

CAL Business Solutions

Since 1982

Should I Stay or Should I Go Dynamics GP Roadmap Discussion



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- WWW.CALSZONE.COM



Should I Stay or Should I Go Dynamics GP Roadmap Discussion

Agenda:

- Great Plains / Dynamics GP
- Current status of GP
 - Microsoft Lifecycle Policies
- Modern Lifecycle – how does it impact you?
- GP updates/upgrades
- GP Options for improvement
- GP's future
- GP and the cloud
- Stay or Go? Things to consider, CAL's journey to Acumatica
- Dynamics 365?
- Go – ERP options and things you must know
- Q&A



Dynamics GP Roadmap Discussion



Great Plains/Dynamics GP

- Great Plains started in the early 80's
- Started supporting Microsoft SQL server in 1988

- **Microsoft purchased Great Plains in 2001**
- ***Microsoft purchased Navision and Axapta in 2002**
- **2013: Microsoft releases GP web client**
- **2013: Microsoft released the Fixed Lifecycle Policy**
 - Covers mainstream service and support of Dynamics GP for 5 years
 - Extended support for 10 years
 - Once mainstream support ends, Microsoft will no longer provide enhancements to Dynamics GP, however security related updates will continue to be available, if you maintain a Microsoft support annual plan. Once extended support ends, security updates and patches will no longer be available for that version of Dynamics GP.



Product	Mainstream support	Extended support	Lifecycle definition
Dynamics GP 2013 and GP 2013 R2	Ended April 4, 2018	Ends April 11, 2023	Dynamics GP 2013/Dynamics GP 2013 R2
Dynamics GP 2015 and GP 2015 R2	Ended April 14, 2020	Ends April 8, 2025	Dynamics GP 2015/Dynamics GP 2015 R2
Dynamics GP 2016 and GP 2016 R2	Ended July 13, 2021	Ends July 14, 2026	Dynamics GP 2016/Dynamics GP 2016 R2
Dynamics GP 2018 and GP 2018 R2	Mainstream support ends January 10, 2023	Ends January 11, 2028	Dynamics GP 2018/Dynamics GP 2018 R2

Dynamics GP Roadmap Discussion

- **2019: Microsoft introduces the Modern Lifecycle Policy (18.2)**

- The Modern Lifecycle Policy offers support and servicing, including bug fixes, and latest tax updates. Under this policy, Dynamics GP customers stay current by taking at least one of the three all-inclusive Dynamics GP updates, typically released in June, October, and December each year. The updates will typically consist of hotfixes, tax updates, and any relevant regulatory updates. The updates can also include changes in usability or reliability to address top customer issues, and other areas that are critical in making sure that businesses run successfully on Dynamics GP..

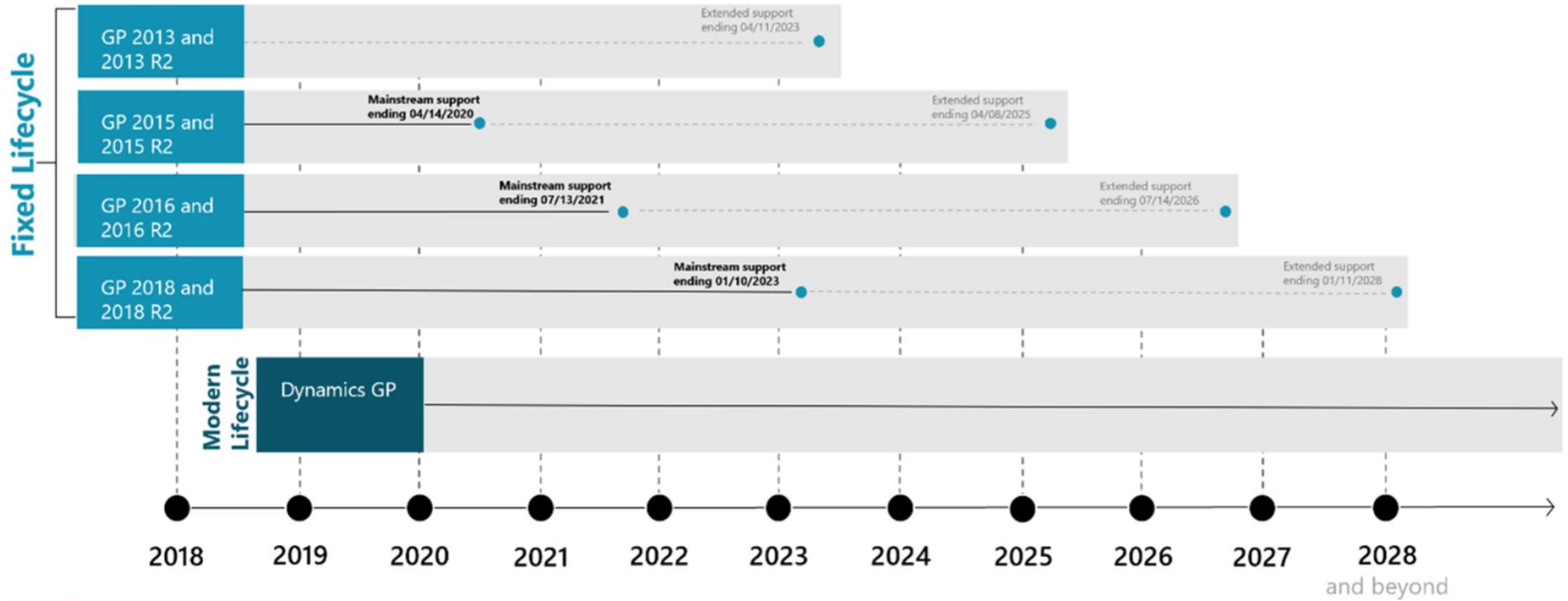
- October 2022: Microsoft released Dynamics GP Version 18.5 (Current Release)
- October 2023: Microsoft will release Dynamics GP Version 18.6

