



2026 DYNAMICS CON

Vegas

The main title is presented in a vibrant, multi-colored, comic-book style. '2026' is in green, 'DYNAMICS' is in yellow-green, and 'CON' is in yellow. The text is set against a blue and purple starburst background. Below the main title, the word 'Vegas' is written in a white, cursive font with a black outline, positioned on a yellow and green arrow-shaped base. The entire graphic is set against a green background with palm trees and a city skyline.

From GP to BC - How to prepare for the move



Objectives

This session will help end users prepare for the move from Dynamics GP to Dynamics Business Central.

Moving from Dynamics GP to Business Central involves:

- **Data Migration** – clean GP data, use migration tools, and plan for historical data access.
- **New Features** – cloud-based updates, better workflows, integrated Microsoft ecosystem, and flexible licensing.
- **Go-Live** – thorough testing, user training, and phased rollout. Post-launch, optimize with advanced features for efficiency and scalability.



Learning Objectives

Articulate

- Articulate the strategic “why” behind moving from GP to Business Central

Explain

- Explain key architectural and functional differences between GP and BC

Identify

- Identify common migration pitfalls (data, ISVs, user adoption)

Position

- Position migration approaches (reimplementation vs. lift-and-shift mindset)

Guide

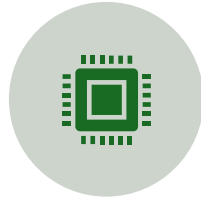
- Guide customers through change management and expectations



Agenda



The Reality: GP lifecycle + Microsoft direction



GP vs BC: It's not an upgrade—it's a **different system**



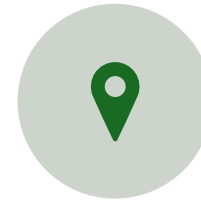
Functional & architectural differences



Migration approaches & decision points



Common challenges (what clients underestimate)



Positioning & selling the journey



Q&A



Stoneridge Software

- **Deb Schaffer**



- **Team Manager | Sr. Solution Architect**

- 25+ years of experience in analysis, implementations, upgrades, training, and consulting with ERP solutions focused on Dynamics GP, Dynamics Business Central, and Dynamics 365 for Sales
- BS in Accounting , a Microsoft Certified Trainer, and has certifications for Microsoft Dynamics GP, Microsoft Dynamics 365 for Business Central and CRM/CE.
- Passion for streamlining processes, removing dependencies on external spreadsheets and financial reporting/analytics.

The Why



The GP Reality

End of life
announced
(support ending
~2029–2031)

No new licenses
after 2026

Innovation has
stopped

Increasing
technical debt



Microsoft's Timeline for GP

Sep 2024

GP end-of-support date announced

Dec 2029

Final YE Release and End of Product Support

Oct 2025

End of new GP License sales

April 2031

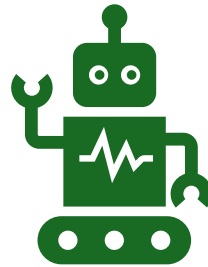
End of GP security patches



Microsoft Strategy



All innovation in **Business Central + cloud**



AI, Copilot, Power Platform integration



SaaS = continuous updates, no upgrades



GP vs BC: Core Differences



It's Not an Upgrade

NEW
ARCHITECTURE

NEW DATA
MODEL

NEW UX

NEW
EXTENSIBILITY
MODEL



Architecture

GP	BC
On-prem	Cloud / SaaS
SQL + Dexterity	Azure + AL
Manual upgrades	Automatic updates



GP: Menu-driven,
module-based

BC: Role-based,
task-oriented
UI

Embedded
insights, Power
BI



Microsoft Dynamics GP

Home

Microsoft Dynamics GP

Home

Use Preferences

Shortcuts

Report Shortc...

Startup

User Class...

sa's Home

Reminders

Tasks

New Reminder

New Task

Business Analyzer

Quick Links

My Reports

Add Reports

Home

Administ...

Financial

Inventory

Manufact...

Field Serv...

Project

Purchasing

4/18/2023 Fabrikam, Inc. 18

Business Manager - Dynamics 365

Go To Website

businesscentral.dynamics.com/2e1643bf-fb88-415...

Microsoft Office Ho... DYN BC Azure DevOps Importer Del Reports Stenridge

Dynamics 365 Business Central

CRONUS USA, Inc. | Finance Cash Management Sales

Customers Vendors Items Bank Accounts Chart of Accounts

Activities

Sales This Month	Overdue Sales Invoice Amount
\$7,000	\$106,689
> See more	> See more
Overdue Purch Invoice Amount	Sales Invoices Predicted Overdue
\$49,462	0
> See more	> See more

Ongoing Sales

Sales Quotes	Sales Orders	Sales Invoices
2	4	7





CRONUS USA, Inc.

