armanino

WELCOME

Dynamics GP 2023 & Beyond

The Latest Updates In GP, Update Your Tools & Learn More About The Cloud Roadmap

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INTRODUCTION

Today's Presenters

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Today's Topics

Discover what's in store for Microsoft GP, options to augment your existing system, and what steps to take when considering moving to a cloud solution.

- Roadmap
- GP New Functions & Updates
- Cloud Integrations
- Moving to the Cloud

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WHAT'S NEXT

Roadmap for Dynamics GP

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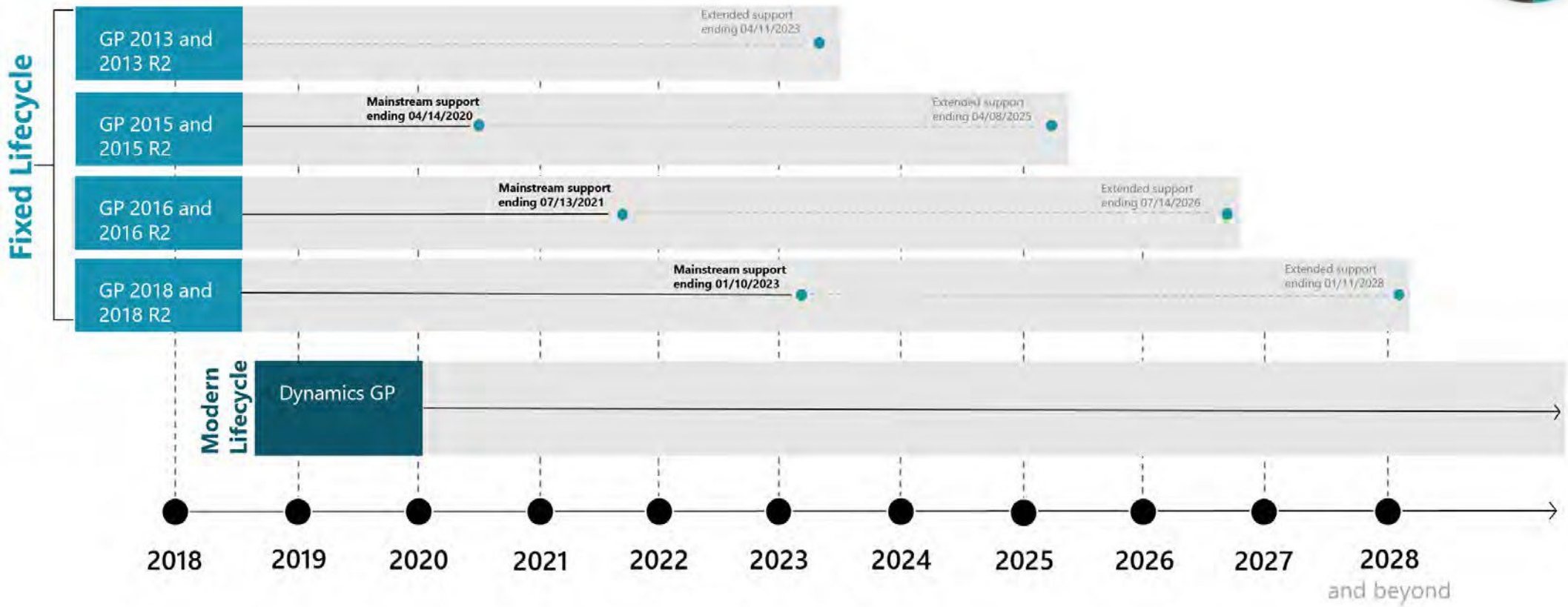
LIFECYCLE



Installing any compatible Dynamics GP tax release or hotfix on Dynamics GP 2018 or Dynamics GP 2018 R2 will bring you to version 18.5 or later, which enacts the Modern Lifecycle Policy. There are no tax releases or hotfixes available for Dynamics GP 2018 or Dynamics GP 2018 R2 that would allow you to stay on the fixed lifecycle.

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LIFECYCLE

What is Mainstream & Extended Support?

