



WELCOME

Dynamics GP 2023 & Beyond

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

INTRODUCTION

Today's Presenters



**Jack Peterson,
Armanino Advisory LLC**

Jack.Peterson@Armanino.com

925.302.4247



**Rebecca Bunas, Senior
Account Executive,
Armanino Advisory LLC**

Rebecca.Bunas@Armanino.com

858.207.5136



**Theresa Brown
Partner,
Armanino
Advisory LLC**

Theresa.Brown@Armanino.com

925.766.3511

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.

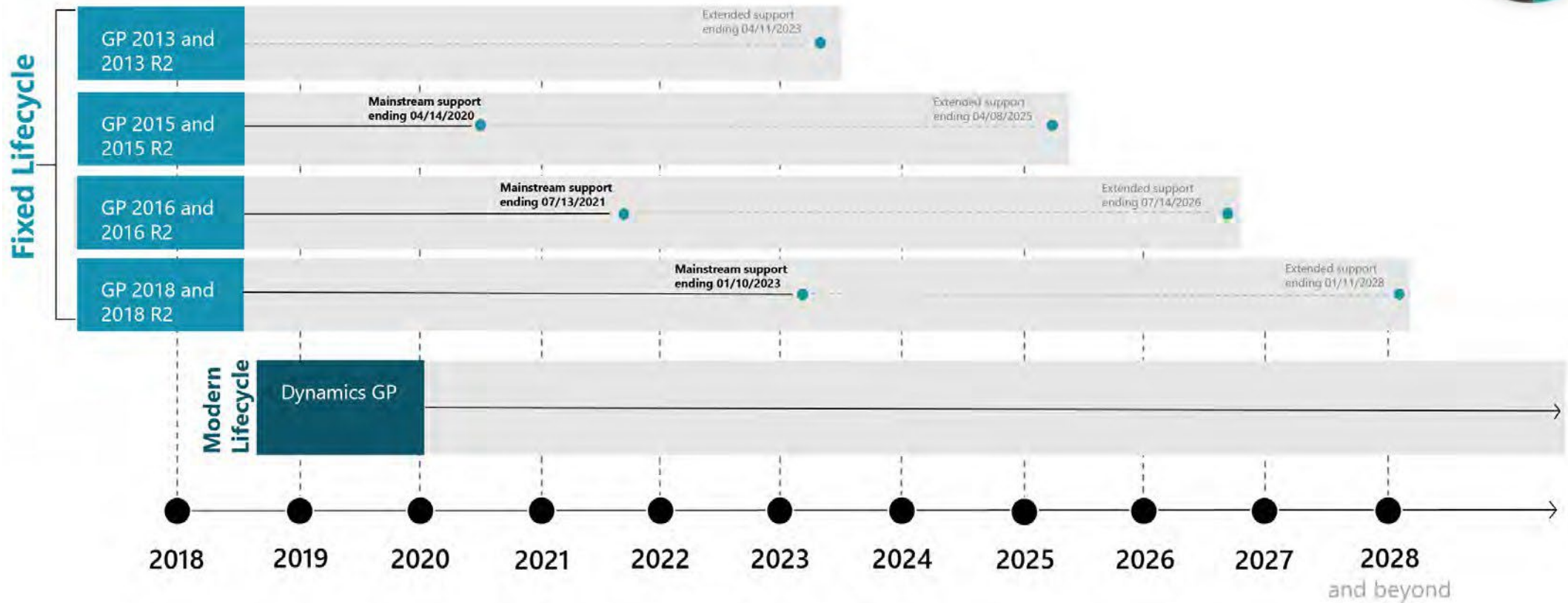
- Roadmap
- GP New Functions & Updates
- Cloud Integrations
- Moving to the Cloud



WHAT'S NEXT

Roadmap for Dynamics GP

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.



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.

