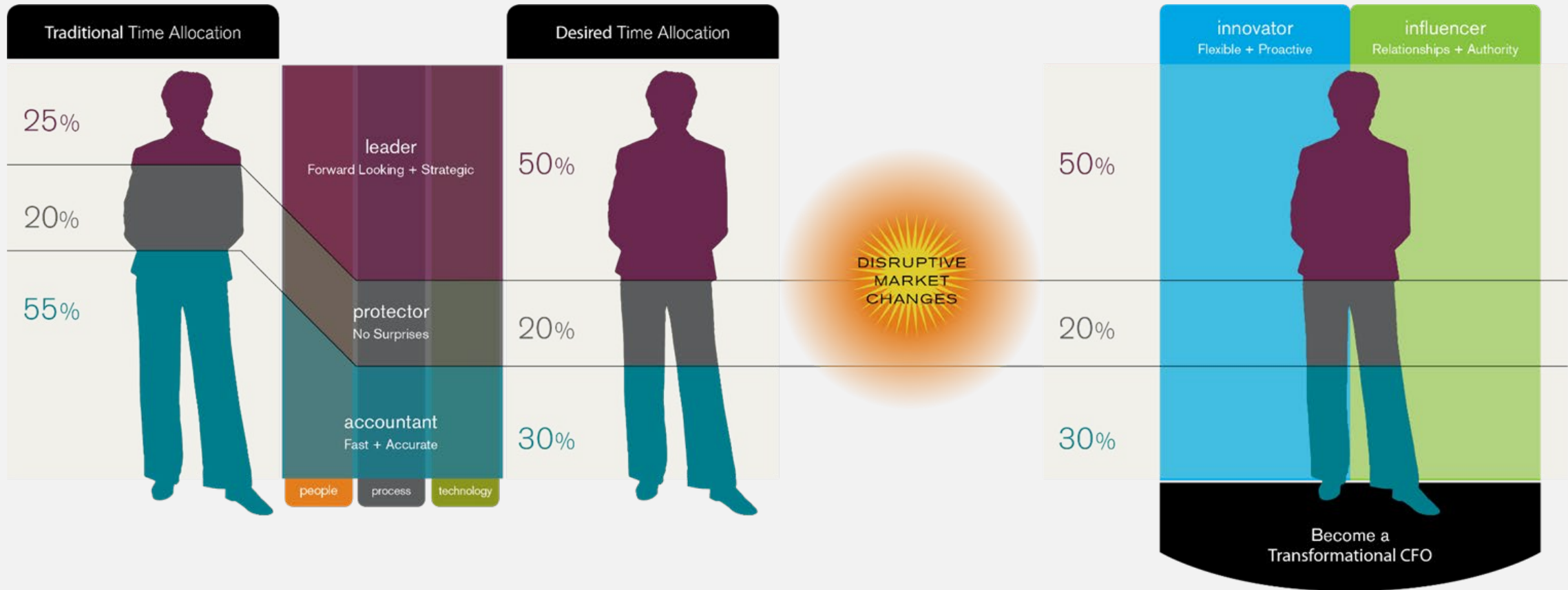
925.790.2844

# Agenda



- Review lifecycle support, important dates, what versions expire when
- Understanding and utilizing dual licenses
- Your growing chart of accounts
- Sample of a Dynamics GP conversion
- A sneak peek at Dynamics BC

# Catalyst for Growth is Change





## **Poll Question #1**



# Demystifying Dynamics GP Lifecycle Support



# Demystifying the Lifecycle Policy



## Dynamics GP Older Version Before Oct 2019



On the existing Fixed Policy Lifecycle, here are the support end dates for those previous versions:

Dynamics GP 2015 –  
Mainstream support end  
date 4/14/2020

Dynamics GP 2016 –  
Mainstream support end  
date 7/13/2021

\*Dynamics GP 2018 –  
Version 18.00.0727 and  
prior– Mainstream  
support end date  
1/10/2023

*\*Anything before October 2019 release.*

# What is Mainstream and Extended Support?



- Mainstream support includes tax and year-end updates, security updates and non-security hotfixes.
- Extended support includes only security updates.





