

The director's guide for replacing accounting software

Replacing your accounting software is easier and more affordable than you may think.

Use this guide to learn about the benefits of a modern technology platform, better understand the advantages of a cloud-based solution, and know what questions to ask when evaluating your options.



Keep pace with evolving customer demands and business requirements

Your customers' needs and expectations have evolved, but your accounting and business management systems aren't able to keep pace with increasing demands.

You need a modern technology platform that connects your business and your people like never before. A comprehensive business management solution for SMB's can:

- Automatically pull your systems and processes together so your people don't have to.
- Give you a complete picture from across your business, with reports when and where you need them.
- Get you up and running quickly, so change doesn't get in the way of your day-to-day.

With adaptable applications in the cloud, you can create efficiency across your business processes, help your people make informed decisions, and be ready for growth.

Information silos, disconnected systems, and manual processes keep you from delivering the experience your customers expect and ultimately can put your business at risk. But what kind of solution is right for your business needs today and your goals for future growth? How can you best prepare for change, and how will you know if you're ready to move your systems to the cloud?

This guide will help you evaluate the current state of your accounting and business management systems and processes, and outline considerations you should keep in mind when exploring new solutions.

Over 90% of consumers said they would consider taking their business elsewhere rather than work with a company that uses outdated technology."

* Source: Microsoft-commissioned research among 1,405 consumers, 2013.

Signs your basic accounting software or legacy systems are putting your business at risk

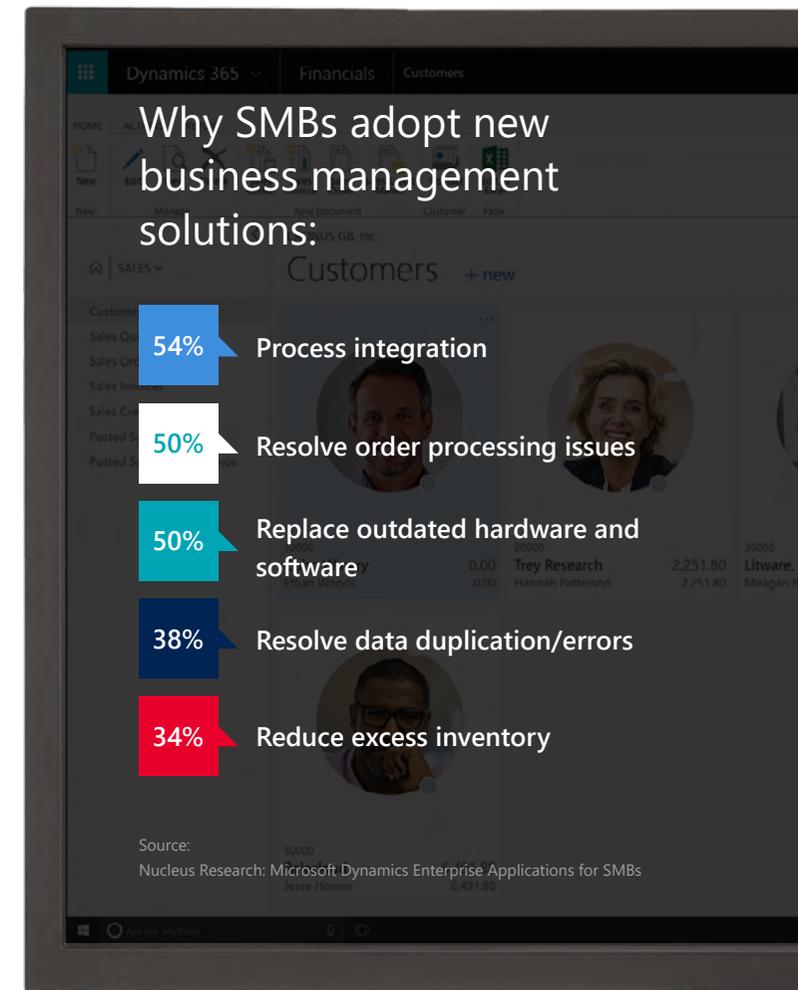
As your business grows in size and complexity, and your customers expect better and faster service, the tools that once supported you may now be standing in your way.

For small and mid-size businesses (SMBs), deciding to overhaul your accounting software or business management systems may seem like a daunting task.

But what is the real cost of trying to maintain a system that is no longer keeping up with demands? Whether the result is lost sales, customer dissatisfaction, or compliance risks, failing to update your technology can be a costly decision.

