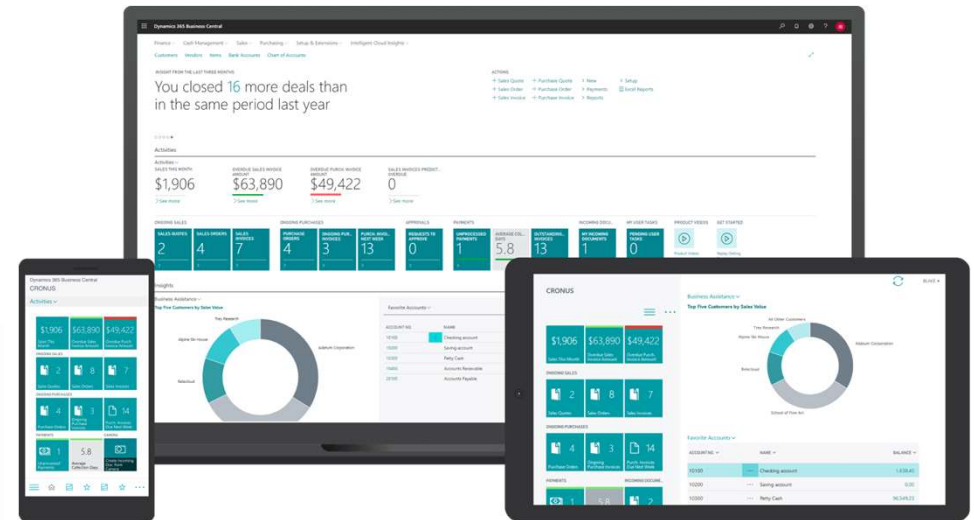
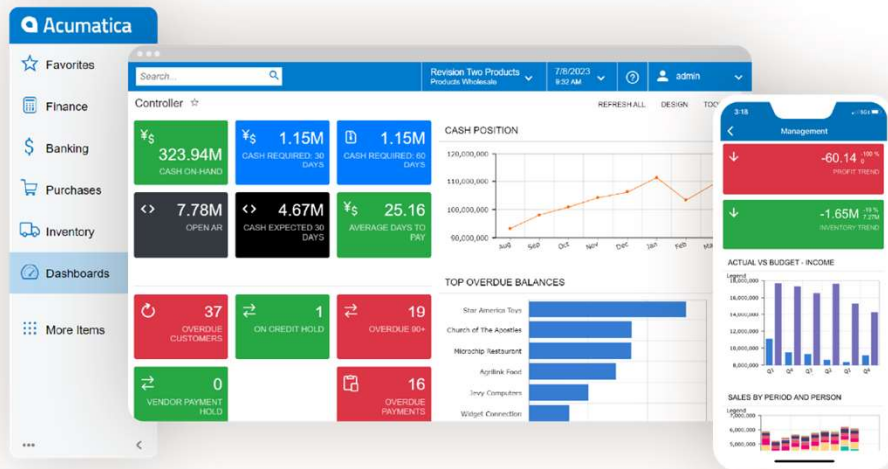


What Would Life Without GP Look Like? Acumatica and Microsoft Business Central

Part 3



Business Solutions Provider...
moving you forward.

- Presented By: John DiLeo

What Would Life Without GP Look Like? Acumatica and Microsoft Business Central

Part 3



Agenda:

- GP Roadmap and Lifecycles / supported versions
- Acumatica – Born in the Cloud
- Microsoft Dynamics 365 Business Central (BC) – Navision to the cloud
- Acumatica and Business Central
 - User Interface & Navigation
 - Searching for, Storing and Sharing Information
 - Core Accounting Tasks
 - Reporting
 - Automation
- Updates and Upgrades
- Who owns your data
- Migration
- Pricing
- Questions



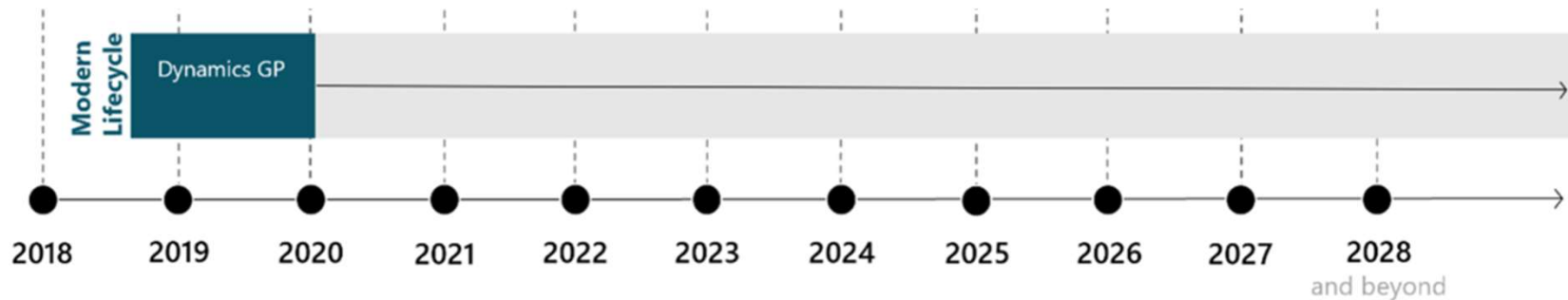
Microsoft Dynamics 365
Business Central



Microsoft Dynamics GP Roadmap



• 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 Lifecycles



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

In 2019 Microsoft introduced 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
- **October 2023: Microsoft Dynamics GP Version 18.6 (Released 10/2/2023)**
- <https://www.calszone.com/2023/09/sneak-peak-of-whats-new-in-dynamics-gp-18-6-version-release-october-2023/>

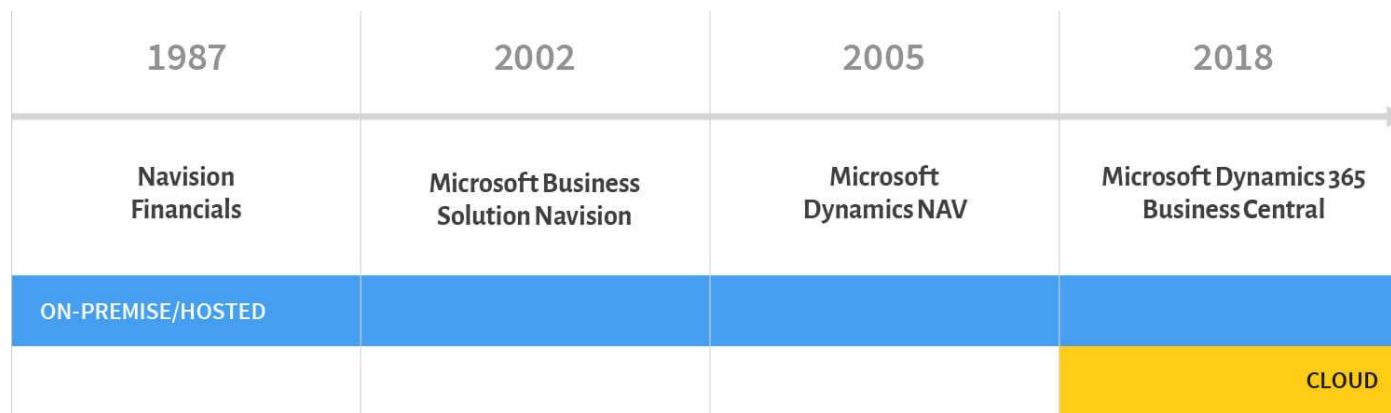


Dynamics Business Central



Microsoft Dynamics 365 Business Central – Navision to the cloud

- In 1987, an on premise ERP software called Navision Financials was released.
- Microsoft acquired the software in 2002 and rebranded it to Dynamics NAV three years later.
- Microsoft then used NAV's codebase as the foundation for a new cloud-based version of the ERP software, while keeping the same familiar functionality.
- In 2018, Business Central launched on the market as a fully cloud-based ERP for small to mid-sized businesses.
- Current Version: 23 – Business Central 2023 Wave 2 (Many features released 10/2/2023 others planned through March 2024)



Acumatica – Born in the Cloud



2008 - Acumatica launched its first product, Acumatica ERP, in November 2008

2009 - On-premises and SaaS software versions were released.

2010 - Acumatica's distribution software released.

Acumatica focused on addressing the needs of small and mid-sized businesses – to build capabilities and drive innovations that help organizations scale and grow.

