Modernizing ERP:

Why Business Central Is GP's Next Step

December 2025

Microsoft
Partner

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U.S. Presence

Leading U.S. Firm

$2.2bn	**76**	**30**	**600+**	**7,000+**
Revenue (FY 2025)*	Markets	States	Partners & Principals	Employees

Alabama
Birmingham

Arizona
Phoenix

Arkansas
Fort Smith
Little Rock
Rogers

California
Irvine
Los Angeles
Sacramento
San Jose

Colorado
Colorado Springs
Denver

Florida
Boca Raton
Fort Lauderdale
Jacksonville
Orlando
Tallahassee
Tampa Bay

Georgia
Atlanta

Illinois
Chicago
Decatur

Indiana
Evansville
Fort Wayne
Indianapolis

Iowa
Des Moines

Kansas
Wichita

Kentucky
Bowling Green
Louisville

Massachusetts
Boston
Brewster
Chestnut Hill

Minnesota
Minneapolis

Mississippi
Jackson

Missouri
Branson
Joplin
Kansas City
Springfield
St. Louis

Nebraska
Lincoln
Omaha

New Jersey
Iselin

New York
Long Island
New York City

North Carolina
Asheville
Charlotte SouthPark
Charlotte Uptown
Greensboro
Greenville
Hendersonville
Raleigh
Winston-Salem

Ohio
Cincinnati
Toledo

Oklahoma
Enid
Oklahoma City
Tulsa

Pennsylvania
Fort Washington
Pittsburgh

South Carolina
Charleston
Greenville
Summerville

Tennessee
Knoxville
Memphis
Nashville

Texas
Austin
Dallas
Fort Worth
Houston
San Antonio
Waco

Utah
Salt Lake City

Virginia
Norfolk
Richmond
Tysons

West Virginia
Charleston

Wisconsin
Appleton
Madison

As of July 2025
○ Forvis Mazars markets

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Business Technology Services

We solve for business challenges & support innovation through technology solutions.

Our toolbox is equipped with leading enterprise resource planning (ERP), customer relationship management (CRM), artificial intelligence (AI), automation, & business intelligence (BI) tools.

Our end-to-end technology solutions & managed services help clients achieve their digital transformation goals. Services include:

Solution Assessment & Selection

System Implementation & Integration

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Upgrades, Enhancements, & Automation

Training, Monitoring, & Support

Implementation Project Rescues

Business Intelligence (BI) & Analytics

Robotic Process Automation (RPA)

Custom Application Development

IT & Cybersecurity Managed Services

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Forvis Mazars Microsoft Partnership
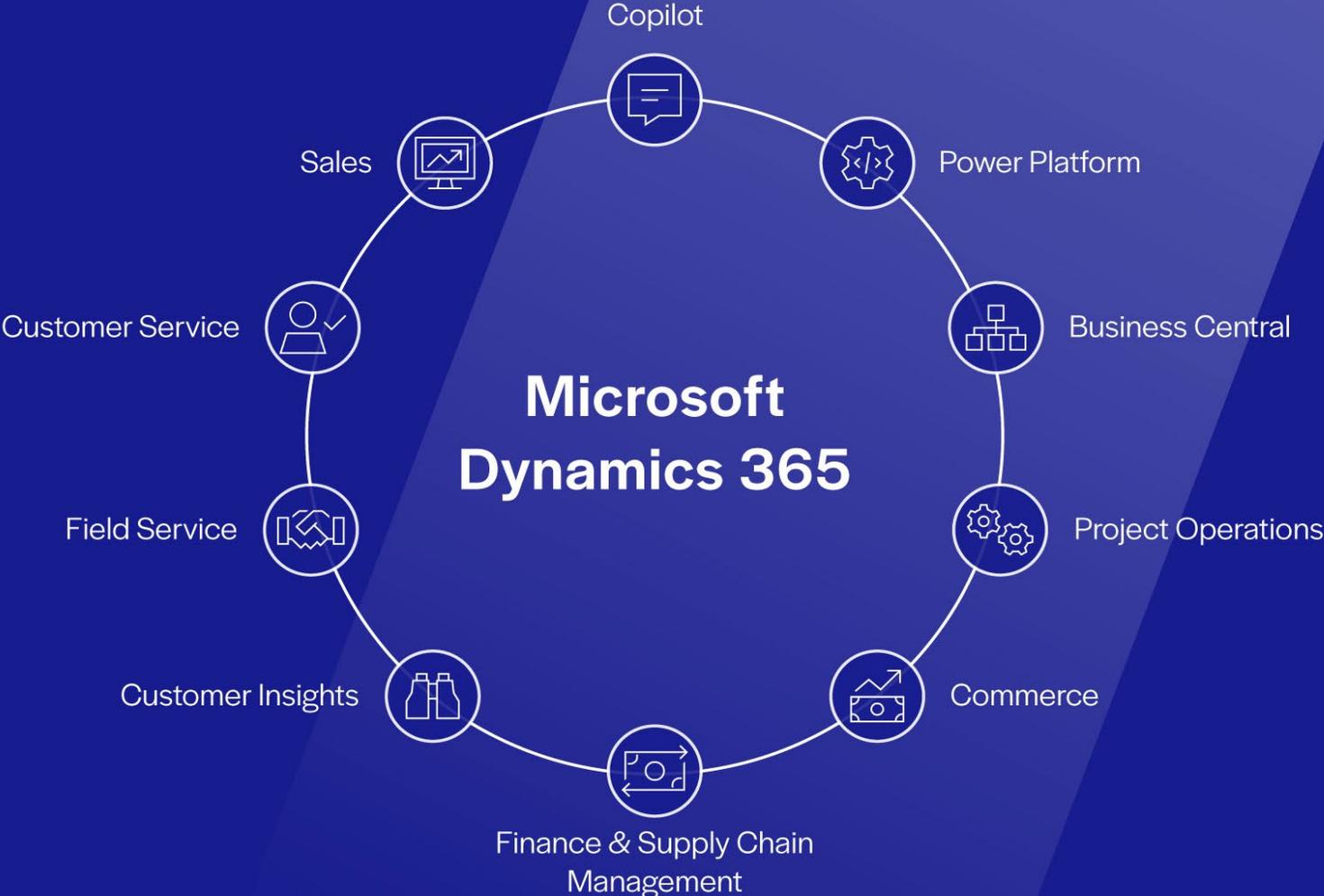
Today's Presenters

Jason Layne

Manager, Business Development
Business Technology Services
Forvis Mazars

Jeremy Adkins-Hill

Manager, Consulting
Business Technology Services
Forvis Mazars

Agenda

1. Microsoft's Dynamics GP "End of Life"

2. Dynamics GP to Business Central
   a. Dynamics GP vs. Business Central comparison
   b. ERP assessment
   c. Implementing Business Central
   d. Go-Live
   e. Post Go-Live

3. Your New World in Modern ERP

4. Benefits of Business Central

5. Next Steps

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01

Microsoft's Dynamics GP
End of Life

Microsoft Dynamics GP
Licensing & Support

Perpetual Licensing

Now: No new perpetual licenses for new customers. Existing customer may still add users to existing perpetual licenses

No New Sales

4/1/2026: No new subscription licenses for new customers. Subscription add-ons allowed for existing subscribers

