

TRANSFORMATION STORY



Buffini & Company *Fast-Track to Dynamics BC* With Armanino QuickStart

By Ashley Rupp, Director

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After 20 years on Dynamics GP, Buffini & Company had just 8 weeks to move from a sunseting server to Dynamics365 BC. Armanino's QuickStart program fueled the cloud advantage they needed.

THE CUSTOMER

THE PROBLEM

THE SOLVE

THE OUTCOME

“Our Dynamics GP was familiar and served its purpose, but we knew we were limiting ourselves by not being in the cloud. When this deadline became imminently unavoidable, we decided we needed to move. The question was how.”

Melissa Simmons
VP of Finance,
Buffini & Company

The Customer

Founded by real estate innovator Brian Buffini, Buffini & Company is the largest real estate coaching and training company in North America.

The Problem

A sunseting server demanded that the company move from Dynamics GP to the cloud in 2 months. But a full implementation of D365 BC was out of reach.

The Solve

Armanino's D365 BC QuickStart fixed-cost implementation delivered an affordable fast track to the cloud, in scope and on budget.

The Outcome

With QuickStart support, training and implementation services, Buffini & Company met their tight deadline to move to D365 BC.

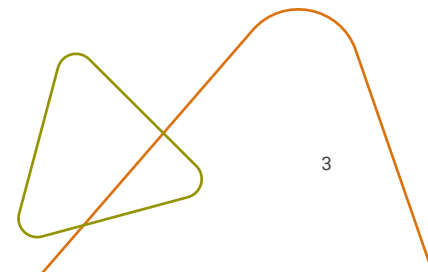
Fast-Ticking Transformation Clock Creates Tight Deadline

Buffini & Company's finance team relied on [Microsoft Dynamics GP](#), an on-premises solution, for 20 years. An innovative firm with a bold visionary leader, the company knew that digital transformation was imperative. But like most fast-growth companies, preparing for that change got put on the backburner. Until it was time for a decision.

The firm's server was planned to sunset. Key IT and accounting personnel had left the company. And even though they had signed up for a dual rights license for [Dynamics365 Business Central](#) in their three-year Dynamics GP Enhancement Plan, time flew by faster than they could prepare.

Both the Dynamics Enhancement plan contract term and their server were set to expire in fall of 2023. They had less than 3 months to transition to a modern system.

"Our Dynamics GP was familiar and served its purpose, but we knew we were limiting ourselves by not being in the cloud. When this deadline smacked us in the face, we decided we needed to move," says Melissa Simmons, VP of Finance, Buffini & Company. "The question was how."



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Melissa Simmons
VP of Finance,
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The firm faced another obstacle. A full-scale D365 BC implementation offered more capacity than they felt they’d use. It was also outside the scope of their allocated budget. They began to consider downsizing to bare bones software such as QuickBooks.

“That didn’t seem like the right decision either. But we couldn’t justify the spend on a full D365 BC, nor did we have the time. That’s when Armanino suggested a QuickStart implementation,” Simmons explains.

Buffini & Company had previously engaged Armanino for their GP support and [application managed services](#). They drew on Armanino’s expert guidance to assess their needs and help them move to the cloud quickly and cost-effectively.

Armanino QuickStart Offers Just-Right Scope & Price

Armanino's [Microsoft Dynamics 365 Business Central QuickStart](#) offers an affordable and robust enterprise resource planning (ERP) solution in under 2 months. It is designed for growing organizations looking to quickly move from a legacy accounting system. QuickStart alleviates the strain on resources so businesses can implement a fully functional cloud ERP in a matter of weeks.

Buffini consulted with Armanino's Dynamics365 BC experts, who worked with Simmons and her team to customize the scope, pricing and timeline of the QuickStart solution. The D365 BC implementation included a standard configuration package with Concur Expense to import Journal Entries.

"My biggest concern was internal efficiency," recounts Simmons. "We were so ingrained in GP. I hadn't been through a significant system change in years. So any change felt uncomfortable. And, D365 BC is not apples to apples with Dynamics GP, so I knew there'd be a learning curve. It was really a matter of how quickly could we get up to speed and not make our close last 2 months."

Armanino's Dynamics experts worked with Buffini to determine which core modules best fit their needs and helped guide a major data clean up. Along with the implementation, Armanino provided training from the start to flatten the learning curve. QuickStart also includes 6 weeks of post-go-live support.

In the Cloud in 2 Months Without Missing a Finance Beat

“We are fully supported, we have access to everything on the cloud, and that feels secure. All around, Armanino D365 BC QuickStart was a great experience. We’re where we need to be, and we’re poised for the future.”

Melissa Simmons
VP of Finance,
Buffini & Company

Working as a team, Buffini & Company and Armanino finance and IT professionals collaborated across the accelerated timeline to keep the project running smoothly.

“While such a massive change was a bit nerve-racking, we figured out how to get it all done in the end. Our relationship with Armanino’s team has been wonderful, they were very responsive and fast. When they didn’t have an answer, they’d get back to me with one very quickly. I felt very supported,” Simmons says.

“We’re trucking right along now, and everything works the way we expect it to,” she adds.

Buffini’s IT has saved time and reduced costs by no longer having to manage on-premise upgrades to Dynamics GP or install the software on individual computers. And they have a strong foundation for continued growth.

“We are fully supported, we have access to everything on the cloud, and that feels secure. All around, Armanino’s D365 BC QuickStart was a great experience. We’re where we need to be, and we’re poised for the future,” Simmons says.

Accelerate Your Move to Dynamics BC

Ready to improve your operational efficiency, free up IT resources and help your people work smarter with D365 BC? As a Microsoft Gold-Certified and Inner Circle partner, Armanino can help you make the move quickly and cost-effectively. Find out how our award-winning [Dynamics365 Business Central consultants](#) can get you up and running on this secure, scalable cloud ERP in under 2 months.

As a top Microsoft partner, Armanino is committed to delivering the full Microsoft Dynamics platform experience to our clients.

This includes leveraging world-class programs like the AIM (Armanino Implementation Methodology) program, designed to streamline and optimize ERP implementations. Our partnership with Microsoft allows us to provide tailored solutions that drive digital transformation, as demonstrated through our successful projects with companies like Buffini & Company.

Possible (Re)Defined™

Armanino delivers impactful, bold solutions that increase clarity and spark success for today and tomorrow. Our integrated audit, tax, consulting and technology services serve a wide range of organizations in the U.S. and globally.

Addressing today's challenges is just as important as planning for the future. Our teams bring deep industry experience to help organizations reach peak performance, providing data-based guidance to optimize operations and finances.

When you work with us, expect to go beyond. Count on us to bring an entrepreneurial, creative approach that takes you further, faster. From tax questions to sustainability to large-scale transformation, we're not afraid to take on your biggest challenges.

If you need guidance on a global scale, our association with Moore North America Inc., a regional member of Moore Global Network Limited, one of the world's major accounting and consulting associations, allows us to seamlessly extend our full range of services and resources to over 100 countries.

No matter what's next, Armanino has the insight and foresight to help you redefine what's possible for your organization.

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