The following table outlines the release schedule for the three committed all-inclusive updates of Dynamics GP each year.

Milestone	Example date
June update	June 1
October update	October 1
December update	December 1

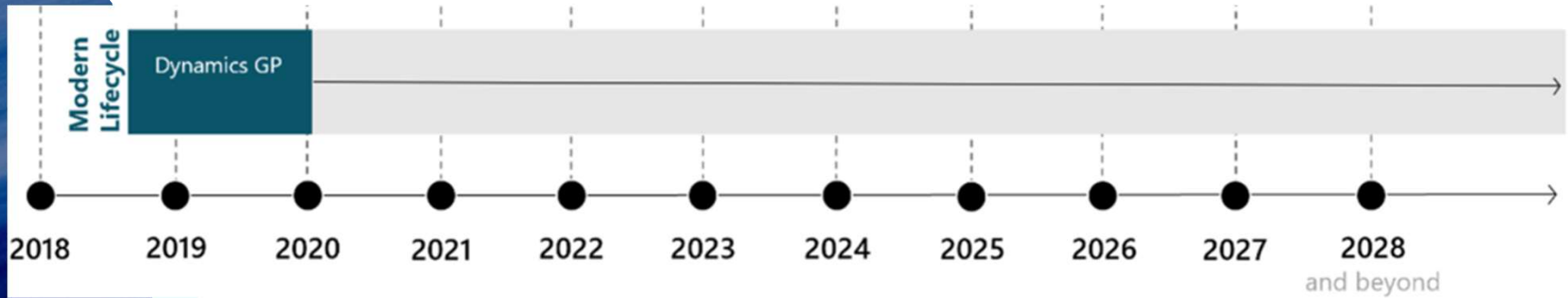


Dynamics GP versions governed by Fixed and Modern Lifecycle



Dynamics GP Roadmap Discussion

What to expect going forward – 2028 and beyond



💡 Tip

If you're a Dynamics GP customer and want to migrate to the cloud, reach out to your Dynamics GP partner. You can choose to migrate to Dynamics 365 Business Central or Dynamics 365 Finance to take advantage of the cloud, and your partner can help you migrate data.

If you *don't* want to migrate to the cloud, you can choose to keep up-to-date with the latest version of Dynamics GP or migrate to Dynamics 365 on-premises. The choice is yours, and Microsoft supports both scenarios.

*Dynamics 365 Business Central was based on Navision

*Dynamics 365 Finance was based on Axapta

Dynamics GP Roadmap Discussion

What to expect going forward – at least through 2028

- Major improvements? **Unlikely there will be any**
- New features/functionality? **Some user functionality improvements**
- Office Compatibility? **Yes**
- Microsoft stack compatibility? **Yes**
- New ISV's? **Unlikely**
- Do I need to update each year?
 - Payroll **Must stay current with tax updates**
 - 1099's **If you use GP to print 1099s**
 - Fixed Assets **If the tax law change**
 - Support **Microsoft will support you if your current
CAL will support all versions of GP for our clients**



Dynamics GP Roadmap Discussion



GP 2025 and 2026 Microsoft GP changes



As of April 1, 2025 – End of new sales for new clients to purchase Microsoft Dynamics GP perpetual licenses.

