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DYNAMICS CON LIVE

MAY 2024



5 Points on why moving from GP to BC can be HARD

GP Support North and Endeavour Solutions
Scott Jorgens & Marvin Burnett

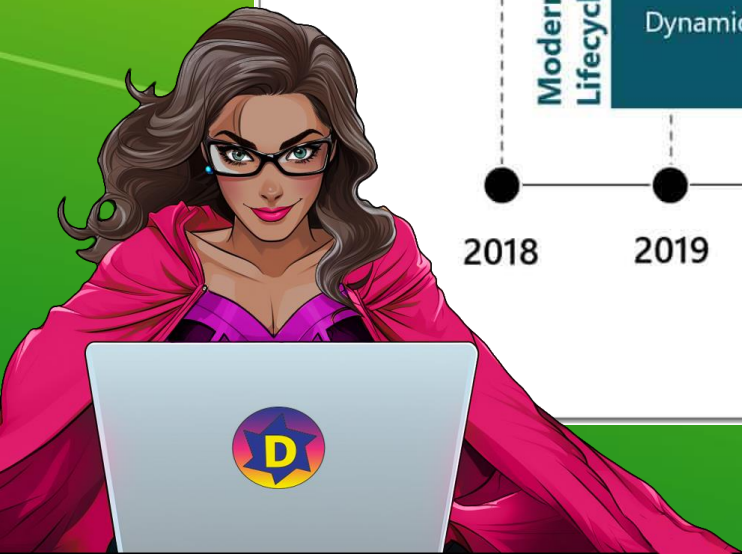
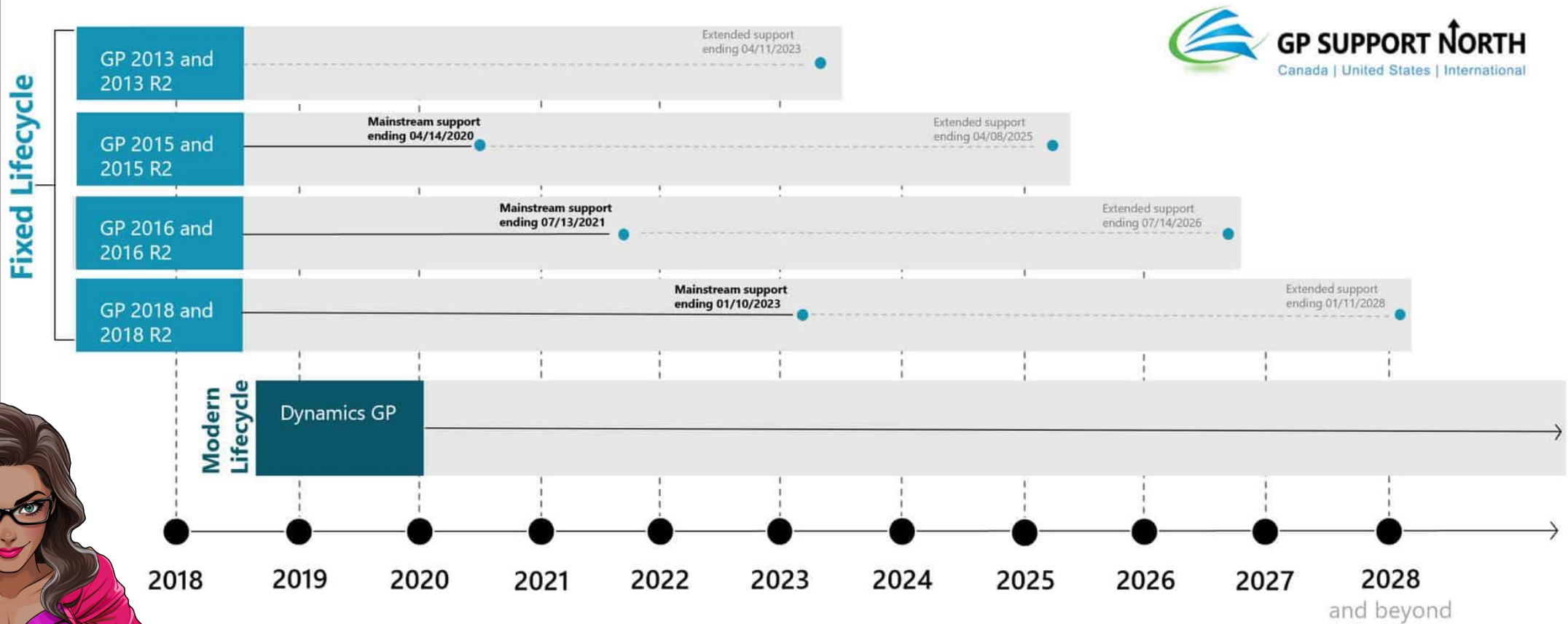


Meet Your Speakers

- GP Support North - Scott Jorgens
- Endeavour Solutions – Marvin Burnett CPA



Dynamics GP versions governed by Fixed and Modern Lifecycle



POINT 1

JUST THE FACTS...



