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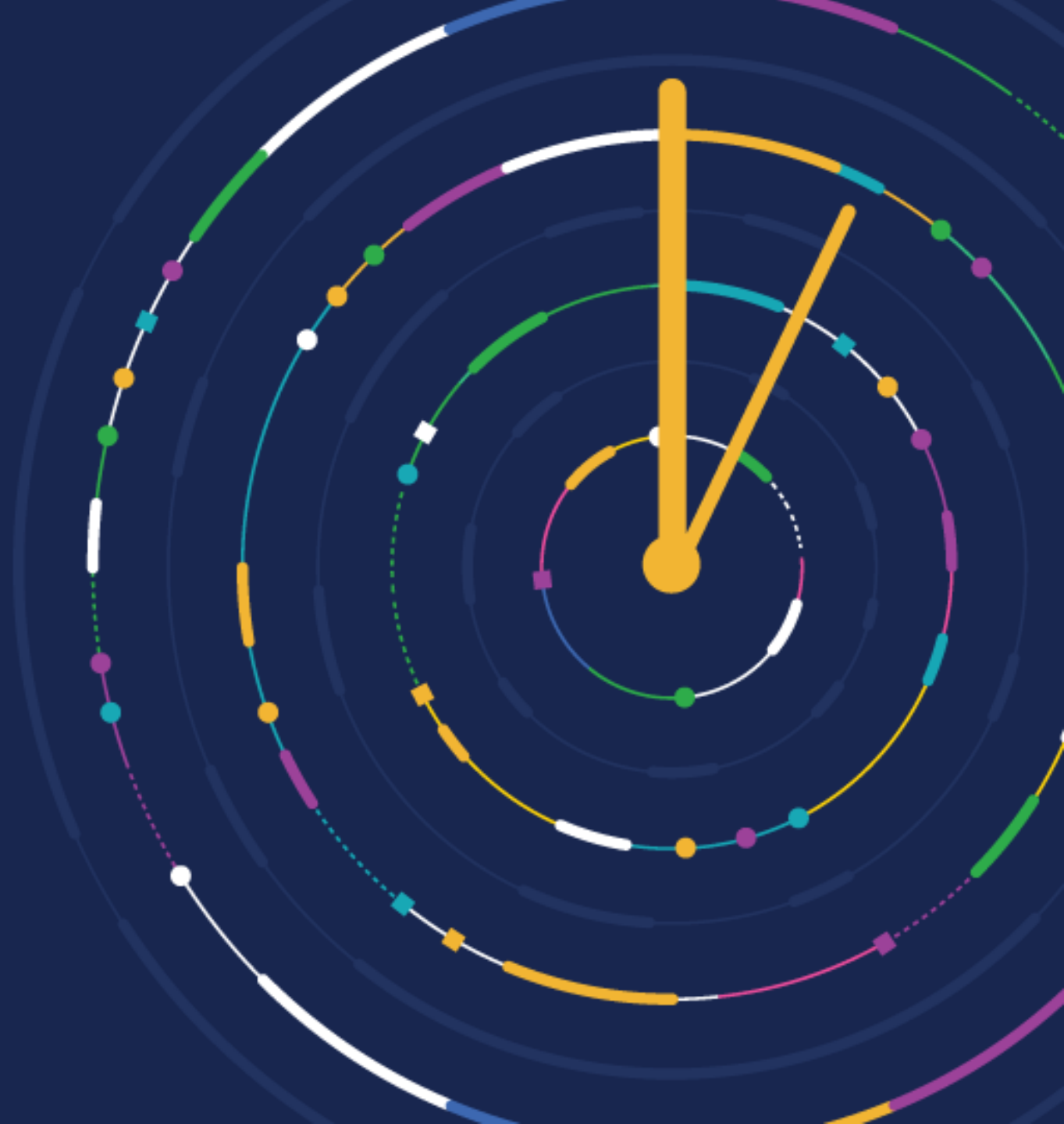
Upgrading Roundtable – discover what your options are from pre-NAV 2018/BC13 & 14