April 1, 2026 – End of new sales for new clients to purchase Dynamics GP for both perpetual and subscription licenses.

Existing Dynamics GP clients will still be able to purchase additional users but there will be no net new instances of Dynamics GP. Microsoft has stated that it will continue to provide support and updates for existing Dynamics GP clients, including necessary regulatory, security, and usability updates beyond the end of new sales.

Dynamics GP – Should I Stay or Should I Go?



- **What's changed?**
 - Has your business model changed while your business has been running GP?
 - Example: Distributor moved from salesreps to website sales
 - Brick and mortar office with staff to mobile workforce?
 - Need for more connected systems – CRM
- **Required Functionality?** Has your ERP functionality needs changed
- **Future plans?**
 - What are the future strategic plans for your company – does GP still work
- **Growth Plans?**
 - What are the future growth plans for your company – number of GP users? Integrations to other systems?
- **Security?**
 - Are you hosting your own servers – cyber security is a major risk today with hackers and ransomware looking for any opportunity.
- **Future of GP?**
 - While Microsoft has stated to support GP through 2028 and beyond the lack of new customers does point to at some point there will be an end of life. Now we can't say for certain since Microsoft has been known to do 180's on us in the past.

Dynamics GP – Should I Stay or Should I Go?

What are your options?

ISV's

- Add needed new functionality to your GP using the ISV solutions. There are many great GP ISV solutions out there to add/enhance GP functionality. The majority are still supporting GP customers and looking for new customers.
- Is there something about GP not ideal for your business – let's discuss what solution might be a great fit for your business.

GP in the Cloud

- **Move Dynamics GP to Azure**
 - When you move Dynamics GP to Azure, you are basically renting server space. Your internal IT team is still the one to fix a printer, add a new user etc.
- **Move Dynamics GP to a Hosting Provider**
 - When you move Dynamics GP to a full-service hosting provider, they can provide a higher level of 24/7 support and remove the risks of running on your own servers.

Benefits for moving GP to the cloud

- Allows you to focus on growing your business.
- Eliminate the cost of buying new servers and related hardware.
- Lower internal IT costs.
- Your information is more secure in a data center.
- Give employees easy, secure remote access anytime, anywhere.



Microsoft
Dynamics GP



On-Premise

VS.



Cloud



Microsoft Dynamics GP

Migrate to a new ERP cloud solution



What are your options to a True Cloud ERP

Dynamics GP to Dynamics BC is not an upgrade its a migration with a full ERP implementation

True Cloud ERP solutions:

- Acumatica
- Business Central (BC)
- NetSuite
- Others

Advantages of moving to a True Cloud ERP solution (SaaS) Software as a Service:

- Access anywhere anytime with an internet connection
- Browser based solutions support multiple platforms
- Mobile apps included (Android & iOS support)
- Connectivity to other cloud-based solutions
- Security, uptime, and disaster recovery
- Seamless updates, upgrades and enhancements
- Responsive design adapts to the device screen
- **Scalability** - company can quickly scale up or down depending on their business needs, making it very appealing to go ahead with this option.
- Minimal IT support and infrastructure

CAL's Story – Over 20 years running GP



In 2015 CAL started looking for a true cloud ERP with the intent of adding another ERP solution to offer.

- During this process we evaluated over 10 different true cloud ERP solutions, looking at the company, the technology platform, the ERP functionality, the ISV solutions and we spoke to the ISV's to get their view on developing for the solution and working with the solution.
- The breadth of functionality and the new technology platform and the type of company that we can work with all lead us to Acumatica.
- The buzz/excitement around Acumatica reminded us of Great Plains.
- They are focused solely on making the best ERP software they can a single focus which makes Acumatica different.

