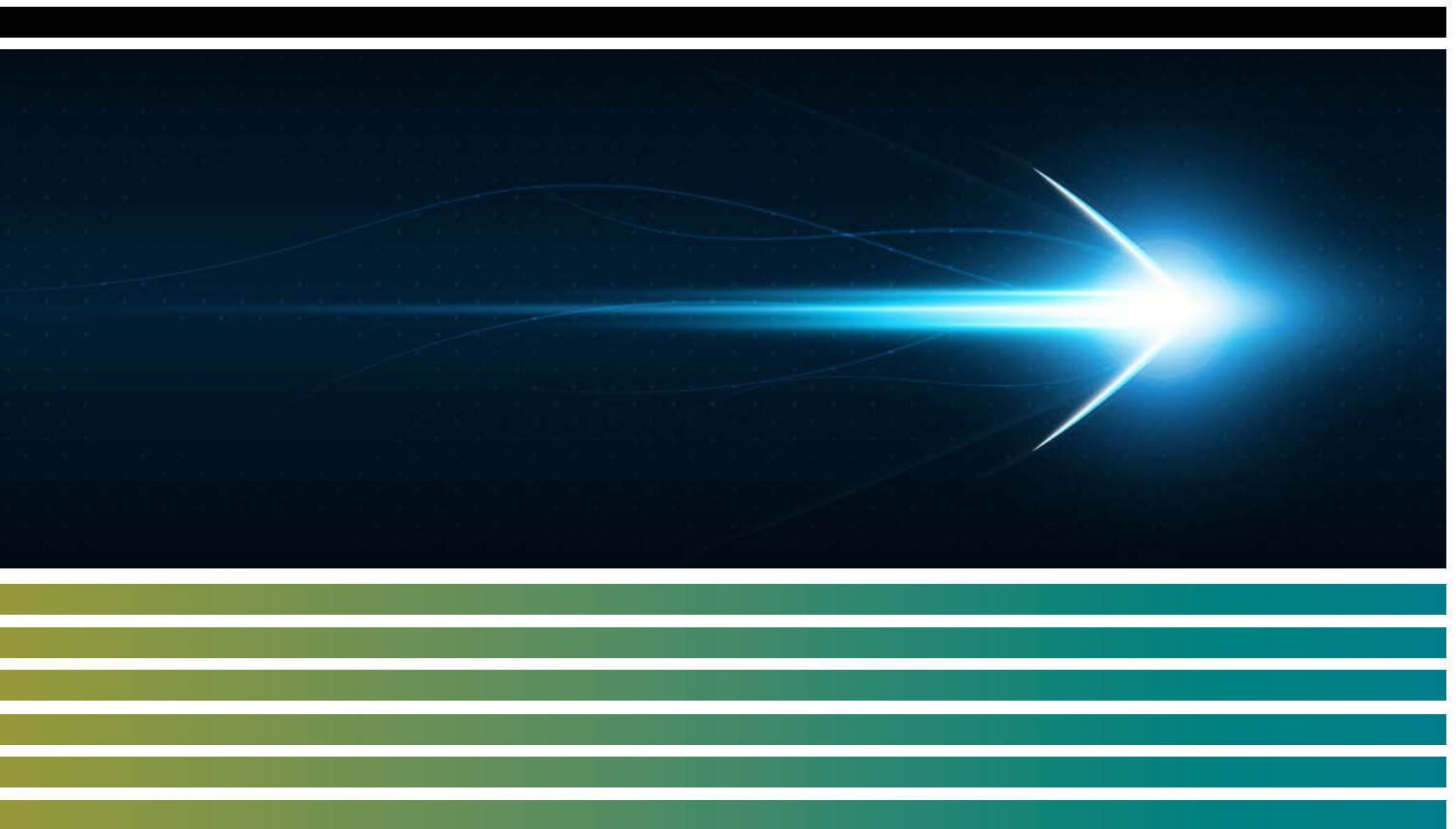


OUTGROWING MICROSOFT DYNAMICS GP

Why Companies Move Up to Sage Intacct

AN ARMANINO WHITE PAPER



ARE YOU TOO SUCCESSFUL FOR YOUR CURRENT ERP SYSTEM?

Whether you're expanding your product lines, offering new services, expanding globally, increasing the number of partners you work with, or acquiring another company, all are harbingers of company growth and success. But there can be a downside: Your business may no longer be aligned with your system of record or enterprise resource planning (ERP) software. Often this means you no longer have the control or the visibility you need to manage operations effectively. When this happens, it's a signal that your company has outgrown its ERP system.

