

TIME TO CHART A NEW COURSE

Abandon Ship: Your Lifeboat Strategy After Dynamics GP

Exploring New Areas

Agenda

- The Storm Ahead: What's Really Happening with Dynamics GP
- Man the Lifeboats: Your ERP Exit Strategy
- Navigating the Waters: Choosing the Right ERP for You
- Stories from the Sea: Real Transitions That Worked
- Thrive Mode: Preparing Your Business to Grow Post-GP
- Wrap-up

KNOWLEDGE

Learning Objectives



**Understand the Risks of
Staying on Dynamics
GP**



**Build a Smart ERP Exit
Strategy**



**How to Choose the
Right Cloud ERP for
Your Business**

WELCOME

Today's Presenters



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The Storm Ahead: What's Really Happening with Dynamics GP

Understand the real implications of Microsoft's roadmap and the risks of staying on GP.

End of Life Support Dates

End of Support Timeline Modern Lifecycle (GPv18.2-18.7 - Current)

- **December 31, 2029:** End of product support and updates (Upgrade releases/Hot Fixes/YE updates).
- **April 30, 2031:** Final security patches released. (Must be Current on EP to receive these if needed)
- **April 30, 2031:** Dynamics GP Service Plan (EP) coverage will end and ability to purchase additional GP User licenses.
- **April 30, 2031:** GP Subscription Licenses: Customers are no longer licensed or permitted to use the software.

End of Support Timeline Fixed Lifecycle

- **GP2013-GP2016R2:** Mainstream & Extended Support are already out of support. (And any prior versions)
- **Dynamics GP 2018 and 2018 R2** lost mainstream support on January 1, 2023 (no more upgrades, YE updates, hotfixes), and extended support ends January 11, 2028.

CRITICAL BUSINESS CONSIDERATIONS

Top 5 Risks Staying on Dynamics GP

1. End of Microsoft Support - Increased Security Risks

Microsoft announced the end of support for Dynamics GP, with security updates stopping in April 2031. Without updates, businesses risk security vulnerabilities, compliance issues and target for Cyber Attacks.

2. Rising Maintenance Costs

Maintaining on-premises systems like GP involves ongoing costs. These include hardware upgrades, software upgrades, server maintenance, and customizations become more expensive to maintain.

3. Outdated Technology- Limited Scalability

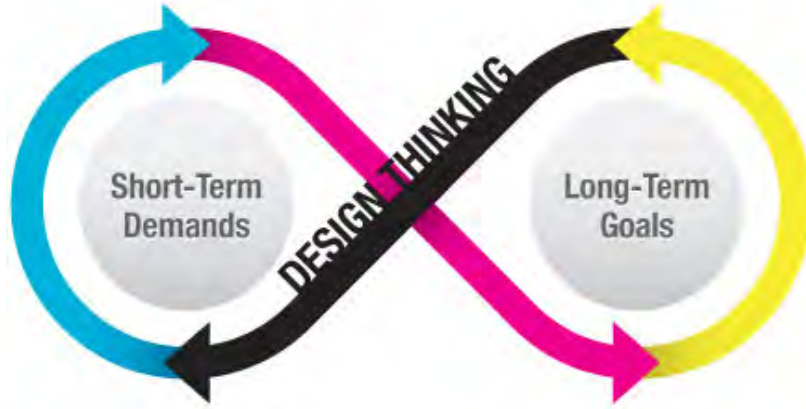
Dynamics GP relies on older technology stacks, limiting its ability to keep up with modern business demands, scale efficiently and cloud integrations.

4. AI is the Future and Here now – falling behind your competitors

Cloud-based ERP systems are benefiting from AI-powered analytics for smarter decision-making, real time reporting to financial insights, and automation benefits.

5. Talent shortage

As GP fades so does the pool of professionals who know how to support it. That means longer downtimes and higher costs when issues arise with limited resources. New Hires will be easier to hire & retain staff with modern cloud-based systems.



