

The logo for CAL Connect Dynamics GP User Event features the text "CAL Connect" in a large, bold, italicized blue font, with "Dynamics GP User Event" in a smaller, bold, italicized blue font below it. A yellow swoosh arches over the text, and a blue sphere with a white dot is positioned at the bottom right of the swoosh.

CAL Connect
Dynamics GP User Event



CAL Cloud Discussion

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Today's goals –

- Cloud – What does that mean?
 - What are your options with Dynamics GP?
- CAL New Offering – What makes Acumatica different than other software solutions
 - Why did we choose as a product offering
 - Our journey - GP to Acumatica Last Year
- Acumatica Introduction Overview
- Panel Open discussion Q&A

Cloud = Access from Anywhere, on Any Device

Is it that Simple ????????

100% **Browser** enabled means it is more about the structure of the application...

1. centrally managed
2. Application accessible from **anywhere**



Access from a browser – That is the bigger deeper question

2 Different Types - Public vs Private Cloud

Private Cloud

- Your software running on servers outside your internal Firewall

Advantages:

- No one else has access to your data of environment

Public Cloud

- Your software is running alongside other companies running whatever their software is in a centralized data center. Example: Microsoft or AWS. Sometimes the servers are managed by Microsoft or vendor like that and other times your own IT can setup / manage virtual Servers in this public environment

- Many times it could be the same software but different companies all moving forward in lock step. In cases like this it is called a Multi tenanted environment. Example: NetSuite

Dynamics GP Cloud Options?

Is GP a cloud Product? No

- Can it be run in the cloud ? Yes!

Many are already running GP using:

- Terminal Server, Remote Desktop, Citrix
- With servers in AWS, Microsoft Azure, Rack Space and other server vendors

Did you know GP has a Web Client?

Yes, but not all of GP can run in Web ☹

- What does not work? MR, FRX, some ISV's
- Been available since GP2013 – None of our 350+ clients run it.

Cloud Options Available

1) Hosting currently owned software (BYOL)
“Bring your own license”

- Normally Terminal Server / RDS or Citrix
- Pricing based on # of NAMED GP users, space needed, add-ons etc.

2) Subscription / GP Cloud with PowerGP Online

- 100% cloud version of GP powered by Microsoft Azure
- Includes Jet Reports for MR & FRX
- Other included products like Rockton
- Limited ISVs available...not all run in the web
- Do not own the software; pricing per month
- Rest Full API

Other Cloud Platforms – Who can we connect to?



Accounting System

Eliminating the Islands of Automation – Web to Web is Easier

CAL Cloud ERP Research – Needed new Option

More Prospects Asking for Cloud ERP

-We started researching in 2014. CAL made our choice for an additional offering in Jan 2017

Why We Chose Acumatica: Reason 1

-True cloud product. Latest technology platform.

Reason 2

-Most new Cloud ERP products offer only one option: their cloud.

-Acumatica offers: SAAS, PCS (subscription) and PCP (own it; run it where you want)

Reason 3

-Completely connected system end to end
-CRM, Finance, Distribution, Field Service, Manufacturing, e Commerce.

Reason 4

-Integrated Business Intelligences

Reason 5

-Integrated features like Credit Card, Customer Business portal, Freight/shipping rate calculation, direct connection to Microsoft Power BI, Microsoft Outlook connector