- Mainstream support includes ***tax and year-end updates***, security updates and non-security hotfixes.
  - During Mainstream Support, Microsoft provides new releases, updates, services packs, builds, fixes, and patches in order to enhance a product's security and reliability, close vulnerabilities, and fix problems.

- Extended support includes ***only security updates***.
  - During Extended Support, Microsoft continues to provide security and reliability updates, and bug fixes, but non-security updates are not provided without a paid support agreement. During Extended Support, Microsoft does not accept requests for new features or product design changes, or honor warranty claims. Online self-help via Microsoft's knowledge base is available for at least 12 months after Extended Support has ended for a product.

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VERSIONS

Fixed Lifecycle

The following older versions of Dynamics GP are governed by the Fixed Lifecycle Policy

IF YOUR DYNAMICS GP SOLUTION IS GOVERNED BY FIXED LIFECYCLE			
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 14, 2025	Dynamics GP 2015/Dynamics GP 2015 R2
Dynamics GP 2016 and GP 2016 R2	Mainstream support ended July 13, 2021	Ends July 14, 2026	Dynamics GP 2016/Dynamics GP 2016 R2
Dynamics GP 2018 and 2018 R2	Mainstream support ended January 10, 2023	Ends January 11, 2028	Dynamics GP 2018/Dynamics GP 2018 R2

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MODERN LIFECYCLE

Upgrade Schedule for Release & Support

Year	New Features and Bug Fixes	Tax Updates & Bug Fixes	Year End Updates	Staying Current
2022	October	June	November/December	Must be on one of the 2022 releases.
2023	October	June	November/December	Must be on one of the 2023 releases.
2024	October	June	November/December	Must be on one of the 2024 releases.

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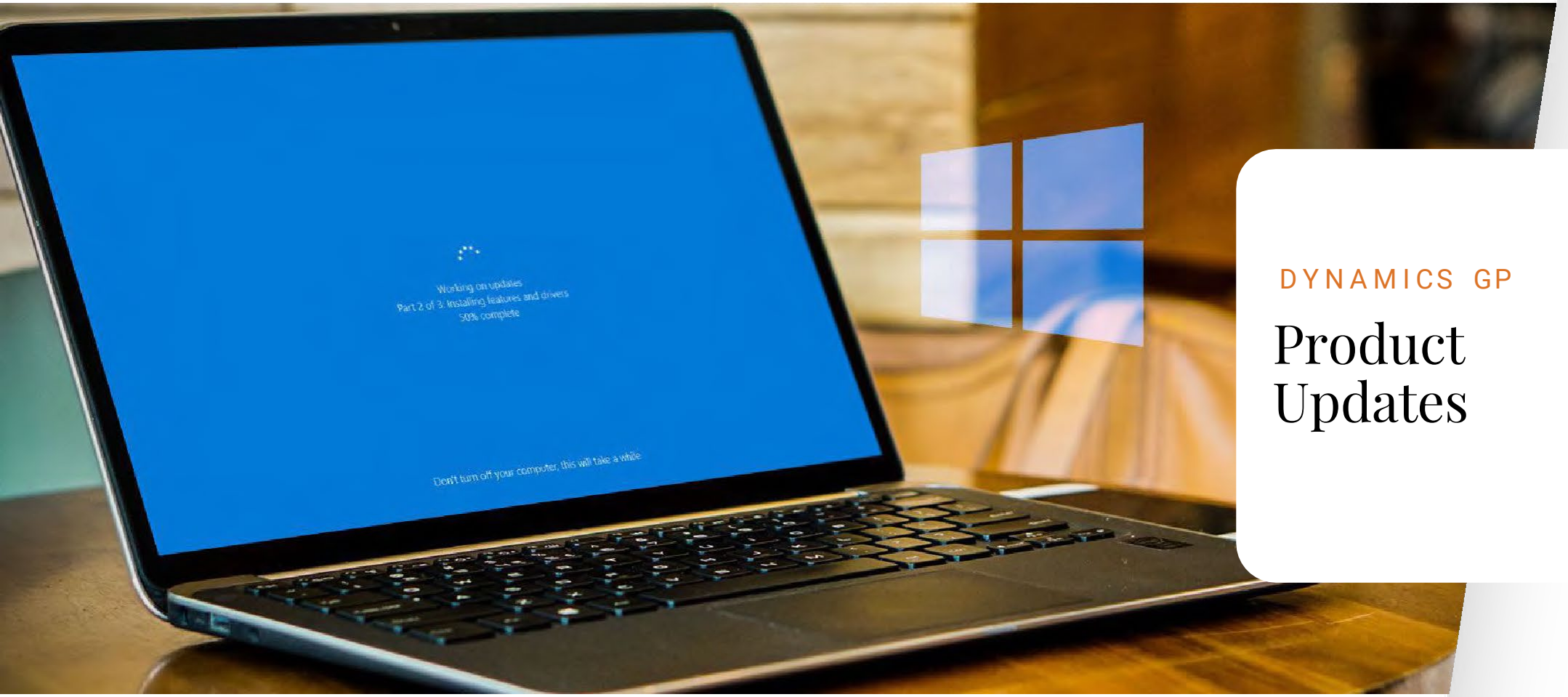