VERSIONS

Fixed Lifecycle

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



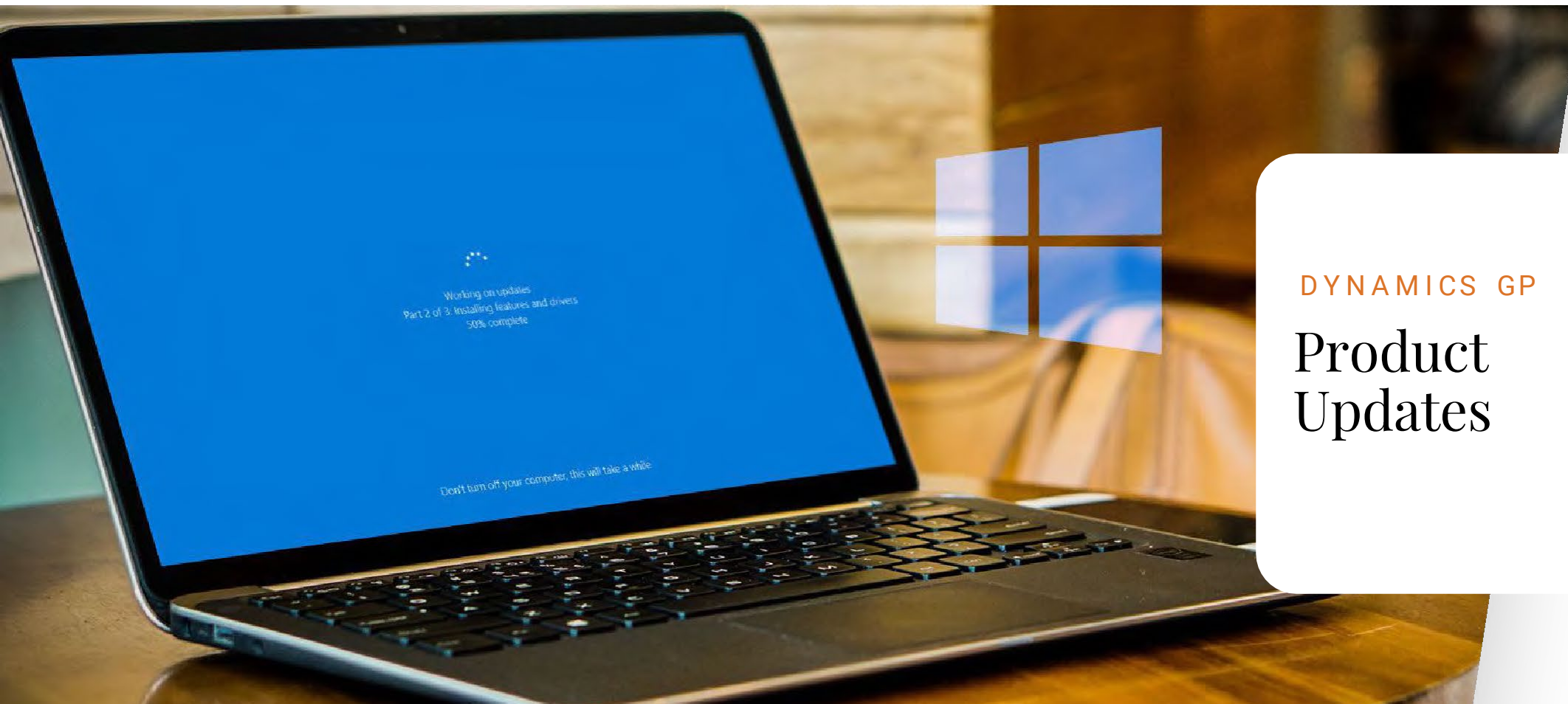
IF YOUR DYNAMICS GP SOLUTION IS GOVERNED BY FIXED LIFECYCLE

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



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.