Acumatica was born in the cloud -- disrupting the market with 'modern ERP' to meet today's challenges

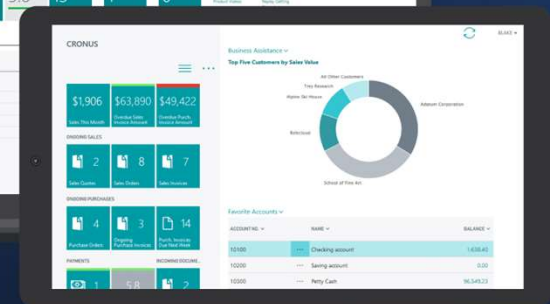
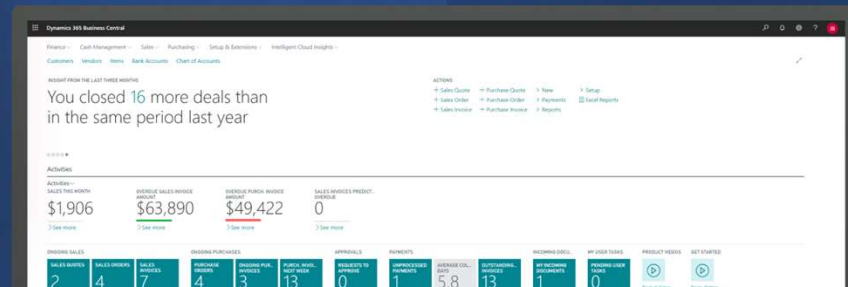
Customer Bill of Rights - Upholding these rights is core to who Acumatica is as a company and what we stand for as a community.

1 A software and services proposal with clear fee structures , and no surprises	2 Unlimited user access without having to purchase user licenses	3 Fully adapt and customize the solution to meet your evolving business requirements	4 Transparent, fair pricing and agreements without long term commitments	5 Deploy the solution on a public or private cloud
6 An open platform with robust APIs to rapidly integrate your other systems	7 A complete security model that covers your application access, data, reports, and devices	8 Own and access your data, now and always – in full, usable data formats	9 Take advantage of all knowledge and resources developed across a broad community of employees, partners, and customers	10 Professional online training that is free and comprehensive



Demo

Acumatica and Business Central



Access/Login/Company selection



Companies and Multi-Entity Management (MEM):

- Acumatica – Acumatica Cloud ERP allows customers to operate within one tenant or multiple tenants. A single tenant (database) can contain an unlimited number of entities (Companies/Branches). Entities within a single tenant can automatically share master records or not between entities based on your requirements.
- Business Central – currently supports up to 300 Companies in one cloud environment
- Business Central – has dimensions to allow some MEM functionality but requires Binary Stream Multi-Entity Management to use one database for multiple companies with inter-entity distributions.

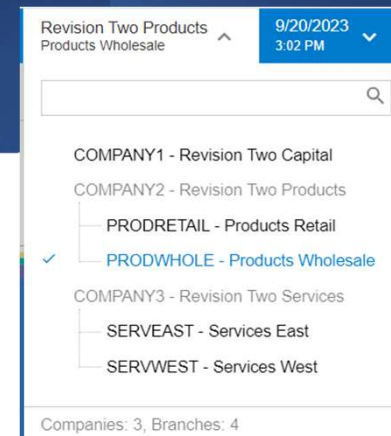


Microsoft Dynamics 365
Business Central

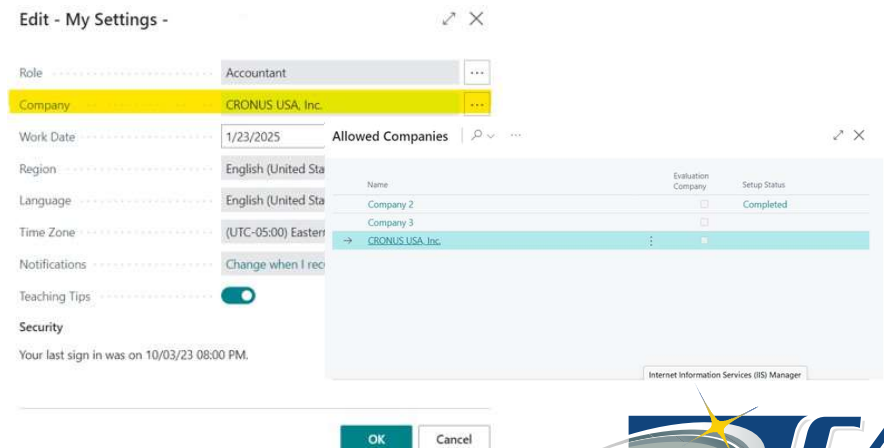


Access/Login/Company selection

- Acumatica supports – single tenant – multiple companies and branches quickly change between entities



- Business Central – Change Companies by using BC My Settings (Alt-T)

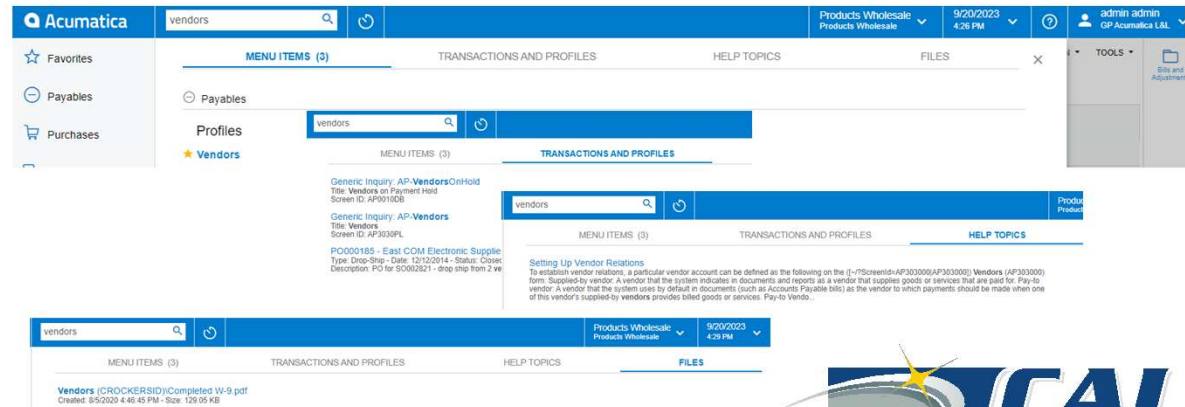
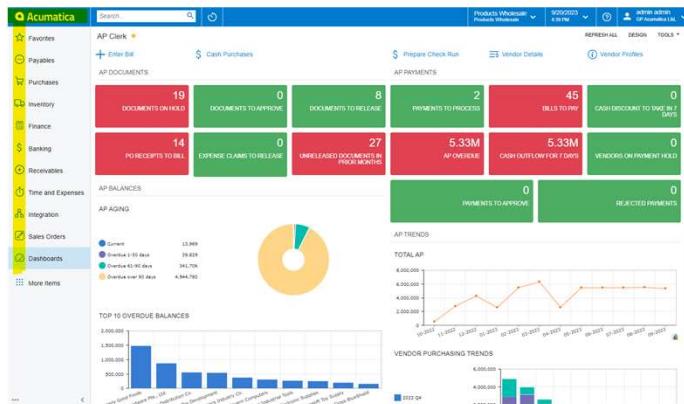


Navigation & Home Pages



- **Acumatica navigation**

- Acumatica navigation through menus or searching
- Acumatica's global search – will search Menu Items, Transaction Records and Profiles (master records) , Help Topics, and Files stored in Acumatica. Very easy for users to find what they are looking for.
- Acumatica Workspaces on the Left – based on modules and custom workspaces can be created easily for any specific role/job function.
- Acumatica workspaces allow the users to mark their favorites that they access often and use Favorites for your most frequently used.



Navigation & Home Pages



Microsoft Dynamics 365
Business Central

• Business Central navigation

- BC Command Bar at the Top and the Tell Me search “Tell me what to do” – Alt-Q
 - Search Pages (screens), Tasks, Lists, Reports, MS Documentation – can bookmark favorites in the list. (not master records)
- BC allows users to bookmark their favorites which adds them to your home page.
- BC users commonly search to navigate to the screen/list/reports they are looking for or use their favorites.