If you recognise any of these warning signs, the time has come to make a change:

- We waste too much time dealing with multiple systems that can't talk to each other.
- Manual processes are error prone and can't keep up with increasing demand despite added headcount.
- Creating and configuring reports are too complicated, and often doesn't give us the information we need.
- Incomplete or incorrect information creates customer dissatisfaction and lost sales.
- Increasingly stringent compliance and security concerns keep you up at night.
- Productivity is lost - spending valuable time switching back and forth between multiple applications and disconnected systems.



The signs are clear, now what?

There's never been a better time for SMBs to update their systems. The cloud has opened up new avenues for companies of all sizes to affordably expand capabilities, create greater efficiency and mobility, and be prepared for ever-changing business conditions.

With so many technology vendors competing for your business, it can be tricky to differentiate between solutions and find the best fit for your business. Characteristics of a modern technology platform like Microsoft Dynamics 365 Business Central include:



Comprehensive integration

Deploy one solution to manage your financials, sales & services as well as production and distribution with the ability to connect applications like payroll, banking apps, CRM systems, or custom APIs.



Connects your entire business

Automatically pulls your systems and processes together so your people don't have to.



Automates and secures business processes

Improve productivity and get more done with easy-to-create workflows, audit trails, and enterprise-level security—features that basic accounting software can't provide.



Provide an end-to-end view of your business

Centralise your data from accounting, sales, purchasing, inventory, the warehouse, and customer interactions to get an accurate end-to-end view of your business.

All your data stays up to date so you can spot trends, prevent issues, and deliver great customer experiences.



Trusted technology provider

Creates security as a trusted, leading technology provider for businesses of all sizes around the world.



Enables mobility

Empowers a mobile workforce by delivering the same experience across devices, regardless of their location.



Fast from the start

Delivers an easy-to-learn solution that people just intuitively know how to use.



You recognise the signs, now get ready to explore your options

Beyond evaluating the technical capabilities, here are a few questions to ask when meeting with potential solution providers.

- How easy is the solution to learn and use?
- How will it integrate with our existing systems and applications?
- If we deploy in the cloud, do we retain control over our data?
- What will my price be after the initial contract expires?
- How easily can I add or remove users, and how is that reflected in my pricing?
- How often do you provide product updates and can we control when the updates are deployed?
- What is your track record for service after the sale?
- Who do you have locally that can help us with implementation and ongoing support when needed?





The pounds and sense of business applications in the cloud

Businesses of all sizes, including an increasing number of SMBs, are making the move to the cloud.

Businesses throughout the world are making this move to modernise their technology platform, gain overall system efficiency, and enable their teams to stay connected to the data they need in order to meet customer demands from virtually anywhere.

Why should SMB's move to the cloud?

90%

of consumers said they would stop doing business with a company using outdated technology.

Source: Microsoft commissioned survey

45%

of SMBs said their employees get more done in the same amount of time thanks to cloud and mobile technologies.

Source: The Boston Consulting Group

47%

of SMBs said technology is critical to their company's future.

Source: The Boston Consulting Group

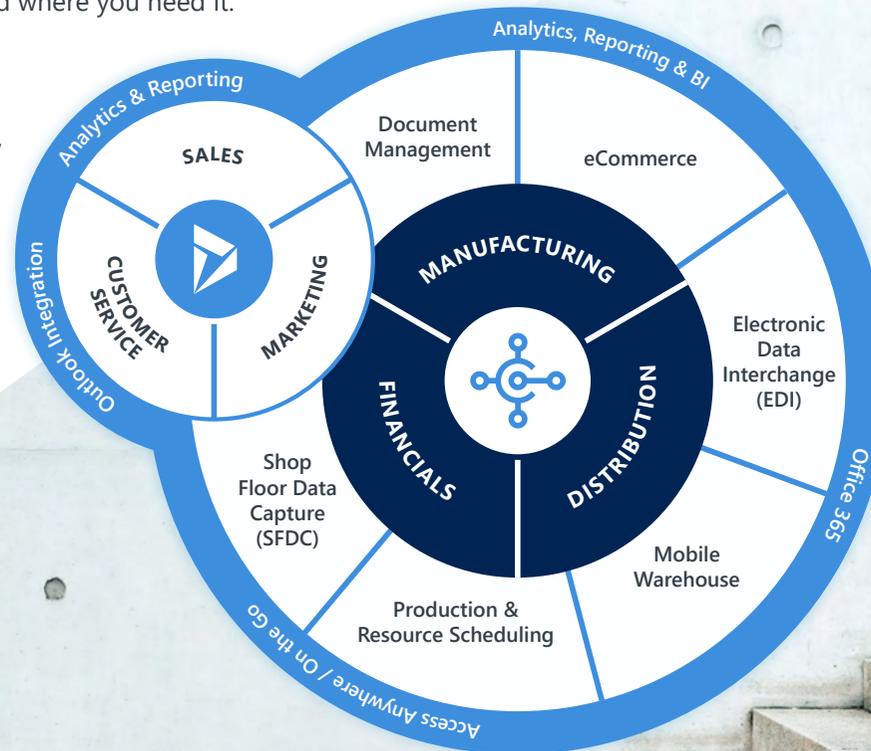
Why choose Microsoft Dynamics 365 Business Central to run your business?