DYNAMICS GP

Product Updates

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



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



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

Gross Profit - Current Month

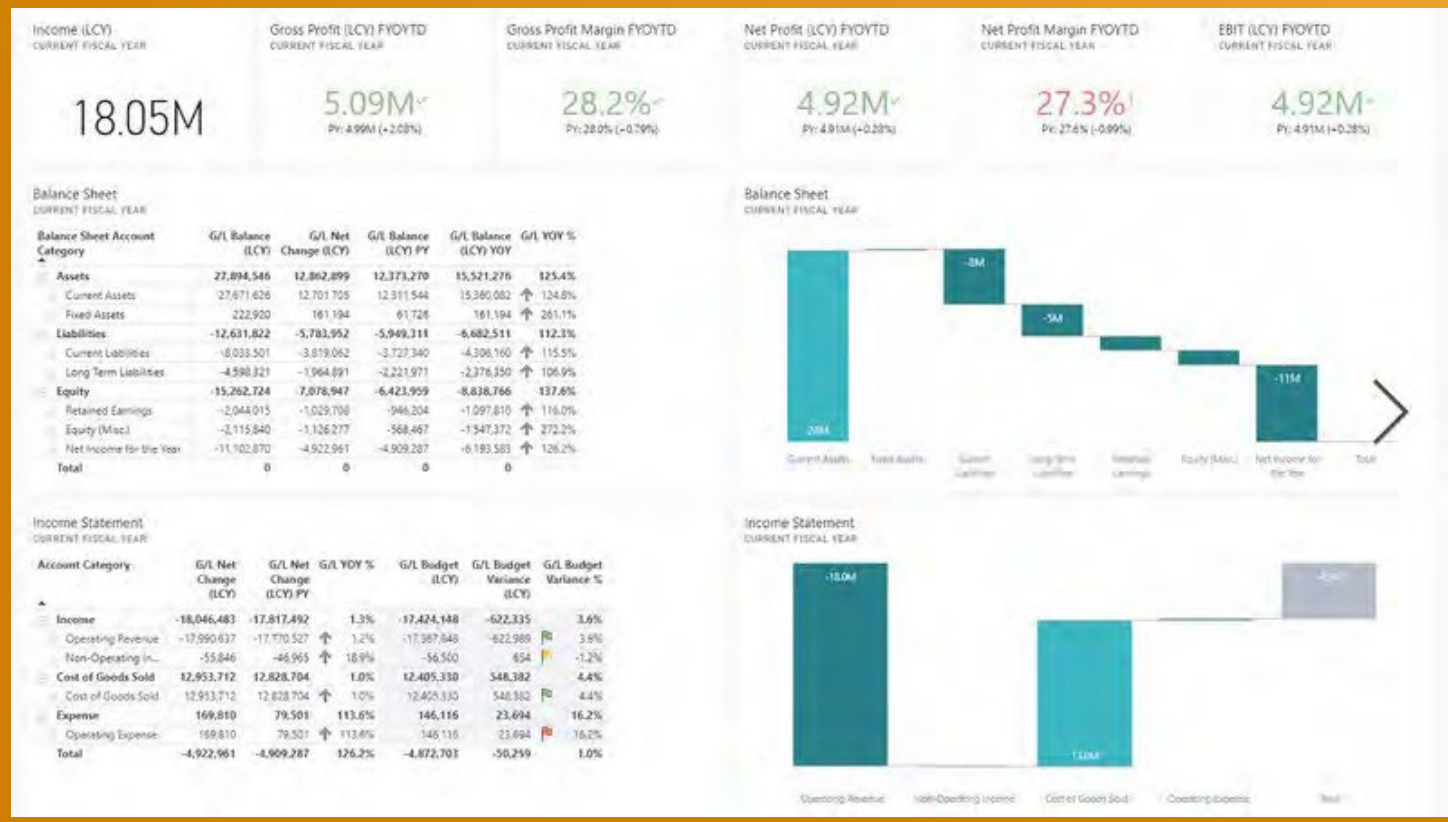
■ Total Cost of Goods Sold ■ Gross Profit

Sales Composition - Current Month

■ Income, Services ■ Income, Product Sales
 ■ Income, Jobs ■ Sales Discounts
 ■ Sales Returns & Allowances ■ Income, Interest
 ■ Job Sales Contra



REPORTING Power BI





REPORTING Solver

PROFIT & LOSS

BI360
October, 2021

Revenues	\$	2,789,647	(2,789,647)	
Profit	\$	819,990	(4,759,303)	