DYNAMICS GP

Product Updates

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UPDATES

What's New in GP as of October 2022

- Print Cash Receipts
- Inactivate Vendor Address ID
- **1099-NEC Form with Lines (on blank paper)
- Summary Display Bank Rec for Payables EFT, Credit Card Payments
- Checkbook Balance Inquiry Filters
- G/L Account Inquiry Lookup Enhancements (Category, Segment)
- View Workflow History on Reversing Journal Entries
- Transaction Level Post (post through) without Printing Posting Journal
- Reprint Bank Journals & Print Bank History Reports
- Print and Email POP & SOP Documents at the same time
- Workflow History option for No Approval Needed Steps
- Filter Navigation lists by Batch ID or Source
- Time Option in Report Scheduler
- Auto-post Batches Approved Through E-mail Workflow
- MultiFactor Authentication in GP Web Client

RESOURCES:

- Details on latest release: https://learn.microsoft.com/en-us/dynamics-gp/whats-new/version-october-2022
- Submit ideas: https://experience.dynamics.com/ideas/

BUILD YOUR TOOLKIT

Embracing the Cloud

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INTEGRATIONS

Financial Reporting –
Support Your System With Cloud Solutions

Four Tools Every Company Will Benefit From

Account Schedules

Native to Business Central

Solver

Financial Reporting & Budgeting & Forecasting

Workday Adaptive Planning

Financial Reporting & Budgeting & Forecasting

Power BI

Can use for financial reporting and analysis – Recommend Business Central Insights

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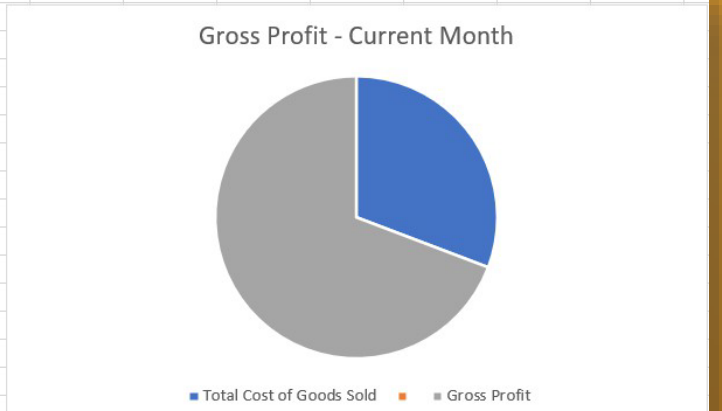
FEATURES

