



POWERED BY  DUG

# DYNAMICS CON

# LIVE

MAY 2024

The central graphic is a large, multi-colored starburst shape. Inside the starburst, the text "POWERED BY" is in yellow, followed by a logo consisting of three colorful arrows (purple, green, blue) pointing towards each other, and the word "DUG" in yellow. Below this, "DYNAMICS CON" is written in large, bold, yellow 3D block letters with a multi-colored shadow effect. Underneath that, "LIVE" is written in the same style. At the bottom of the starburst, "MAY 2024" is written in yellow. The background of the starburst is a mix of purple, blue, and yellow.

YOU CAN HAVE IT ALL!

KEEP YOUR GP AND BE IN THE CLOUD!





# Mike McPhilomy

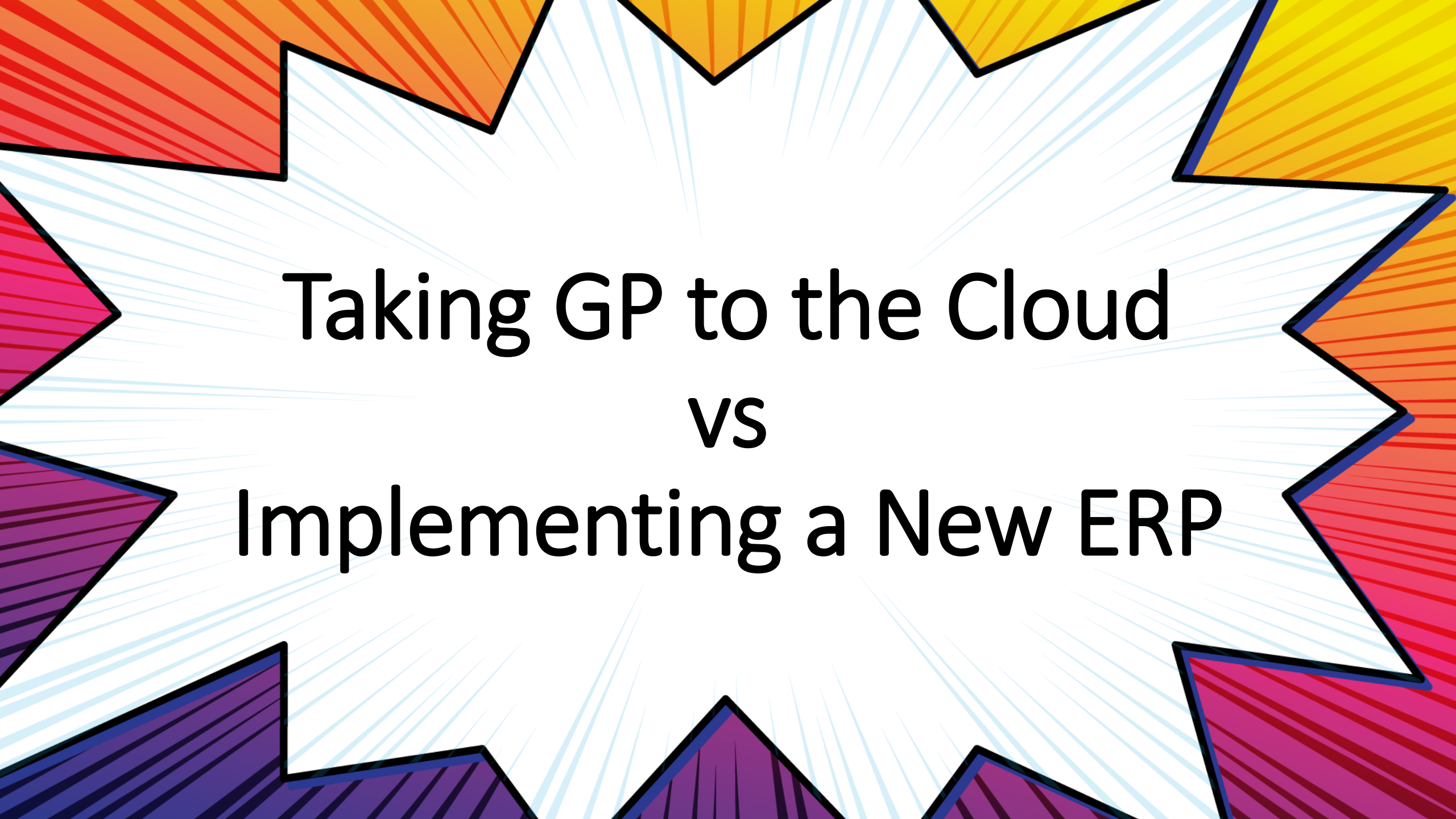
14 years in the GP Community  
Passionate about helping GP Customers and  
Partners develop and implement their Cloud  
Strategy