< Finance

Cash Management

Sales >



Customers

Vendors

Items

Bank Accounts

Chart of Accounts



Insights

Business Performance

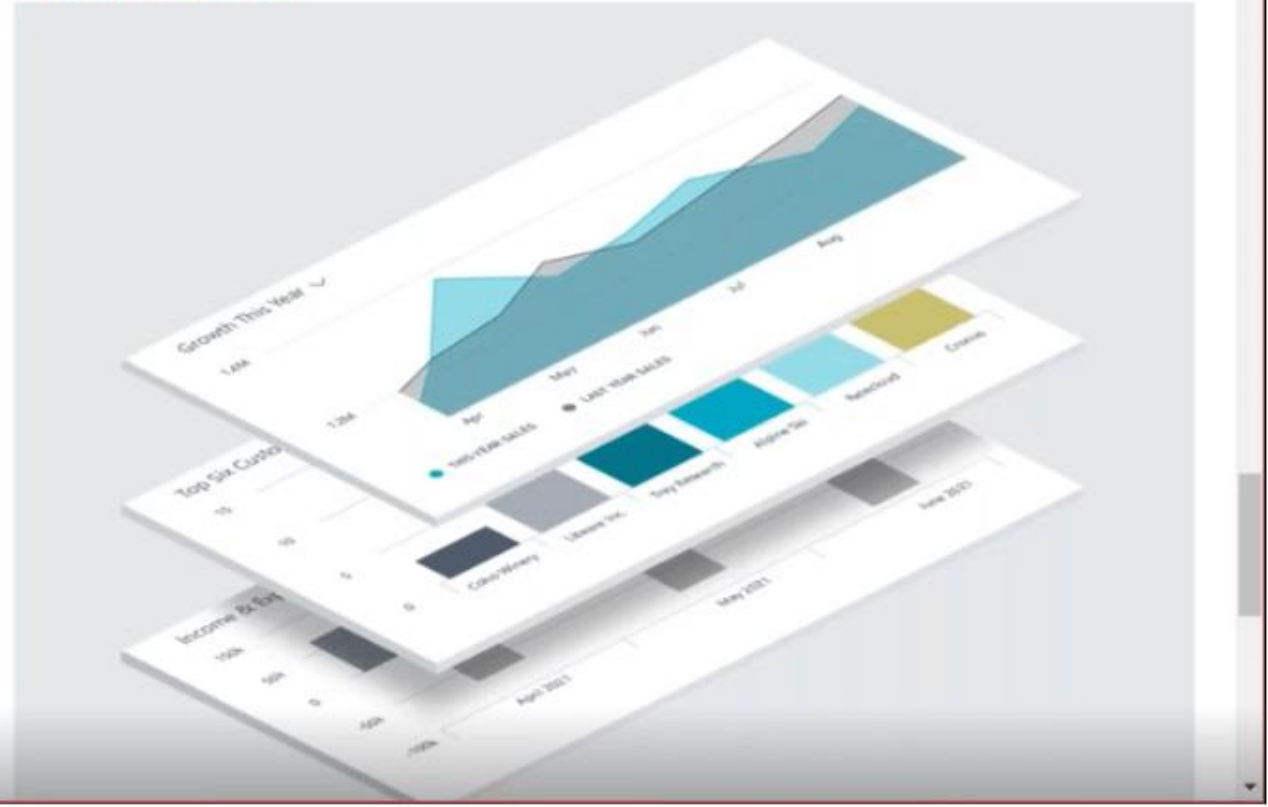
Cash Flow | View by Month

● Total Receivables ● Total Payables ● Total Liquid Funds — Total Cash Flow



Power BI Reports

Get started with Power BI



Lists - GP to BC

SmartList - TWO (sa)

New Modify Search Refresh Columns Favorites Print Excel Word Stop Go To Publish Export/Import SmartList Options File Tools Help

Receivables Transactions - Open All

Customer Number	Customer Name	Document Number	Document Type	Document Date	Sales Amount
AARONFIT0001	Aaron Fitz Electrical	BILL00000000000002	Sales / Invoices	4/12/2027	\$0.00
AARONFIT0001	Aaron Fitz Electrical	BILL00000000000003	Sales / Invoices	4/12/2027	\$0.00
ISININDU0001	ISN Industries	INV1010	Sales / Invoice		
CENTRALC0001	Central Communications LTD	INV1014	Sales / Invoice		
MAGNIFIC0001	Magnificent Office Images	INV1015	Sales / Invoice		
METROPOL0001	Metropolitan Fiber Systems	INV1016	Sales / Invoice		
MAHLERS0001	Mahler State University	INV1017	Sales / Invoice		
LAWRENCE0001	Lawrence Telemarketing	INV1018	Sales / Invoice		
BLUEYOND0001	BYe Yonder Airlines	INV1019	Sales / Invoice		
ASTORSU0001	Astor Suites	INV1020	Sales / Invoice		
PLAZAONE0001	Plaza One	INV1022	Sales / Invoice		
VANCOUVE0001	Vancouver Resort Hotels	INV1023	Sales / Invoice		
HOLLINGC0001	Holling Communications Inc.	INVP51001	Sales / Invoice		
BREACTH0001	Breakthrough Telemarketing	INVP51002	Sales / Invoice		
HOLLINGC0001	Holling Communications Inc.	INVP51003	Sales / Invoice		
LECLERC0001	LeClerc & Associates	INVP51004	Sales / Invoice		
BOYLESOC0001	Boyle's Country Inn's	INVP51005	Sales / Invoice		
CONTECOS0001	Contoso, Ltd.	INVP51006	Sales / Invoice		
WESTCENT0001	West Central Distributors	INVP51007	Sales / Invoice		
CELLULAR0001	Cellular Express	INVS3000	Sales / Invoice		
CENTRALD0001	Central Distributing	INVS3001	Sales / Invoice		
COMPUTEC0001	Compu-Tech Solutions	INVS3002	Sales / Invoice		
HOMEFURN0001	Home Furnishings Limited	INVS3006	Sales / Invoice		
ASTORSU0001	Astor Suites	INVS3007	Sales / Invoice		
AARONFIT0001	Aaron Fitz Electrical	INVS3008	Sales / Invoice		
NOVASYST0001	Novas Systems, Inc.	INVS3009	Sales / Invoice		
UNIFEDW0001	Unified Wire and Cable System	INVS3010	Sales / Invoice		
REYNOLD0001	Reynolds State College	INVS3012	Sales / Invoice		
HOMEFURN0001	Home Furnishings Limited	INVS3013	Sales / Invoice		

Dynamics 365 Business Central

CRONUS USA, Inc. | Finance | Cash Management | Sales | Purchasing | Shopify

Customers | Item Charges | Sales Orders | Sales Invoices | Sales Return Orders | Finance Charge Memos | Posted Sales Credit Memos | Issued Reminders