Account Schedules

Filters			
Date Filter	04/01/27..04/30/27		
Currency	USD		
		Current Period	Fiscal Year
P0001	**Income**		
P0002	Income, Services	$34,000	$5,837
P0003	Income, Product Sales	$69,228	$1,023,155
P0004	Income, Jobs	$183,400	$183,400
P0005	Sales Discounts	-$25	-$5,885
P0006	Sales Returns & Allowances	-$3	-$3
P0007	Income, Interest		
P0008	Job Sales Contra	$72,878	$101,427
F0009	**Total Income**	**$359,478**	**$1,307,932**
P0010			
P0011	**Cost of Goods Sold**		
P0012	Labor		
P0013	Materials	$105,080	$719,889
P0014	Discounts Granted		
P0015	Jobs Cost	$5,535	$5,535
F0016	**Total Cost of Goods Sold**	**$110,614**	**$725,424**
P0017			
F0018	**Gross Profit**	**$248,864**	**$582,508**
P0019			
P0020	**Expense**		
P0021	Rent Expense	$1,400	$31,600
P0022	Advertising Expense	$4,693	$22,943
P0023	Interest Expense	$2,100	$325
P0024	Fees Expense	$5,250	$16,500
P0025	Insurance Expense		-$12,750



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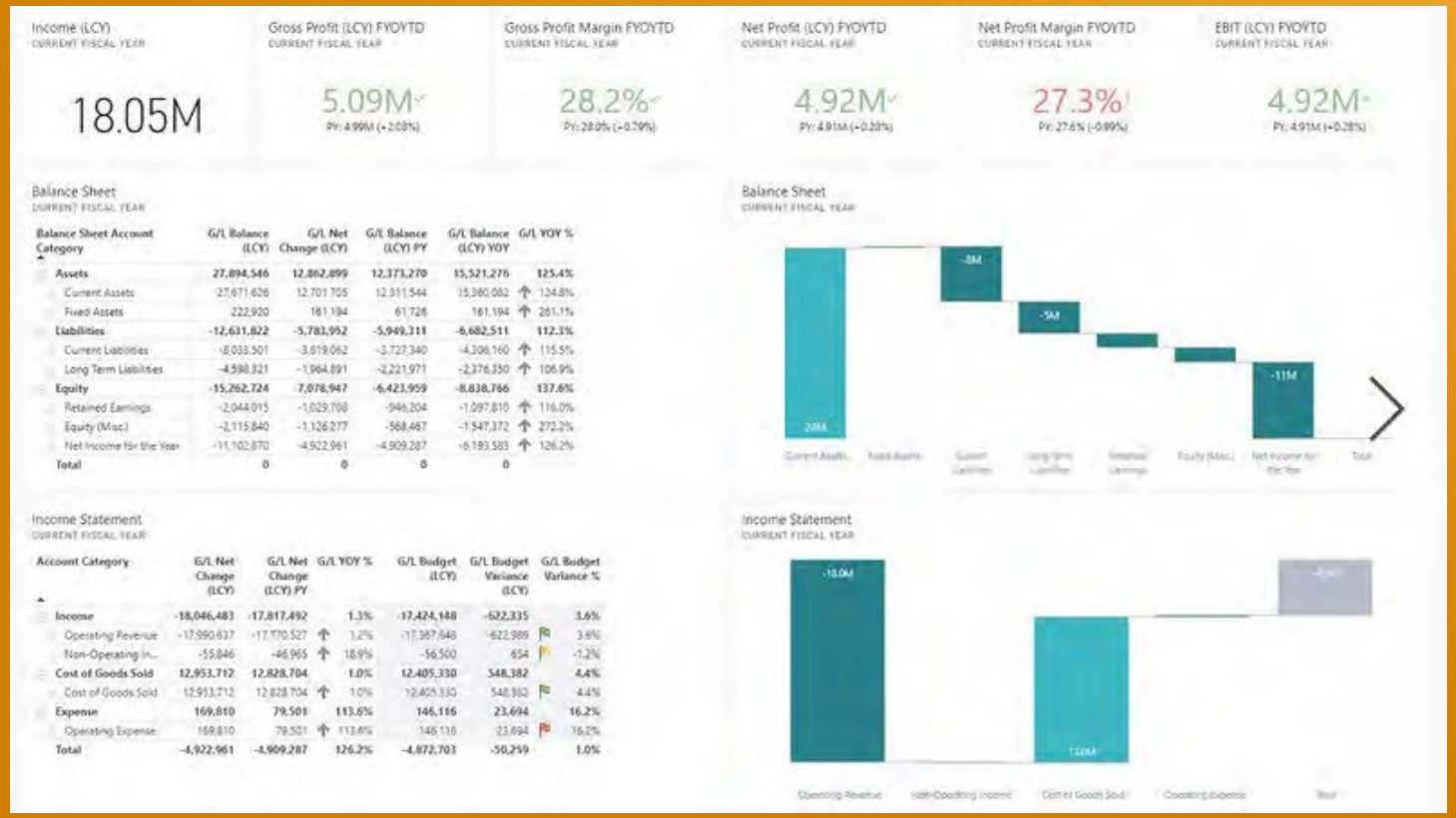
REPORTING