Liz Delaney

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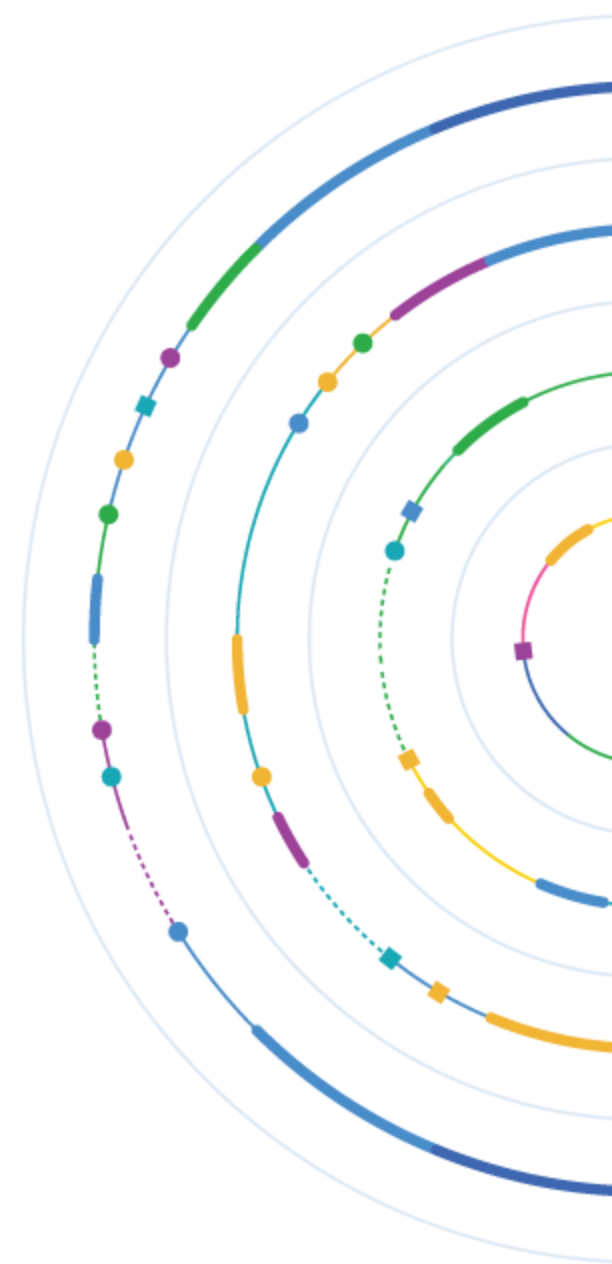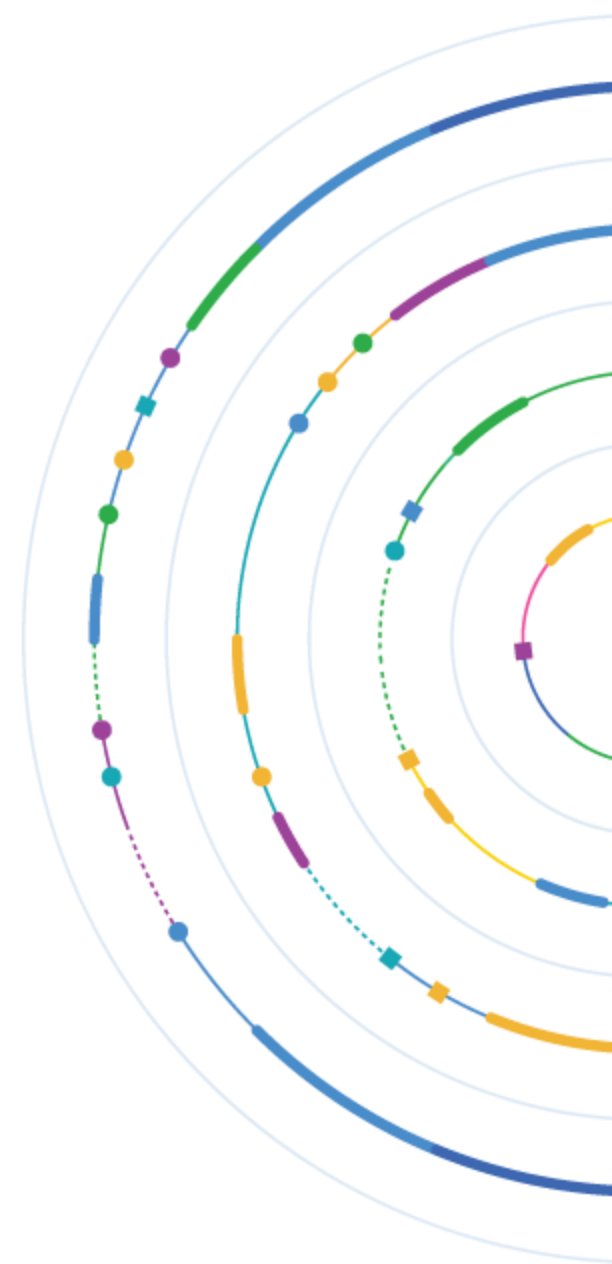
Why you need to upgrade now

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1. Increased costs for using old technology