Acumatica at its inception in 2008, the company made three bold bets:

1. Acumatica focused on addressing the needs of small and mid-sized businesses – to build capabilities and drive innovations that help organizations scale and grow.
2. Acumatica pursued a channel model – relying on partners with specialized expertise to focus on sales and deployment, freeing Acumatica to invest in product development.
3. Acumatica was born in the cloud -- disrupting the market with 'modern ERP' to meet today's challenges



CAL Story – Over 20 years running GP



This was a nearly 20-year journey. We didn't have five systems in year one, year two, or year three. But slowly we had two, then we had four, then we had five.

CAL's GP systems:

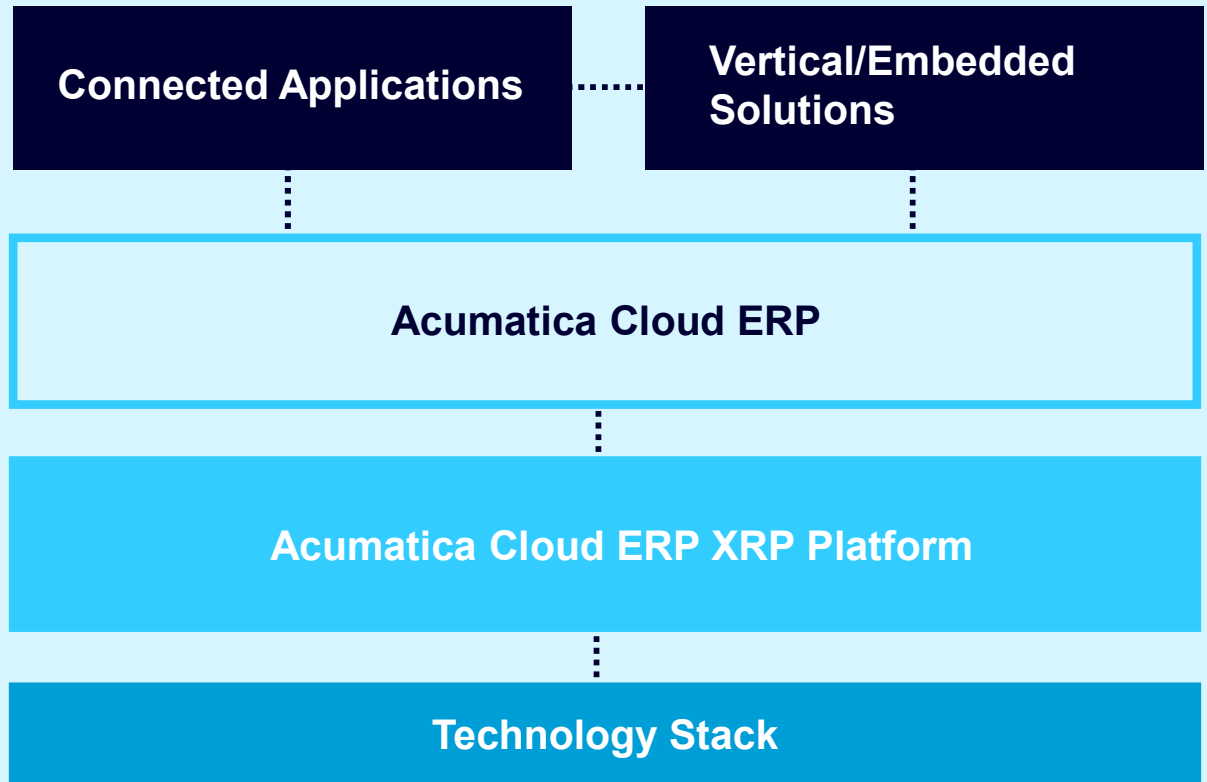
- Dynamics GP
- Olympic Project Cost
- Dynamics CRM
- SalesPad Desktop
- Kayako – support ticketing system

As we worked with Acumatica we decided to move from our 5 systems to 1 system that could handle all our needs – no more different information between systems, no more double entry.

This was our journey to the single version of the truth. When we took this turn in the road, we truly did not realize how transformational it would be for our company.