Items | Sales Quotes | Blanket Sales Orders | Sales Credit Memos | Reminders | Posted Sales Invoices | Posted Sales Return Receipts | Issued Finance Charge Memos

Sales Invoices: All | Search | New | Delete | Release | Posting | Invoice | Navigate | More options

No. ↑	Sell-to Customer No.	Sell-to Customer Name	External Document No.	Sell-to Contact	Posting Date	Location Code	Assigned User ID	Due Date	Amount
S-INV102199	10000	Adatum Corporation		Robert Townes	4/4/2022			5/4/2022	10,731.60
S-INV102200	10000	Adatum Corporation		Robert Townes	5/1/2022			6/1/2022	7,366.70
S-INV102201	20000	Trey Research		Helen Ray	4/3/2022			4/17/2022	1,970.80
S-INV102202	30000	School of Fine Art		Meagan Bond	4/5/2022			4/30/2022	2,591.20
S-INV102203	30000	School of Fine Art		Meagan Bond	5/13/2022			5/31/2022	6,478.00
S-INV102204	40000	Alpine Ski House		Ian Deberry	5/1/2022			6/1/2022	274.50
S-INV102205	50000	Relecloud		Jesse Homer	4/2/2022			4/16/2022	7,025.60

https://businesscentral.dynamics.com/2e14a5b1-fb18-415b-bc7d-93e20829e510/SMB_Internal?runiframe=1#



Number Series

Microsoft Dynamics GP - Payables Setup Options - TWO (sa)

Type	Description	Code	Next Voucher Number
Invoice	Invoice	INV	0000000000000478
Finance Charge	Finance Charge	FIN	0000000000000498
Misc Charge	Misc Charge	MIS	SCHED000000000001
Return	Return	RET	
Credit Memo	Credit Memo	CRM	
Payment	Payment	PMT	
Schedule	Schedule	SCH	

Next Temp. Vendor ID: TEMPORARY00001

Options

Dynamics 365 Business Central - No. Series

Code 1	Description	Starting No.	Ending No.	Last Date Used	Last No. Used	Default Nos.	Manual Nos.	Date Order
A-BLK	Assembly Blanket Orders	A00001	A01000	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
ACH	ACH	ACH-00001	-	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
A-ORD	Assembly Orders	A00001	A01000	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
A-ORD+	Posted Assembly Orders	A00001	A01000	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
A-QUO	Assembly Quote	A00001	A01000	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BANK	BANK	B010	B990	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
BNKDEPOSIT	Bank Deposit	BD00001	BD99999	4/11/2022	BD00001	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CAMP	Campaign	CP0001	CP9999	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CASHFLOW	Cash Flow Forecast	CF000001	-	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CONT	Contact	CT000001	CT100000	4/29/2022	CT000024	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
CUST	Customer	C00010	C99990	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
D-INV	Draft Invoice	D-00001	D-99999	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
D-INV+	Posted Invoice	00001	99999	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
D-QUO	Estimate	E-00001	E-99999	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
EMP	Employee	E0010	E9990	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
FA	Fixed Asset	FA000010	FA999990	-	FA000090	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
FA-INS	Insurance	INS000010	INS999990	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>



Dimensions = # 1 Mindshift!

- GP mindset:
 - “My chart of accounts defines everything”
 - Segments = structure (Dept, Location, Product)
- BC reality:
 - Flat chart of accounts
 - **Dimensions drive reporting**
- Identify key reporting needs:
 - Department
 - Location
 - Product
 - Project
- Convert segments → **Dimensions**
 - Simplify GL accounts
 - Use dimension rules for control

Dimensions Confusion

GP: Segmented COA

Account Maintenance - TWO (sa)

Save Clear Delete File Print Available Reports Tools Help Add Note

Account: 000-1100-00 Inactive

Description: Cash - Operating Account

Alias: \$QA Allow Account Entry

Category: Cash

Posting Type: Balance Sheet Profit and Loss

Level of Posting from Series:

- Sales: Detail
- Inventory Control: Detail
- Purchasing: Detail
- Payroll: Detail

Include in Lookup: Sales, Inventory Control, Purchasing, Payroll

Typical Balance: Debit Credit

User-Defined 1-4

Summary Budget Analysis Currency

BC: Flat COA + Dimensions

Dynamics 365 Business Central

CRONUS USA, Inc. < Finance Cash Management Sales >

Customers Vendors Items Bank Accounts Chart of Accounts

Chart of Accounts: All Search + New Delete

No.	Name
10000	BALANCE SHEET
10001	ASSETS
10100	Checking account
10200	Saving account
10250	Money Market
10300	Petty Cash
10400	Accounts Receivable
10500	Prepaid Rent
10600	Prepaid Insurance
10700	Inventory
10750	WIP Account, Finished goods
10800	Equipment

1,833.00

Dimensions: All Search + New Delete Edit List

Code	Name	Code Caption	Filter Caption	Description
AREA	Area	Area Code	Area Filter	
BUSINESSG...	Business Group	Businessgroup Code	Businessgroup Filter	
CUSTOMER...	Customer Group	Customergroup Code	Customergroup Filter	
DEPARTME...	Department	Department Code	Department Filter	
PURCHASER	Purchaser	Purchaser Code	Purchaser Filter	
SALESCAM...	Sales campaign	Salescampaign Code	Salescampaign Filter	
SALESPERS...	Salesperson	Salesperson Code	Salesperson Filter	

https://businesscentral.dynamics.com/2e14a5b1-fb18-415b-bc7d-93e20829e510/SMB_Internal?runiframe=1#