Power BI



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REPORTING

Solver

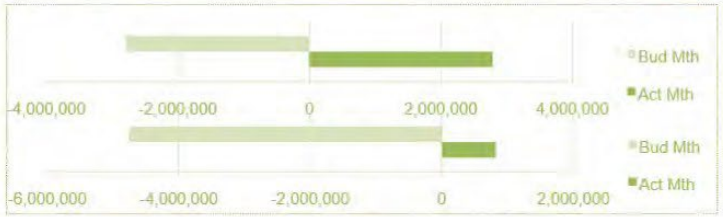
PROFIT & LOSS

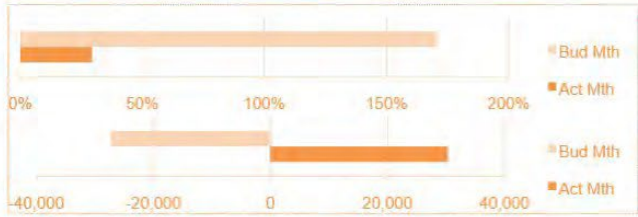
BI360

Company Corporate US

October, 2021

Revenues	$	2,789,647
Profit	$	819,990
Profit Margin		29.39%
Revenue/Employee		$30,322





		Act Mth	Act Mth LY	Var	Var %	Bud Mth	Var %	Act Ytd CY	Act Ytd LY	Variance
Revenue										
40010	Product Revenue	1,641,567	1,801,976	(160,409)	-8.9%	(1,641,567)	200.0%	17,317,749	16,309,826	1,007,922
40020	Services Revenue	900,209	1,021,327	(121,118)	-11.9%	(900,209)	200.0%	9,432,937	8,925,524	507,413
40030	Maintenance Revenue	164,550	186,426	(21,876)	-11.7%	(164,550)	200.0%	1,713,815	1,660,904	52,910
40040	Other Revenue	83,321	95,784	(12,463)	-13.0%	(83,321)	200.0%	846,427	835,827	10,600
	Total Revenue	**2,789,647**	**3,105,513**	**(315,866)**	**-10.2%**	**(2,789,647)**	**200.0%**	**29,310,927**	**27,732,082**	**1,578,845**
Expenses										
60010	Full Time - Salary	484,806	553,146	68,340	12.4%	484,806	0.0%	5,023,716	4,975,820	47,896
60020	Full Time - Commission	36,360	42,733	6,373	14.9%	36,360	0.0%	384,270	370,447	13,823
60030	Full Time - Bonus	123,689	136,838	13,149	9.6%	123,689	0.0%	1,273,532	1,235,463	38,069
61010	Part Time - Salary	48,018	56,010	7,993	14.3%	48,018	0.0%	513,134	495,964	17,170
61040	Part Time - Overtime	12,384	13,835	1,452	10.5%	12,384	0.0%	128,971	123,846	5,125
61050	Part Time - Bonus	18,439	20,884	2,446	11.7%	18,439	0.0%	193,111	185,654	7,458