- The cost of running your legacy software will increase with the cost of on premises annual enhancement being increased every year

- Support and consultancy costs will go up and up as skills in the older versions become even more scarce

- The hardware requirements to support your solution are unknown and difficult to budget for

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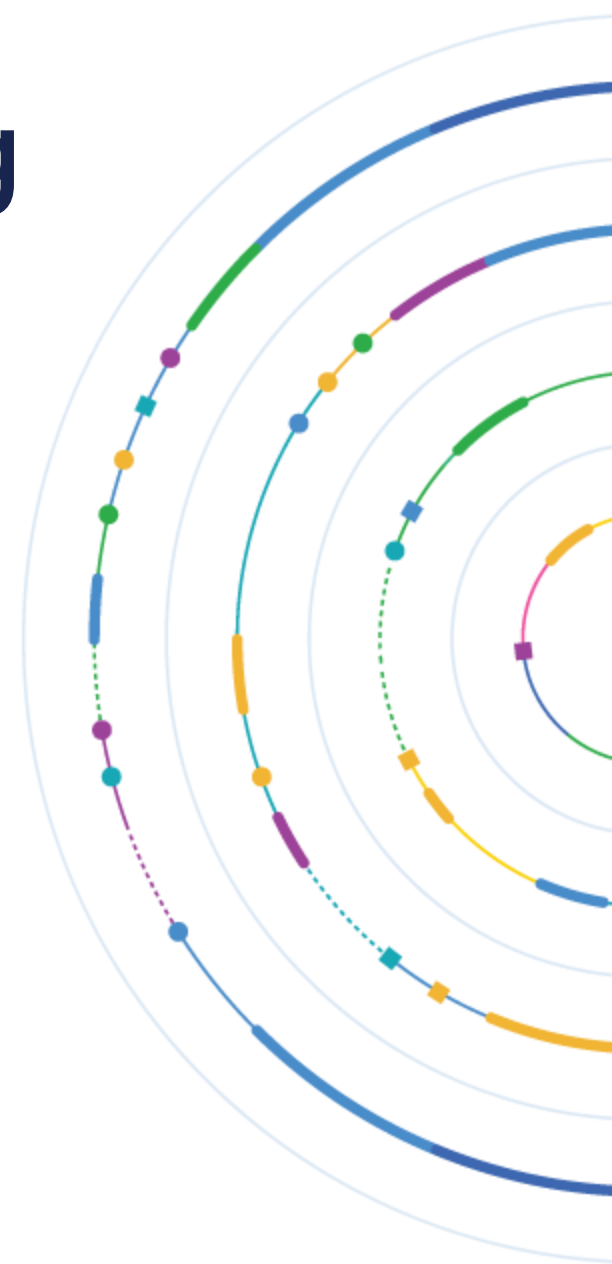# 2. Security risks and lack of legislative/functional updates

- If you are on an older version of NAV you are now vulnerable as security updates may no longer be available and your solution is not guaranteed to work on updated operating systems

- Forget any legislative updates and you will get no functionality enhancements

- Any development you do now is done in a legacy environment and will not be compatible with future versions.
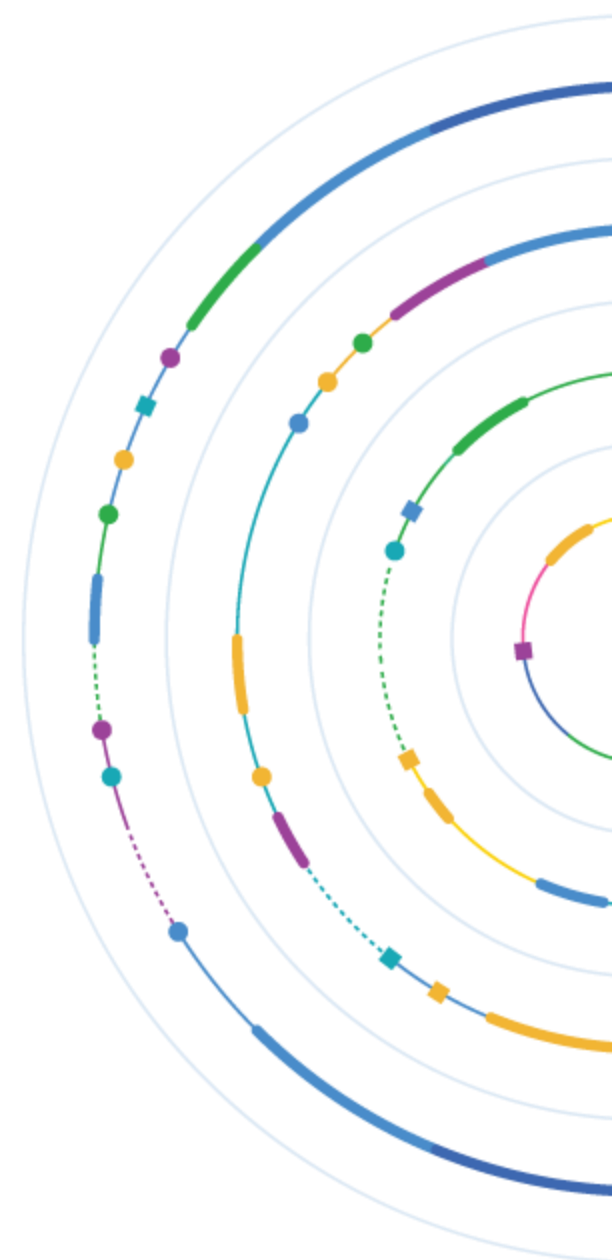
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3. Taking advantage of emerging technologies