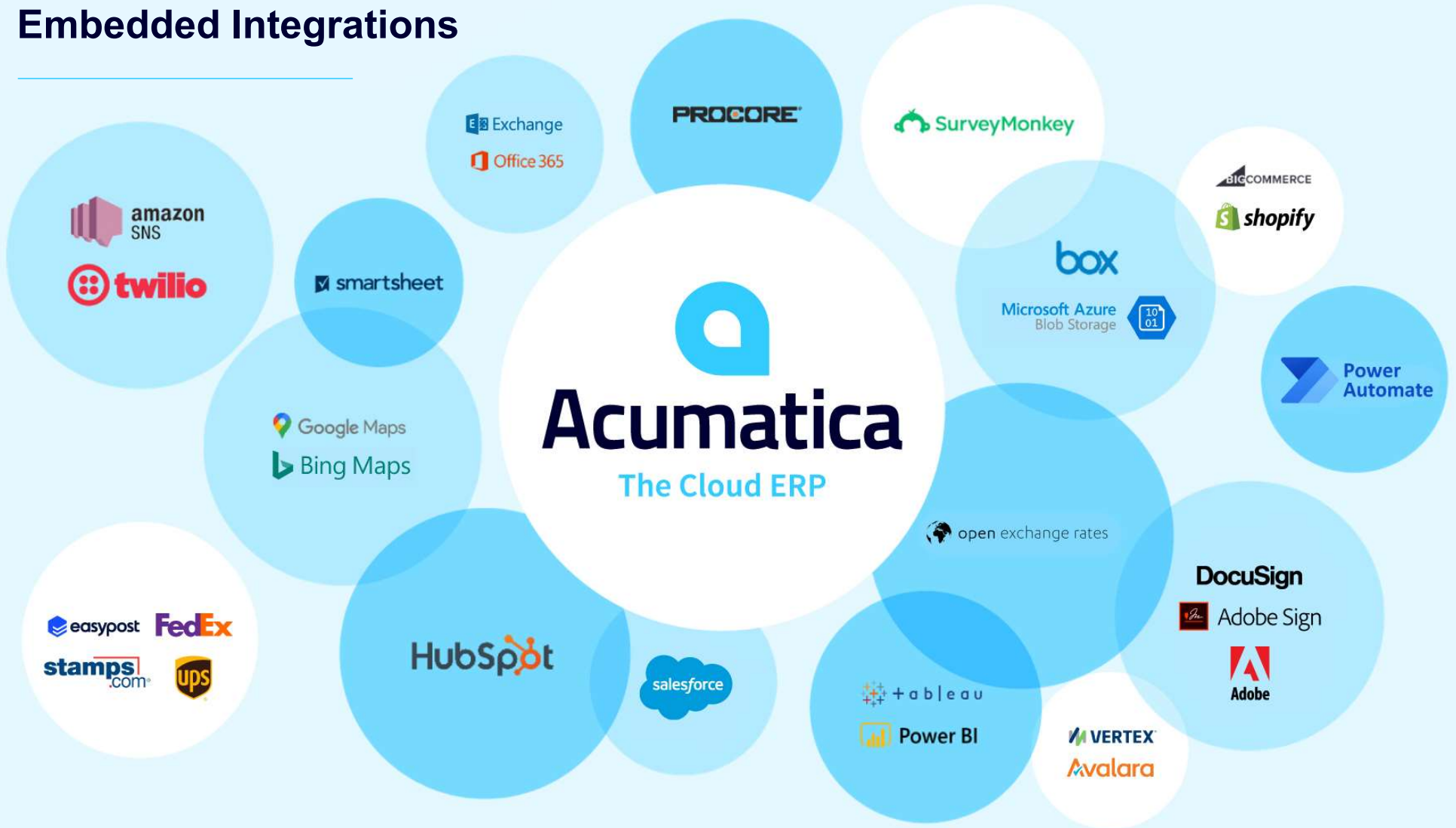


Acumatica Platform



A powerful and flexible open platform that can easily extend and connect to other systems opening new possibilities for ERP

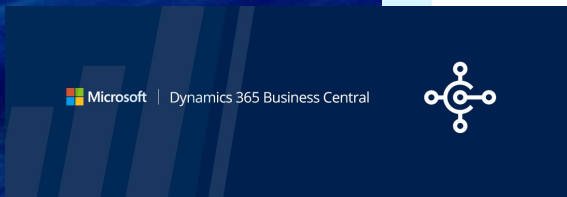
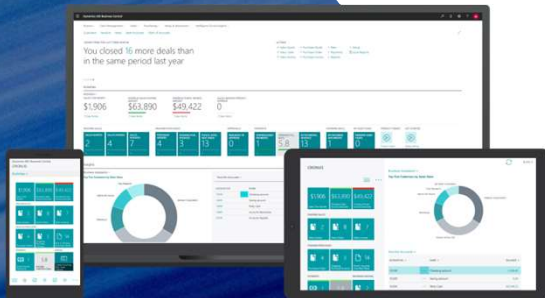
Embedded Integrations