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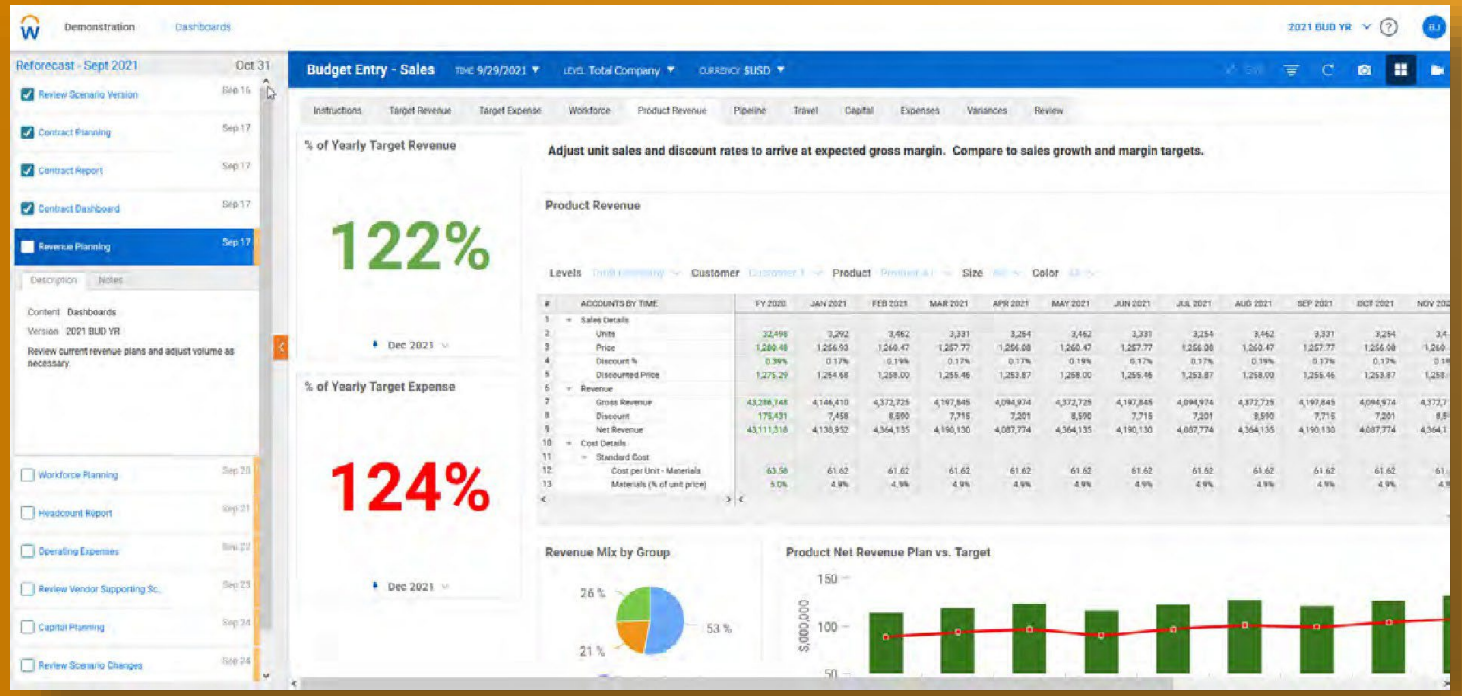
DASHBOARDS

Workday Adaptive Planning



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LAST TOPIC

Moving to the Cloud

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DIGITAL TRANSFORMATION

Business Change Drivers

Why Are More and More On-premises Users Moving to Cloud Solutions

- You implemented 10+ years ago and your business looks different
- Disruption such as pandemic
- Newer (younger) workforce
- Technology has evolved
- Server maintenance and security
- **Cutting Edge - Copilot!**
  - Nanoleaf Product Example

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COMPARISON

Dynamics GP and D365 BC

Comparison	Dynamics GP	D365 for Business Central
License Cost	Perpetual License with annual Enhancement Plan Plus hardware and/or hosting costs	$70/user/Mo. Essential $100/user/Mo. Premium ***GP Migrations – 40% Discount through 12/31/24***
Upgrades / Updates	Requires Upgrade to current version; then service pack updates	SaaS - Automated updates so always on current version
General Ledger	Segmented Chart of Accounts	Chart of Account Dimensions
Multi-Entity	Yes, Separate Databases	Binary Stream Multi-Entity Management or Separate Databases
Financial Reporting	Management Reporter	Account Schedules Or Solver
MICR Check Printing	Requires ISV	Yes – No ISV Required
BI Capabilities	Some PowerBI integration; can leverage analysis cubes to work with OLAP tools; custom integration with Tableau	Strong integrations with PowerBI and Power Platform
AP Automation	ISV for full AP Automation	Native Workflow