MODERNIZATION STARTS NOW

What Does It Mean For You (Short-Term)

- **Consider a lift-and-shift if you are still on-premise**
- **Stop investing in GP extensions**
 - Establish your long-term data and analytics strategy
 - Utilize Power Platform
- **Make sure you have the right partner to sail off into the sunset with**

Man the Lifeboats: Your ERP Exit Strategy

Learn what a smart, structured transition plan looks like—and how to start building yours.



ENABLEMENT STARTS HERE

Preparing Your Crew

“An ounce of prevention is worth a pound of cure.”

SET THE COURSE

Planning Your ERP Exit Strategy

- Factors to consider in your preparations:
 - It's not an upgrade
 - Executive alignment will be critical
 - Realistic timelines are key
 - Data is more critical than ever
 - Holistic strategy is a must



Your Exit Strategy



Navigating the Waters: Choosing the Right ERP for You

Discover how to evaluate cloud ERP options and align them with your business needs.

AN AGILE APPROACH TO ERP SELECTION

Key Components of ERP Selection

Baseline
Requirements



Data Strategy



Automation
Feasibility



AI
Enablement



SOLUTION SELECTION- BASELINE REQUIREMENTS



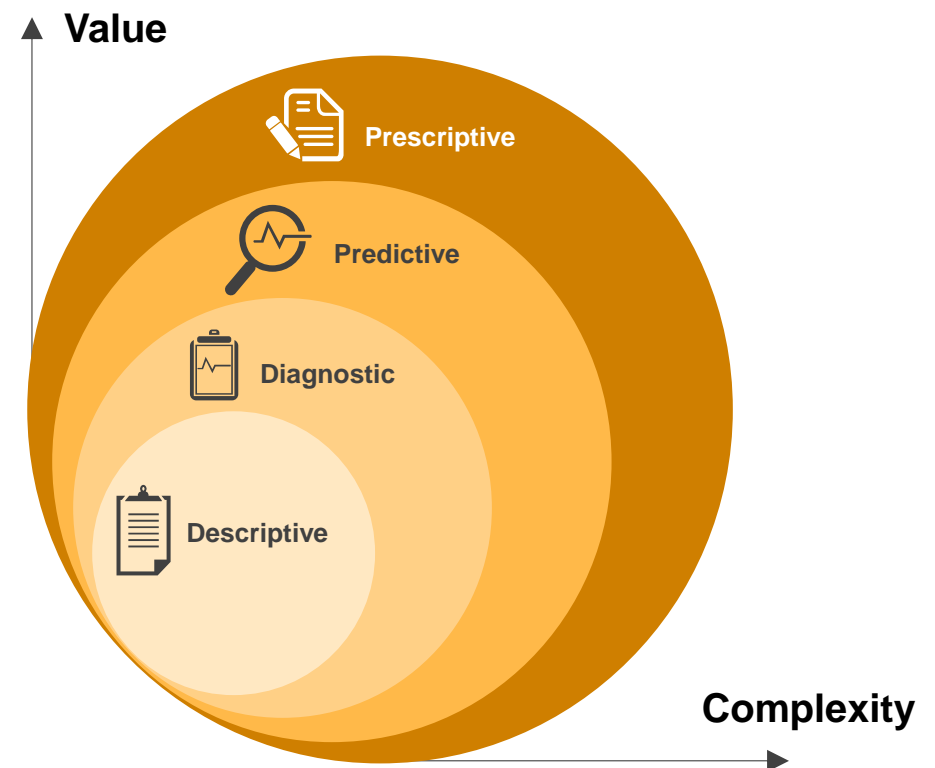
ESTABLISHING A ROBUST DATA STRATEGY

Data Governance

- How do we **manage** our data?
- Prerequisite surrounding infrastructure to enable an effective data strategy
- Involves setting up policies, standards, and procedures for data, and defining roles and responsibilities for data management