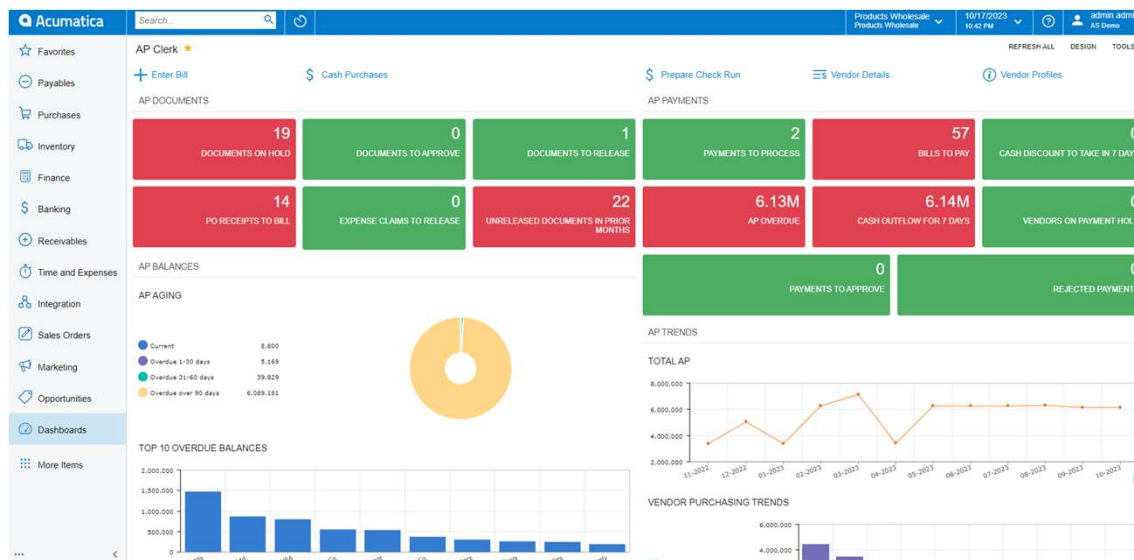
The screenshot displays the Microsoft Dynamics 365 Business Central interface for 'CRONUS USA, Inc.'. The top navigation bar includes 'Finance', 'Journals', 'Cash Management', 'Cost Accounting', 'Fixed Assets', and 'Posted Documents'. The main content area shows a search for 'vendors' in the 'Tell me what you want to do' search bar. The search results are categorized into 'On current page (Accountant)', 'Go to Pages and Tasks', 'Go to Reports and Analysis', and 'Documentation'. The 'Go to Reports and Analysis' section is highlighted with a red box and labeled 'Navigation & Home Pages'. The main dashboard displays a key insight: 'The biggest sales order was for kr12,254'. Below this, there are several activity cards for 'Overdue Purchase Documents' (6), 'Cash Accounts Balance' (\$459,350), and 'New Incoming Documents' (1). The bottom section features a row of cards for 'Payments', 'Document Approvals', 'Financials', 'Incoming Documents', and 'OCR Completed', each showing a count and a 'See more' link.

Navigation & Home Pages



- **Acumatica home page**

- Acumatica home pages can be designed to be a user's home page that provides quick easy access to everything they need to complete their job.
- Acumatica Dashboard widgets are live clickable data access open Drilldown viewer of the source data.
- Home pages are completely configurable and easy to create new widgets



The screenshot shows the 'Widget Properties' dialog box, which allows users to configure the widget's behavior and appearance. The dialog is titled 'Specify the widget properties' and includes the following settings:

- Inquiry Screen:** Vendor Documents to Pay
- Shared Filter to Apply:** All Records
- Refresh Data:** On Page Reload
- Field to Aggregate:** Reference Nbr.
- Aggregate Function:** Count All
- Normal Level Type:** [Dropdown]
- Normal Level:** 5
- Alarm Level Type:** [Dropdown]
- Alarm Level:** 10
- Normal Color:** Green
- Warning Color:** Yellow
- Alarm Color:** Red

The dialog also includes 'CANCEL' and 'FINISH' buttons at the bottom right.



Navigation & Home Pages



- **Business Central Home Page / Role Page**
 - Users can change their role Settings > Personalize
 - Business Central allows Profiles (Roles) to be personalized and if the Role allows users to personalize then user can change it for themselves.
 - Business Central Queues / Tiles are live clickable data access to open lists to view the source data.
 - BC Actions Queues can be shown or hidden through Settings > Personalize.

The screenshot displays the Dynamics 365 Business Central interface. The main header shows the company name 'CRONUS USA, Inc.' and navigation options like 'Vendors', 'Purchase Journals', and 'Purchase Invoices'. A key message states: 'The largest posted sales invoice was for \$21,581'. Below this, there are 'Activities' and 'Get started' messages. A central dashboard features several tiles for 'Payments', 'Purchase Approvals', 'Financials', and 'Incoming Documents'. On the right, a 'Settings' menu is open, showing options for 'Personalize' and 'My Settings'. In the background, a list of 'Overdue Purchase Documents' is visible, containing columns for Posting Date, Document Date, Document Type, Document No., External Document No., Vendor No., Vendor Name, and Description.

Posting Date	Document Date	Document Type	Document No.	External Document No.	Vendor No.	Vendor Name	Description
4/10/2023	4/10/2023	Credit Memo	100002	CM12345	000010	Feb 2	Credit Memo 1
4/10/2023	4/10/2023	Invoice	FFF	INV9876-1	50000	Nood Publishers	Nood Publishers
4/10/2023	4/10/2023	Invoice	123	INV9876	50000	Nood Publishers	Nood Publishers
3/15/2023	3/15/2023	Invoice	100202	107202	50000	Nood Publishers	Invoice 107202
3/10/2023	3/10/2023	Invoice	100200	107200	50000	Nood Publishers	Invoice 107200
3/16/2023	3/16/2023	Invoice	100206	107206	40000	Wide World Importers	Invoice 107206
3/15/2023	3/15/2023	Invoice	100205	107205	40000	Wide World Importers	Invoice 107205
3/9/2023	3/9/2023	Invoice	100197	107197	40000	Wide World Importers	Invoice 107197
4/10/2023	4/10/2023	Invoice	456	987654	30000	Graphic Design Institute	Graphic Design Institute
3/17/2023	3/17/2023	Invoice	100208	107208	30000	Graphic Design Institute	Invoice 107208
3/16/2023	3/16/2023	Invoice	100207	107207	30000	Graphic Design Institute	Invoice 107207
3/15/2023	3/15/2023	Invoice	100204	107204	30000	Graphic Design Institute	Invoice 107204
3/10/2023	3/10/2023	Invoice	100198	107198	30000	Graphic Design Institute	Invoice 107198
4/10/2023	4/10/2023	Invoice	100214	107210	20000	First Up Consultants	Invoice 107210
3/14/2023	3/14/2023	Invoice	100203	107203	20000	First Up Consultants	Invoice 107203
3/11/2023	3/11/2023	Invoice	100199	107199	20000	First Up Consultants	Invoice 107199
3/9/2023	3/9/2023	Invoice	100196	107196	20000	First Up Consultants	Invoice 107196
4/10/2023	4/10/2023	Invoice	100215	DEMAC YES..	10000	Fabrikam, Inc.	Invoice 107215
4/10/2023	4/10/2023	Invoice	100213	987654	10000	Fabrikam, Inc.	Invoice 107213
4/10/2023	4/10/2023	Invoice	100209	12312	10000	Fabrikam, Inc.	Invoice 107212
4/8/2023	4/8/2023	Invoice	100211	107209	10000	Fabrikam, Inc.	Invoice 107209
3/12/2023	3/12/2023	Invoice	100201	107201	10000	Fabrikam, Inc.	Invoice 107201



Navigation & Home Pages



• Acumatica Home Pages / Dashboards

- Acumatica user home pages can be set to any screen, report or Dashboard.
- Dashboards can be designed with charts, KPI's, lists/data tables, Power BI tiles, and shortcuts to Acumatica forms, reports and more.
- Dashboards can be exposed to the Mobile Application with one click
- Users can access any Dashboards they have security to and can mark as favorites

Dashboards

• Name: Salesperson
 • Owner Role: DashboardDesigner - Dashboard Designer
 Allow Users to Personalize
 Expose to the Mobile Application