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PROMOTION

Bridge to the Cloud 2 (BTTC2)
2/1/23 – 12/31/24

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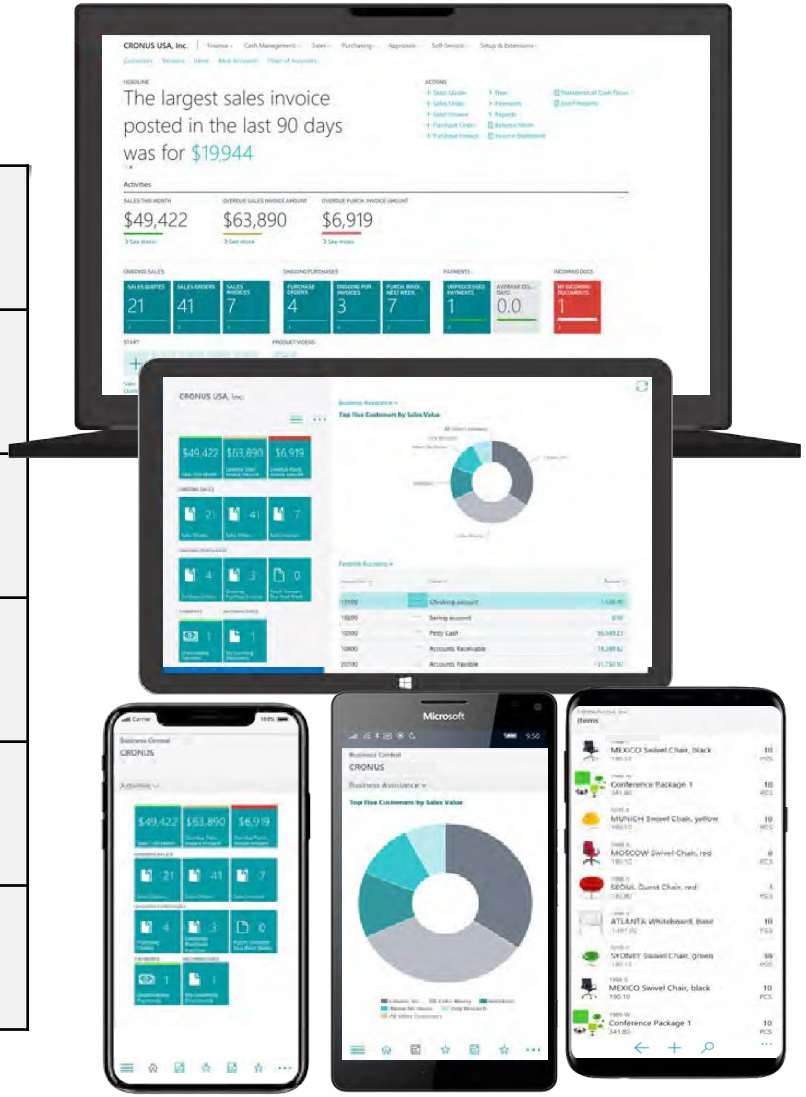
OVERVIEW

D365 Business Central Core Competencies

https://www.armanino.com/software/microsoft-dynamics-business-central/

Financial management	Accounts receivable and payable	Bank reconciliation	Fixed asset management	Month/Year end closing
Sales & service management	Quote generation	Contact management	Sales invoicing	Payment processing
Project management	Capacity planning	Budget and estimates	Job and process costing	Resource Management
Supply chain management	Inventory and Purchasing control	Shipment and distribution	Returns and cancellations	Procurement and vendor management
Operations management	Forecasting	Production planning	Manufacturing capacity	Warehouse management
Reporting & analytics	Customer insights	Self-sense reports	Interactive dashboards	Built-in intelligence