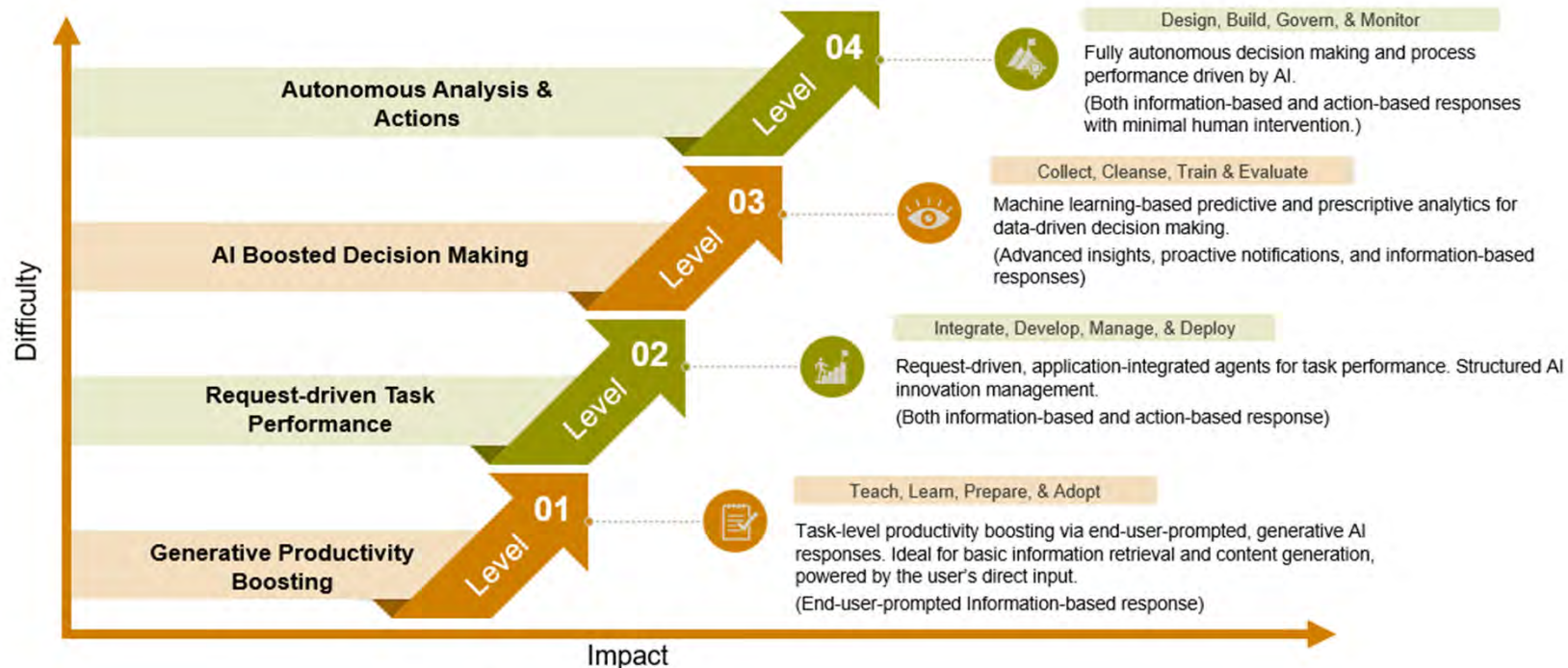
Data Strategy

- What are we trying to **accomplish** with our data?
- Outlines the objectives for utilizing data to drive business growth and efficiency
 - Leveraging data for informed decision-making
- Focus should be to design a scalable data strategy that is adaptable to future technology



AUTOMATION AND AI ENABLEMENT

How to Maximize the Impact of Your AI Investments



MICROSOFT D365 BC VS FSC

Who Is the Natural Successor?