Using Dimensions

- You don't need 1,000 accounts anymore
- You need a **smart tagging strategy**

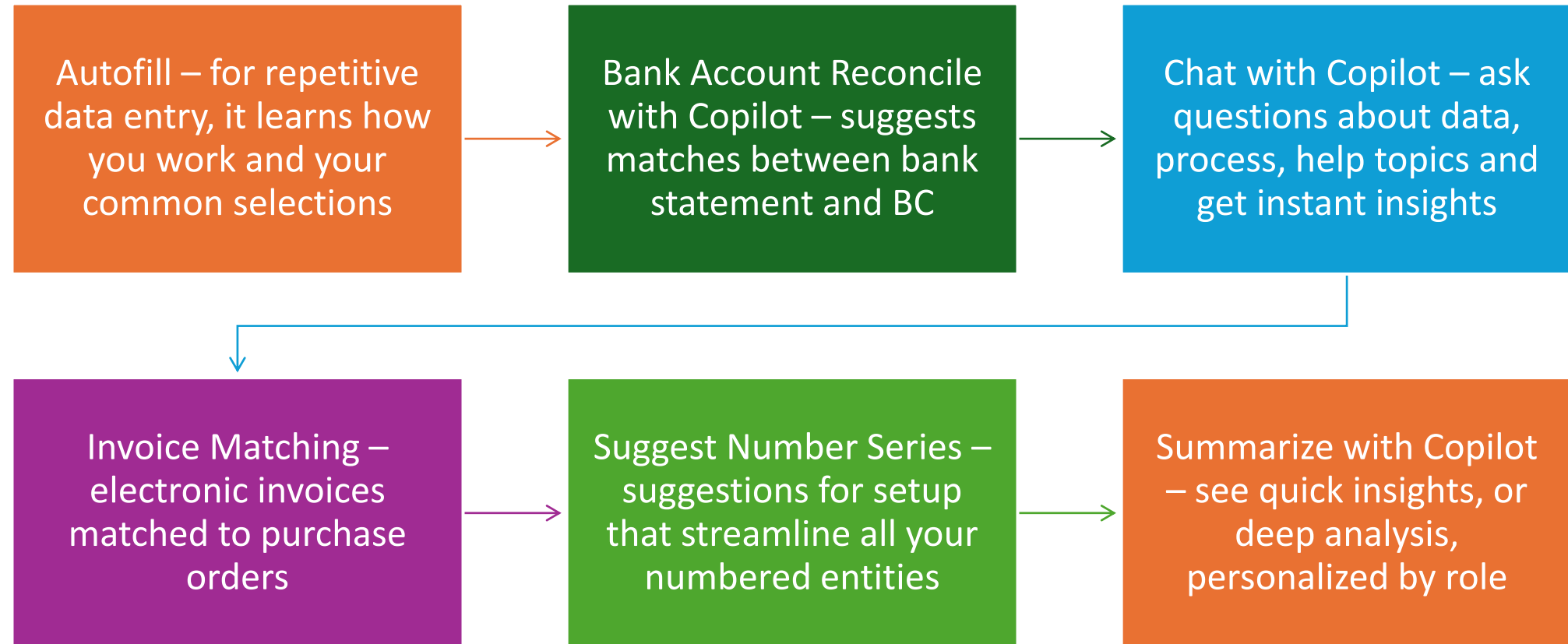
GP Account:

4000-100-01
Sales – Midwest – Product A

BC Equivalent:

- Account: 4000 (Sales)
- Dimensions:
 - Region = Midwest
 - Product = A

BC has Copilot Built In!