Mainstream Support

12/31/2029: End of product enhancements, regulatory (tax) updates, service packs, and technical support under the Modern Lifecycle
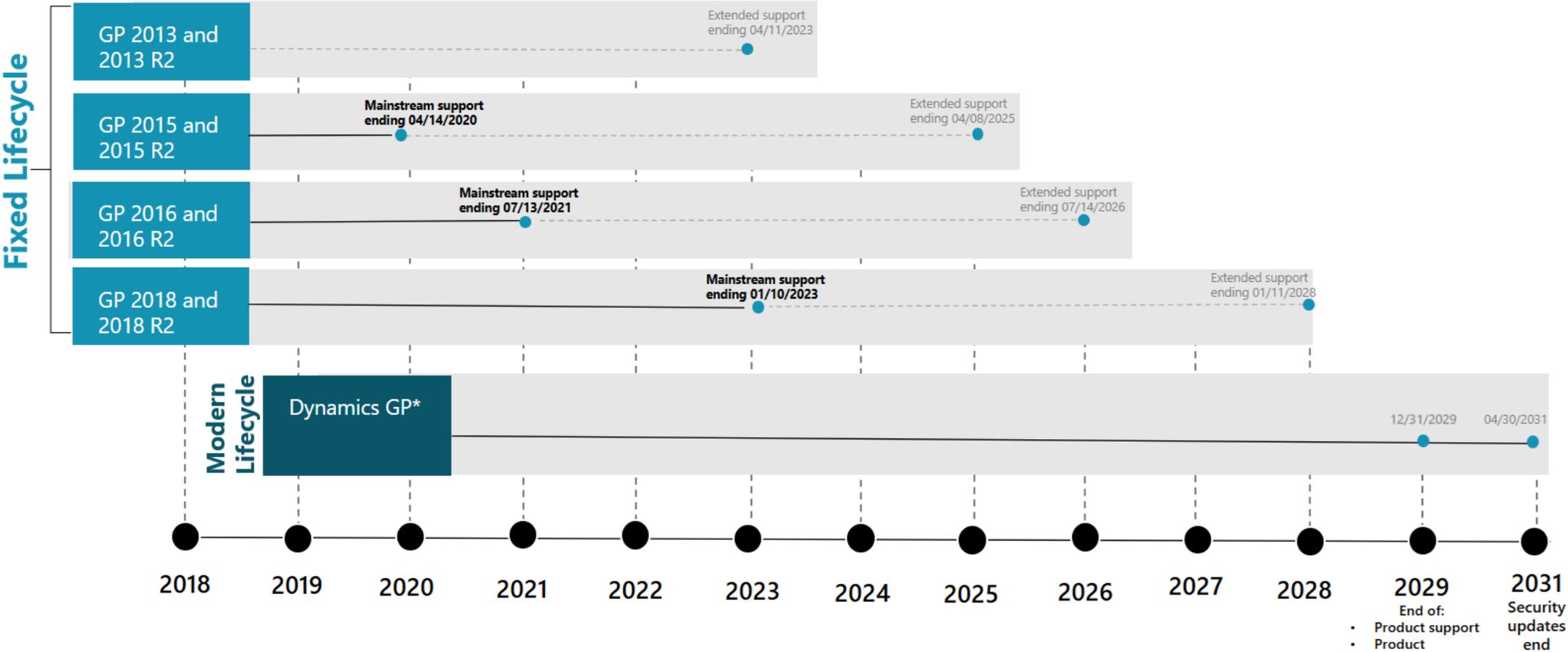
Security-Only Support

4/30/2031: Final end of security updates/patches and subscription/SPLA billing (subscription users can no longer legally operate after this date)

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Dynamics GP Roadmap
Dynamics GP Versions Governed by Fixed & Modern Lifecycle

Fixed Lifecycle

GP 2013 and 2013 R2 — Extended support ending 04/11/2023

GP 2015 and 2015 R2 — Mainstream support ending 04/14/2020 · Extended support ending 04/08/2025

GP 2016 and 2016 R2 — Mainstream support ending 07/13/2021 · Extended support ending 07/14/2026

GP 2018 and 2018 R2 — Mainstream support ending 01/10/2023 · Extended support ending 01/11/2028

Modern Lifecycle

Dynamics GP* — 12/31/2029 · 04/30/2031

2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029 2031

2029 End of:
- Product support
- Product enhancements
- Regulatory updates

2031 Security updates end

* Applies to most recent version only (e.g., v18.6 as of 9.18.2024). Customers using an earlier version of Dynamics GP covered by the Modern Lifecycle Policy (i.e., v18.1 – 18.5) should upgrade to the current version of Dynamics GP.

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Dynamics GP to
Business Central Migration

Learn about the steps in a Dynamics GP to Business Central migration.

Making an Informed Choice
Dynamics GP vs. Dynamics 365 Business Central

	Dynamics GP On-Premises	Dynamics 365 Business Central
Functionality	Dynamics GP on-premises capabilities within the finance, operations, stock, CRM, projects, and manufacturing features do not provide out-of-the-box integration with Microsoft 365, Teams, or Power Platform.	Business Central is a comprehensive solution spanning finance, operations, inventory, sales, service, manufacturing, and projects. **Embedded capabilities across Microsoft 365 applications, including Outlook, Teams, and** Power Platform to increase user productivity and improve customer experiences.
Remote Access	Desktop and web client are only available when on-premises. Additional work is required to provide access externally.	Desktop and mobile applications and web-based interface is available **on any device**.
Artificial Intelligence (AI)	Not available.	Business Central **brings the power of AI to small and medium-sized businesses** with features that help you work smarter, adapt faster, and perform better. **Built-in AI features** help you accelerate automation of repetitive tasks, improve customer service, anticipate business challenges, and enhance decision making.
Upgrades	While some versions of Dynamics GP are still covered by extended support—which provides limited product enhancements and bug fixes—the upgrade path is to move to Dynamics 365 Business Central. You can find out if your existing version is still covered by extended support here.	**Industry-leading product roadmaps.** Microsoft releases two major updates to Business Central in April and October each year, plus monthly minor releases. These updates include new capabilities, performance, platform, and security improvements. **Reduce upgrade expenses.** All releases are automatically updated; however, the customer can schedule the time when the update should take place.
User Interface (UI)	Dynamics GP on-premises solutions have an older interface and user experience.	**Business Central has a modern user interface**, including personalized dashboards, built-in reports, clear navigation, and a natural language search option. It's also available through the web and mobile devices.
Power Platform Integration	Requires manual integration.	Easily develop custom line of business applications with **seamless integration to Business Central data**. Build once and deploy apps in one click across iOS, Android, Windows, and Web.
Connectivity	Dynamics GP is predominantly an on-premises solution with limited connectivity.	Built on the common data service and easily integrated with hundreds of out-of-the-box solutions available on AppSource. **API connectivity available to support HR/Payroll** and other integrations with non-Microsoft products.
Reporting	Standard reporting tools such as Excel integration, queries, smart Lists, and management reporter.	Extensive intelligent insights and reporting capabilities with embedded Power BI reports, plus full Excel integration.

Dynamics GP to Business Central Migration
Dynamics GP vs. Business Central – Functionality

Functionality	Dynamics GP	Business Central Essentials	Business Central Premium
Finance	Yes	Yes	Yes
Integrations	Yes	Yes, Using Excel & API	Yes, Using Excel & API
Inventory	Yes	Yes	Yes
Manufacturing	Yes	No	Yes
Payroll	Yes	No	No
Project Management	Yes* – No Capacity Management	Yes	Yes
Purchasing & Payables	Yes	Yes	Yes
Sales & Delivery	Yes*	Yes	Yes
Sales & Marketing	No	Yes	Yes
Service Management	Yes*	No	Yes
Supply Planning & Availability	Dynamics GP & Third Parties	Yes	Yes
Warehouse Management	Dynamics GP & Third Parties	Yes	Yes

*** Denotes Specific or Uncommon Instances/Usage**

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Dynamics 365 Business Capabilities

Finance and Accounting
- General ledger
- Unlimited dimensions
- Multiple currencies
- Multiple companies
- Budgets
- Financial reporting
- Consolidation
- Intercompany postings
- Statistical accounts
- Cash flow forecast (AI)
- Fixed assets
- Cost accounting
- Deferrals
- Electronic payments/direct debits
- Customer payment process
- Late payment prediction (AI)
- Bank account reconciliation
- Bank account management
- Check writing

Sales and marketing
- Contact management
- Campaign management
- Interaction and email logging
- Opportunity management
- Dynamics 365 Sales integration

Sales and delivery
- Sales invoicing
- Sales order management
- Sales line pricing and discounting
- Campaign pricing
- Sales invoice discounts

Purchasing and payables
- Purchase invoicing
- Purchase order management
- Purchase return order management
- Alternative order addresses
- Purchase invoice discounts

Inventory
- Inventory control
- Item categories and attributes
- Item tracking
- Multiple locations
- Location transfers

Supply planning and availability
- Supply planning
- Demand forecasting
- Sales and inventory forecasting (AI)
- Order promising
- Calendars

Project management
- Basic resources
- Capacity management
- Multiple costs
- Jobs
- Time sheets

Service management*
- Planning and dispatching
- Service contract management
- Service item management
- Service order management
- Service price management

Warehouse management
- Bin tracking
- Inventory picks and put-aways
- Warehouse receipt
- Warehouse shipment

Manufacturing*
- Assembly management
- Standard cost worksheet
- Production bill of materials
- Basic capacity planning
- Machine centers
- Version management

*Available in Dynamics 365 Business Central Premium

Dynamics GP to Business Central Migration
Dynamics GP vs. Business Central Key Differences