Just the Facts...

- Dynamics GP and Business Central are different ERP Systems
 - Business Central has a heritage of from Navision / Dynamics NAV
- Reporting Dimensions & Chart of Accounts
- Navigation, Search, and User Screens
- Posting
- Approvals Workflow
- Database



POINT 2

Migration Tools only get you Part-way



Migration Tools only get you Part-way

QUICK Export/Import

- CoA to Dimensions
- GL Summary
- Customers/ Vendors/ Inventory
- Azure data lake

CAN be HARD

- Only if clean data and no changes to data (all or nothing)
- Chart of Accounts & Dimensions
- Historic Data if diff CoA
- 90% of Unique Business Logic
 - PO/AP/AR Rules
 - Approvals / Thresholds



POINT 3

On-Prem vs Cloud Architecture



On-Prem vs Cloud Architecture

- Cloud is easier to integrate
 - But not 100% access to DB
- VPN and Remote Desktop gone
 - But now national / international access
 - Stronger security because of different threats
- Security
 - Role-based access



Security




10 Proof Points for moving from Dynamics GP to Business Central (Cloud-ERP)


ADAPT FASTER
Streamline business agility and scale with a single adaptable cloud solution.

WORK SMARTER
Empower hybrid work using familiar Microsoft 365 apps and Teams.

PERFORM BETTER
Reduce costs and better serve customers while on the go.



Microsoft Dynamics 365 Business Central



ERP Security Architecture

1990's and 2000's when Cyber Risks were less prevalent (Dynamics GP stated here)

2020's and modern-day (Business Central lives here)

WHO

Corporate users are all internal employees.

Users may include employees, partners, and customers for self-serve functions and/or integrated systems.

AUTHENTICATION

Passwords were often simple, re-used, and changed infrequently.

Two-factor authentication and more complex passwords are used to reduce remote attacks.

DEVICES

The majority of access was with desktop computers hardwired to the LAN in the office.

BYOD – Bring Your Own Device is more common, blurring the lines between corporate and personal applications. Most have some level of mobility, including laptops, tablets, and phones.

WHEN

Work was during office hours when in the office.

With flex hours and mobility, work may be done anytime, anywhere.

PRIMARY SECURITY

Restricting physical access.

Restricting live cyber attacks, malware, and trojan horses.

CRIMINAL THREATS

Lone players causing mischief, unsophisticated white-collar crime, and some large criminal organizations.

Highly sophisticated foreign state-sponsored organizations, sophisticated criminal organizations, and unknown players who are able to buy passwords and credentials on the 'dark web'.



On-Prem vs Cloud Architecture

- Security
 - Microsoft infrastructure
 - Application monitoring
 - Role-based access



POINT 4

New reporting options require thought



New reporting options require thought

- Design of KPIs & OKRs (Measures, Calculations, Consistency, Actions, Thresholds, etc)
- Power BI
 - Built-in Dashboards
 - Custom Dashboards (Power BI Pro)
- SmartLists vs Business Central Analyze Mode
- Replace MR
 - Built-in Financial Reports
 - 3rd Party Tools (Tier 3) – Reporting, Dashboards, optional Cloud-database
 - 3rd Party FP&A (Tier 1) – Reports + Automation, Faster Close, What-if Scenarios



POINT 5

**Complexity of replacing ISV's,
Extensions, and Integration**



Complexity of replacing ISV's, Extensions, and Integration

- Dynamics GP ISVs – Independent Software Vendor
 - Embedded
 - Outside
 - GP to BC replacement
 - Still best of breed?
- Business Central Extensions
 - App Store
 - Custom
 - Built-In Personalization / Control



Complexity of replacing ISV's, Extensions, and Integration

- Integration Efforts
- Why integration is good
- How to integrate





RECAP



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5 Points on why moving from GP to BC can be HARD

POINT 1 - Just the Facts (different ERPs)

POINT 2 - Tools only get you Part-way

POINT 3 - On-prem vs Cloud (security)

POINT 4 - New Reporting options

POINT 5 - ISV/Extensions and Integration

IN CONCLUSION....





IN CONCLUSION

COST, EFFORT, & TIME = HARD



COST, EFFORT, & TIME = HARD

1. Avoid Fixed Scope ~ Too many variables

2. YOUR Effort

- Strategy & Process Review
- UAT (User Acceptance Testing)
- T3 Training & Change Management
- Scheduling

3. PARTNER Effort

- Strategy, Process Optimization, KPI's, and Reporting
- ISV & Customization Review + Mapping
- Design / Configuration / Integration
- Training





THANK YOU

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- Endeavour Solutions – Marvin Burnett CPA





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Summary Print out





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