Microsoft Dynamics 365
Business Central



Microsoft
Dynamics® 365



Finance



Microsoft
Dynamics® 365



**Supply Chain
Management**

OPTIONS BEYOND MICROSOFT

Additional ERP Options



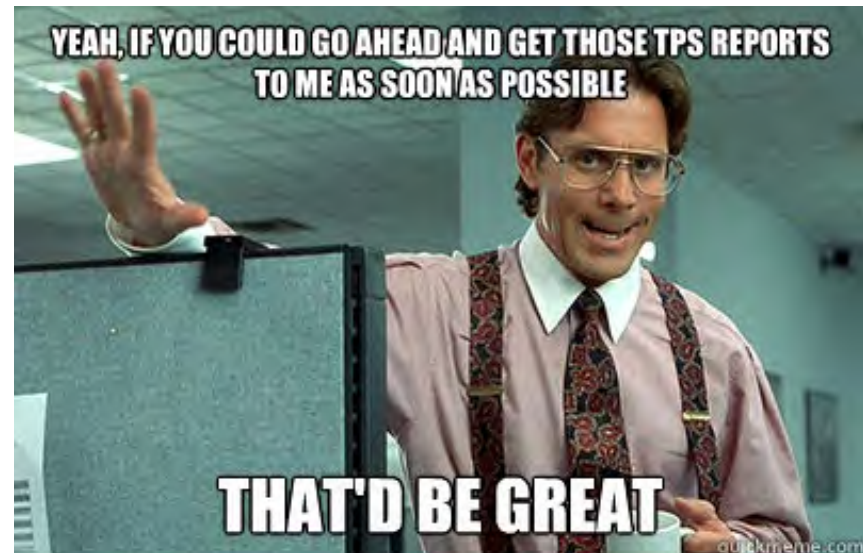
Stories from the Sea: Real Transitions That Worked

Hear real-world case studies from businesses that successfully left GP behind.