What you need to know when considering moving to the cloud

SaaS Things to Know:

- Modules/functionality – does the solution have everything you need?
 - Do you need add-ons? Customizations?
- Pricing – how do they determine their pricing – this is not simple.
 - Additional costs and how they can change going forward during the contract and when it renews
- Who owns your data once in the cloud – how can I get it back? In what form?
 - Is it still in a relational form? Flat files? Excel? Do I have access to ALL my data?
- Know the reputation of the Company providing the solution!
 - Are they going to sell you the lowest plan and then raise the subscription significantly based on the details of your contract?
- Acumatica has a customer bill of rights
- Microsoft – we know them since they purchased Great Plains.

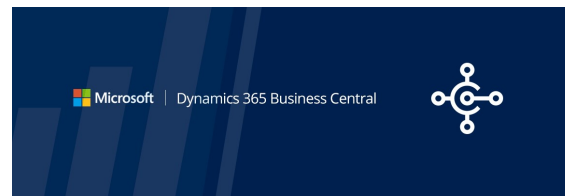


What you need to know when considering moving to the cloud

SaaS pricing models:

User based pricing (named user vs concurrent user licensing)

- **Example of concurrent:** (GP is concurrent) with concurrent we can have 50 users and 30 licensed users. The first 30 users to login can access the system. Ideal if you run multiple shifts or have users that are very infrequent users, **you can have less licensed ERP users than your total user count.**
- Business Central is User Based licensing but offers different level of users (Full users vs Teams Users).
 - Named Users – every user must have their own license. Essentials and Premium
 - Premium includes Service Management and Manufacturing



What you need to know when considering moving to the cloud

SaaS pricing models - continued:

Transaction volume-based licensing

- Acumatica offers unlimited users with commercial transactions volume-based licensing:
 - *Like electricity – you pay for what you use not for how many people are in the house.*

Module Based Pricing:

- Costs are associated to only the modules your company needs.
- Varies greatly between ERP providers
- Allows companies to only pay for the modules that they need now and can add modules as the business grows/changes over time.

Most Cloud ERPs can have transaction limits over their base licensing and can have additional subscription costs as your transaction volumes grow.

- **NetSuite has Service Levels or Tiers which combine transactions volumes with users counts to determine subscription costs which are rarely discussed during the sales cycle**



What you need to know when considering moving to the cloud

SaaS pricing models - continued:

Data storage –

- Cloud ERP's will have costs associated to the amount of data storage your system will need and with most your database will grow over time.
- Each solution has a base amount of space included with the subscription:
- **Options for lower cost file storage** - Amazon S3, Azure Blob storage, or local file folder
 - Acumatica allows seamless ability to move file attachments to AWS S3
 - BC - Microsoft will include 80 GB database storage limit available to all customers and will also give you 2 GB extra per Business Central Essentials user and 3 GB per Business Central Premium user for no extra charge.

NetSuite included File Storage/Transactions Limits: Standard to Premium can be a \$60,000 annual jump in your subscription!

Service Tier	Users	File Storage (GB)	Monthly Transaction Lines ¹
Standard	100	100	200,000
Premium	1,000	1,000	2,000,000
Enterprise	2,000	2,000	10,000,000
Ultimate	4,000	4,000	50,000,000

(1) Total transaction lines per month across all transaction types, averaged over the most recent six months.



What you need to know when considering moving to the cloud

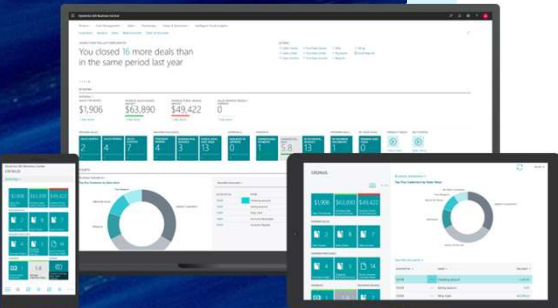
SaaS pricing models - continued:

Concurrency Limits –

- How many concurrent web services are allowed at one time.
- Benefit of a cloud ERP is its ability to connect with other systems. If you plan on integrating with other solutions, you need to know what happens if you exceed the concurrency limits.
- NetSuite Concurrency – not normally discussed but should be.