DEMO

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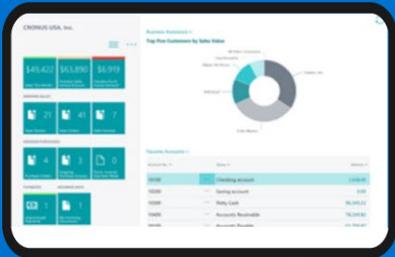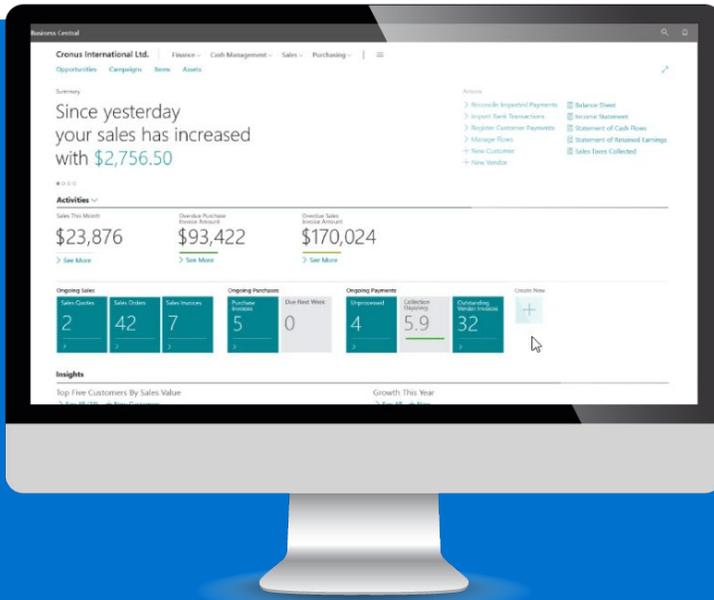
Dynamics GP to Business Central Migration
ERP Assessment

Purpose

An assessment can help an organization select its next ERP. Although the selection of the ERP is the culmination of the assessment, it's common that most organizations identify inefficiencies & opportunities for improvement. An ERP assessment should deliver a comparison of multiple modern ERP systems against your requirements.

Process

- Requirements Gathering
- Kickoff Call
- On-Site Visit
- Review of Documentation
- Follow-Up Meetings (Remote)
- Assessment Preparation
- Presentation of Findings
- Selection of New ERP

Deliverables

- Fit Gap
- Total Cost of Ownership (TCO)
- ERP Assessment
- Presentation of Findings

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Dynamics GP to Business Central Migration
ERP Assessment – Fit Gap

Functional Area	Sub Area	Requirement	Phase	Summary Ranking	Response	Software/Add on
CRM	Marketing	Ability to assign due dates to tasks	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Ability to assign users to task	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Ability to attach documents to tasks	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Ability to create tasks	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Ability to create tasks	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Ability to tie in social media	1	N - Nice to Have	0-Not Included	
CRM	Marketing	Ability to track events	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Ability to view open task by filters and calendar view	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Embeded links to knowledge base	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Image uploading abilities	1	M - Mandatory	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Moinitor a checklist of to do tasks for eliete members	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Traceability of eliete member agreements	1	N - Nice to Have	2-Third party/optional addon	Dynamic CE
CRM	Marketing	Uploading videos to youtube	1	N - Nice to Have	0-Not Included	
CRM	Sales	Annual surveys	1	M - Mandatory	2-Third party/optional addon	Dynamic CE
CRM	Sales	Engagement tracking from communications	1	M - Mandatory	2-Third party/optional addon	Dynamic CE
CRM	Sales	Social media affectiveness tracking	1	V - Value Add	2-Third party/optional addon	Dynamic CE
CRM	Sales	View customer notes	1	M - Mandatory	2-Third party/optional addon	Dynamic CE
CRM	Sales	View customer order history	1	M - Mandatory	2-Third party/optional addon	Dynamic CE
CRM	Sales	View multiple contacts within the same company	1	V - Value Add	2-Third party/optional addon	Dynamic CE
Finance	Expense	Approval limits per position by finance department	1	M - Mandatory	3-Configuration	Continia
Finance	Expense	Approval Process for Expense	1	V - Value Add	2-Third party/optional addon	Continia expense management
Finance	Expense	Code to dimensions	1	M - Mandatory	4-Standard Functionality	
Finance	Expense	Create expense reports from credit card statements	1	M - Mandatory	2-Third party/optional addon	Continia expense management
Finance	Expense	Import bank transactions	1	N - Nice to Have	2-Third party/optional addon	Continia
Finance	Expense	Print expense reports by employee	1	M - Mandatory	2-Third party/optional addon	Continia
Finance	Expense	Simple credit card statement reconciliation	1	N - Nice to Have	2-Third party/optional addon	Continia expense management
Finance	Expense	Traceability of date, amount, department and business purpose for expenses	1	M - Mandatory	2-Third party/optional addon	Continia
Finance	Fixed Assets	Ability to add comments	1	M - Mandatory	4-Standard Functionality	
Finance	Fixed Assets	Ability to add descriptions/ multipl descreiptions to FA	1	M - Mandatory	4-Standard Functionality	
Finance	Fixed Assets	Ability to assign and track FA locations	1	N - Nice to Have	4-Standard Functionality	
Finance	Fixed Assets	Ability to assign Insurance policies to FA	1	M - Mandatory	3-Configuration	
Finance	Fixed Assets	Ability to attach documents to FA	1	M - Mandatory	4-Standard Functionality	
Finance	Fixed Assets	Ability to attach photos	1	M - Mandatory	4-Standard Functionality	
Finance	Fixed Assets	Ability to capture all costs associated with FA	1	M - Mandatory	4-Standard Functionality	
Finance	Fixed Assets	Ability to check assets in and out to employees	1	N - Nice to Have	4-Standard Functionality	
Finance	Fixed Assets	Ability to create asset groups	1	M - Mandatory	4-Standard Functionality	
Finance	Fixed Assets	Ability to cycle count FA	1	M - Mandatory	4-Standard Functionality	
Finance	Fixed Assets	Ability to import, transfer, and duplicate FA	1	N - Nice to Have	4-Standard Functionality	

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Dynamics GP to Business Central Migration
ERP Assessment – Fit Gap

All Phases Fit

	Solution 1	Solution 2	Solution 3
CRM	46%	55%	46%
Finance	88%	92%	90%
Inventory	83%	82%	78%
Purchasing	98%	99%	98%
Reporting	90%	83%	92%
Sales	85%	83%	83%
Shipping	73%	73%	75%
System	74%	69%	68%
Total	79%	79%	79%

Phase 1 Fit

	Solution 1	Solution 2	Solution 3
CRM	46%	55%	46%
Finance	88%	88%	90%
Inventory			
Purchasing			
Reporting			
Sales			
Shipping			
System			
Total	67%	71%	68%

Phase 2 Fit

	Solution 1	Solution 2	Solution 3
CRM			
Finance			
Inventory	82%	82%	77%
Purchasing	98%	99%	98%
Reporting			
Sales	85%	83%	84%
Shipping	69%	61%	64%
System	74%	70%	68%
Total	82%	79%	78%

Phase 3 Fit

	Solution 1	Solution 2	Solution 3
CRM			
Finance			
Inventory	100%	100%	100%
Purchasing	100%	100%	100%
Reporting	90%	83%	92%
Sales	92%	92%	83%
Shipping	100%	100%	100%
System			
Total	96%	95%	95%

Mandatory Only, All Phases

	Solution 1	Solution 2	Solution 3
CRM	50%	60%	50%
Finance	89%	92%	91%
Inventory	85%	85%	79%
Purchasing	98%	99%	98%
Reporting	88%	80%	90%
Sales	84%	83%	82%
Shipping	72%	72%	75%
System	80%	78%	78%
Total	81%	81%	80%

Mandatory Only, Phase 1

	Solution 1	Solution 2	Solution 3
CRM	50%	50%	50%
Finance	89%	89%	89%
Inventory			
Purchasing			
Reporting			
Sales			
Shipping			
System			
Total	70%	70%	70%

Mandatory Only, Phase 2

	Solution 1	Solution 2	Solution 3
CRM			
Finance			
Inventory	84%	84%	84%
Purchasing	98%	98%	98%
Reporting			
Sales	84%	84%	84%
Shipping	69%	69%	69%
System	80%	80%	80%
Total	83%	83%	83%

Mandatory Only, Phase 3

	Solution 1	Solution 2	Solution 3
CRM			
Finance			
Inventory	100%	100%	100%
Purchasing	100%	100%	100%
Reporting	88%	88%	88%
Sales	88%	88%	88%
Shipping	100%	100%	100%
System			
Total	95%	95%	95%

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Dynamics GP to Business Central Migration
ERP Assessment – Total Cost of Ownership (TCO) Example