Revenue Variance: Act Mth vs Bud Mth (Month and YTD)

Profit Variance: Act Mth vs Bud Mth (Month and YTD)

Profit Margin 29.39% (170.8%)

Revenue/Employee \$30,322 (\$ (27,349))

Profit Margin Variance: Act Mth vs Bud Mth (Month and YTD)

Revenue/Employee Variance: Act Mth vs Bud Mth (Month and YTD)

	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



DASHBOARDS

Workday Adaptive Planning

Budget Entry - Sales TIME: 9/29/2021 LVD: Total Company CURRNCY: USD

% of Yearly Target Revenue
122%
Dec 2021

% of Yearly Target Expense
124%
Dec 2021

Product Revenue
Adjust unit sales and discount rates to arrive at expected gross margin. Compare to sales growth and margin targets.

#	ACCOUNTS BY TIME	FY 2020	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021
1	Sales Details												
2	Units	32,498	3,292	3,962	3,331	3,284	3,462	3,331	3,254	3,962	3,331	3,284	3,4
3	Price	1,280.48	1,256.53	1,249.47	1,257.77	1,256.08	1,260.47	1,257.77	1,256.08	1,260.47	1,257.77	1,256.08	1,260
4	Discount %	0.39%	0.17%	0.19%	0.17%	0.17%	0.19%	0.17%	0.17%	0.19%	0.17%	0.17%	0.18
5	Discounted Price	1,275.29	1,254.68	1,258.00	1,255.46	1,253.87	1,258.00	1,255.46	1,253.87	1,258.00	1,255.46	1,253.87	1,258
6	Revenue												
7	Gross Revenue	43,286,148	4,146,410	4,372,725	4,197,845	4,094,974	4,372,728	4,187,848	4,094,974	4,372,728	4,197,845	4,094,974	4,372
8	Discount	178,431	7,458	8,890	7,915	7,201	8,590	7,215	7,201	8,590	7,915	7,201	8,5
9	Net Revenue	43,111,516	4,138,952	4,364,135	4,190,130	4,087,774	4,364,135	4,180,130	4,087,774	4,364,135	4,190,130	4,087,774	4,364
10	Cost Details												
11	Standard Cost												
12	Cost per Unit - Materials	63.58	61.62	61.62	61.62	61.62	61.62	61.62	61.62	61.62	61.62	61.62	61
13	Materials (% of unit price)	5.0%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9%	4.9

Revenue Mix by Group
Pie chart showing 26%, 53%, and 21%.

Product Net Revenue Plan vs. Target
Bar chart showing monthly revenue trends against a target line.



LAST TOPIC

Moving to the Cloud

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



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 <i>GP Migrations – 40% Discount through 12/31/24</i>
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

PROMOTION

Bridge to the Cloud 2 (BTTC2)