Site Map Title: Salesperson
 Workspace: Dashboards
 Category: Salesperson

Make Visible on the UI

VISIBLE TO: PARAMETERS

Role	Guest Role	Select - Name	Name	Site Map Location	Owner Role	KPI Value	KPI Label
AcumaticaSupport	<input type="checkbox"/>					4	MY NEW LEADS
Administrator	<input type="checkbox"/>					0	NEW LEADS 7+ DAYS
Anonymous	<input checked="" type="checkbox"/>					92	NO CONTACT 14+ DAYS
AP Admin	<input type="checkbox"/>					0	NURTURE NO CALL 30+
AP Clerk	<input type="checkbox"/>					11	MY OPPORTUNITIES
AP Viewer	<input type="checkbox"/>					0	CLOSING IN 60 DAYS
AP Admin	<input type="checkbox"/>					11	OPEN NO ACT 30+
						1	NURTURE NO ACT 30+
						11	PAST CLOSE DATE



6:40 Salesperson

4 MY NEW LEADS

0 NEW LEADS 7+ DAYS

92 NO CONTACT 14+ DAYS

0 NURTURE NO CALL 30+

11 MY OPPORTUNITIES



Navigation & Home Pages



Microsoft Dynamics 365
Business Central

- **Business Central Home Pages / Dashboards**

- BC user home pages/role pages – show/hide sections user doesn't need
- New BC Queues/Tiles can be created with customizations or purchased through Microsoft's AppSource
- Power BI Reports can be created in Power BI and embedded into Business Central

The screenshot shows the Dynamics 365 Business Central interface for CRONUS USA, Inc. The top navigation bar includes menus for Finance, Cash Management, Sales, Purchasing, Intelligent Cloud Insights, and Shopify. Below this, a secondary navigation bar lists various business areas like Customers, Vendors, Items, Bank Accounts, etc. The main 'Activities' section displays four key metrics: Sales This Month (\$14,119), Overdue Sales Invoice Amount (\$93,501), Overdue Purch. Invoice Amount (\$62,382), and Sales Invoices Predicted Overdue (0). Below these are tiles for Ongoing Sales (3 Sales Quotes, 9 Sales Orders, 0 Sales Invoices), Ongoing Purchases (9 Purchase Orders, 4 Ongoing Purch. Invoices, 0 Purch. Invoices Next Week), and Payments (1 Unprocessed Payments, 0.0 Average Collection Days, 24 Outstanding V. Invoices). A 'Scan document' button is also visible.

This screenshot shows a customized home page for Dynamics 365 Business Central. It features a 'Power BI Report' tile highlighted in yellow. Below it is a bar chart titled 'Top 5 Items Sold by Quantity' showing sales data for various items.



This screenshot shows another customized home page for Dynamics 365 Business Central. It features a grid of tiles under the heading 'Shopify Activities'. The tiles include: Approved Time Sheets (0), Unmapped Customers (0), Unmapped Products (0), Unprocessed Orders (0), Unprocessed Shipments (0), Shipments (0), and Synchronization (0). A mobile navigation bar is visible at the bottom.



Searching, Storing, Sharing Info



• Acumatica User Favorites and Recently Viewed

- Users can mark any screen, report, list, dashboards and Master Records as a User Favorites – click the Star
- Acumatica Recently viewed list the top 500 most recently viewed records/transactions the user has interacted with.

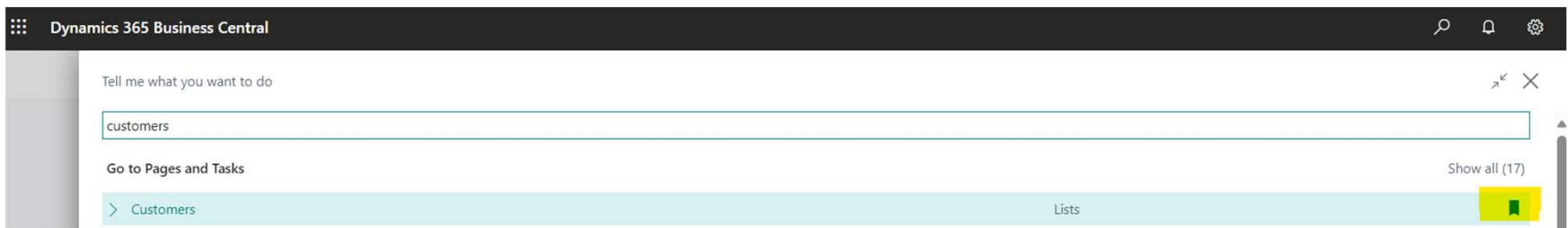
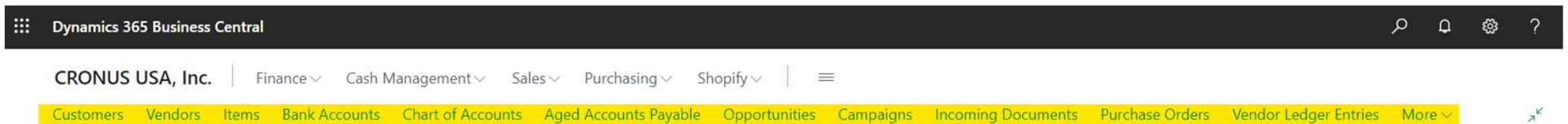
The screenshot displays the Acumatica user interface. At the top, there is a blue navigation bar with the Acumatica logo and a search field. Below this, the main content area is divided into several sections:

- Left Sidebar:** A vertical menu with icons for various business functions: Payables, Purchases, Inventory, Finance, Banking, Receivables, and Time and Expenses. A yellow star icon labeled "Favorites" is positioned above the menu.
- Top Navigation:** A blue bar containing the Acumatica logo, a search field, and a refresh icon.
- Main Content Area:**
 - Recently Viewed:** A section titled "Recently Viewed" with a search field and a refresh icon. It lists record types and their counts: All (272), Activity (2), Adjustment (1), Allocation (2), AP document (24), Appointment (1), AR Invoice/Memo (6), AR Payment (2), Assignment Map (3), and Attribute (15).
 - Records:** A section titled "Records" displaying details for several records:
 - Dashboard: Salesperson:** Name: Salesperson, Title: Salesperson, Screen ID: DB000013, Owner Role: DashboardDesigner
 - Dashboard: Sales Manager:** Name: Sales Manager, Title: Sales Manager, Screen ID: DB000011, Owner Role: DashboardDesigner
 - Company: PRODUCTS:** Type: OR, Company Name: Products Wholesale, Email: admin@revisiontwo.com, Phone 1: 5083477672, Web: www.revisiontwo.com, Address: 660 Main Street, PO BOX 980, City: Fiskdale, State: MA
 - Dashboard: Collections:** Name: Collections, Title: Customer Collections, Screen ID: DB000042, Owner Role: DashboardDesigner
 - User: admin:** Login: admin, First Name: admin, Last Name: admin, Email: administrator@acumatica.com
 - ★ Customer: RICHVISION, Rich Vision:** Account Name: Rich Vision, Customer ID: RICHVISION, Email: consulting@richvision.com, Phone 1: +1 (777) 325-3400, Address: 2184 Cheshire Bridge Rd, City: Atlanta, State: GA
 - Favorite Records:** A section titled "Favorite Records" showing a star icon and details for "Customer: RICHVISION, Rich Vision", including Customer Name, Customer ID, Address, City, and State.
 - Bottom Right:** A logo for "ICAL Business Solutions Provider... moving you forward."

Searching, Storing, Sharing Info



- **Business Central User Bookmarks / Favorites**
 - Bookmark any page in BC and add it to the user's home page



Searching, Storing, Sharing Info



- Acumatica – Lists and user personalization and Acumatica Attributes
 - Acumatica – Lists (Generic Inquiries) – power using configuration not customizations.
 - Users can add/remove/move columns through the – searching in primary Lists and Screens with grids for searching and all have Export to Excel, Expose to OData and Mobile App.
 - Quick Search fields – allow you to control which fields are search from the Quick Search.
 - Generic Inquiries are easy to customize for admin users
 - Ability to add aggregate totals to columns
 - Create side panels – show related information – GI's, Screens, Reports

The screenshot displays the Acumatica interface for the 'Vendors' list. The top navigation bar includes the Acumatica logo, a search bar, and user information (Products Wholesale, 10/18/2023 8:40 AM, admin admin). A left sidebar shows navigation options like Favorites, Payables, Purchases, Inventory, and Finance. The main area shows a 'Vendors' list with filters for 'Vendor Class' and 'Vendor Status'. A table below lists vendor details, including Vendor Name, State, Vendor Class, City, Country, 1099 Box, Terms, Vendor Status, Created On, and Lande Cost Vendo. A right sidebar contains 'CUSTOMIZATION' and 'TOOLS' menus. A bottom panel shows a configuration table for the 'VendorR' object, with columns for Active, Object, Data Field, Caption, Schema Field, Width (px), Style, Visible, Default Navigation, Navigate To, and Aggreg. Function. The 'Total Aggregate Function' column is highlighted in yellow.