Solution 1 Licenses	Quantity	List Price	Extended List Price	Notes
Essential Full	12	$ 70	$ 840	
Team Member	0	$ 8	$ -	
Subscription Total			$ 840	

Solution 1	Year 1	Years 2	Year 3	Year 4	Year 5
Essential Full	$ 10,080	$ 54,600	$ 57,330	$ 60,197	$ 63,206
Team Member	$ -	$ -	$ -	$ -	$ -
Third Party/ISV	$ -				
Implementation Services	$ 375,000.00				
Total	$ 385,080	$ 54,600.00	$ 57,330.00	$ 60,196.50	$ 63,206.33
5 Year Total				$	620,412.83

Solution 2 Licenses	Quantity	List Price	Extended List Price	Notes
Full User	5	$ 100	$ 500	
			$ -	
Subscription Total			$ 500	

Solution 2	Year 1	Years 2	Year 3	Year 4	Year 5
Annual Software License Cost	$ 50,000	$ 80,000	$ 84,000	$ 88,200	$ 92,610
	$ -	$ -	$ -	$ -	$ -
Implementation Services	$ 303,485				
Total	$ 353,485	$ 80,000.00	$ 84,000.00	$ 88,200.00	$ 92,610.00
5 Year Total				$	698,295.00

Solution 3 Licenses	Quantity	List Price	Extended List Price	Notes
Full User - Year 1	5	$ 350	$ 1,750	
Full User - Year 2	60	$ 350	$ 21,000	
Subscription Total			$ 22,750	

Solution 3	Year 1	Years 2	Year 3	Year 4	Year 5
Annual Software License Cost	$ 21,000	$ 273,000	$ 286,650	$ 300,983	$ 316,032
Implementation Services	$ 120,000				
Total	$ 141,000	$ 273,000.00	$ 286,650.00	$ 300,982.50	$ 316,031.63
5 Year Total				$ 1,317,664.13	

	Solution 1	Solution 2	Solution 3
Year 1	$ 385,080.00	$ 353,485.00	$ 141,000.00
Year 2	$ 54,600.00	$ 80,000.00	$ 273,000.00
Year 3	$ 57,330.00	$ 84,000.00	$ 286,650.00
Year 4	$ 60,196.50	$ 88,200.00	$ 300,982.50
Year 5	$ 63,206.33	$ 92,610.00	$ 316,031.63
Total	$ 620,412.83	$ 698,295.00	$ 1,317,664.13

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ERP Assessment – ERP Assessment

Executive Summary

Cronus has reached a spot where their current software stack is creating a ceiling to their business. Due to internal concerns with their current software stack Forvis Mazars has been engaged to provide a systems assessment with the goal of identifying areas for improvement and ultimately recommending a new ERP. The recommended ERP should accomplish several things:

- Allow Cronus to become more efficient
- Allow Cronus to better serve their customers
- Allow Cronus to downsize their current staff and reassign those people to new roles in the organization
- Allow Cronus to focus on value added tasks to help the organization grow to unmatched levels

Taking into consideration the complexity of processes in place today Forvis Mazars has come up with a list of industry leading solutions that will help Cronus reach levels not previously considered. Forvis Mazars ranked the requirements identified against three separate ERP systems:

1. Microsoft Dynamics Business Central
2. NetSuite
3. Acumatica

In addition to the three identified solutions Forvis Mazars also evaluated a solution from Sage. Due to the very close scoring of the three identified and the gap to Sage, Forvis Mazars eliminated Sage as a possibility. In most cases there are two solutions that stand out from the rest but based on the identified requirements and phased approach Forvis Mazars recommends further evaluation of all three solutions: **Microsoft Dynamics Business Central, NetSuite** and **Acumatica**. We highly recommend that in addition to further evaluation Cronus should also consider the Total Cost of Ownership (TCO) of the solutions.

One major concern about this project is the anticipated resistance to change from the IT department at Cronus. The end users seem to be open to change and advancement but the feeling out of the IT department felt differently. With the shift to a Modern ERP platform the number of development resources needed is significantly different than it was in years past. Typically, most organizations move those development resources to tasks like BI development.

In evaluating three separate solutions Cronus will have the opportunity to gather a group of stakeholders and get buy in to an implementation project early in the process. That group of stakeholders should be afforded the opportunity to not only see the presented options but also be a part of the final selection process. Ultimately, the success of a new ERP implementation

Assessment Procedure

This assessment was conducted via a two-day onsite visit, a series of interviews and some job shadowing. We have reviewed the current processes and procedures to the best of our knowledge and abilities with the given circumstances. All these elements allowed us to provide the following conclusive software system suggestions.

Document Inputs

Multiple sources were used as inputs to this system evaluation document including but not limited to meetings and interviews held with key personnel to discuss the steps and requirements for deployment. Meetings included the appropriate team members from each of Cronus's functional areas. Such conversations with key decision makers during communications have allowed Forvis Mazars to gather information directly from personnel. Cronus also provided documentation outlining key business processes, reporting requirements, process flows, organizational charts, and other pertinent information.

Purpose

The purpose of this assessment was to aid in the recommendation of a modern ERP for Cronus. In the evaluation of systems available which meet the business requirements Forvis Mazars will make recommendations across multiple solution to be implemented in a multiple phased approach. The initial phase will focus on replacing QuickBooks with a modern ERP. Future phases will focus on standardizing and modernizing the in place external systems. This would include replacing any standalone or antiquated solutions. In selecting systems for Cronus, to evaluate, Forvis Mazars considered the following:

Longevity: The existing ERP has been in place at Cronus for multiple years. The investment into a new system should be one that can remain in place and aid Cronus for the next 15 – 20 years or even longer.

Scalability: In the future as Cronus evaluates expanding product offerings and meeting rises in customer demand; it is essential that an environment exists which does not require the organization to increase headcount to match the growth. The system should also not constrain the business from a functionality standpoint.

Simplicity: It is essential that any changes in new solutions are simple for the users. Also, to take full advantage of the systems in place, all users must use the system as it is originally intended and designed. Simplicity is the key to keeping users engaged, bought in, and using the system properly.

Standardization: As it is consistent in many companies, tribal knowledge is typically heavily relied upon. The introduction of a new systems will aid in both the formalization and standardization of various business process eliminating the reliance on company tribal knowledge. Any recommended solutions introduced must be the same available to all required users. This allows current resources to help transfer knowledge where needed without the

Dynamics GP to Business Central Migration
ERP Assessment – ERP Assessment

System

The finance system of record at Cronus is QuickBooks. Cronus has also utilized many custom or external systems and even keeps some processes outside of any system today. Below is a breakdown of the different software solutions in place at Cronus today:

Product Name	Solution Vendor	Status	Future State projection
AirTable	Airtable	Drop Ship, Master Order, Truck Loads, Customer Credit	Replace with Modern ERP / CRM
Canva	Canva	Marketing and Designs	Keep
ClickUp	ClickUp	Project Management	Evaluate / Replace with CRM
ADP	Paycom	HR and Payroll	Keep
QuickBooks Online	Intuit Inc.	ERP of Record	Replace with Modern ERP
Survey Monkey	Survey Monkey	Customer Surveys	Evaluate / Replace with CRM

Finance

Finance includes all records of various financial transactions within Cronus. These financial activities are tracked to help record and analyze financial transactions to help manage an organization's income, expenses, and assets.

Cronus uses the standard GL account structure within QuickBooks. Everyone in Finance is familiar with the concept of a GL account as a description.

Payment methods currently include the below list.
- Checks
- Credit Card
- ACH

Currently the sales tax is internal and calculated in QuickBooks.

Some additional important information is that there are currently 7 bank accounts. Each bank account is utilized for one specific purpose (i.e. Payroll, Payables, Expenses, Owner's Personal Bank Account, etc.)

Pain Points
- Reporting capabilities of the existing system are limited.
- No fixed asset module in the current system.
- No dashboarding capabilities.
- Manual intervention on statement of cash flow, and allowance for doubtful accounts.

Wants / Needs
- A modern ERP platform that is fully integrated with automation for many of the processes in place today.

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Dynamics GP to Business Central Migration
ERP Assessment – ERP Assessment

Project Risks

All projects are laden with risks. Outside factors can influence the scope but most organizations are able to identify those factors and put risk mitigation strategies in place. There are some standard risk categories that are common to any project: Go-Live Date, Historical Data, Learning Curve, and Personnel. While others present themselves based on requirements of the project, company specifications or leadership objectives. Some of these risks were identified at Cronus such as Limitation of Functionality in Solutions, Phased Implementation Approach and Product Lifecycle.