It could have happened so insidiously that you didn't realize all the ways your outgrown ERP system is hurting your business. For instance, it can seriously impact your ability to meet your growth goals, by slowing your responsiveness and flexibility. Or it can impact your ability to roll out new products and services quickly, causing you to disappoint customers and partners.

That's why, if you're using Microsoft Dynamics GP software today and are actively growing or have grown your business, it may be high time to move up to Sage Intacct. Having received the highest ranking by Gartner for core financials for midsize organizations, Sage Intacct is uniquely designed for growing organizations like yours. And because it's the natural next step for expanding organizations, the business case for moving to Sage Intacct can be extremely compelling.

Read on to find out why Sage Intacct is the right choice for upgrading your ERP system, and how Armanino can help you complete a smooth transition using its proven Upgrade Roadmap.

Signs you may be outgrowing your ERP system:

Growth: Your company is growing in revenues, locations, and/or product or service lines.

Too slow: You don't have timely access to critical performance metrics, financial data or other critical information.

Global expansion: You're moving into international markets and need support of multiple currencies, languages and regulatory reporting.

Lack of control and insight: It takes longer to get things done. Managers and stakeholders do not get timely information to make decisions due to increased manual processes.

Increased manual processes: Your staff is relying more on third-party applications, spreadsheets and paper-based processes. Rather than bridge gaps, these offline business processes create new blind spots and silos of information.

Complexity: Products, product lines and pricing have become more complex.

THE BUSINESS CASE FOR UPGRADING

When you think about it, an ERP system that is no longer able to help your company thrive and grow is costing you far more than what you pay for software installation and maintenance. Consider the labor and operating costs associated with inefficiency throughout the organization. An inability to respond in a timely way to customer and management requests may result in lost opportunities or create openings for competitors to get a toehold in your customer base.

So while replacing your accounting/ERP system obviously requires an investment in time and money, the return on that investment can be quite substantial. For instance, by moving to a system such as Sage Intacct, you gain the capabilities you need for your growing company, including greater scalability, more visibility and better control across the entire organization. And implementing a system such as Sage Intacct is much quicker and more cost-effective than the on-premise solutions of the past.

That's not all. If your company is using multiple software packages to handle processes covered by the much broader and deeper functional footprint of Sage Intacct, you can consolidate many or all of these systems into one. Your company will likely end up paying less in subscription fees for a new ERP system than it currently pays for multiple disparate systems or the cost of maintaining an on-premise solution. Consolidating systems into one gives you a single source of truth for your business while eliminating duplication of effort, reducing errors, and improving productivity and collaboration across departments.

Another example of consolidation that can benefit your bottom line is when a company is running multiple instances of an ERP system across different divisions

or entities. This can make it difficult and time-consuming to maintain master data such as general ledger accounts, inventory items, vendors, customers and more across different databases and systems. There is duplication of effort just to keep records synchronized. Consolidating these systems eliminates data re-entry and gives you better visibility and control across the entire enterprise.

Building the business case for upgrading your ERP can be an eye-opening exercise, shedding light on constraints and workarounds that keep your organization from realizing its full potential.

Tangible business benefits for upgrading

- Greater visibility into financial data, so you can reduce time spent manually reconciling or entering data
- More accurate and effective planning, resulting in greater agility and responsiveness
- More effective operational oversight to minimize costs
- Fewer manual processes, leading to improved productivity
- Greater control and accuracy to improve decision making and provide insight into key performance metrics
- Centralized processes to help you leverage economy of scale

Sage Intacct features

- Hundreds of entities with automated multi-entity management and financial consolidations
- Streamlined order-to-cash process
- World-class security, backups and disaster recovery to protect your financial data

TOTAL COST OF OWNERSHIP

THE ADVANTAGES OF MOVING TO SAGE INTACCT

Total cost of ownership is another important aspect of the business case. When you are deciding whether to upgrade, a major part of that decision is choosing the new ERP system. This decision has a direct impact on your business case since it can dramatically impact your total cost of ownership and return on investment.

You'll start by evaluating the capabilities you need in the new ERP system. Realizing that the right ERP system can be transformative for your business, you'll want to insist on one that is designed for growing companies who need support for:

- More advanced growth goals
- Regular automatic updates for improved efficiency
- Various new service offerings
- Enhanced business lines
- Multiple entities, locations and currencies
- Improved compliance and quality

Sage Intacct delivers all these capabilities and more. Designed for growing organizations, Sage Intacct is purpose-built for technology, Software-as-a-Service (SaaS), nonprofit, professional services, real estate and distribution organizations. For organizations continuing to grow and evolve strategically in the market, Sage Intacct will continue to scale right alongside your organization. It provides rich, end-to-end business process support, with customizable modules and enhancements tailored to meet your needs.