Active	Object	Data Field	Caption	Schema Field	Width (px)	Style	Visible	Default Navigation	Navigate To	Aggreg. Function	Total Aggregate Function
<input checked="" type="checkbox"/>	VendorR	AcctCD	VendorR:AcctCD				<input checked="" type="checkbox"/>	<input type="checkbox"/>	AP303000 - Vendors		COUNT
<input checked="" type="checkbox"/>	VendorR						<input checked="" type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>	VendorR						<input checked="" type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>	Address						<input checked="" type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>	Address						<input checked="" type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>	VendorR						<input checked="" type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>	VendorR						<input checked="" type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>	VendorR						<input checked="" type="checkbox"/>	<input type="checkbox"/>			
<input checked="" type="checkbox"/>	VendorR						<input checked="" type="checkbox"/>	<input type="checkbox"/>			





Searching, Storing, Sharing Info

- Acumatica – Lists (Generic Inquiries) Filtering, file attachments, OData
 - Filtering on any columns and Quick Search searches the columns you mark to include.
 - File Attachments
 - Acumatica Sharing Info – emailing built in, Lists (GI's) can be exposed to OData, with unlimited users – can provide access to info for all users.
 - Create built-in Pivot Tables

Vendors ★

CUSTOMIZATION TOOLS

ALL RECORDS NEW VENDORS THIS YEAR 1099 VENDORS NON PRODUCT VENDORS

Vendor Class: All Vendor Status: All

services

Vendor	Vendor Name	State	Vendor Class	City	1099 Box	Country	Terms	Vendor Status
AA SERVICES	AA Services	GA	SERVICES	Cumming		US	30D	Active
ACITAISSYST	Acitai Systems - Computer Servi...		SERVICES	Croydon		GB	30D	Active
AEROCOREBE	Aerocorebe Travel Agency Corp...	NY	SERVICES	Flushing		US	30D	Active
ARKTAK	Arktak Networks	NJ	SERVICES	Paramus		US	30D	Active
ATDSECUR	ATD Security Services, Inc.	NY	GNA	New York		US	30D	Active
AVIANCE	Aviance Airline Cargo	NY	SERVICES	New York		US	30D	Active
BETAIR	Beta Air Lines	NJ	SERVICES	Elizabeth		US	30D	Active

Purchase Orders
AA Services

Type	Order Nbr.	Status
Normal	PO002128	Closed
Normal	PO002125	Open
Normal	PO001885	Closed
Normal	PO001784	Open

Bills and Adjustments ★

ALL RECORDS VENDOR SPEND OPEN AP BY VENDOR

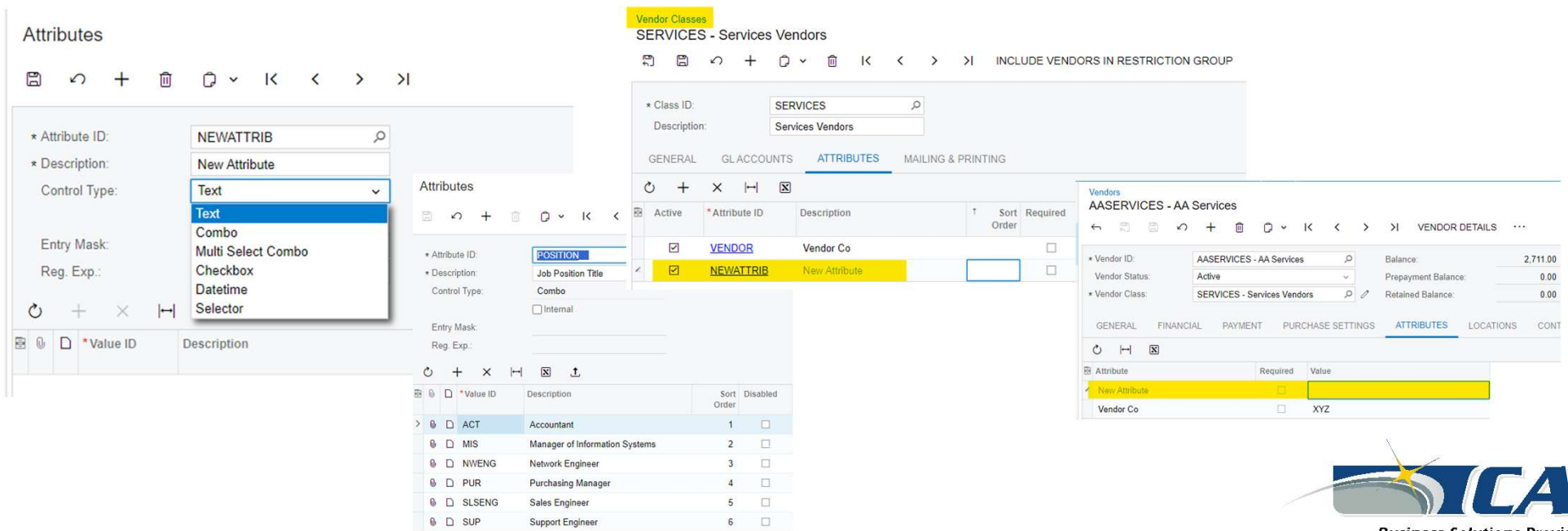
Type: All Status: = Open Date: All

Vendor - Name	Total
FOODWESTER - Westerly Good Foods	1,470,584.36
CONGOODTOL - Good Hardware Pte., Ltd.	870,338.70
IRSGOV - Internal Revenue Service USA	802,184.31
CONPERIPH - Periphery Distribution Co.	552,671.70
CONNJETENN - Net Jenn Toy Development	543,365.30
INDICHICO - ICHICO Electronics Industry Co.	373,962.25
ELEMCCOVER - McCovern Computers	302,337.10
INDGLOBAL - Global Industrial Tools	263,470.41
ELEEASTCOM - East COM Electronic Supplies	250,086.00



Searching, Storing, Sharing Info

- Acumatica Attributes/User Defines – easy to create and add to screens and include in lists (Generic Inquiries)
 - Text, Combo (Dropdown lists), Multi-Select (Dropdown), Selector – lookup to other data objects.



The screenshot illustrates the Acumatica interface for defining and assigning attributes. It is divided into three main sections:

- Attributes Definition (Left):** Shows the 'Attributes' form where a new attribute named 'NEWATTRIB' is being created. The 'Control Type' is set to 'Text'. A dropdown menu is open, showing options like 'Text', 'Combo', 'Multi Select Combo', 'Checkbox', 'Datetime', and 'Selector'.
- Vendor Class Assignment (Middle):** Shows the 'Vendor Classes' screen for 'SERVICES - Services Vendors'. The 'ATTRIBUTES' tab is active, displaying a table of assigned attributes. The 'NEWATTRIB' attribute is highlighted in yellow.
- Vendor Details (Right):** Shows the 'Vendors' screen for 'AASERVICES - AA Services'. The 'ATTRIBUTES' tab is active, displaying a table of assigned attributes. The 'NEWATTRIB' attribute is highlighted in yellow.

Attributes Definition Form:

- * Attribute ID: NEWATTRIB
- * Description: New Attribute
- Control Type: Text
- Entry Mask:
- Reg. Exp.:

Vendor Class Assignment Table:

Active	*Attribute ID	Description	Sort Order	Required
<input checked="" type="checkbox"/>	VENDOR	Vendor Co		<input type="checkbox"/>
<input checked="" type="checkbox"/>	NEWATTRIB	New Attribute		<input type="checkbox"/>

Vendor Details Table:

Attribute	Required	Value
New Attribute	<input type="checkbox"/>	
Vendor Co	<input type="checkbox"/>	XYZ



Searching, Storing, Sharing Info

- Acumatica – Screen Configurations
 - Acumatica screen configuration – moving fields/hide/show currently via simple customizations - new functionality coming – part of the low code/no code initiative.