STORIES FROM THE SEA

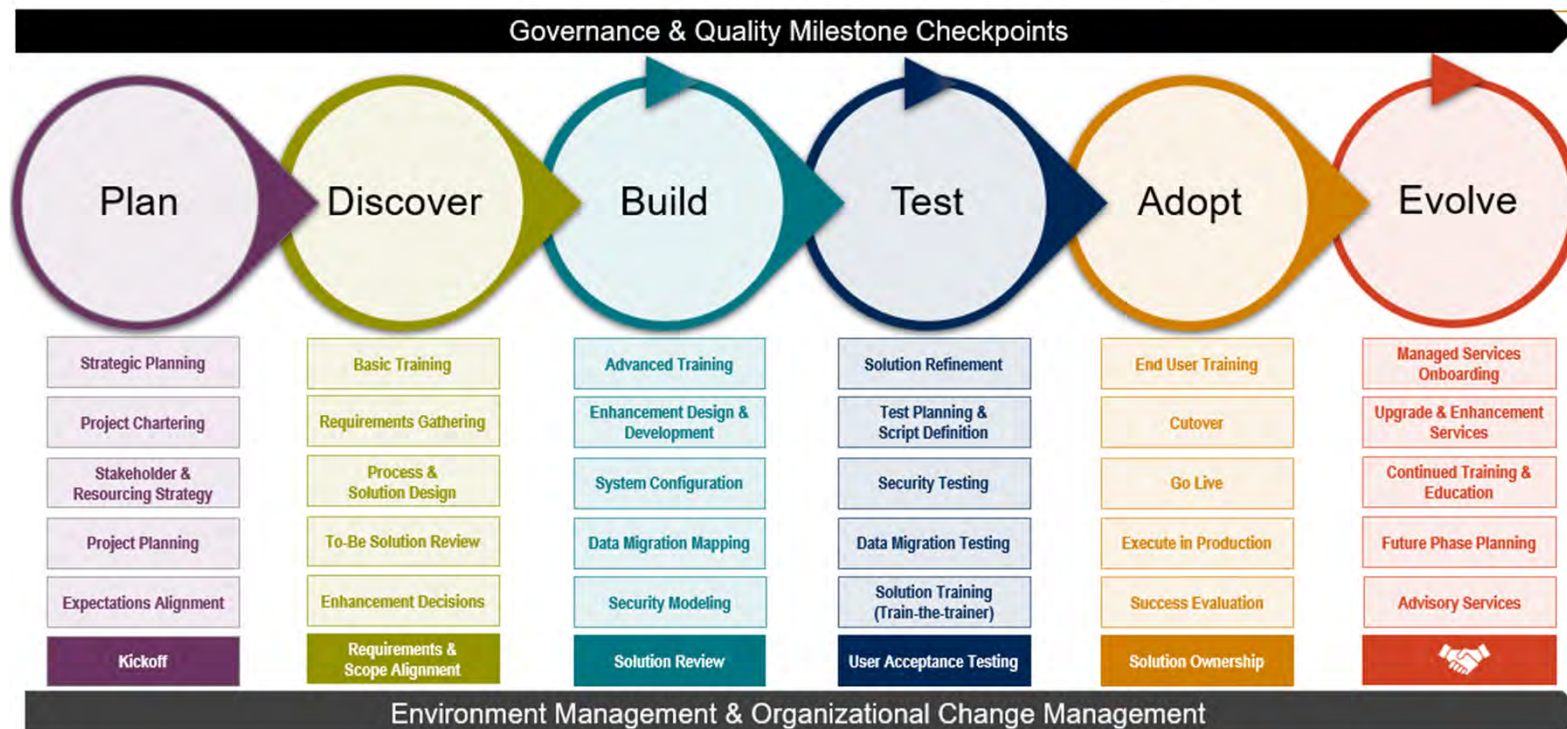
Most Common Challenges

- Chart of Accounts structure – dimensions concept
- SmartLists going away – how will I live without them?



STORIES FROM THE SEA

Follow a Proven Methodology



STORIES FROM THE SEA

GP → Sage Intacct

- Non-profit's most common migration
- Small project teams expected, with stretched resources, mostly working with Armanino on top of their day jobs
- Armanino's Integration Pack's (CloudSync) starting points for many systems – Open API's with Intacct
 - Salesforce, Concur, Workday Adaptive, Dynamics CRM, Blackline, Coupa, Fluxx ...
- Native Multi-Entity in Sage Intacct
- Strong Financial Reporting/Consolidations/Dashboards
- More AI capabilities announced at Sage Future conference earlier this month
- Rapid implementations are typical (3-5 months)

STORIES FROM THE SEA

GP → D365 Finance & Supply Chain

- Largest enterprise-level organizations
 - 20 user minimum
 - Industry capabilities (life science and food & bev compliance-based)
 - Deep Quality and Compliance functionality, Rev Rec, Robust MRP
 - Multiple languages and locality packs allowed per instance (47 languages available)
 - Vendor and Employee portals
- Typical to have custom integrations with best-in-breed add-on solutions (LIMS, Workday HCM...)
- Custom pieces turned into PowerApps, LogicApps, ...
- Expect longer implementations of 9-18 months

STORIES FROM THE SEA

GP → D365 Business Central

- No minimum users (1 User) vs D365 FSC
- Solid manufacturing platform
- One country pack per instance (24 language available)
- Microsoft Azure Cloud platform – improved mobility and remote access
- Native Integration with Microsoft Tools – PowerBI, Teams, Office, Outlook
- Multi-Entity Management is an add-on (Binary Stream)
- Solver has been our preferred Advanced Reporting solution (GL & Subledgers)

- Expect 4-12 months for implementations

Thrive Mode: Preparing Your Business to Grow Post-GP

See how moving to the cloud can unlock efficiency, scalability, and strategic growth.