Adoption of Process Changes: Switching ERPs always brings about operational process changes. Depending on the ERP selected those process changes can vary greatly. As Cronus goes through the implementation cycle, they will identify situations that require operational changes in lieu of customization. Cronus has been vocally against customizations which increases the likelihood of process change.

	S1	S2	S3
Adoption of Process Change	Medium	Medium	High

Go-Live Date: Cronus has currently not identified a specific Go-Live date. It is good to have a date in mind at the beginning of a project but having that date being too rigid is a dangerous notion. Any solution recommended can aim for the decided date, but it will require an immense amount of flexibility from Cronus to meet any Go-live date.

	S1	S2	S3
Go-Live Date	Low	Low	Low

Historical Data: It is important to be open and understanding about the capabilities of modern ERP systems compared to previous systems. It is essential for any business to have access to all their historical data 2hile knowing the how and where of it will be critical. The accuracy of this conversion may impact the effectiveness of how the new software's used.

	S1	S2	S3
Historical Data	Low	Low	Medium

Risk Rating

	S1	S2	S3
Adoption of Process Change	Medium	Medium	High
Go-Live Date	Low	Low	Low
Historical Data	Low	Low	Medium
Learning Curve	Medium	Medium	Medium
Limitation of Functionality	Medium	Medium	High
Personnel	Low	Low	Low
Phased Implementation Approach	Low	Low	Low
Product Lifecycle	Low	Medium	Low

Risk Scores

	S1	S2	S3
Adoption of Process Change	2	2	3
Go-Live Date	1	1	1
Historical Data	1	1	2
Learning Curve	2	2	2
Limitation of Functionality	2	2	3
Personnel	1	1	1
Phased Implementation Approach	1	1	1
Product Lifecycle	1	2	1
TOTAL	11	12	14

	S1	S2	S3
Overall Risk	Low	Medium	Medium

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ERP Assessment – Example

Dynamics GP to Business Central Migration

Microsoft Business Central

Microsoft Dynamics 365 Business Central is a cloud-based enterprise resource planning (ERP) software solution that integrates finance, sales, service, and operations functions into a single platform.

Pros	Cons
Utilizes 3rd party products for enhanced functionality	Utilizes 3rd party products for enhanced functionality
Midmarket solution, more configuration, less customization	Limited out of the box reporting that does not need to be configured / setup / saved
Lower software cost than most competitors in the marketplace	Not a vertical specific ERP

Estimated Costs

Software Annual	Low Cost	High Cost
Phase 1	$10,800	N / A
Phase 2	$54,600	N / A

Services	Low Cost	High Cost
Phase 1	$120,000	$180,000
Phase 2	$200,000	$250,000
All Phases	$320,000	$430,000

Dynamics GP to Business Central Migration
ERP Assessment – Presentation of Findings Example

Forvis Mazars: Business Technology Services

ERP RFP Response

Dynamics GP to Business Central Migration
ERP Assessment – Presentation of Findings Example

Business Central: Implementation Estimate

- Offers both cloud & on-premise deployments
- Software license costs:
  - $80 per full essential user, per month
  - $8 per team member user, per month
  - Estimate: 45 full users – $3,600 per month
    - Annual cost – $60,000 to $80,000
- **Expected Project Length: 8 to 12 months**

Estimate:

Low:	Hrs: 1,276	Fees: $350,900
High:	Hrs: 1,455	Fees: $400,125

Total Estimated Timeline: 8–12 months

Investment Assumptions

- Cloud-based deployment
- Hours will be billed on a time & materials (T&M) basis
- Projects are delivered with a blended team rate
- Support plans beyond initial month-end to be discussed during implementation for best economic fit

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Dynamics GP to Business Central Migration
Implementing Business Central

Master Data Prep

Master data is the foundation of any ERP. A strong foundation can deliver strong results. Some best practices in maintaining master data include:

- Data Standardization
- Deactivate Obsolete Records
- Define Master Record Nomenclature
- Removal of Duplicate Records
- Verify Master Record Setup

Process

Implementing Business Central should be done methodically, not rushed. A general implementation plan consists of:

- Data Prep
- System Setup
- Data Import
- Data Validation
- End User Acceptance Testing
- Training

Go-Live

Depending on the complexity of your project, most implementations take 9–18 months. Rapid implementations are possible for small organizations & can be completed in less than six months. Go-Live generally lasts at least a week & you should expect to have your implementation team on site with you.

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Dynamics GP to Business Central Migration
Implementing Business Central

Master Data Best Practices

Finance
- Allocation Accounts
- Chart of Accounts
- Fiscal Periods
- Fixed Assets
- Multi-Company
- Multi-Currency

Inventory
- Item Classes
- Items
- Locations/Sites
- Reason Codes
- Units of Measure

Manufacturing
- Bill of Materials (BOMs)
- Labor Codes
- Machines
- Resources
- Routings
- Work Centers

Purchasing
- Addresses
- Buyers
- Customer/Vendor Mapping
- Vendor Classes
- Vendors

Sales
- Addresses
- Customer Classes
- Customers
- National Accounts
- Salespeople

System
- Payment Methods
- Payment Terms
- Shipment Methods

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Dynamics GP to Business Central Migration
Implementing Business Central

System Setup

There are many tasks that happen during system setup. This includes, but is not limited to:

- Company Configuration
- Data Mapping
- ISV Installations
- User Setup

Data Import

Data can be imported many ways; this includes:

- Configuration Packages
- Custom Integration
- Microsoft Data Migration Tool

The types of data imported are standard on every implementation & include:

- Historical Summary Balances
- Master Record Balances
- Master Records
- Open Transactions

Dynamics GP to Business Central Migration
Implementing Business Central

Data Validation

Once Business Central has been set up, based on your business requirements, & the data has been imported, you will be introduced to various parts of the system & asked to validate the data.

What does this mean? Simply making sure you have access to the data you need, & it looks as you would expect it to look. For example, if a customer has an open balance of $9,845.53, there should be a total of $9,845.53 worth of invoices.

GL Summary balances should match what your financials say. To dive deeper on financials, you should be able to generate a financial statement for **ANY** historical period & it should match what you can generate out of GP today.

End-User Training

After data validation, your implementation team will work with your end users on learning their new system. This will include the primary aspects of their current role plus any new tasks that come with your Business Central implementation:

- Daily Tasks

- Weekly Tasks

- Monthly Tasks

- Master Records Setup

- Reporting

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Dynamics GP to Business Central Migration
Implementing Business Central

End-User Acceptance Testing

After users have been thoroughly trained & your data has been validated, you will enter a phase commonly known as End-User Acceptance Testing. The most common way to navigate this phase is by entering new transactions into your new system & processing them from start to finish. This can be old transactions not included in your data load, or it can be brand new transactions entered simultaneously in GP & Business Central. At the end of this phase, we must ensure that there are no unexpected errors & that you can successfully process your transactions in Business Central.

Cutover Planning

The final phase of implementation starts with cutover planning. Traditionally this is a simple meeting centered on when cutover happens. In most cases this meeting can be completed in an hour or less. Attendees include:

Client

- Executive Sponsor
- Project Manager
- Key Stakeholders

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- Technology Partner
- Project Manager
- Architect(s)
- Project Leads

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Dynamics GP to Business Central Migration
Go-Live

Cutover

Most typically cutover happens over a long weekend. The culmination is your Go-Live event. During cutover you can expect the following to occur:

- Adjustments to User Security
- Cutover Testing
- Final Data Import
- Reporting Finalization
- Schedule Any Automated Reporting
- Set Up Any Missing Users

Go-Live

Early Monday morning the week of Go-Live is when we most commonly see the Go-Live event. This is simply when users quit entering transactions in GP & start entering transactions in Business Central. There is a lot of anticipation leading up to this event, but it passes quickly &, if all goes as planned, it's business as usual.

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Dynamics GP to Business Central Migration
Post Go-Live

The Forgotten Things

Regardless of the amount of preparation & planning put into an implementation, there is always a list of things that come out of Go-Live that must be addressed. Some of these things happen same day & others can take some time to resolve. No matter the item, all things missed are fully documented & can be addressed.

Support

Everyone is intimately familiar with the amount of support needed to successfully maintain a Dynamics GP environment. We are happy to report that the number of support incidents in Business Central is a fraction of that experienced in GP. There will be a time where you will quit engaging with your implementation team & go to Support if you have questions or issues that need to be addressed.

Future System Improvements

After you have been live & running successfully, your account manager will reach out to discuss some of those future phase tasks that have been addressed yet. This will be your opportunity to queue up your business initiatives & address them in Business Central. This is the time where you push your business to that next level.