Form Configuration

Sales Orders
SO SO007462 - Alta Ace

Quick Process Create Shipment Hold ...

Untitled

* Order Type SO

Order Nbr. SO007462

Status Open

* Date 8/12/2020

* Requested On 10/1/2020

Customer Order Nbr.

External Reference

Untitled

* Customer AACUSTOMER - Alta Ace

* Location MAIN - Primary Location

Contact Amelia Armstrong

Currency USD

Description Keurig Order

View Base

Summary

Ordered Qty.	10.00
Tax Total	0.00
Order Total	1990.00

Section Configuration

Available Elements

Selected Elements

Document

Document

_SOOrder_CurrencyInfo_

addInvoicefilter

Untitled

second

Customer *
Document.CustomerID

Location *
Document.CustomerLocationID

*UOM Quantity Qty. On Orders



Searching, Storing, Sharing Info



- **Business Central Lists – built in – Personalize –** allow users to control which fields are in the list.
- Filter on any column in the list and create saved filters can help users find data more quickly
- Fact Boxes on lists show up to date information and can be shown/hidden on any list/screen
- BC sharing Info – emailing built in, List shared, export to Excel – some lists can be edited in Excel.
- Web Service lists exposed to OData for access to data in Excel to leverage the power of Excel.

The screenshot displays the Microsoft Dynamics 365 Business Central interface for a user named CRONUS USA, Inc. The main area shows a list of Posted Purchase Invoices. The table has columns for No., Vendor Invoice No., Vendor No., Vendor, Currency Code, and Amount. The first row is highlighted in blue.

No.	Vendor Invoice No.	Vendor No.	Vendor	Currency Code	Amount
108212	107211	30000	Graphic Design Institute		4,253.20
108215	DEMO TES...	10000	Fabrikam, Inc.		100.00
108214	107210	20000	First Up Consultants		1,803.60
108213	987654	10000	Fabrikam, Inc.		7,807.00
108210	EEEEEEEEEE	10000	Fabrikam, Inc.		500.00
108209	12312	10000	Fabrikam, Inc.		1,561.40
108211	107209	10000	Fabrikam, Inc.		214.00
108208	107208	30000	Graphic Design Institute		3,382.00
108207	107207	30000	Graphic Design Institute		1,184.80

The interface also shows a 'Views' pane on the left with a 'Filter list by:' section and a '+ Filter...' button. On the right, there is a 'Details' pane for the selected invoice, showing 'Incoming Document Files' and a 'Personalizing' pane at the top right with a 'Done' button.



Searching, Storing, Sharing Info



Microsoft Dynamics 365
Business Central

- **Business Central Lists – built in** – Factboxes – show up to date information to the right
 - Can Show/Hide Facts Boxes throughout BC
 - Business Central Item Attributes – user defined Attributes able to be edited on the Items

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

Items: All | Search | New | Delete | Home | Item | Prices & Discounts | Attributes | Report | Actions | Related | Reports | Automate | Fewer options

You can get the sales forecast updated automatically every week. Set Up Scheduled Forecasting | Don't ask again

No. #	Description	Type	Quantity on Hand	Subst... Exist	Assem... BOM	Production BOM No.	Routing No.	Base Unit of Measure	Cost is Adj...	Unit Cost	Unit Price	Vendor No.	Default Deferral Template
1000		Inventory	0	No	No			PCS	<input checked="" type="checkbox"/>	0.00	0.00		
1234567890...	Miscellaneous (from picture *61...	Inventory	0	No	No			PCS	<input checked="" type="checkbox"/>	0.00	0.00		
1896-S	ATHENS Desk	Inventory	48	No	No			PCS	<input checked="" type="checkbox"/>	791.07	1,000.80	20000	
1900-S	PARIS Guest Chair, black	Inventory	5	No	No			PCS	<input checked="" type="checkbox"/>	150.30	192.80	20000	
1906-S	ATHENS Mobile Pedestal	Inventory	5	No	No			PCS	<input checked="" type="checkbox"/>	338.20	433.60	30000	
1908-S	LONDON Swivel Chair, blue	Inventory	23	No	No			PCS	<input checked="" type="checkbox"/>	148.10	190.10	30000	
1920-S	ANTWERP Conference Table	Inventory	-8	No	No			PCS	<input checked="" type="checkbox"/>	505.40	647.80	20000	
1925-W	Conference Bundle 1-6	Inventory	0	No	Yes			PCS	<input checked="" type="checkbox"/>	0.00	188.80		
1928-S	AMSTERDAM Lamp	Inventory	8	No	No			PCS	<input checked="" type="checkbox"/>	42.80	54.90	10000	
1929-W	Conference Bundle 1-8	Inventory	0	No	Yes			PCS	<input checked="" type="checkbox"/>	0.00	233.80		
1936-S	BERLIN Guest Chair, yellow	Inventory	77	No	No			PCS	<input checked="" type="checkbox"/>	150.30	192.80	20000	
1953-W	Guest Section 1	Inventory	-49	No	Yes			PCS	<input checked="" type="checkbox"/>	0.00	125.80		
1960-S	ROME Guest Chair, green	Inventory	2	No	No			PCS	<input checked="" type="checkbox"/>	150.30	192.80	20000	
1964-S	TOKYO Guest Chair, blue	Inventory	11	No	No			PCS	<input checked="" type="checkbox"/>	150.30	192.80	20000	
1965-W	Conference Bundle 2-8	Inventory	-81	No	Yes			PCS	<input checked="" type="checkbox"/>	0.00	233.80		
1968-S	MEXICO Swivel Chair, black	Inventory	10	Yes	No			PCS	<input checked="" type="checkbox"/>	148.10	190.10	30000	
1969-W	Conference Package 1	Inventory	-7	No	Yes			PCS	<input checked="" type="checkbox"/>	0.00	341.80		
1972-S	MUNICH Swivel Chair, yellow	Inventory	9	No	No			PCS	<input checked="" type="checkbox"/>	148.10	190.10	30000	
1980-S	MOSCOW Swivel Chair, red	Inventory	0	Yes	No			PCS	<input checked="" type="checkbox"/>	148.10	190.10	30000	
1988-S	SEOUL Guest Chair, red	Inventory	0	Yes	No			PCS	<input checked="" type="checkbox"/>	150.30	192.80	20000	
1996-S	ATLANTA Whiteboard, base	Inventory	0	No	No			PCS	<input checked="" type="checkbox"/>	1,089.90	1,397.30	30000	
2000-S	SYDNEY Swivel Chair, green	Inventory	36	No	No			PCS	<input checked="" type="checkbox"/>	148.10	190.10	30000	
SP-BOM1101	Housing Airport	Inventory	0	No	No			PCS	<input checked="" type="checkbox"/>	36.26	0.00	81000	
SP-BOM1102	Coffee filter bucket	Inventory	0	No	No			PCS	<input checked="" type="checkbox"/>	38.18	0.00	81000	

Details | Attachments (0)

Reorder Point

Reorder Quantity

Maximum Inventory

Overflow Level

Time Bucket

Lot Accumulation Period

Rescheduling Period

Safety Lead Time

Safety Stock Quantity

Minimum Order Quantity

Maximum Order Quantity

Order Multiple

Dampener Period

Dampener Quantity

Item Attributes

Attribute	Value
Color	Black
Depth	100 CM
Width	200 CM
Height	95 CM
Material Description	Wood

Forecast

Item Attributes

Name	Type	Values	Blocked
Color	Option	Red, Orange, Yellow, Green, Blue, Violet, Purple, ...	<input type="checkbox"/>
Depth	Decimal	--	<input type="checkbox"/>
Width	Decimal	--	<input type="checkbox"/>
Height	Decimal	--	<input type="checkbox"/>
Material Description	Text	--	<input type="checkbox"/>
Model Year	Integer	--	<input type="checkbox"/>
Material (Surface)	Text	--	<input type="checkbox"/>
Material (Legs)	Text	--	<input type="checkbox"/>
Adjustable height	Text	--	<input type="checkbox"/>
Assembly required	Option	Yes, No	<input type="checkbox"/>
Cable management	Text	--	<input type="checkbox"/>
Certifications	Text	--	<input type="checkbox"/>
Demo	Text	--	<input type="checkbox"/>
DemoOption	Option	One, Two, Three	<input type="checkbox"/>



Searching, Storing, Sharing Info



- **Business Central Share button** – Open in Excel, **Edit in Excel**, Share to Teams, Copy link

The screenshot displays the Microsoft Dynamics 365 Business Central interface for 'CRONUS USA, Inc.'. The main view is 'Posted Purchase Invoices'. A share menu is open over a table of invoices, showing options: 'Open in Excel', 'Edit in Excel', 'Share to Teams', and 'Copy link'. A 'Share to Microsoft Teams' dialog box is also visible, showing a 'Share to' field and a 'Say something about this' text area. The background table shows columns for 'Amount Including Tax' and 'Location Code'.