Reason 6

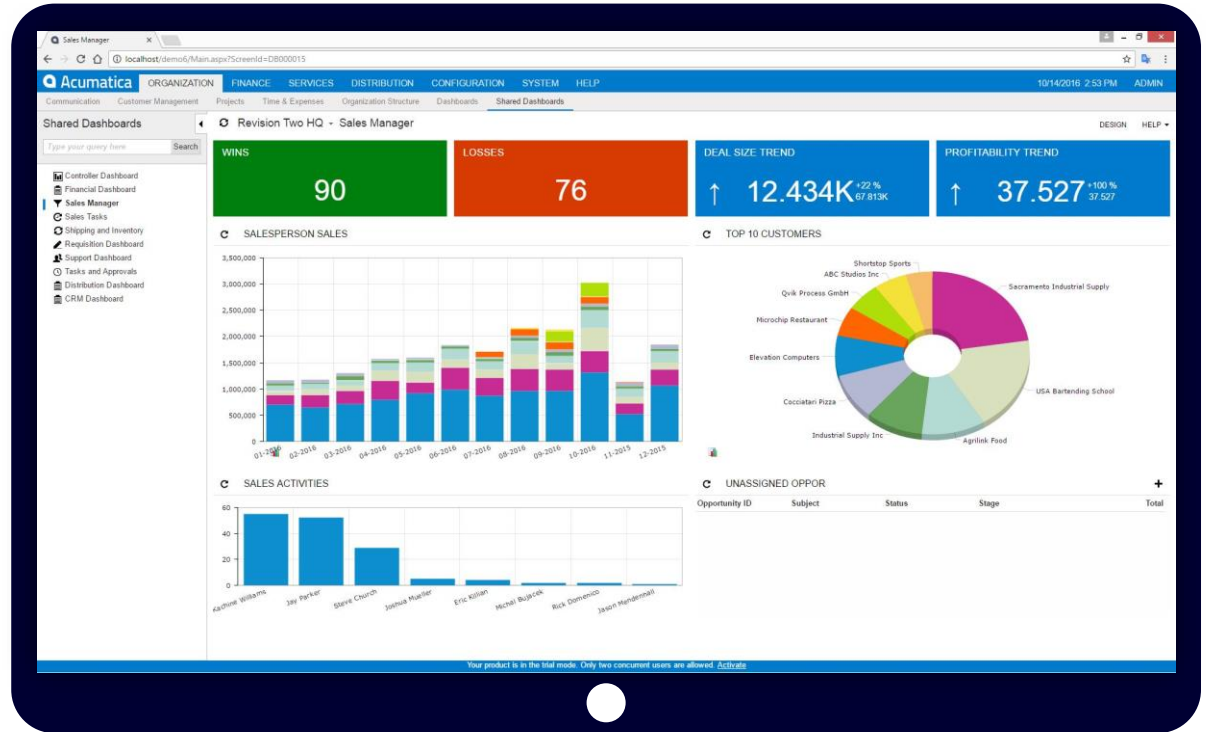
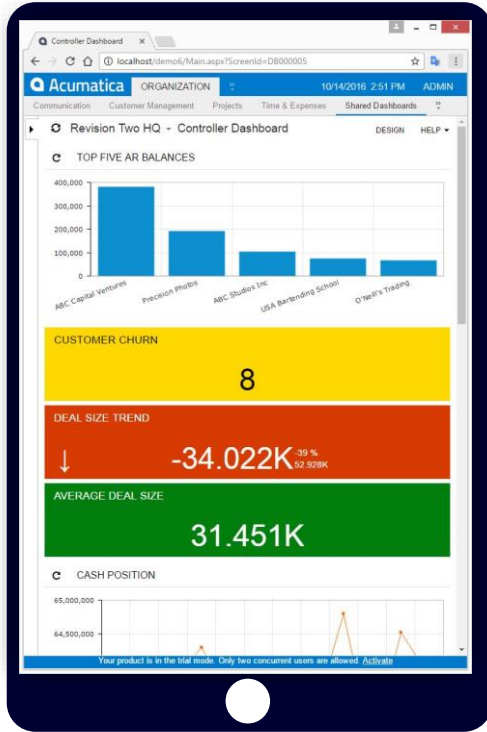
-Dashboards

Reason 7

-Mobile App access



Why Acumatica- New Cloud Technology vs Old








The Connected Business

Other solutions **use add-on apps** to complete core solution - **NOT ACUMATICA**



Benefits

-  Instant update across all systems
-  Single version of the truth
-  Improved productivity of users
-  Fewer systems to maintain
-  Mobile workforce

CAL's Journey To a Single Version of the Truth

Our 5 systems:

1. Microsoft Dynamics GP 1998
2. Olympic Project Cost 2002
3. Microsoft CRM (CRM) 2005
4. SalesPad (Reporting) 2009
5. Kayako (Support cases) 2014

Plus many manually updated Excel sheets

All to one system

As of Jan 1st 2018



Learn more about CAL moving from
Dynamics GP to Acumatica at
www.calszone.com/journey



Cloud Q&A

- **Panel:**
- George Mackiewicz, CAL Cloud Options
- John Miele, CAL Technical
- Pam Misialek, Njevity PowerGPOnline and CAL GP Cloud
- Dinesh Jain, Acumatica Acumatica Cloud Offering