# Session Agenda

- Taking GP to the Cloud vs “Migrating” to another ERP
- Why should I consider moving my GP to the Cloud?
- Finding the right cloud for your business
- Dynamics GP and Azure
- When is the best time to move to the cloud?





**Taking GP to the Cloud  
vs  
Implementing a New ERP**

# Implementing Another ERP

- Whole new product
- Whole new implementation
- Not all of your data migrates
- You have retrain your employees
- You have to redesign your Processes
- Minimum of 80-100 hours for the basics
- ISVs? Integrations? Reports?



# Taking GP to the Cloud

- **You DO Keep ALL of:**
  - Your Data
  - Your ISV Solutions
  - Your Integrations
  - Your Reports
  - Your business processes
- **You DO NOT have a painful, expensive implementation project**



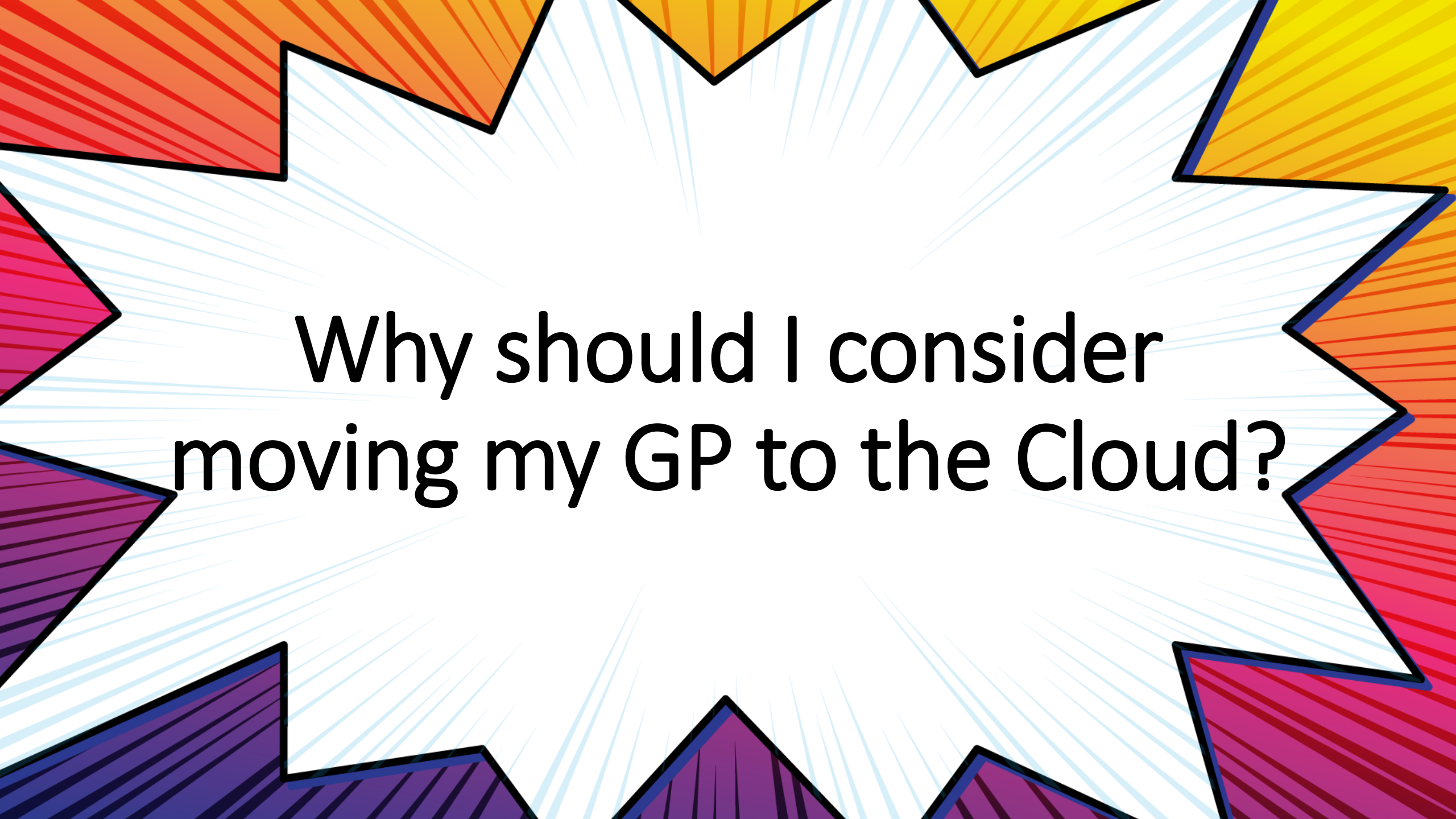
# The Dynamics GP Advantage

- The BEST Mid-Market ERP in North America
- Broad and Deep Functionality
- Industry Verticals through our ISV Community
- Powerful Reporting and Integration Capabilities
- Ability to tune your system to your needs
- Public, Private and Hybrid Cloud Options.
- On Premises Options

• Your Business is already wired up with Dynamics GP!







**Why should I consider  
moving my GP to the Cloud?**

# Why Companies Move to the Cloud

- Reduced IT Infrastructure and Maintenance Costs
- Accessibility and Mobility
- Operational Efficiency
- Enhanced Performance and Reliability
- Digital Transformation
- Enhanced Security and Compliance





# Are You Protected From

**Malware**

**Viruses**

**System Down**

**Hackers**

Data Breaches

Phishing

**Ransomware**

Lost Data

**Hardware Failure**

**Or Worse?**

# The World has become a Scary Place

- In 2023, 13.4 Million new Phishing pages created
- In 2021, \$1.2B in Bank Secrecy Act filings for Ransomware attacks
- Trends between 2022 and 2023:

	2022
Average ransomware payment	\$812,360
Spear Phishing increase from previous year	7%
Executive Impersonation increase	273%