If you don't you will be overtaken by someone who is!!

- Automating Repetitive Tasks – CoPilot in Business Central can save time and drive sales by creating engaging AI-generated product descriptions. It also offers AI powered transaction matching for bank reconciliations reducing bookkeeping effort.

- Improving Customer Services – the Sakes and Inventory Forecast extension can help predict future sales using historical data to then generate replenishment requests.

- Anticipating Business Changes – the Late Payment Predictor extension could help reduce late payments by suggesting when invoices will be paid.

- Enhancing business decision making – use insights from AI to improve cash flow forecasting.

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4. Compatibility

- Holding off as considering future merger or acquisition? Please reconsider. Information Systems are a major business asset, and the use of technology is key in being able to monitor and evaluate performance. Having a solution that is easy to access, secure and that opens opportunities for integration could be key to a potential investor.

- Are you considering using other technologies such as web portals, handheld devices or shop floor tablets – you will need a base solution that can effectively handle the integration requirements of these types of products.

- The APIs offered by Business Central allow you to consume and connect your ERP data to other tools, such as Excel, Power BI or Power Platform (Power Automate and Power Apps). You can also use them to connect Business Central to third party tools that are not related to Microsoft, for fast and secure data exchange.

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5. Productivity

What about your staff?

- We are all painfully aware of the challenge of attracting and retaining the best people and so it is interesting to note that research from Currys shows that staff can become increasingly frustrated by slow and old technologies and admitted it may be a contributing factor to a decision to leave their job.

- Old, slow, difficult to use solutions waste time and impact productivity.

⊿ **See the Total Economic Impact™ of Business Central**

Learn how businesses reduced costs and increased overall efficiency using Business Central in this 2020 Forrester Consulting Total Economic Impact™ study commissioned by Microsoft.
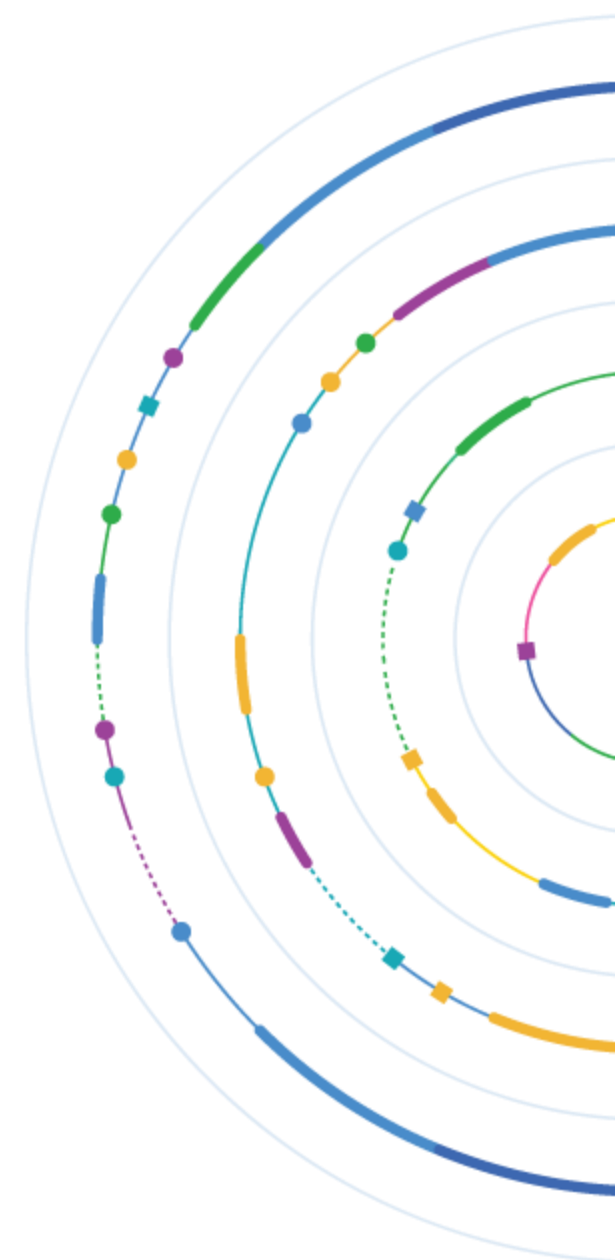
162%
ROI with Dynamics 365 Business Central over three years