Financial Overview

Company Name: CRONUS - Last Refreshed: 31/10/2024 04:06 PM

Revenue
286.57K

Net Profit
41.61K

Net Profit Margin
14.52%

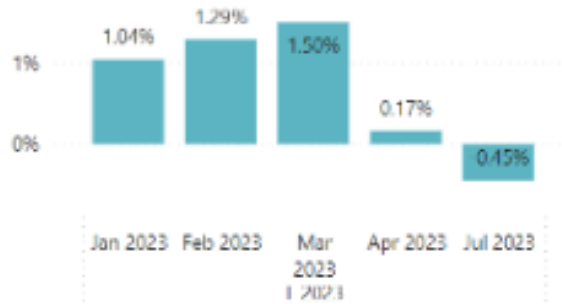
Assets
734.02K

Days Sales Outstanding - ...
191.0

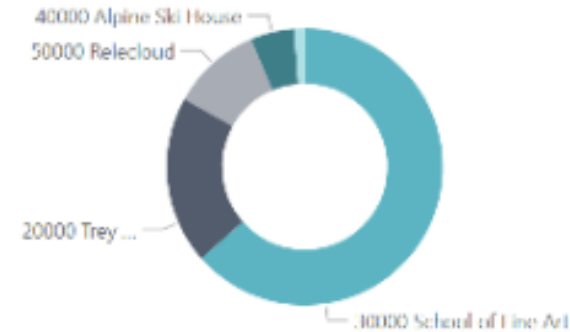
Days Sales Of Inventory - ...
116.6

Days Payable Outstanding ...
--

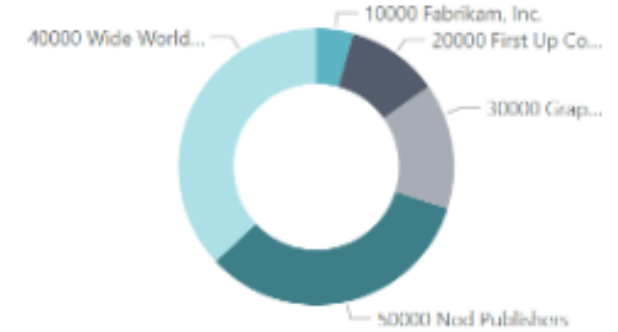
Return On Assets - ROA by Month



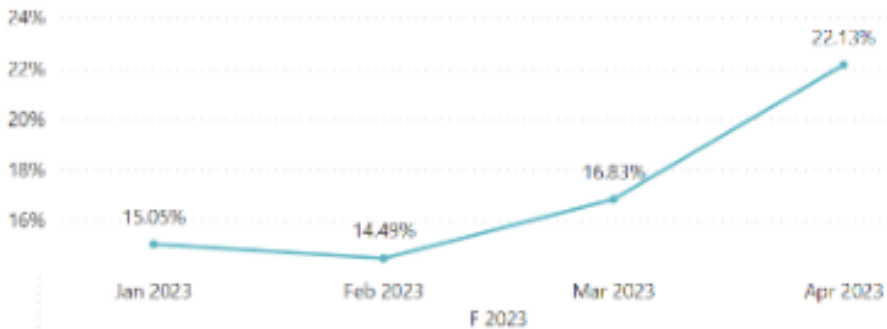
Top 5 Customers by Balance



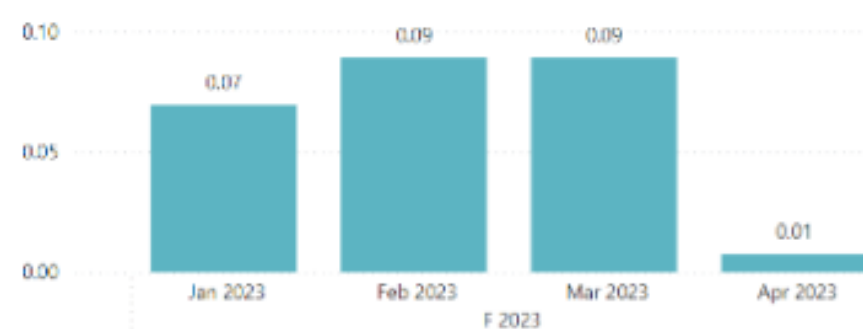
Top 5 Vendors by Balance



Net Profit Margin by Fiscal Year and Month



Asset Turnover Ratio by Fiscal Year and Month



Migration Reality



Data migration considerations

2026 is a pivotal year for GP customers to take an intentional approach to data migration as they plan for the future. This session focuses on practical data migration considerations, smart data optimization, and how to stay informed and prepared for what's ahead.



Migration ≠ Technical Exercise



BUSINESS
TRANSFORMATION



PROCESS REDESIGN



CHANGE
MANAGEMENT



Day-to-day and thinking long term

- Data and technology
 - Look at how data is accessed and where it is connected
 - Where do we have users accessing data outside of GP?
 - What data connections exist? Both bringing data into GP and pulling data out.



Day-to-day and thinking long term

- People and processes

- Start documenting your processes
 - Write down the steps of the things that you do on a regular basis, as if you were trying to teach someone else.
 - Update process documentation that has been “marked up” over time
 - Thinking about the ways to improve and don’t get stuck in “this is how we have always done it.”
- Identify SME’s and data ownership
 - Who knows the most about each topic or process?
 - Capable of training as well as making decisions about changes



On-Prem infrastructure



Microsoft cloud environment

On-Prem	Microsoft Cloud
File Server	SharePoint Online & OneDrive for Business
Exchange Server	Exchange Online
Local AD	Entra ID (Azure AD)
Legacy Apps	Azure App Services/Power Platform
On-Prem SQL	Azure SQL/Dataverse



Migration Approaches

Reimplementation

- Beginning balances
- Open Documents
- Clean Processes

Data Heavy Migration

- Full History
- Legacy structure
- Higher Complexity



What data is needed?

Clean data first

Historical data strategies



- Decide:

- What history is truly needed?
 - Open transactions vs full history
- Clean data BEFORE migration
 - Merge duplicates (customers/vendors)
- Understand:
 - BC uses **dimensions instead of segments**





Most GP customers have:

3–10+ ISVs



Decisions:

Replace with BC native?

Find AppSource alternative?

Rebuild?



Optimize and Extend Dynamics GP



Think about data that you will not need going forward. Consolidate and condense whenever possible. Have a plan for external data.



Start cleaning data now to avoid massive review later. Know who owns what data.



Identify areas that you know you want to improve.