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03

Your New World in Modern ERP

Gain a basic understanding of what your new day-to-day looks like in Business Central.

Your New World in Modern ERP
Transition Mindset

Business Intelligence

In Dynamics GP, most organizations focus on producing financial reports. Business Intelligence goes above & beyond simple financials. You will be able to utilize advanced business intelligence to run your business & automate decision making with tools like:

- Advanced Financial Reporting
- Advanced Operational Reporting
- Budgeting
- Data Warehousing
- Reporting
- Dashboarding

Dimensions

Dynamics GP relies on the antiquated segmented GL accounts. In modern ERP, the GL account is the natural segment. The other segments are handled via dimensions. This makes data entry & reporting more robust & allows for unparalleled growth.

Dimensions are not just limited to financial reporting though. You can use dimensions for all aspects of reporting, systemwide.

Workflow

In later versions of Dynamics GP, Microsoft put some effort into introducing workflow functionality. The workflow in GP met the most basic of requirements. Although each release of Dynamics GP introduced new workflow capabilities, there are many instances where the workflow in Dynamics GP didn't provide the functionality many organizations were looking for.

Business Central has a more robust & flexible workflow engine, enabling workflow scenarios to be handled within the system.

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Your New World in Modern ERP
Transition of Mindset

Payroll

In Dynamics GP, you had the option of running your own payroll. Microsoft has taken Business Central in a different direction with no HR or Payroll functionality. You will have to rely on two different approaches to Payroll in Business Central:

1. ISV Solutions
2. Payroll Services

If you do decide on using payroll services, most major payroll providers already have established integrations with Business Central, saving you the task of creating GL entries for Payroll.

Customizations

Microsoft technology changes eliminated .net customizations from Dynamics GP a few years ago. Dexterity customizations were an alternative approach but those required specialized development skills. In Business Central, customizations can be handled many ways. The main difference is that the customizations lay on top of the source/base code. This helps upgrades & system maintenance go significantly smoother than what most organizations are used to with Dynamics GP.

ISV Solutions

In Dynamics GP, if you needed to use an ISV solution, you had to go through a sales cycle & contact the ISV directly, or through your technology partner. In Business Central, you can find ISV solutions in the Market Place. Once you or your technology partner identifies a solution you're interested in, installation will be coordinated along with any implementation tasks. This cuts the implementation time significantly & gives the power to the end users in their own environment. You no longer need a consultant with years of development experience to find a solution for you; now your consultant can simply serve as an advisor who advocates for you.

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04

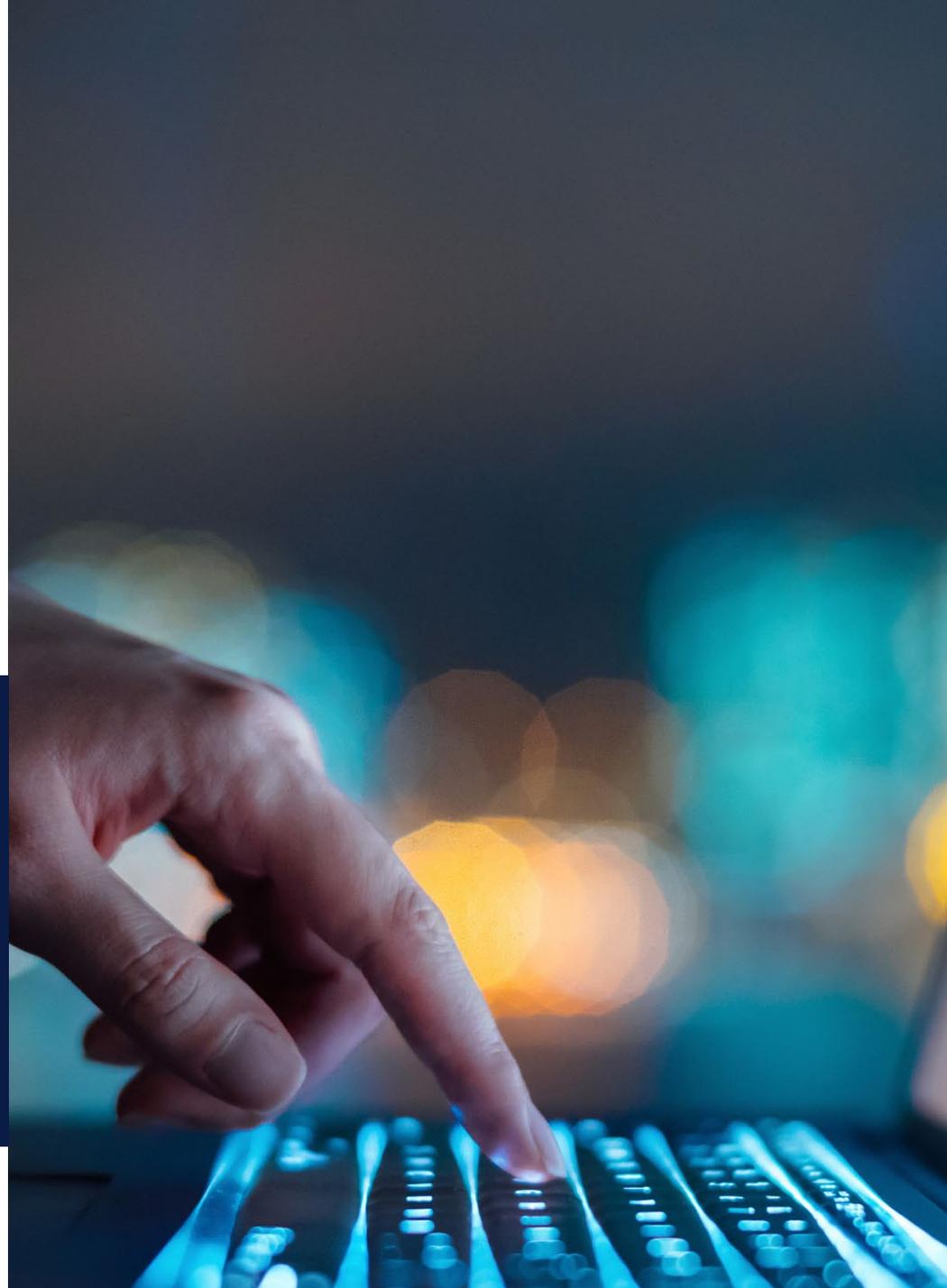## Business Central & Moving to the Cloud

On-Prem ERP Challenges

Challenges faced with on-premises solutions

Small- and medium-sized business (SMB) customers are rapidly migrating from on-premises solutions, like Microsoft Dynamics GP, to AI-ready cloud solutions like Dynamics 365 Business Central.

Here's why:

- Limited scalability
- Expensive to maintain
- Vulnerable to security breaches

- Less flexibility
- Restricted access
- Higher IT costs
- Lack of innovation

Microsoft Dynamics 365 Business Central
Benefits of Moving to the Cloud

Lower IT Overhead
- No need for on-premises servers or costly hardware maintenance
- Automatic updates and patches handled by Microsoft

Security & Compliance
- Enterprise-grade security, encryption, and compliance with global standards
- Built-in disaster recovery and backup

Anywhere Access
- Work from any location with internet access
- Ideal for remote teams and multisite operations

Predictable Costs
- Subscription-based pricing
- Easier budgeting and cost control

Continuous Innovation
- Regular feature updates and enhancements without disruption
- Access to AI, analytics, and automation tools