# Upgrade Schedule for Release and Support



Year	New Features and Bug Fixes	Tax Updates & Bug Fixes	Year End Updates	Staying Current
2021	October	June	November/December	Must be on one of the 2021 releases.
2022	October	June	November/December	Must be on one of the 2022 releases.
2023	October	June	November/December	Must be on one of the 2023 releases.
2024	October	June	November/December	Must be on one of the 2024 releases.

# What is the Dual License Offer?



## Can I get the offer?

- You must be a Dynamics 365 Business Central, Dynamics GP, -NAV or -SL On-premise customer on Dynamics Price List
- You must have an active Enhancement Plan subscription and can apply for the offer prior to your renewal date expiry.



## What's the offer?

- You can renew your Enhancement Plan through CSP at a price equal to your annual Enhancement Plan renewal
- Basically, instead of your annual Enhancement Plan payment, you pay for and license Dynamics 365 Business Central (Cloud) users on a monthly basis at the same total amount as your annual Enhancement Plan

# Dual License Benefits and Info



## What are the benefits?

- Reduce your capital spending – spread your payments monthly instead of paying annual lump sum
- Reduce your cloud costs – you get a 60% discount on the Business Central Cloud users
- If you have a high ratio of concurrent users, we will match up to 1:4 concurrent to named user ratio at \$0 license cost
- Allows for dual-use right and downgrade rights to the current Dynamics 365 Business Central, Dynamics GP, -NAV, -SL On-premise version – you can continue to use your current on-premise application while you transition to your Dynamics 365 Business Central (Cloud) solution
- You continue to get full Enhancement Plan benefits with the offer for your current on-premise application
- You will have your licensed users for Dynamics 365 Business Central (Cloud) when you are ready to migrate



## What's the catch?

- You need to license Dynamics 365 Business Central (Cloud) users at a minimum to the same price as your annual Enhancement Plan
- **Offer Length is from June 1, 2020 – June 30, 2021**
- Offer Duration – you can make a 1-year subscription with 2 year auto-renewal option