Optimize and Extend Dynamics GP – “New” Functionalities

Electronic Payments – Vendor EFT

Emailing documents

Workflow Approvals

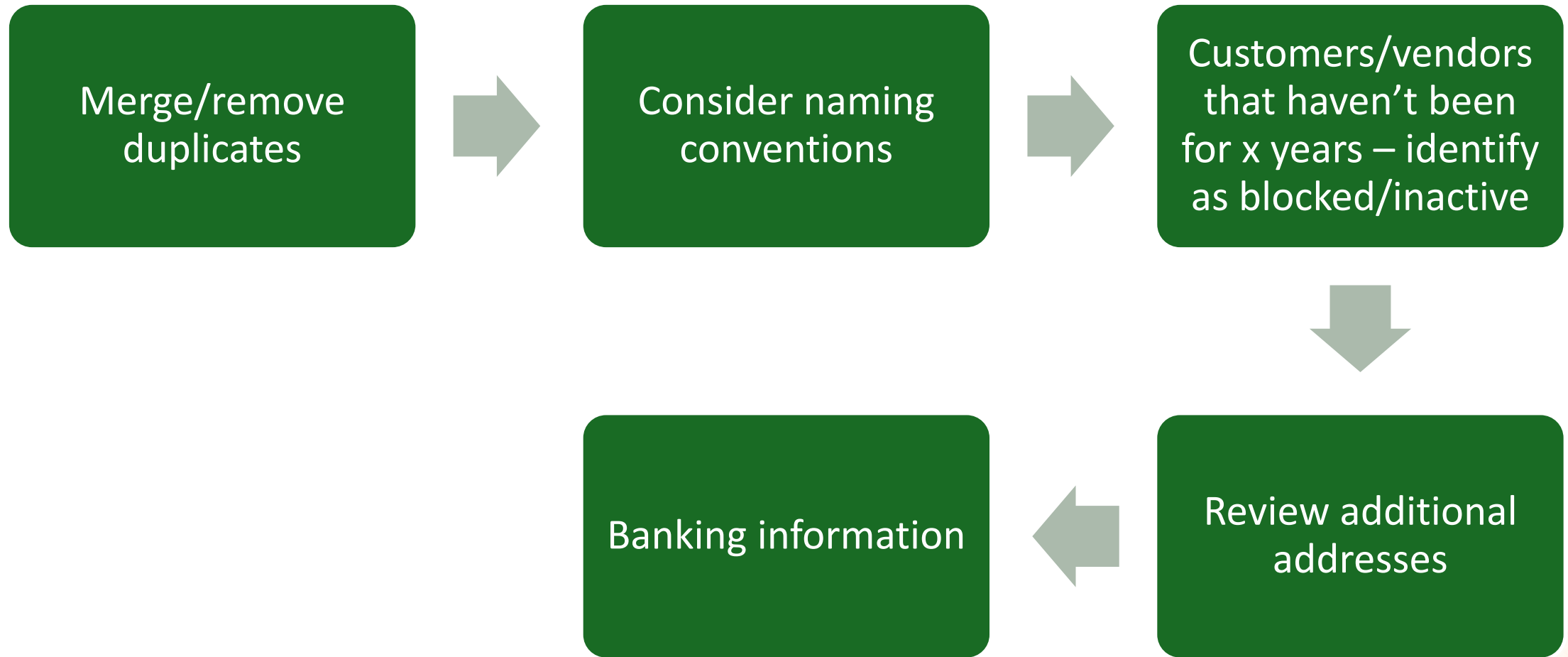
Electronic Reconcile

SQL Server Reporting Services

Excel reporting



CUSTOMER/VENDOR DATA



INVENTORY DATA

Item clean up

Consider naming convention – Item ID 20 characters

Items that are no longer used– identify as blocked/inactive

Review grouping and posting

New functionality?



Transactional Data

- **GL History – Summary or Detail**
- **Open:**
 - **AP**
 - **AR**
 - **Sales Orders**
 - **Purchase Orders**
 - **Production Orders**
 - **Projects**
- **AP/AR Historical data – posted transactions**
- **Inventory Valuation**



Phased vs Big Bang – What Works Best?

Phased Approach (Recommended):

- Finance first (GL, AP, AR)
- Then inventory, manufacturing, etc.
- Lower risk, better adoption

Big Bang:

- Faster transformation
- Higher risk and complexity



Common Questions and the trends



What are your Strategic Priorities?

What are your business priorities for the next 1-5 years?

How do you see technology supporting these priorities?

Are there specific processes you would like to automate?

Do you have any concerns about moving to the cloud?



How Much will it cost? (Microsoft licensing)

License	Functionality	Approximate Pricing
BC Essentials	<ul style="list-style-type: none">• Full user license• For users who need access to finance, sales, purchasing, inventory, and project management	~\$80 per user per month Storage increase 2GB → 3GB
BC Team Member	<ul style="list-style-type: none">• Limited user license• For users who only need to read data, approve workflows, and perform basic tasks.	~\$8 per user per month

**All prices are estimates only and do not include tax*



Cost savings? Microsoft Licensing – Bridge to cloud 3 promo

- **30% Discount on Business Central licenses (~\$56 per user per month)**
- Fixed 3-Year Term
 - Non-renewable, non-cancellable
- Dual Use Rights: Continue using on-premises GP while migrating to BC
- No need to double pay for GP annual enhancement
 - No additional cost compared to what you are paying now for most clients
- Promotion ends Dec 31st, 2026



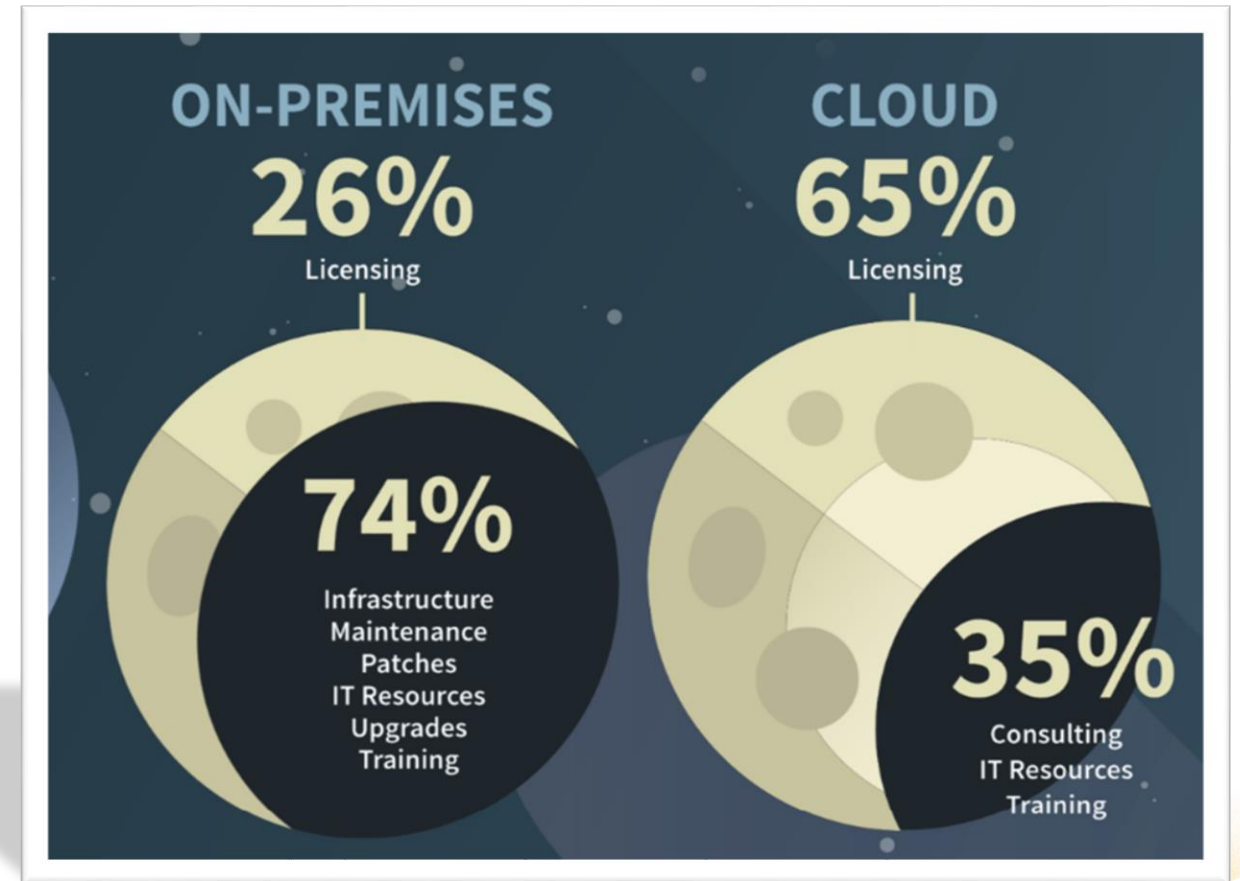
What are the Benefits of Cloud Technology?