While you may be considering other cloud ERP systems that deliver some of these capabilities, it's important to understand the most essential features of a switch from Dynamics GP to the Sage Intacct::

- **New cloud promo:** You can utilize Sage Intacct's special offers for new cloud ERP users to help significantly reduce acquisition costs.
- **Intuitive Interface:** With an easy-to-use interface that maintains real-time data.
- **Experienced support:** Our team is familiar with both Dynamics GP and Sage Intacct to help ensure the smoothest transition possible.
- **Less risk:** With modules focused on easy compliance for accounting regulations, your risk is significantly diminished.

The final reason why the total cost of ownership and return on investment is definitively better when moving from Dynamics GP to Sage Intacct, rather than a different cloud ERP system, is that there is a clear and proven transition path. With a team of experts familiar with both systems, the progression to Sage Intacct is faster, smoother and less risky.

A PROVEN ROADMAP FROM DYNAMICS GP TO SAGE INTACCT

Any software upgrade can cause disruption, but because your ERP system touches many people and processes throughout your organization, it's even more critical to minimize operational interruptions and risk.

Ensure a smooth transition from your Dynamics GP system to Sage Intacct with Armanino's proven upgrade methodology. Based on years of experience helping customers successfully deploy both software packages, our upgrade expertise provides a proven methodology for migrating companies who have outgrown their current ERP implementation.

The upgrade methodology includes the following best-practices-based, core components:

Change Management: Armanino manages expectations throughout, explaining benefits and making recommendations to ensure changes are as seamless as possible. Everyone will feel informed and involved in the successful transition.

Budgetary Guidance: We help you gain a clear picture of your existing footprint of ERP and related systems, as well as a clearly defined scope that reduces the chance of surprises during the project.

Process Improvement: We uncover previous limitations and help you improve processes when moving to the new system. We view the transition as the ideal opportunity to apply best practices and lessons learned from our years

of industry and ERP systems experience, to help you streamline processes and ready your organization for realizing your business strategies now and in the future.

Data Conversion: Armanino utilizes automated data transformation tools and provides guidance to help make the conversion of your data from your previous system to Sage Intacct as straightforward and painless as possible.

Terminology and Process Translation: Our Dynamics GP and Sage Intacct experts translate and compare terminology and processes between the two solutions to help your staff make the switch quickly.

Training: We work hand in hand with your teams to ready them for the transition and help them be quickly productive using the new system. Our training plans are designed to build understanding and transfer knowledge from our experts to your staff in a way that eases the pain of change and highlights the benefits to your employees of mastering new capabilities. This is a critical component to ensure adoption and success of your new ERP system.

The Armanino GP to Sage Intacct upgrade methodology has helped many companies across many industries to successfully upgrade to Sage Intacct as quickly and painlessly as possible.



TURN TO
THE SAGE
INTACCT
EXPERTS
TO REDUCE
RISK AND
STREAMLINE
YOUR
TRANSITION

As the largest certified Sage Intacct Value-Added Reseller (VAR) in the country, Armanino's team of CPAs and former CFOs and Controllers offers the structure, methodology, resources, experience, training and tools to ensure your company's success in upgrading to Sage Intacct.

Here's why clients choose Armanino for their Dynamics GP to Sage Intacct upgrades:

- **Knowledgeable in both Dynamics GP and Sage Intacct** as well as broad accounting expertise.
- **Experts** in configuration of financial management (multi-currency management, multi-entity consolidations), financial close automation, financial planning & analysis, customer relationship management and project accounting.
- **Access** to internal Sage Intacct resources and support not available to smaller Sage Intacct implementation partners.
- **Proven GP to Sage Intacct upgrade plan** helps ensure a smooth transition to Sage Intacct.

If your company is starting to show the signs of outgrowing Dynamics GP, look to Armanino for objective guidance on upgrading your ERP to support your growth and enable competitive advantage.

ABOUT ARMANINO^{LLP}

Armanino is Sage Intacct VAR Partner of the Year and has the largest certified Value-Added Reseller (VAR) Sage Intacct team in the nation. Additionally, the firm offers comprehensive advisory services, including in-depth process and software system assessments, to help companies empower their sales forces, cut costs and time-to-market, improve data accuracy and manage strategic growth goals.

Contact us to discuss your business goals.

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