# Promotion for Dynamics BC Licensing

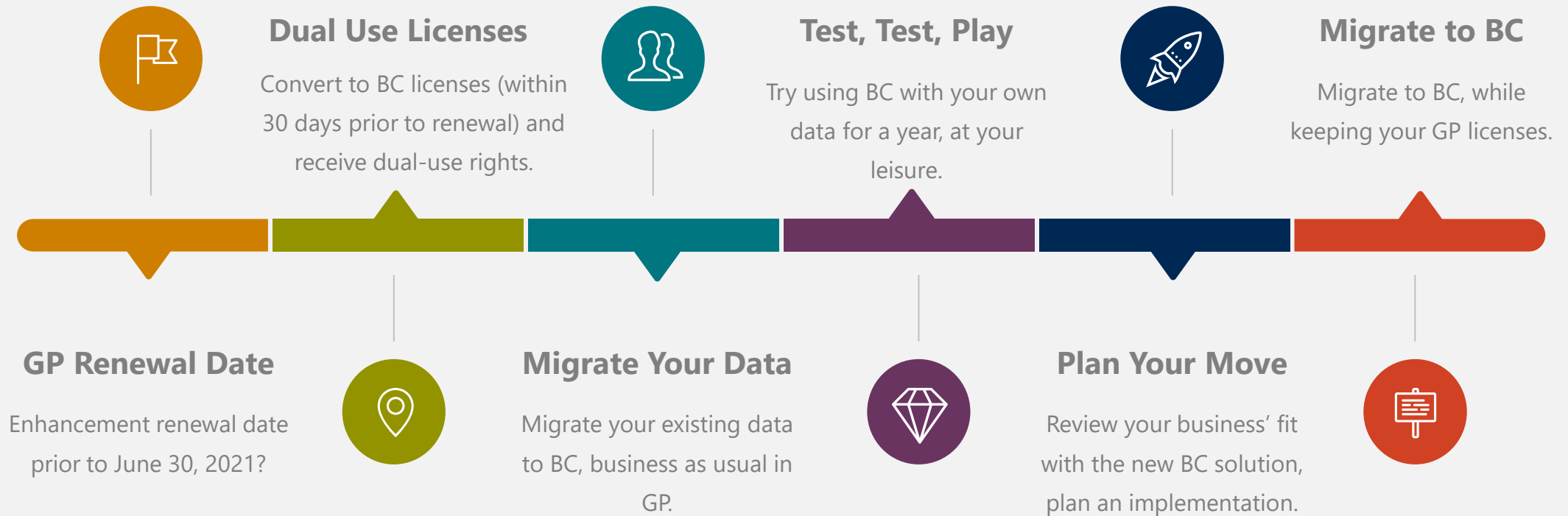


**Current on Maintenance:** CSP price list discount of 60% for customers who are ready to move to their primary deployment to the cloud. On your next renewal stop paying Enhancement Plan (aka BREP) and purchase the new CSP transition license. **Must have an active Enhancement Plan.**

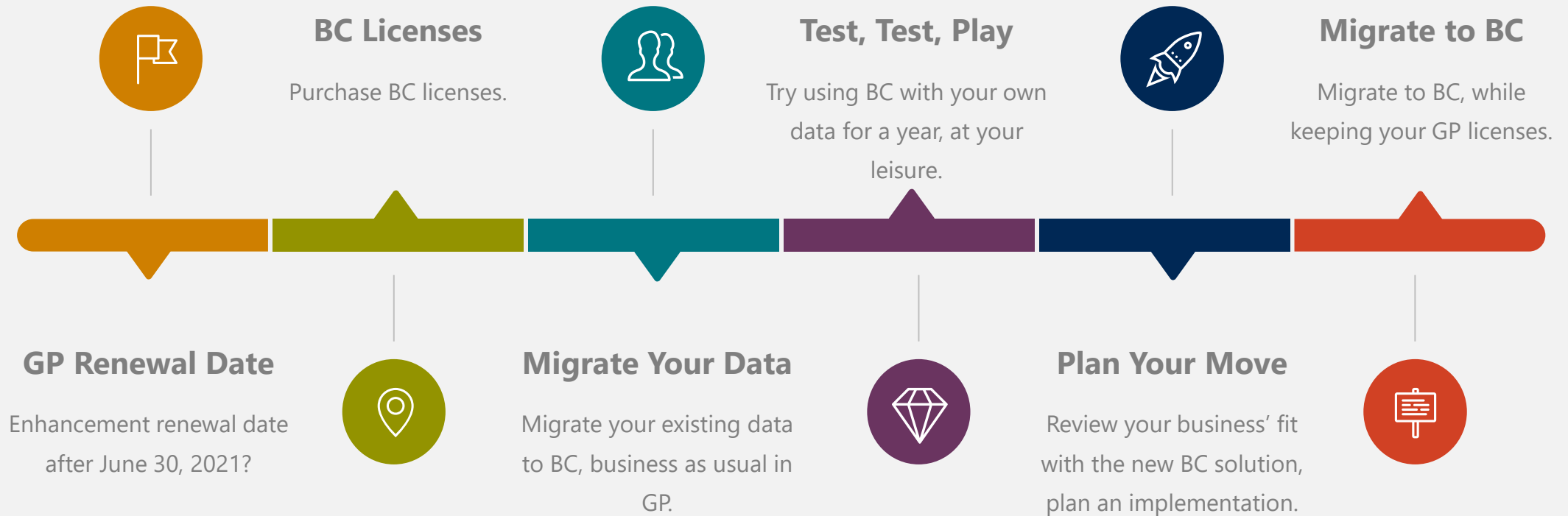
	Current License	Business Central	Discount	Per user per month	
On-premise To Cloud	Dynamics AX	Business Central Premium	\$100	60%	\$40
	Dynamics GP	Business Central Essentials	\$70	60%	\$28
	Dynamics NAV	Business Central Team Members	\$8	60%	\$3.20
	Dynamics SL	Business Central Device	\$40	60%	\$16