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- Trends between 2022 and 2023:

	2022	2023
Average ransomware payment	\$812,360	\$1.54 Million
Spear Phishing increase from previous year	7%	45%
Executive Impersonation increase	273%	344%

- Chat Bots are going to make it harder to identify fraudulent emails
- State Sponsored Hacking
- Ransomware-as-a-Service



# The World has become a Scary Place

- **Facebook**  
(90 Million)
- **Exactis**  
(230 Million)
- **Panera Bread**  
(37 Million)
- **Under Armor/MyFitnessPro**  
(150 Million Users)
- **Equifax**  
(143 Million)
- **Yahoo**  
(3 Billion)
- **Uber**  
(57 Million)
- **Target**  
(110 Million)
- **JP Morgan Chase**  
(76 Million)





# Finding the Right Cloud for YOUR Organization

# Terminology in the Cloud

## as a Service

IaaS

PaaS

SaaS

## Type

Public

Private

Hybrid

## Tenancy

Single

Multi





# Public Cloud

- Shared Resources
- Highly Scalable
- Rapid Provisioning
- Generally Less Expensive
- Low/No Setup Fees
- Shorter Contracts
- No Backend Access, Less Control
- Generally Multi-Tenant



# Private Cloud

- Dedicated Resources
- Increased Cost to Scale
- Customer has more control
- Generally More Expensive
- Higher Setup Fees
- Longer Contracts
- Managed Service Provider / DIY
- Generally Single Tenant



# Hybrid Cloud

- Combination of Public and Private Clouds
- Combination of On Premises and Cloud
- Generally Best Value
- Dedicate the Important Resources
- Share the Less Important Resources
- Generally Single Tenant



# IaaS – Infrastructure as a Service

- Hosted Hardware
- Paying for Resources
- Diverse Billing Models
- Less Expensive with High User Counts
- Really Needs Managed Services
- Generally More Complex





# SaaS – Software as a Service

- Hosted Application
- Pay for Users
- Flexible Usage
- Less Expensive with Lower User Counts
- Any Device / Any Where Built In
- No Servers to Buy or Maintain
- Manage, Monitor, Patch and Backup Services Included
- Generally the least complex

Peace of Mind!