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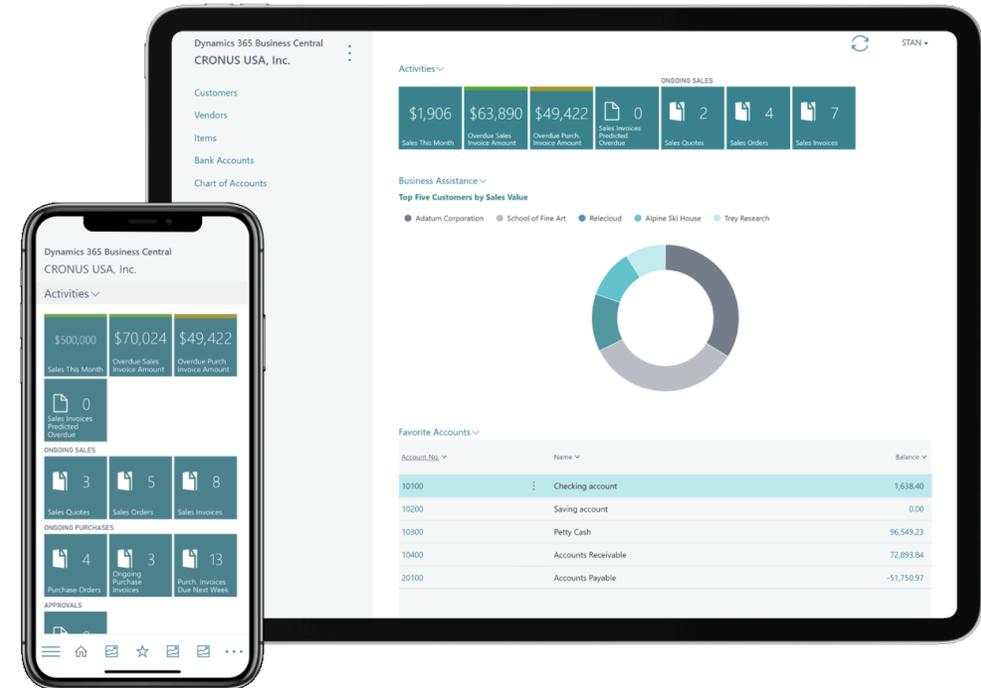
Microsoft Dynamics 365 Business Central
Fully Integrated Business Intelligence

Connect finance, sales, service, & operations teams with an inclusive business management solution trusted by over 30,000 small & midsize businesses.

Financial management

Sales management

Service management

Reporting + business insights

Project management

Operations management

Supply chain management

Forbes ADVISOR

Named "the Best ERP System" in 2024 by Forbes Advisor.

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Dynamics 365 Business Central

Microsoft is a **trusted leader** in business applications & low-code solutions.

Microsoft Dynamics 365

Microsoft Power Platform

97% of Fortune 500 companies choose Dynamics 365 or Power Platform

500K organizations use Dynamics 365 & Power Platform every month

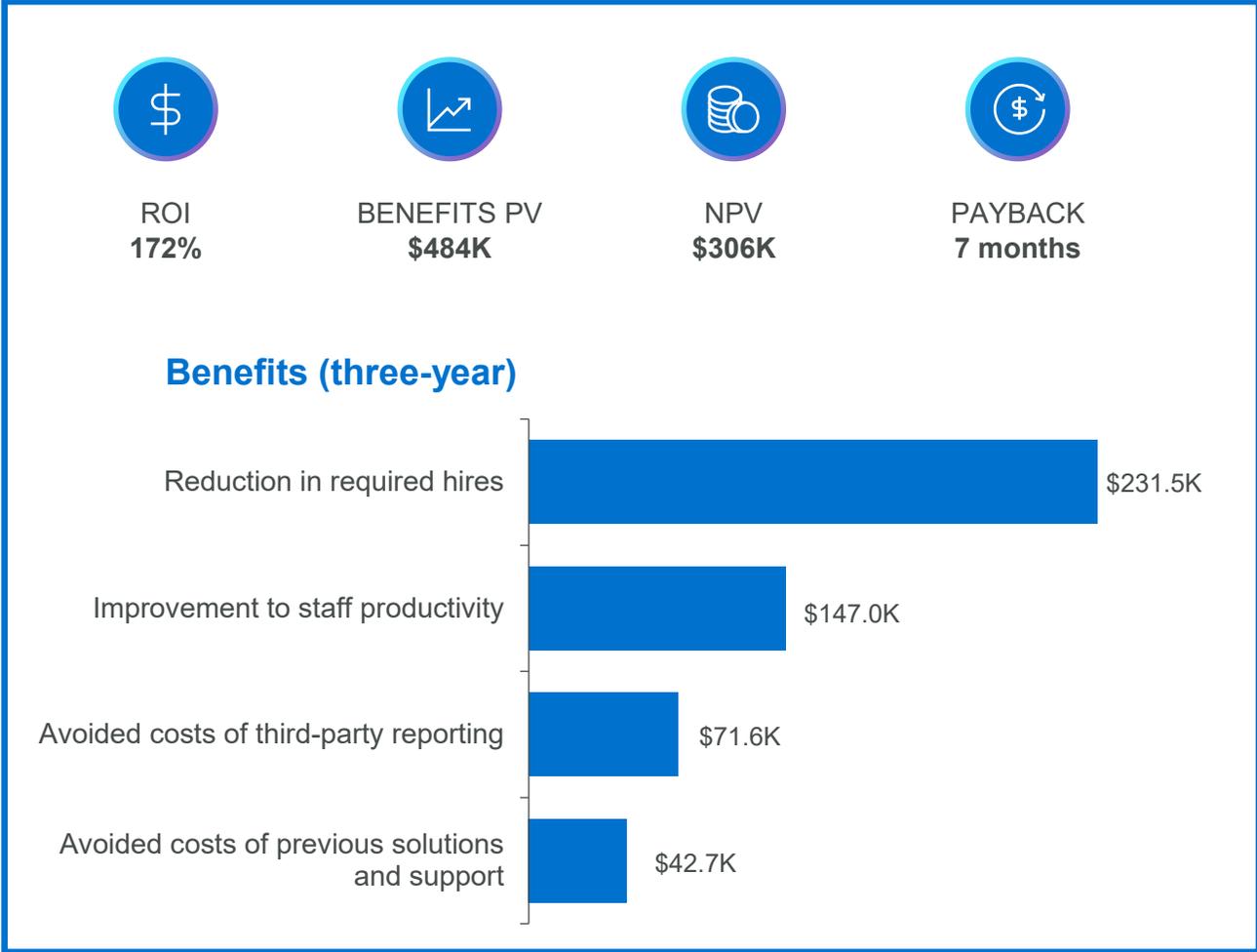**40K+** customers use Copilot features in Dynamics 365 or Power Platform

30 year history of enhancing & redefining CRM & ERP solutions

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Dynamics 365 Business Central

The Total Economic Impact™ of Business Central

"[Business Central] is making it possible for us to chase those new revenue opportunities because we can actually manage it now with our current resources."

Technology manufacturing VP

ROI
172%

BENEFITS PV
$484K

NPV
$306K

PAYBACK
7 months

Benefits (three-year)

Reduction in required hires	$231.5K
Improvement to staff productivity	$147.0K
Avoided costs of third-party reporting	$71.6K
Avoided costs of previous solutions and support	$42.7K

The Total Economic Impact™ of Microsoft Dynamics 365 Business Central
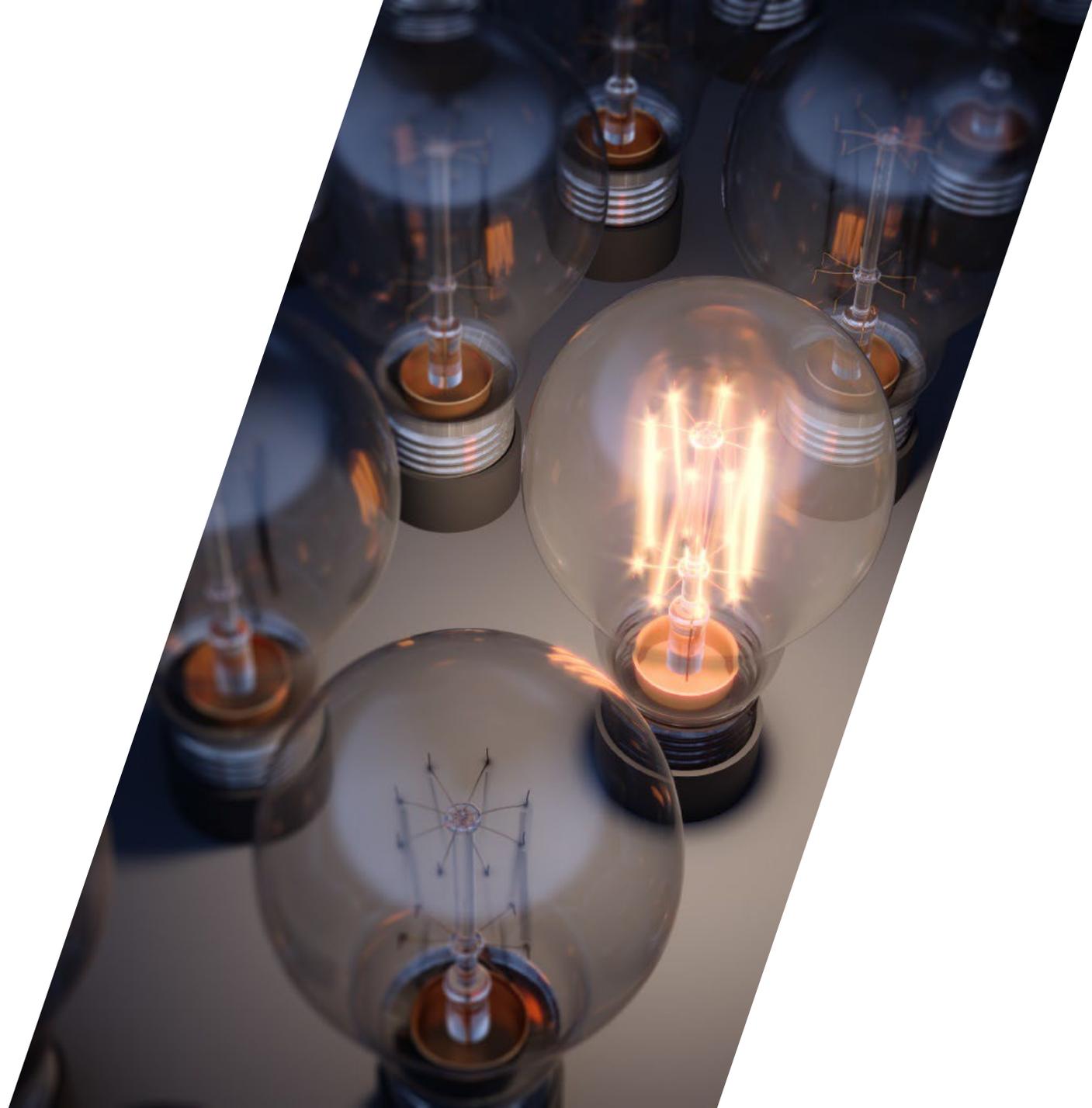
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05