- Access data from anywhere at anytime
- Enhanced collaboration and integration between tools
- No need to buy & maintain expensive hardware
- Flexible subscription-based licensing
- Built-in security that protects against cyber-threats
- AI assistance to synthesize your data & insights across tools

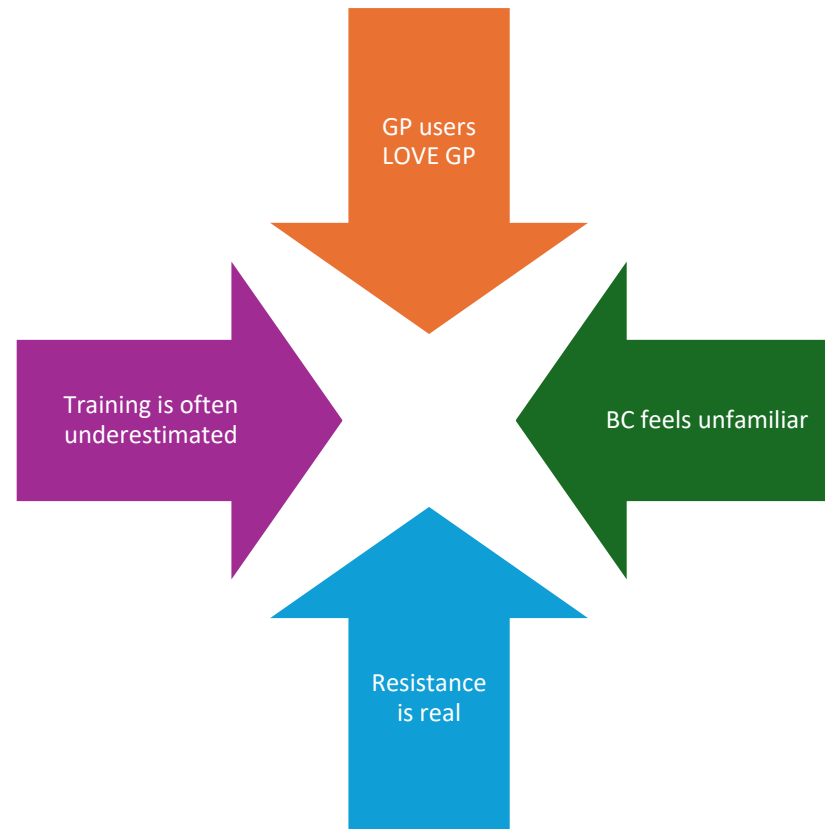


What are the Benefits of D365 Business Central?

- Reduced Hardware & Maintenance costs
- Cloud-Based Flexibility
- Seamless Integration & Collaboration
- Streamlined Financial Management
- Automation & Efficiency



The Hidden Challenges: USERS





TREATING IT LIKE A
TECHNICAL UPGRADE



UNDERESTIMATING
DATA COMPLEXITY



IGNORING CHANGE
MANAGEMENT



NOT CHALLENGING
CLIENT PROCESSES



What Actually Drives a Smooth Transition



Clear scope definition upfront



Thoughtful **data strategy** (not “move everything”)



Early **user empowerment & training**



Alignment of **BC capabilities + ISVs**



Structured implementation approach (phased vs all-at-once)

How To Position This



Reframe the Conversation

Instead of: “We’re upgrading our system”

Say: “We’re modernizing our business platform”



Value Message of BC

Anywhere
access (cloud)

Automation

AI + Copilot

Reduced IT
burden

Continuous
innovation

When NOT to Move



HIGHLY CUSTOMIZED GP
WITH NO BC EQUIVALENTS



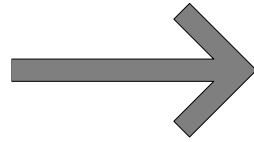
LOW APPETITE FOR CHANGE



NEAR-TERM EXIT /
ACQUISITION



Historical Data Strategy



- Data Mapping
- Data Transformation
- Power BI Visualizations and Reports
- Data warehouse Setup/Structure
- Extracting of Dynamics Data
- Analysis of Out of the Box Dashboards
- Data Lake Guidance
- Data Strategy Assessment
- eOne Popdock solution

