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Welcome To Today's Webinar:
Signs it's Time to Upgrade from Microsoft Dynamics GP to AX

The presentation will begin in a few moments

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About the Presenter(s)



Chris Moore, Partner
Chris leads Armanino's Dynamics practice and has over 20 years of experience in consulting leadership on hundreds of ERP implementation projects for clients ranging from emerging companies through global enterprises.



John Van Metre, Mgr. Sales & Business Development
John is a software solution professional with over 11 years of experience providing guidance on Microsoft Dynamics solutions to mid-market companies.
John earned his MBA in Accounting from Santa Clara University and his B.S. in Business Management from San Jose State University.

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Presentation Overview



7 Signs you may be outgrowing Dynamics GP

- *What to look for*
- *Learn from real world Case Studies*

Building the business case for an upgrade

- *Understanding true costs: dollars, time, opportunity*
- *Quantifying the benefits*

Making the transition from Dynamics GP to AX

- *Repeatable tools and techniques for success*



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Sign #1: Growth



Growth

Your company is growing in:

- Revenues
- Locations
- Product or service lines



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Sign #2: Global Expansion



Global expansion

Moving into international markets. Need to support multiple:

- Currencies
- Languages
- Or regulatory reporting



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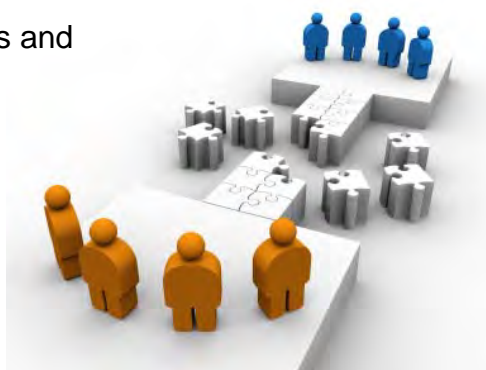


Sign #3: Mergers and Acquisitions

M&A activity

There has been or will be acquisitions and/or mergers and may include different:

- Systems
- Processes
- Goals



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Step #4: Complexity

Complexity

Business has become increasingly complex and current system cannot keep up with:

- New business processes
- Supply chain partners
- Partner & System Integrations
- Pricing & Contracts
- Multiple sales channels
- Organizational structures



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Sign #5 Fragmented Systems & Manual Processes



Increased manual processes:

Staff relies on more:

- 3rd party applications
- Spreadsheets
- Or paper-based processes

This creates:

- New blind spots
- Silos of information
- Difficulty reporting



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#6: Too Slow

Too slow

No timely access to:

- Performance metrics
- Financial data
- Or other critical operating information



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Sign #7: Lacking Key Business Intelligence Insights

Lack of control and insight

Example: Managers lack timely information to make decisions due to increased manual processes.



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Building the Business Case for Upgrading



Understand TCO & ROI of Upgrading:

- Assess cost of support today
- Retire 3rd party systems (Band-Aids) & apps to eliminate:
 - Redundancy
 - Separate data silos
 - Reduce costs
- Lost opportunity & cost of doing nothing
- Reduce manual processes
- Dynamics dollar-for-dollar investment credit

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Building the Business Case for Upgrading

Be a change agent:

- Don't settle for status quo
- Identify key business processes for improvement
- Great opportunity to establish best practice
- Optimize & drive toward automation
- Prepare for strategic investment in IT as a business enabler



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Making the transition from Dynamics GP to Dynamics AX

Laying the foundation

Double-down on the Microsoft Stack
Same Platform, UI, SQL, Reporting Framework
Partner ecosystem

Business Process Mapping

Consultants that know both GP & AX
Detailed assessments
Cross platform comparison
Speak the same language

Data Conversion

Prebuilt tools, techniques and data migration templates
Streamlined, low risk, repeatable process

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Why Dynamics AX?


- Familiar UI for users
- Microsoft Office Integration
- Take advantage of Microsoft's dollar-for-dollar credit for licenses and maintenance


Description	GP Existing	AX New	Net \$\$
Software Licenses	\$80,000	\$100,000	\$20,000
Maintenance	\$12,800	\$ 16,000	\$ 3,200


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Why Dynamics AX?


Getting more out of the platform...



Microsoft Windows Server



Microsoft SharePoint



Microsoft SQL Server



Microsoft Lync


Microsoft Office




Microsoft Visual Studio


Microsoft Azure


Microsoft Windows


More...

Active Directory	Role Center Customer Portal Vendor Portal Employee Portal	Runs only on SQL SSRS – Reporting SSAS – Analysis Power View	Seamless Lync Presence TAPI Compliant	Office Design Bi-directional Interoperability Utilize productivity tools	Windows Comm Foundation Team Foundation Server	Deploy on Azure	Win 8 Apps with immersive experience Runs on Windows Client only Runs on IE	Expense Mgmt. Mobile Workflow approvals Shop Floor Control
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Why Dynamics AX?

Access to Pre-Defined Business Processes Transition Templates

Demand-to-Order

Procure-to-Pay

Plan-to-Produce

Cash & Bank Management

Acquire-to-Retire


Idea-to-Design

Order-to-Cash

Demand-to-Supply

Record-to-Report

Hire-to-Retire

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Upgrading with Armanino: Data Conversion Toolkit

- **Dozens of Pre-built templates for Data Conversion**

- Current Master Data (Customers, Vendors, Items, BOMs, Routes, etc.)
- Open Transactions (e.g. AR, AP, Purchase Orders, Sales Orders)
- GL Monthly Balances (e.g. 24 months)
- Employees, Contacts, Inventory, Pricing, Fixed Assets, etc



Q&A:

Submit your questions through The chat box.



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