What's Next?

Once you've decided you're ready to explore the next step in your migration from Dynamics GP to Business Central, what happens next?
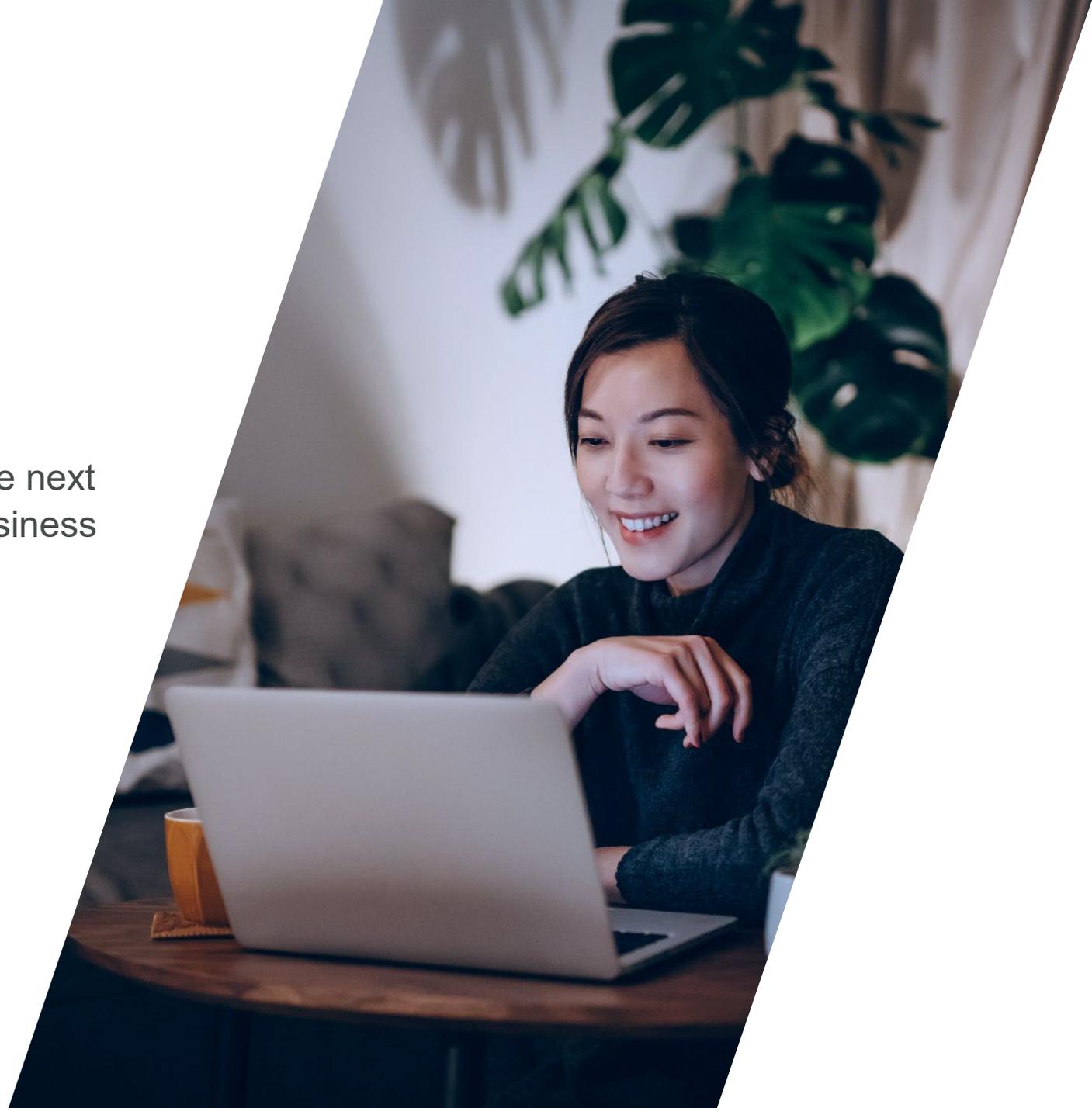
Don't Wait

The cost of waiting isn't just measured in dollars—it's measured in lost opportunities, increased risk, and the competitive edge you give away every day you delay.

Next Steps
Keys for a Successful Transition

Communication

Deciding to move away from Dynamics GP is a big step!

Once you've made that choice, share it with your technology partner. They can advocate for you and help create a migration plan that aligns with your organization's goals.

Assessment

Use an assessment to achieve a few goals:

- Confirm your selection of Business Central
- Understand your business processes
- Get leadership & end-user buy-in
- Understand the cost of an implementation

Discounts to Move Now

If you migrate from Dynamics GP to Dynamics 365 Business Central, Microsoft is offering steep discounts (Up to 40%) to move now vs. later.

If you decide to wait, license costs *WILL increase*, and discounts *WILL decrease* each year as we move closer to "end of life" for GP.

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Next Steps
Planning Your Business Central Migration

Understand Your Current Situation

Microsoft's future for small and midsize ERP is Dynamics 365 Business Central. Many GP clients will need to migrate soon, and delaying *WILL* lead to partner shortages for implementations.

Plan for Your Future

Let your migration to Business Central be one that moves your business to the next level.

- Address your wants & needs that GP doesn't deliver today
- Create new employee roles
- Embrace business intelligence & dashboards
- Introduce AI with Copilot
- Make automation a priority
- Take the opportunity to cross-train & reduce information silos

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Next Steps
Migrating to Business Central

Don't Get Left Behind

Many businesses still rely on outdated ERP systems.

As migrations to Business Central accelerate, demand will overwhelm Microsoft Partners. Acting early ensures a smooth transition.

Current data shows a large number of clients still using antiquated or undersized solutions.

Let Us Help!

Forvis Mazars offers a strong assessment process and delivers results weekly. Their Dynamics GP team has over 100 years of combined experience and is cross-trained in Business Central, ensuring smooth migrations.

If you lack confidence in your current technology partner or a clear roadmap from GP to Business Central, Forvis Mazars can help. They prioritize understanding your needs and consulting with purpose, delivering their **Unmatched Client Experience**®.

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Q&A

Business
Technology
Services

Questions?

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Microsoft Dynamics 365
GP to BC Assessment

Are you ready to unlock new levels of productivity? Transitioning from Microsoft Dynamics GP to Business Central may be easier than you think.

Start planning now with a complimentary GP assessment.

Your Complimentary Assessment Includes:

- **In-Depth Report:** Detailed key findings and an estimate.

- **Clear Path Forward:** Technical specifics for migrating to the cloud.

- **Business Goals Discussion:** Explore how Business Central can help streamline operations and improve efficiency.

- **Migration Planning:** Focus on reducing effort and costs.

Request Your Free Assessment

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Contact

Jason Layne

Manager, Business Development
Business Technology Services
Forvis Mazars

jason.layne@us.forvismazars.com

Jeremy Adkins-Hill

Manager, Consulting
Business Technology Services
Forvis Mazars

jeremy.adkinshill@us.forvismazars.com

Thank You

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