**NOTE:** For existing customers, this is good through 6/2021.

# Timeline Example - Renewal Prior to June 30, 2021



# Timeline Example - Renewal After June 30, 2021



# Business Change Drivers



- You implemented 10+ years ago and your business looks different
- Disruption such as pandemic
- Newer workforce
- Technology has evolved





## Poll Question #2





# Overview of Dynamics 365 Business Central



# High-level Comparison of Dynamics GP and D365 BC



Comparison	Dynamics GP	D365 for Business Central
<b>License Cost</b>	Perpetual License with annual EP, Hosting costs additional	\$70/user/Mo. Essential \$100/user/Mo. Premium – no min + cost of add-on solutions
<b>Upgrades / Updates</b>	Requires Upgrade to current version; then free service pack updates	SaaS - Automated updates so always on current version
<b>General Ledger</b>	Segmented COA	Dimensional COA
<b>Multi-Entity</b>	Yes, Separate Databases	Yes, Separate Databases
<b>Financial Reporting</b>	Management Reporter and Jet Reports	Leverages account schedules and analysis views. Can use Solver, other ISVs or PowerBI
<b>Budgeting</b>	Excel-based, complex requires ISV such as Solver or Adaptive	Excel-based, complex requires ISV such as Solver or Adaptive
<b>BI Capabilities</b>	Some PowerBI integration; can leverage analysis cubes to work with OLAP tools; custom integration with Tableau	Strong integrations with PowerBI and Power Platform
<b>Inventory</b>	Ability to track perpetual inventory and safety stock levels	Ability to track perpetual inventory and safety stock levels