Can I run Dynamics GP on  
Azure?

# Our Azure Experience

- **400 Dynamics GP User Deployment**
  - Agriculture / Food Processing Industry
  - Customer had Zero Downtime Requirement
  - Worked closely with Dynamics and Azure Teams
  - 100% Commitment to the Microsoft Cloud
  - Office365
  - Power BI
- **We have built both Public and Hybrid Cloud models on/with Azure.**



# Dynamics GP and Azure

- Azure is not just VM's in the Cloud
- Clustering/NLB Not Supported
- Lots of the Configuration is done in Powershell
- The Guaranteed Uptime Catch-22
- Licensing Considerations
- Managed Services are not included





# The Azure Guaranteed Uptime Catch-22



Back End



Back End



Front End



Front End

- Two+ Servers of Each Role
- Virtual Machine SLA of 99.95%
- But, is this enough servers?



# The Azure Guaranteed Uptime Catch-22

- **How many servers do you need to get Guaranteed Uptime?**
  - Active Directory (2)
  - SQL Server (2)
  - Remote Desktop (2)
  - RDP Gateway / Connection Broker (2)
  - IIS Servers (2)
- **SQL Enterprise with Always On Availability Sets**
  - Issues with Management Reporter Shared Encryption Keys  
Logins/Passwords do not sync between the SQL Servers



# The Simple Option for GP

Too **RISKY?**



SQL Server  
Active Directory  
Remote Desktop  
Office  
Dynamics GP



# Licensing Considerations

- You must be current on your Dynamics GP Enhancement Plan
- Not all of the Licenses you own can be used in the Cloud
- Remote Desktop CALs are not included with Azure
- Office 365 on Remote Desktop Servers requires an Enterprise Plan



# Managed Services are NOT Included

- **You are responsible for:**
  - Backups
  - Patch Management
  - Monitoring
  - Redundancy and Uptime
  - Securing your Remote Desktop Servers
  - Cyber Security
  - Incident Response



# The Azure/GP Bottome Line

- IaaS not SaaS
- Targeted at IT not Accounting
- The “No Guaranteed Uptime” option is the simplest and least expensive, but Carries Risk.
- Setting up redundant SQL Servers for GP is challenging and expensive.
- You need strong internal IT or a Managed Services partner







**When is the best time to  
move my GP to the Cloud?**

# Upgrading to the Cloud

- Similar to a SQL Server Move
- The Cloud is your Test Environment
- Roll Back to On Premise
- Light Up New Tech Heavy Features



# What You Need to Upgrade to the Cloud

- SQL Database Backups
- MR Export
- IM.MDB
- VPN or SFTP for Integrations with On Premises Data



# Simple Upgrade/Migration Experience

Build Cloud Environment



Copy SQL Backups



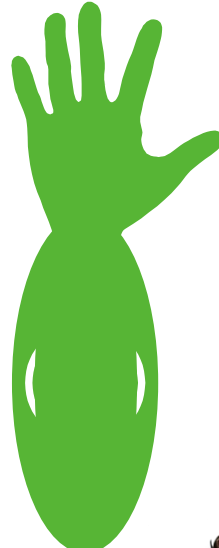
Upgrade



Validate



Go Live  
Light Up New Features



# Simple Upgrade/Migration Experience

Never Worry About  
Dynamics Again!



# Bottom Line on Dynamics GP in the Cloud

- **Get to use the cool new features of GP**
- **No More worries**
  - Servers
  - Hard Drives
  - Backups
  - Cyber Security
  - Anti-Virus and Anti-Malware
- **No more costly Workstation Installs**

**Use GP from Anywhere with Internet Access**






The background is a vibrant blue gradient with numerous thin, white lines radiating from the top center, creating a sense of energy and movement. In the lower-left foreground, the silhouettes of a male and female superhero stand on a dark, jagged rock formation. The male figure is on the right, wearing a cape and a mask, looking towards the right. The female figure is on the left, also wearing a cape and a mask, looking towards the right. In the background, there are stylized, layered mountain ranges in shades of blue and purple. A line of white, fluffy clouds separates the mountains from the sky. The overall composition is clean and modern, with a strong emphasis on the central text.

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Q&A