Some Cloud ERPs are a combination of all of the above!

- Know your transaction counts even with user-based pricing
- Some cloud solutions have transaction limits, some count all transactions across the entire system
- Maximum line counts per transaction and/or maximum lines per month before incurring increases in subscription costs
- Database size limits included in proposed subscription



What you need to know when considering moving to the cloud

Cloud ERP functionality:

ISV's (Independent Software Vendors)/Partner Solutions

- Like GP there are ISV's that can add required functionality to Acumatica and Business Central
- Some vendors have solutions for multiple platforms
- Example: Sales Tax, Shipping, EDI

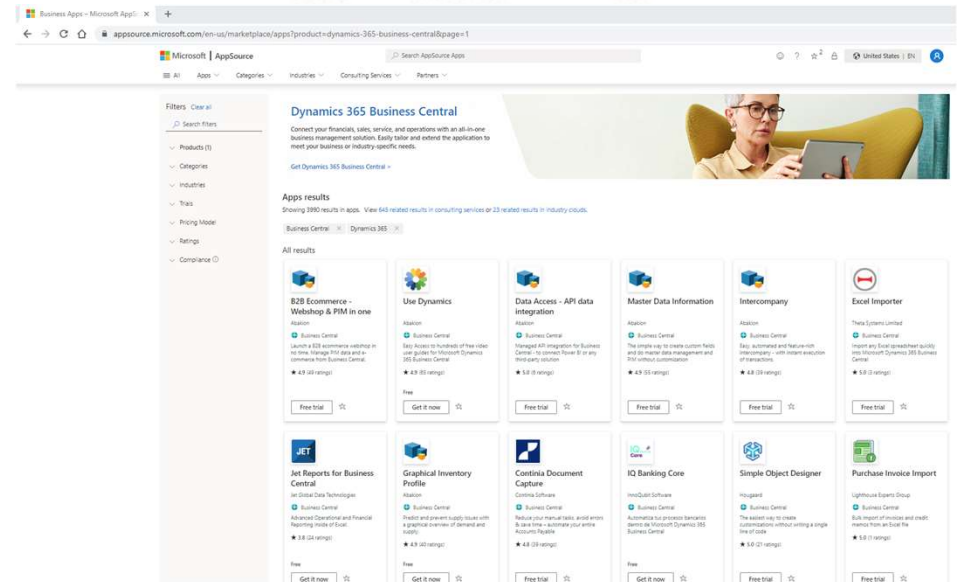


Acumatica Marketplace

<https://www.acumatica.com/acumatica-marketplace/>

Business Central AppSource

<https://appsource.microsoft.com/en-us/marketplace/apps?product=dynamics-365-business-central>



Cloud ERP Updates / Upgrades

What do you need to know about updates/upgrades?

- Acumatica, Business Central and NetSuite all have 2 major releases per year.
 - Options for testing
 - How much time do you have to test
 - Know your notifications timeline and how to plan/schedule your upgrade
 - Know your risks level for the upgrade, ISVs, customs
-
- **Acumatica:** R1 and R2
 - Has Always Current program for all new clients - which automatically apply updates to your cloud ERP – major + minor updates. Notified 120 days prior
 - Always current has an option to only 1 upgrade for a small fee.
 - You can elect out of the Always Current to the Flex program for an additional fee for Advanced Edition, No fee for Enterprise Edition. (Not available for Small Business Edition)

Acumatica – flexible options for upgrades

POWER OF CHOICE		
	ACUMATICA FLEX	ALWAYS CURRENT
UPDATES	PARTNER MANAGED OPTIONAL	ACUMATICA MANAGED AUTOMATIC (MONTHLY)
UPGRADES	PARTNER MANAGED TIMING: 0-18 MONTHS FREE 90 DAY SANDBOX	ACUMATICA MANAGED TIMING: 0-4 MONTHS FREE 90 DAY SANDBOX
CUSTOMIZATIONS	ANY	LOW CODE / NO CODE
ISV SOLUTIONS	ANY	ALWAYS CURRENT CERTIFIED
MAINTENANCE COST	VARIES	INCLUDED