<1 year
To payback
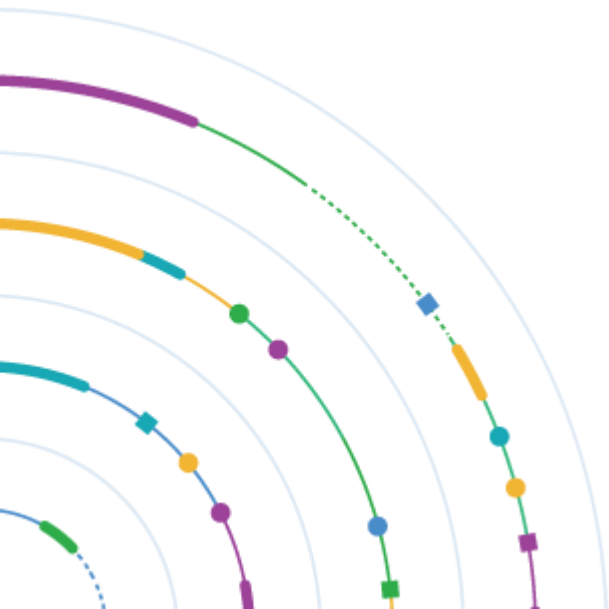
10%
Reduction in finance and operations hiring needs

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Cloud v On Premises

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	Business Central Cloud:	Business Central On-Premises:
Costs & setup	Licensed on a subscription model, and you'll pay on a monthly or annual basis Hosted on Microsoft Azure, you will not require hardware such as servers in-house or install the software Maintenance expenses will also be lower, as updates are scheduled automatically and managed by Microsoft or Microsoft partners	On-premises Business Central has a perpetual license, where you pay a one-time fee to own the software Requires investment in hardware and space, as you will need servers to host the solution Will require in-house IT resources to help maintain and upgrade the software
Ownership, recovery and upgrades	Data stored on Azure servers and accessed by web browser Software updates are automatic Multiple backups are done for you, and Microsoft offers a 99.9% uptime guarantee	Data is stored on your local hardware on your on-premises servers, and you have full access to all the data stored. You access the software locally via individual workstation web browsers Software updates are not automatic; you will need to install, test, and deploy updates with the help of your in-house team or partner Your IT team will need to maintain backups and have disaster recovery plan in place
Customisation, mobility and scalability	You can access Business Central in the cloud from any location, on any device, if you have an internet connection. Speed is reliant on internet service. Easily scalable as you can add more users for an additional fee.	You do not need an internet connection to access this version of Business Central as it's hosted locally. It's less easy to scale up quickly with on-premises Business Central as you require additional investment in hardware or systems.

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	Business Central Cloud:	Business Central On-Premises:
Integrations and Add-Ons	You can easily extend the functionality of your software by installing apps for the cloud version of Business Central through Microsoft AppSource Supports seamless integration with other Microsoft products such as the Power Platform Power BI is fully integrated with the SaaS Business Central, and free Power BI basic licenses are available Easy integration with Microsoft Teams as there is an app that lets you connect Teams with your business data	You cannot use AppSource to install apps with the on-premises version of Business Central You can integrate with the other Microsoft solutions like the Power Platform, but it will require a data gateway Teams is unable to integrate with on-premises Business Central at this moment

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Upgrade Options

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What are the options?

Reimplement (no customisation, no data)	Full Upgrade (all customisations + all data)	Data Upgrade (no customisation, all data)
• Clean Start • More effort to cleanse and import data • Need to maintain legacy system	• Solution is "as-is" • Potentially carry forward customisation and data no longer needed	• All data retained – no legacy system required • Assess any customisation still required

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Bridge to Cloud 2 (BTC2)

- Available to anyone with an existing perpetual licence
- 40% discount for 3 years

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QUESTIONS ❓

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THANK YOU

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