Amount Including Tax	Location Code
4,508.39	
100.00	
1,803.60	
7,807.00	
500.00	
1,655.08	
226.64	
3,584.92	
1,255.89	
1,115.23	
13,863.53	
725.89	
1,433.86	
14,895.76	
2,071.13	
2,378.11	
1,255.89	
1,412.87	
3,214.34	
2,214.13	



Searching, Storing, Sharing Info



- **Business Central Edit in Excel** – very powerful for editing and adding records, validates data during Publish data back to Business Central

The screenshot displays the Microsoft Dynamics 365 Business Central interface. At the top, the breadcrumb navigation shows 'CRONUS USA, Inc.' > 'Finance' > 'Journals' > 'Posted Documents'. Below this, a search bar and navigation options are visible. The main content area shows a list of vendors with columns for No., Name, Location Code, Phone No., Contact, Search Name, Balance (\$), Balance Due (\$), and Payments (\$). The vendor 'Fabrikam, Inc.' is selected, and its details are shown in a table below. An Excel spreadsheet is overlaid on the interface, showing the same data in a table format. The Excel spreadsheet has columns for No., Name, Name 2, Blocked, Privacy Blocked, Last Date Modified, Balance (\$), and Balance. The 'Publish' button in the Data Connector panel is highlighted in yellow.

No.	Name	Location Code	Phone No.	Contact	Search Name	Balance (\$)	Balance Due (\$)	Payments (\$)
10000	Fabrikam, Inc.		4255550101	Krystal York	FABRIKAM, INC.	11,860.05	11,860.05	22,885.69
20000	First Up Consultants			Evan McIntosh	FIRST UP CONSU...	6,707.48	6,707.48	57,195.87
						11,837.96	7,329.57	76,172.85
						18,193.10	18,193.10	194,408.51
						18,098.87	18,098.87	172,839.81
						0.00	0.00	0.00
						0.00	0.00	0.00
						-827.54	-827.54	0.00
						0.00	0.00	0.00



Searching, Storing, Sharing Info



Microsoft Dynamics 365
Business Central

- Business Central Web Services exposed to OData - open in Excel

Dynamics 365 Business Central

Web Services

Web Services: All [Copy] Search + New Edit List Delete Reload Download Metadata Document Actions Fewer options

Object Type	Object ID	Object Name	Service Name ↑	All Tenants	Pub...	OData V4 URL	SOA...
→ Page	1314	AccountantPortal Activity Cues	AccountantPortalActivityCues			https://api.businesscentral.dynamics.com/v2.0/7c5d0842-a125-4a38-8c7f-3d3a5dd7caa0/Production/ODatav4/Company('CRONUS%2...	http
Page	1315	Accountant Portal Finance Cues	AccountantPortalFinanceCues			https://api.businesscentral.dynamics.com/v2.0/7c5d0842-a125-4a38-8c7f-3d3a5dd7caa0/Production/ODatav4/Company('CRONUS%2...	http
Page	1316	Accountant Portal User Tasks	AccountantPortalUserTasks			https://api.businesscentral.dynamics.com/v2.0/7c5d0842-a125-4a38-8c7f-3d3a5dd7caa0/Production/ODatav4/Company('CRONUS%2...	http
Query	264	Bank Account Ledger Entries	BankAccountLedgerEntries			https://api.businesscentral.dynamics.com/v2.0/7c5d0842-a125-4a38-8c7f-3d3a5dd7caa0/Production/ODatav4/Company('CRONUS%2...	Not
Page	2160	O365 Sales Graph	C2Graph			https://api.businesscentral.dynamics.com/v2.0/7c5d0842-a125-4a38-8c7f-3d3a5dd7caa0/Production/ODatav4/Company('CRONUS%2...	http
Page	16	Chart of Accounts	Chart of Accounts			https://api.businesscentral.dynamics.com/v2.0/7c5d0842-a125-4a38-8c7f-3d3a5dd7caa0/Production/ODatav4/Company('CRONUS%2...	http

No	Name	GIFI Code	Net_Change	Balance	Income Balance	Account Category	Account Subcategory	Account Descrpt	Posting Type	Direct Posting	Totaling	Gen_Posting_Type	Gen_Bus
1	10400	Accounts Receivable		80199.84	80199.84	Balance Sheet	Assets	Accounts Receivable	Posting	TRUE			
1	10500	Prepaid Rent		0	0	Balance Sheet	Assets	Prepaid Expenses	Posting	TRUE			
0	10600	Prepaid Insurance		0	0	Balance Sheet	Assets	Prepaid Expenses	Posting	TRUE			
1	10700	Inventory		51082.8	51082.8	Balance Sheet	Assets	Inventory	Posting	TRUE			
2	10750	WIP Account, Finished goods		0	0	Balance Sheet			Posting	FALSE			
3	10800	Equipment		0	0	Balance Sheet	Assets	Equipment	Posting	TRUE			
4	10900	Accumulated Depreciation		0	0	Balance Sheet	Assets	Accumulated Depreciation	Posting	TRUE			
5	10910	WIP Job Sales		0	0	Balance Sheet	Assets	Assets	Posting	TRUE			
6	10920	Invoiced Job Sales		0	0	Balance Sheet	Assets	Assets	Posting	TRUE			
7	10940	Accrued Job Costs		0	0	Balance Sheet	Assets	Assets	Posting	TRUE			
8	10950	WIP Job Costs		0	0	Balance Sheet			Posting	TRUE			
9	10990	TOTAL ASSETS		207831.87	207831.87	Balance Sheet			Posting	TRUE			
0	20001	LIABILITIES		0	0	Balance Sheet							
1	20100	Accounts Payable		-65869.92	-65869.92	Balance Sheet	Assets						
2	20200	Purchase Discounts		0	0	Balance Sheet							
3	20300	Purchase Returns & Allowances		0	0	Balance Sheet							
4	20400	Deferred Revenue		0	0	Balance Sheet							
5	20500	Credit Cards		0	0	Balance Sheet							
6	20600	Sales Tax Payable		-10053.45	-10053.45	Balance Sheet							

OData feed

URL: @/Production/ODatav4/Company('CRONUS%20USAS2C%20inc;')/Chart_of_Accounts

Queries & Connections

1 query

89 rows loaded.



Searching, Storing, Sharing Info



Microsoft Dynamics 365
Business Central

- **Business Central Screen Personalization's – Add/Remove/Hide/Show**
 - Show only the information your users need

Buy-from Vendor History

Vendor No. 10000		
1	0	5
Quotes	Blanket Orders	Orders
3	0	0
Invoices	Return Orders	Credit Memos
0	26	25
Paid. Return Shipments	Paid. Receipts	Paid. Invoices
2	0	0



Searching, Storing, Sharing Info



- Acumatica Document Attachments – easy drag and drop, visible through out the system and has pop-up notes for some records.

Vendors ★

🔄 ↶ + ✎ 📄 📄

ALL RECORDS NEW VENDORS THIS YEAR 1099 VENDORS **NON PRODUCT VENDORS**

Drag column header here to configure filter

Vendor	Vendor Name	State	Vendor Class	City
AASERVICES	AA Services	GA	SERVICES	Cumming
ACITAISSYST	Acitai Systems - Computer Servi...		SERVICES	Croydon

NOTES ACTIVITIES **FILES** NOTIFICATIONS

Super → Move Specialist

Files

Select the file. Browse Upload

🔄 ⬇️ ADD LINK REMOVE LINK 📄 UPLOAD USING MOBILE APP

File name	Comment	Last Date	Edit URL
AA Services screenshot.png	AA Services screenshot	9/20/2023	Edit
Output (1).pdf		10/18/2023	Edit

Vendors

AASERVICES - AA Services

← 📄 📄 ↶ + 🗑️ 📄 < > > | VENDOR DETAILS ...