2/1/23 – 12/31/24



Bridge to the Cloud Promotion

Microsoft's Latest Promotion for
On-Premises Users



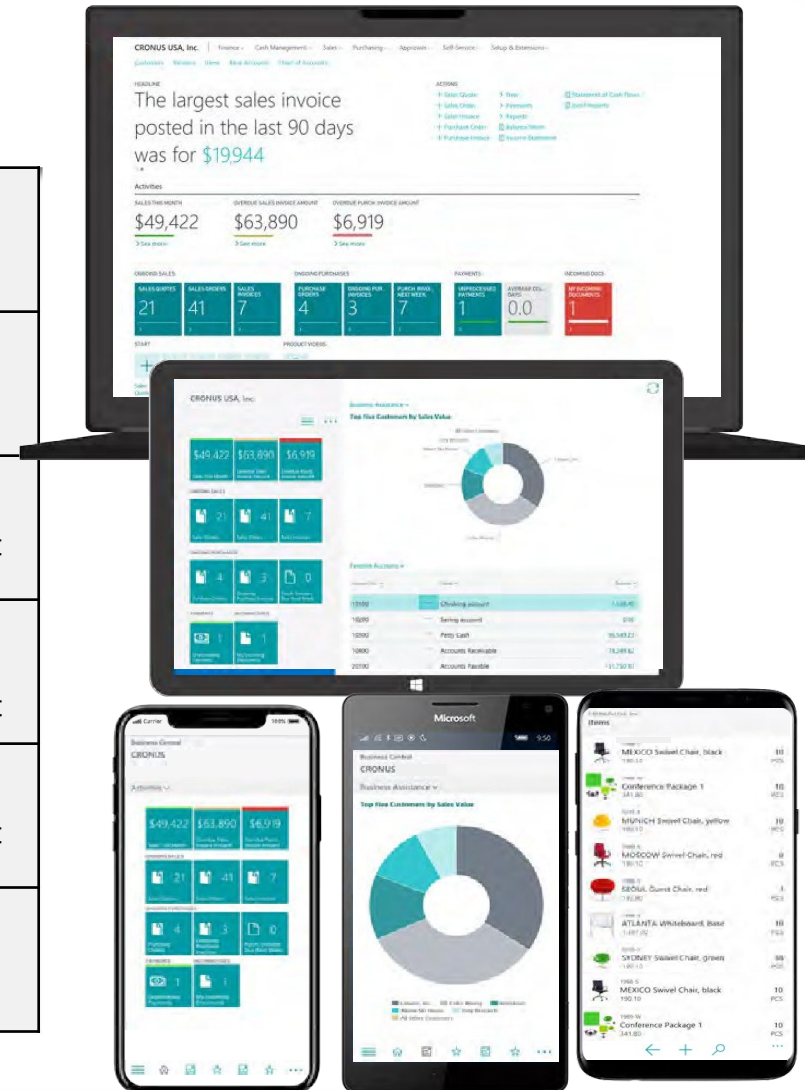
OVERVIEW

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
	Quote generation	Contact management	Sales invoicing	Payment processing
Sales & service management	Capacity planning	Budget and estimates	Job and process costing	Resource Management
	Inventory and Purchasing control	Shipment and distribution	Returns and cancellations	Procurement and vendor management
Project management	Forecasting	Production planning	Manufacturing capacity	Warehouse management
	Customer insights	Self-sense reports	Interactive dashboards	Built-in intelligence
Supply chain management				
Operations management				
Reporting & analytics				





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

Name *

Email address *
Phone number *
Company name *
Company role *
Microsoft partner
Number of employees *
Industry *
When are you planning to move to the cloud? *

0-6 months
 6-12 months
 12-18 months
 18+ months

I agree to the terms defined here

ENAVATE

Assessments

Privacy

Thank you for signing up for a migration assessment.

An email has been sent to **theresa.brown@armanino.com** with a link to log in and create your account.

If you do not receive your signup email, please visit the sign-in page to send a new log in email.

Your assessment ID is: **3de77246-6782-4640-b72f-fd835d4f7a6d**.

GP migration assessment information - Message (HTML)

File Message Help Mimecast Acrobat Tell me what you want to do

Delete Respond Share to Teams Quick Steps Move Tags Editing Immersive Translate Zoom Open Outreach Dynamics 365 Viva Insights Phish Alert Report Phish Alert

GP migration assessment information

assessments <assessments@enavate.com>

To Theresa Brown

Retention Policy Default 2 Year Delete (2 years)

Expires 3/19/2025

Mon 3/20/2023 4:38 PM

Thank you for your interest in the Cloud Migration Assessment. Completing the sign up was the first step in learning more about you and your business. The second step will be to analyze your Dynamics GP on premise solution.

To perform the analysis, [login](#) to the Cloud Migration Assessment portal and download the migration assessment executable. In order to run the migration assessment tool, you will need to know the name of your SQL server for Dynamics and a user name and password to run the scripts. If you are not sure of these requirements it would be best to check with your IT department.

Watch this [short demo video](#) to learn more about running the tool.

Have Additional Questions?

**Theresa Brown, Partner
Armanino Advisory LLC**

Theresa.Brown@Armanino.com

925.766.3511

**Rebecca Bunas, Senior Account Executive
Armanino Advisory LLC**

Rebecca.Bunas@Armanino.com

858.207.5136



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