# High-level Comparison of Dynamics GP, BC and F&O

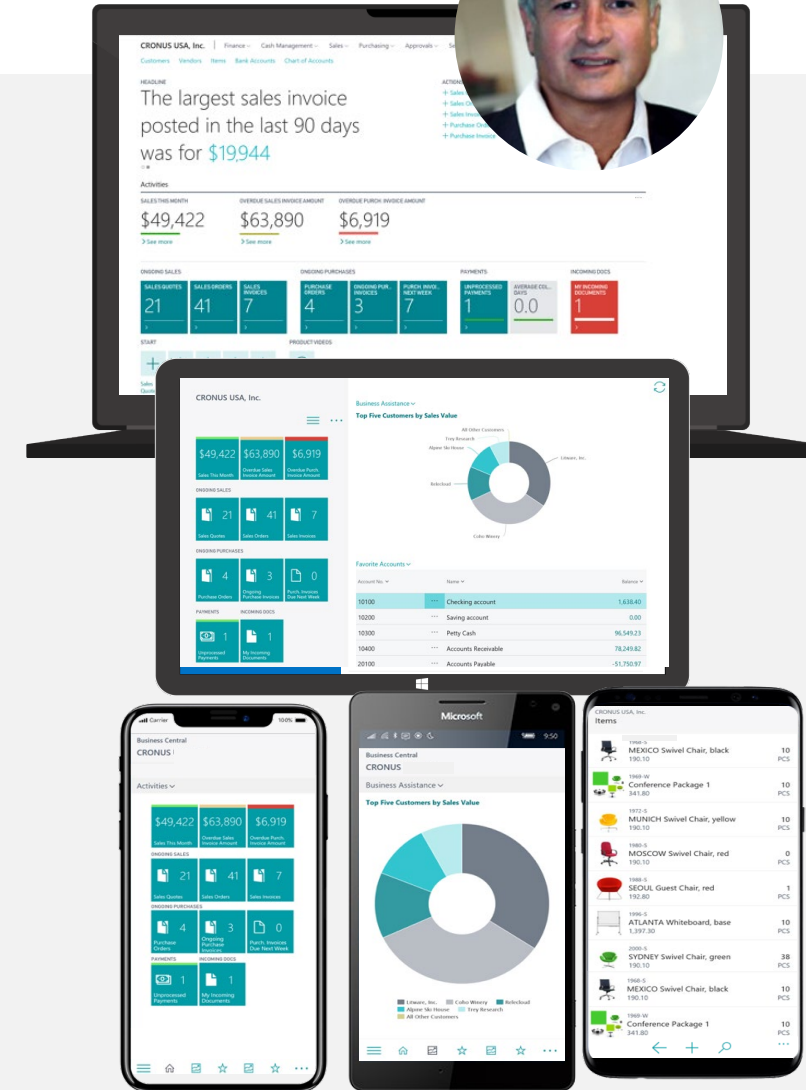


Comparison	Dynamics GP	D365 BC
AR / Customer Records	Yes	Yes
Sales Commission	Basic commission calc; complex requires ISV	Requires ISV
Collections Management	Requires ISV	Requires ISV
Revenue Recognition	Use allocation accounts; may become impractical	Can allocate across departments & locations; Advanced Rev Rec requires add-on solution
Projects	Project Accounting out of the box.	Fairly strong capabilities for tracking projects / jobs
Purchase Orders	Requisitions available with approval workflow out of the box. Punch-out would require ISV	Requisitions and punch-out would require ISV
AP Automation	Native workflow; recommend ISV for full AP Automation	Native workflow; recommend ISV for full AP Automation
MICR Check Printing	Requires ISV	Yes
Expense Management	Integration with Concur and other solutions	Integration with Concur and other solutions
Cash Management / eBanking	Native; requires integration with Bank; Recommend 3 <sup>rd</sup> party for complex scenarios	Native; requires integration with Bank; Recommend 3 <sup>rd</sup> party for complex scenarios
Integrations	Integration Manager or eConnect other ISV solutions for integrations	Web Services (SOAP or OData); Or leverage other ISV integration tools

# Dynamics 365 BC - Core Capabilities



	<b>Financial management</b>	Accounts receivables and payables	Bank reconciliation	Fixed asset management	Month/Year end closing
	<b>Sales &amp; service management</b>	Quote generation	Contact management	Sales invoicing	Payment processing
	<b>Project management</b>	Capacity planning	Budget and estimates	Job and process costing	Resource Management
	<b>Supply chain management</b>	Inventory and Purchasing control	Shipment and distribution	Returns and cancellations	Procurement and vendor management
	<b>Operations management</b>	Forecasting	Production planning	Manufacturing capacity	Warehouse management
	<b>Reporting &amp; analytics</b>	Customer insights	Self-sense reports	Interactive dashboards	Built-in intelligence





# Dynamics BC Sneak Peek Demo

Steve Chapman



# Demo Outline for Dynamics BC



- Chart of Accounts
  - + Accounts
  - + Dimensions
  
- Purchase Order Processing
  - + Purchase Order Entry/Receiving/Invoicing
  - + User Personalization
  - + Workflow Approval
  - + Mobile App
  
- Microsoft Office Integration
  - + Excel
  - + Outlook

# Resources to Help You Plan Next Steps



- [Blog – What Dynamics 365 Business Central Can Do for Your Digital Transformation](#)
- [Blog – Microsoft Dynamics GP Version Support Lifecycles and Planning Your Next Steps](#)
- [Blog – Your ERP Roadmap: Considerations for Moving From Dynamics GP to D365 BC](#)
- [About Dynamics 365 Business Central](#)
- [Upgrading Dynamics GP](#)
- [Microsoft Dynamics 365 Business Central Video Library](#)