• Vendor ID: Balance: 2,711.00

Vendor Status: Prepayment Balance: 0.00

• Vendor Class: Retained Balance: 0.00

GENERAL FINANCIAL PAYMENT PURCHASE SETTINGS ATTRIBUTES LOCATIONS CONTACTS ACTIVITIES GL ACCOUNTS

ACCOUNT INFO PRIMARY CONTACT

* Account Name: Name:

ACCOUNT ADDRESS Job Title:

Email:

Enter Record Note

Note:

Notes for this vendor

Pop-Up Note:

Vendor pop-up note

Add Pop-Up Note OK CANCEL



Searching, Storing, Sharing Info



Microsoft Dynamics 365
Business Central

- Business Central Document Attachments – drag and drop, visible in the factbox
 - Click on the Number of Attachments to quickly open the attachment window

Vendor Card



10000 · Fabrikam, Inc.

Home Request Approval New Document **Vendor** Prices & Discounts Report | Actions ▾ Related ▾ Reports ▾ Automate ▾ Fewer options

Ledger Entries Dimensions Statistics **Attachments** Approvals Comments Document Layouts Sent Emails Bank Accounts

New - Attached Documents

Search + New Edit List Delete Download

Attachment	File Extension	File Type	User	Attached Date	Flow to Purch. Trx
Attach File(s)...					

Attach a document.

Drop a file here to upload, or click here to browse

Cancel

Vendor Prices & Discounts Report | Actions ▾ Related ▾ Reports ▾ Automate ▾ Fewer options

Attachments Approvals Comments Document Layouts Sent Emails Bank Accounts Item References

Details **Attachments (1)**

Attachments	Documents
	1

Document Sending Profile
Name 2



Reporting



Acumatica

- Acumatica built modern report designer – easy to create new reports and add to the site map for custom reporting.
- Acumatica Generic Inquires provide flexible customizable reporting through out the application
 - Support OData and making visible to the Mobile App
- Acumatica ARM (Analytical Report Manager) using Row and Columns sets – built inside of Acumatica. Very flexible reporting.
- Acumatica Pivot Tables built into the platform.
- Acumatica Charts built into the platform
- Acumatica Audit History and Field Level audits built in.



Reporting



Microsoft Dynamics 365
Business Central

Business Central

- Business Central Reports use Word Templates and Microsoft Report Builder
 - Easy to make multiple custom versions
- Business Central Lists and OData
 - New custom Lists can be created via Customizations or AppSource add-ons
- Business Central - Uses Row and Columns – built inside of BC
- Business Central built reporting with Excel and Power BI
 - Microsoft Business Central designed to leverage Microsoft Dynamics 365 capabilities
- Business Central Change Logs and Field Level audits built in.
- Microsoft AppSource provides ability to add additional reporting functionality.



Core Accounting Tasks



Microsoft Dynamics 365
Business Central

- **Acumatica and Business Central are full ERP applications**

- Full Financials, Distribution, basic CRM functionality, Field Service, Manufacturing, Project
- Built-in Financial Statements
- Both have integrations to Shopify.
- Acumatica also has Big Commerce and Amazon
- Business Central – AppSource has providers for other eCommerce platforms
- Acumatica has Construction Edition – designed for the industry
- Acumatica has Payroll Module
- Business Central has a number of AppSource Payroll solutions.
- Both have AP automations built-in and add-ons with additional functionality.
- Both have Electronic Bank Feeds
- Both have Copy and Paste functionality
- Both have Web Services and API's available



Automations



Acumatica

- Acumatica has Automation Schedules, Business Events, Workflows and Approvals plus built in Import and Export Scenarios.
- Acumatica Generic Inquires combined with Business Events can automate also any business require using built in functionality.
- Acumatica AP Document Recognition to review and create AP and 3-Way matching Bills also works with the Outlook Add-in for Acumatica.
- Built in Notification Templates for easy emailing notifications.
- Acumatica Retail Commerce edition has built in integration to Shopify, Big Commerce and Amazon
- Acumatica's Open API capabilities allow for ease in connecting apps



Automations



Business Central

- Business Central has approvals built in and is designed to integrate with Power Automate to design additional automations around business processes.
- Business has AP Document OCR functionality leverage integration
- BC 2023 Wave 2 continues to add functionality to the application
- BC Outlook Plugin very powerful
- BC Notifications built in
- BC integrations and hundreds of App Source ISV solutions
- BC integration with Power Automate



Cloud ERP Updates / Upgrades



Acumatica R1 and R2 each year

- 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)

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.

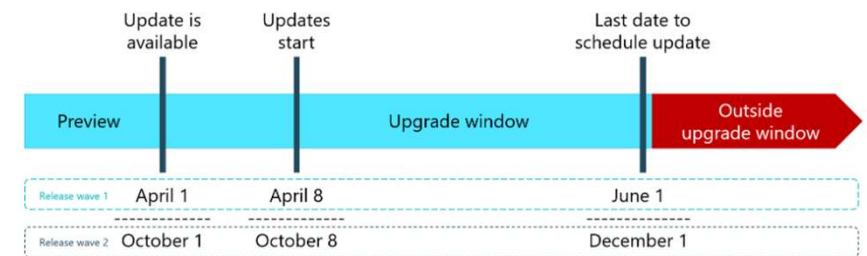
Minor updates – 2nd week of every month

- Minor enhancements and hotfixes
- Only have a max of 30 days



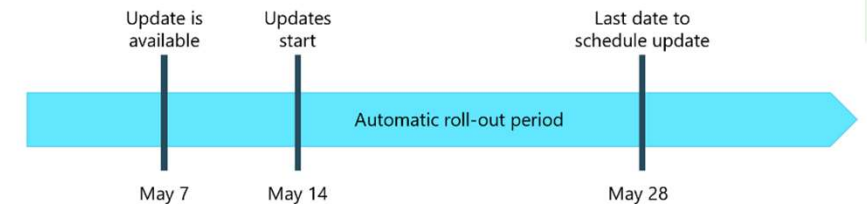
Timelines for major updates

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.



Example release schedule

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



Migrations



Acumatica and Business Central have migration tools

- **CAL leverages custom queries we have designed to extract the data out of GP for conversions.**
- **Acumatica:**
 - Import Scenarios allow imports to be created for each screen in Acumatica and provides flexibility to use formulas and substitution lists to assist with the migrations.
 - Acumatica Migration Mode allows historical transactions to be brought into Acumatica in addition to open transactions. Historical transactions will not update the GL but are part of the core application. (Example: Historical Sales Transactions)
- **Business Central:**
 - Microsoft created a GP conversion tool that certain scenarios can be used but limited capabilities and not for all modules/GP functionality.
 - Business Central Configuration Packages allow imports for BC data tables to be done through Excel and imported into BC.
 - Open Transactions can be brought into Business Central.
 - History transactions can be pushed to Microsoft's Data Lake



Who owns your data



Microsoft Dynamics 365
Business Central



Acumatica

The Cloud ERP

- **Acumatica:**

- Acumatica provides the ability to create Snapshots of your Acumatica cloud instance at anytime – which is a complete snapshot of all your data – which can then be exported out
- Acumatica provides the ability to have a local free 2 user license where snapshots can be restored and you have a full working version of Acumatica with all your data.
- Acumatica Export scenarios can also be used to export any data out of Acumatica in various formats.

- **Business Central:**

- Business Central Configuration Packages allow you to Export any BC data tables to Excel and each table will be in it's own tab.
- Microsoft's Power Platform can push BC data to another Dynamics 365 solution.
- Business Central webservice and API's allow for extracting data from BC

- **Other Cloud Solutions:**

- **Be sure to ask how you get your data back and in what format.**



Acumatica Pricing



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.
- Designed to not require a lot of add-on solutions
- Acumatica offers a Small Business Edition for 5 or 10 named users

Module Based Pricing:

- Costs are associated to only the modules your company needs.
- 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.



Business Central Pricing



Business Central

- 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 vs Premium: Premium includes Service Management and Manufacturing
- Team member users are read only
- Business Central requires additional Microsoft solutions along with App Source solutions to get the most out of the application.

Dynamics 365 Business Central
Essentials

From
\$70
per user/month

Dynamics 365 Business Central
Premium

From
\$100
per user/month

Dynamics 365 Business Central
Team Members

From
\$8
per user/month



Questions & Answers

Info:

- 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





sales@calszone.com

860-485-0910

www.calszone.com