Cloud ERP Updates / Upgrades

Business Central

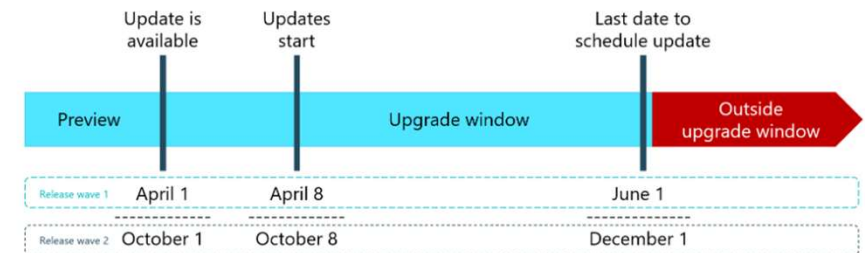
- **Major updates – feature based twice per year (2 waves)**
 - Release Notes available 90 days before
 - 30 days before release – you can create sandbox to test/review.
 - Upgrade window – can push out to 60 days before automatically upgraded by Microsoft.
- **Minor updates – 2nd week of every month**
 - Minor enhancements and hotfixes
 - Only have a max of 30 days

-
- **NetSuite** automatic updates twice a year to all customers
 - You will be notified of your assigned update – you can request a new update date and time.
 - You can request a release preview and access it when ready a few weeks before the scheduled production upgrade.

-
- **Recap – new features are great, know your risks and plan**

Timelines for major updates

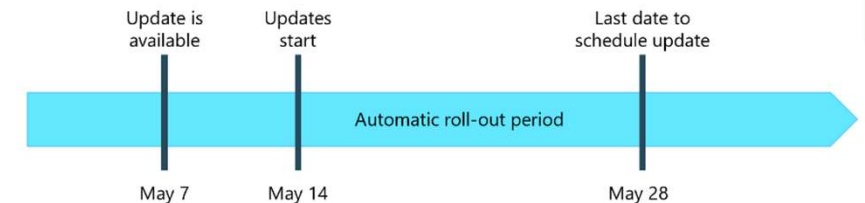
The following figure illustrates the key milestones and dates for rolling out a major update. The dates are loosely based on 2021 release wave 1 and 2021 release wave 2. The same timeline applies to all other major updates, though dates will differ.



Timelines for minor updates

Example release schedule

The following figure illustrates the key milestones and dates for rolling out a minor update in any month.



Cloud ERP Options – How to choose

- **Moving to a new ERP solution is a major undertaking for any organization.**
- **Does the Cloud ERP provide the functionality your business needs?**
 - Example: Payroll? Acumatica has payroll as a module and BC does not but has ISV's to add the functionality.
 - Are there ISV's (Independent Software Vendors)/Partner Solutions that add that functionality to the solution?
 - At what cost
 - Are they certified for the ERP application
- **CAL has chosen Acumatica and Business Central as our two cloud ERP offerings**
 - Both True Cloud ERPs but have different pricing models and functionality
- **Having tools to extract data from your existing ERP and migrate to a new Cloud ERP is critical to your success**
 - For our GP clients we have built out a series of tools to extract the data from GP

As your GP partner – we understand this is a big decision and the future of your business could be riding on making the right choice for your company. We are offering a free one on one consultation with you, where we will take a deep dive into your specific GP deployment and related systems and your business needs today as well as expectations for the future. This will allow us to help you determine what the correct plan is for you and company with GP and or moving to a new solution.



Q&A



Controller

323.94M CASH ON HAND	1.15M CASH REQUIRED: 30 DAYS	1.15M CASH REQUIRED: 60 DAYS
7.78M OPEN AR	4.67M CASH EXPECTED 30 DAYS	25.16 AVERAGE DAYS TO PAY

CASH POSITION

ACTUAL VS BUDGET - INCOME

Profit Trend	-60.14	100%
Inventory Trend	-1.65M	-15%

TOP OVERDUE BALANCES

Star America Toys	37	ON CREDIT HOLD	1	OVERDUE 90+	19
Church of the Apostles					
Microchip Restaurant					
Agrilink Feed					
Imvy Computers					
Widget Connection					

SALES BY PERIOD AND PERSON

ACTIVITY	ACTIVITY	ACTIVITY	ACTIVITY
1,906	63,890	49,422	0

CRONUS Business Assistance

Top Five Customers by Sales Value

Account Name	Balance
10000	1,000.00
10000	1,000.00
10000	1,000.00
10000	1,000.00
10000	1,000.00



Thank you for your time today!

Any questions please contact us at Sales@calszone.com