Popdock: All

Document type	Buy from vendor name	Document date	Total amount	Total amount including tax
Order	AR Day Property Management	9/30/2023	\$3,394.20	\$3,394.20
Order	London Postmaster	8/5/2025	\$1,926.00	\$1,926.00
Order	AR Day Property Management	8/5/2025	\$37,641.00	\$37,641.00
Order	CoolWood Technologies 2	8/5/2025	\$166,582.50	\$166,582.50
Order	Lewis Home Furniture	8/5/2025	\$4.50	\$4.50
Order	Service Electronics Ltd.	8/5/2025	\$0.00	\$0.00
Order	London Postmaster	8/11/2025	\$1,926.00	\$1,926.00
Order	AR Day Property Management	8/11/2025	\$37,641.00	\$37,641.00
Order	CoolWood Technologies 2	8/11/2025	\$166,582.50	\$166,582.50
Order	Lewis Home Furniture	8/11/2025	\$4.50	\$4.50
Order	Service Electronics Ltd.	8/11/2025	\$0.00	\$0.00
Order	London Postmaster	8/26/2025	\$1,926.00	\$1,926.00
			\$7,344,932.40	\$7,344,932.40

100 Transactions Maximum records reached. Click to edit filter settings.

Comments Lines

- Custom
- D365 Sales
- Financial
- Fixed assets
- Inventory
- Marketing
- Matrix
- Migration - GP
- Migration - GP - Data Lake
- Migration - NAV
- Migration - NAV - Data Lake
- Migration - NetSuite
- Migration - SL - Data Lake
- People
- Project
- Purchasing
- Sales
- Salesforce
- Service
- Shopify
- WooCommerce

- Accounts
- Bank accounts
- General journal batches
- General journal lines
- General journals
- General ledger entries



Popdock: All

Purchase transactions

Refresh Filters Favorite Export CRONUS US Find in results

Drag a column header and drop it here to group by that column

Document date	Document type	Document number	Buy from vendor number	Buy from vendor name	Total amount	Total amount including tax	Amount received not invoiced (local currency)
9/30/2023	Order	106280	20000	AR Day Property Management	\$3,394.20	\$3,394.20	
8/5/2025	Order	106314	10000	London Postmaster	\$1,926.00	\$1,926.00	
8/5/2025	Order	106315	20000	AR Day Property Management	\$37,641.00	\$37,641.00	
8/5/2025	Order	106316	30000	CoolWood Technologies 2	\$166,582.50	\$166,582.50	
8/5/2025	Order	106317	40000	Lewis Home Furniture	\$4.50	\$4.50	
					\$7,344,932.40	\$7,344,932.40	

100 Transactions Maximum records reached. Click to edit filter settings. Comments

Lines

Export Find in results

Drag a column header and drop it here to group by that column

Document type	Document number	Line type	Number	Description	Unit of measure	Quantity	Amount	Amount including tax
Order	106280	Item	1896-S	ATHENS Desk Presentation	Piece	3.00	\$2,342.10	\$2,342.10
Order	106280	Item	1900-S	PARIS Guest Chair, black	Piece	7.00	\$1,052.10	\$1,052.10

2 Lines



Ideal Customer Profile for BC

Growth-oriented

Open to process change

Wants cloud + automation

Heavy Excel users (Power BI
hook)



Takeaways



Your Migration Playbook

1

Assess
(functional +
technical)

2

Rationalize
ISVs

3

Redesign
processes

4

Migrate only
what matters

5

Train early
and often



3 Things to Do Better as Partners



**LEAD WITH BUSINESS
OUTCOMES**

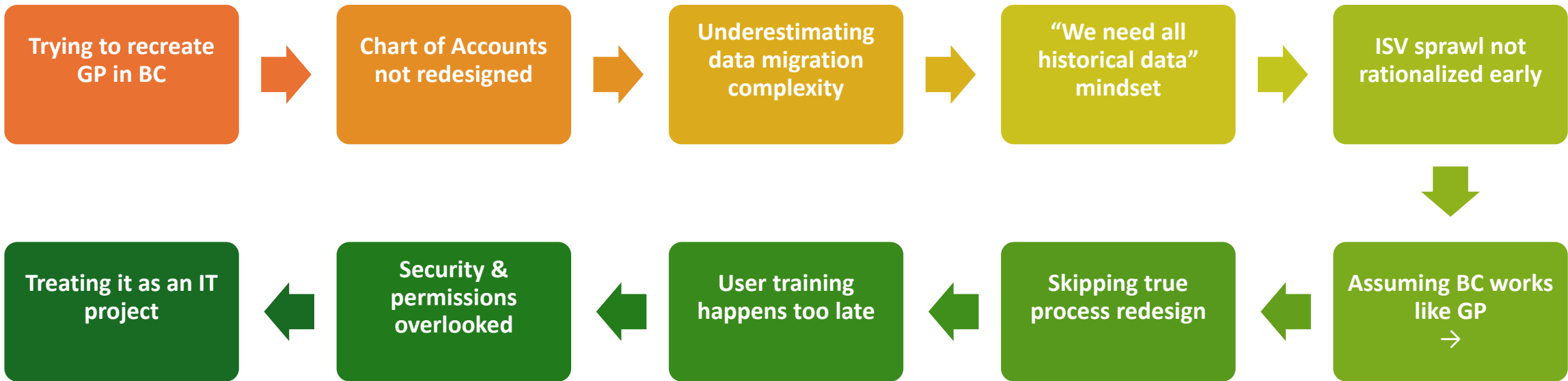


**REDESIGN – DON'T
REBUILD**



**INVEST IN ADOPTION
EARLY**





Closing Thoughts

- Successful GP to Business Central projects are not migrations. They're transformations.
- The partners who struggle treat this like a technical exercise. The ones who succeed lead their clients through change.
- If you try to recreate GP in Business Central...You'll end up with the worst version of both systems.
-



Questions?



From GP to BC - How to prepare for the move

- Please be sure to fill out your session survey on the DynamicsCon Mobile App!

Thank You!