Dynamics 365 Business Central is a business management solution that's connecting people and processes like never before. From day one, it makes ordering, selling, invoicing, manufacturing, distribution and reporting easier and faster.

Turn your multiple disconnected systems into one. Boost efficiency with automated tasks and workflows—all from within familiar Office tools like Outlook, Word, and Excel. Get a complete picture of your business and make better business decisions, with built-in intelligence when and where you need it.

With your business running in the cloud, it's easy to change and adapt at your own pace without IT. Start with what you need, quickly and easily, then be ready for growth.

Only Microsoft delivers a connected technology platform bringing together business applications with tools for productivity, communication, and collaboration.





Connect your business

- Deploy one solution to manage your financials, sales, service, and operations with the ability to connect applications like payroll, banking apps, CRM systems, or custom APIs.
- Outlook isn't just for email and calendars anymore. Now you can go from quote to cash without switching applications. Set up customers or vendors, create quotes, process orders, and submit invoices without leaving your inbox. Easily export data and create outgoing documents directly in Microsoft Word and Excel.
- Easily and cost effectively extend Microsoft Dynamics 365 to fit your industry or business needs with integrated add-on applications and Microsoft Power Apps.
- Improve productivity and get more done with easy-to-create workflows, audit trails, and enterprise-level security—features that basic accounting software can't provide. Easily connect workflows across other SaaS services using Microsoft Flow.



Make better business decisions

- Centralise your data from accounting, sales, purchasing, inventory, production and customer interactions to get an accurate end-to-end view of your business. All data stays up to date so you can spot trends, prevent issues, and deliver great customer experiences.
- Keep people informed with easy-to-share reports including key performance indicators (KPIs), inventory, sales, and order status. Empower users to create self-serve reports from trusted data sources for faster, more informed decision-making.
- Access, model, and analyse data across multiple dimensions to perform ad hoc, customised reporting. Use Microsoft Power BI to create highly compelling dashboards, and to infuse big data, predictive analytics, and Internet of Things to transform data into actionable intelligence.



Start and grow easily

- Handle the most common business processes from day one, like quotes, orders, invoicing, purchasing, cash management, and reporting. It's built in the cloud, so it's easy to set up and manage.
- Has the same familiar interface as the Office tools you already know, like Outlook, Word, and Excel. A comprehensive yet easy-to-use solution means less training time and quicker adoption for employees.
- Get the powerful desktop capabilities you need across Windows, iOS, and Android platforms. Desktop, laptop, tablet, or phone, you get one experience that is consistent and secure.
- Start with only what you need and grow at your own pace to run your business securely in the cloud. Using flexible applications and a scalable database, you can easily adapt to change and manage growth.

One solution. Complete visibility.



Technology Management helps Manufacturing and Distribution companies enhance performance with Microsoft Dynamics 365 Business Central (formerly known as Dynamics NAV), Dynamics 365 Customer Engagement and Office 365. Having delivered over 6,000 successful projects, we've plenty of experience implementing business systems, Microsoft Dynamics solutions and the technical infrastructure to support them.

Grow beyond the limits of your accounting software

Microsoft Dynamics 365 solutions for small to mid-sized businesses cover finance, manufacturing, distribution, sales, marketing and customer service.

Use them all from within Microsoft Outlook for one single, integrated, easy to use business software solution.

Visit: www.tecman.co.uk/bc

Or to see Microsoft Dynamics 365 Business Central in action, register to our event at www.tecman.co.uk/events365.



Call: 01902 578 300
Email: hello@tecman.co.uk
Visit: www.tecman.co.uk

Technology Management
St Mark's Church
St Mark's Road
Wolverhampton WV3 0QH

Microsoft
Partner



Gold Enterprise Resource Planning
Gold Small and Midmarket Cloud Solutions
Gold ISV
Silver Cloud Customer Relationship Management
Silver Collaboration and Content
Silver Cloud Platform

Microsoft Dynamics

Office 365

Microsoft Azure