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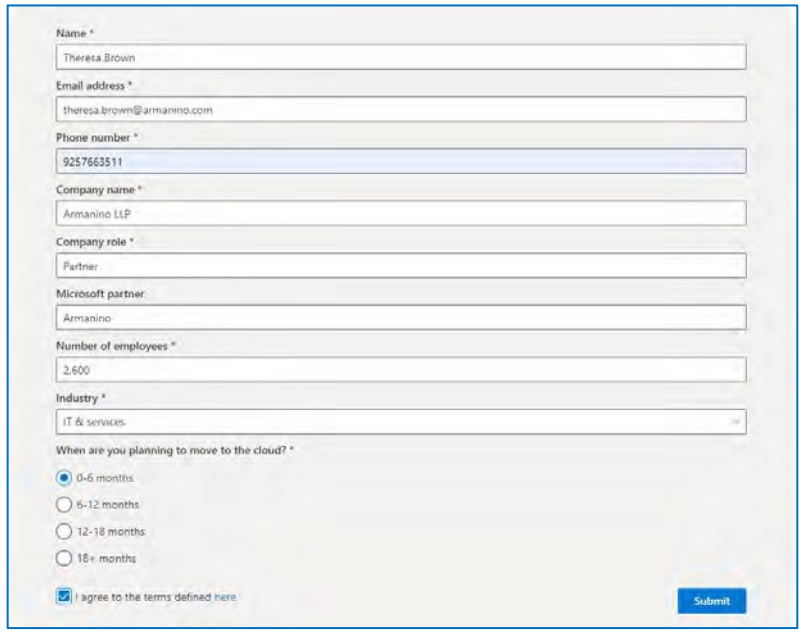
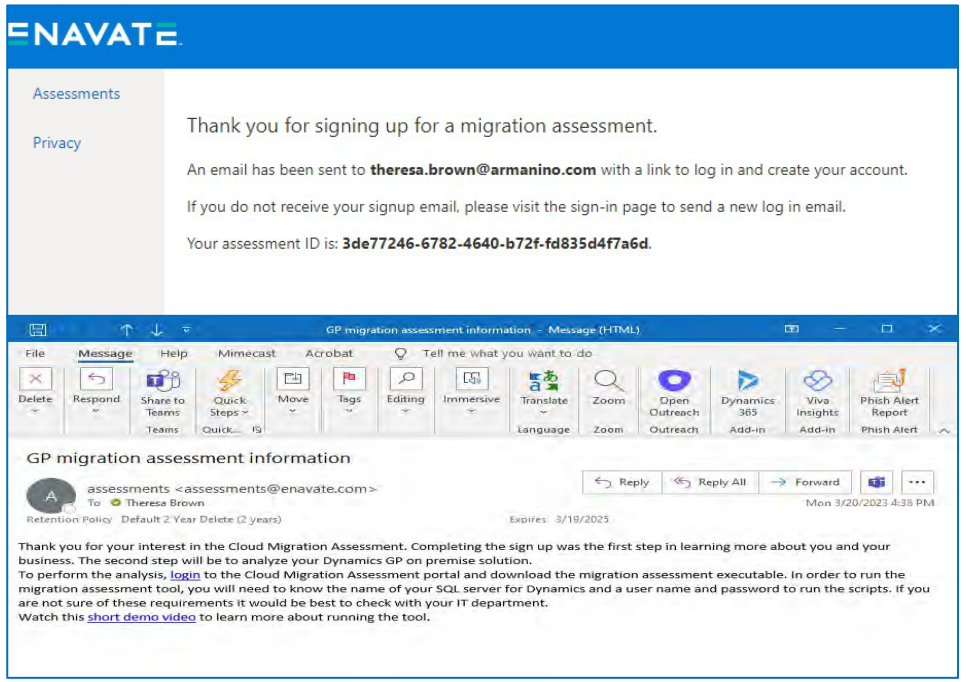
Getting Started

1) Readiness Assessment

   a) https://www.enavate.com/video-dynamics-gp-to-cloud-assessment-in-four-steps

2) Share results with your Client Manager





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Have Additional Questions?

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