# Next Steps



Reach out to your client manager OR Albert Castillo to discuss your options



Start planning your next move



Appendix



# Armanino Overview



## PURPOSE

To be the **most innovative** and **entrepreneurial** firm that makes a **positive impact** on the lives of our **clients, people and communities.**



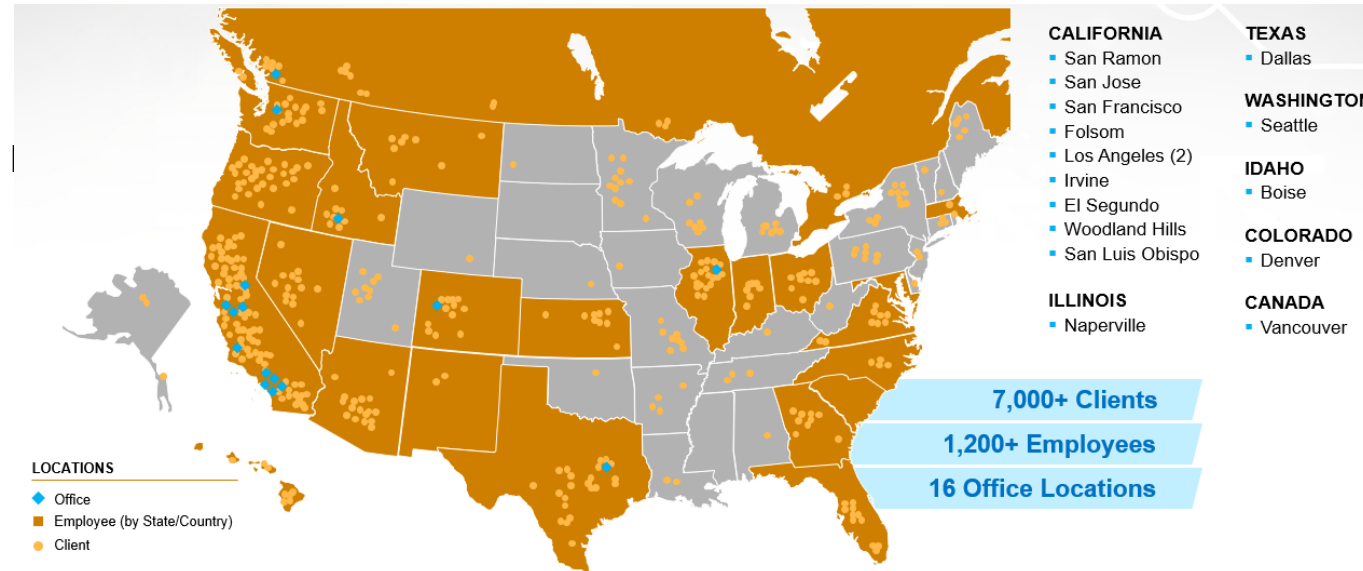
## SNAPSHOT

- 1500+ Employees
- Team Members in 22 States
- 20<sup>th</sup> Largest CPA & Consulting
- Largest Niche: Technology

### Affiliate Companies



## LOCATIONS



## RECOGNITION & AWARDS



8 Years Running

# Microsoft Dynamics GP Extended and Mainstream Support

Dynamics GP Version	Mainstream Support Ends	Extended Support Ends
Dynamics GP 2010	10/13/2015	October 13, 2020
Dynamics GP 2013	April 10, 2018	April 11, 2023
Dynamics GP 2015	April 14, 2020	April 8, 2025
Dynamics GP 2016	July 13, 2021	July 14, 2026
Dynamics GP 2018	January 10, 2023	January 11, 2028

# Microsoft Dynamics ERP Overview

## Dynamics GP

Formerly Great Plains

Life-Cycle Support Policy

Continued Enhancements

Path to move to BC

## Dynamics 365 for Business Central

Formerly Dynamics NAV (AKA Navision)

For SMB market

Cloud & On-premise Option

## Dynamics 365 for Finance

Formerly Dynamics AX (AKA Axapta)

For Medium to Enterprise

Cloud & On-premise Option