ADOPT AND EVOLVE

Solution Ownership Workshop



■ How you will support and maintain the system should be established months in advance

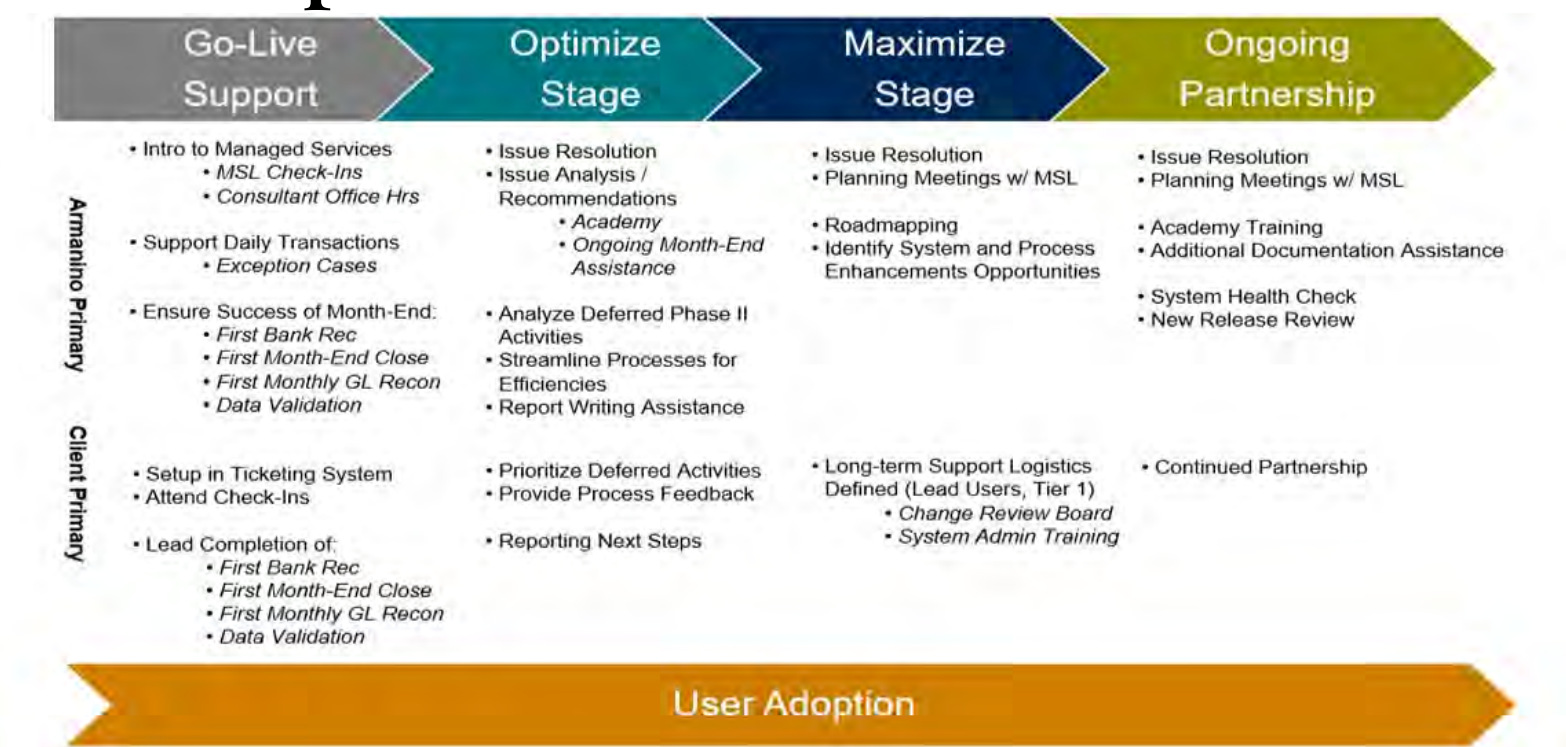
- Goals of the Solution Ownership Workshop:
 - Going live with appropriate security in place
 - Going live with system admin training for IT team
 - Going live with a proper plan for HyperCare support
 - Going live with issue tracking processes and systems in place
 - Going live with environment usage plan
 - Going live with enhancement backlog and change management process
 - Going live with a plan to handle future system updates
 - Going live with a plan for regression testing
 - Going live with system monitoring in place



A Solution Ownership Workshop must be conducted around the time you start testing to close the project successfully, with the right trainings and focal points to prepare for post go-live.

ADOPT AND EVOLVE

Go-Live Expectations



ADOPT AND EVOLVE

Modernization Mindset

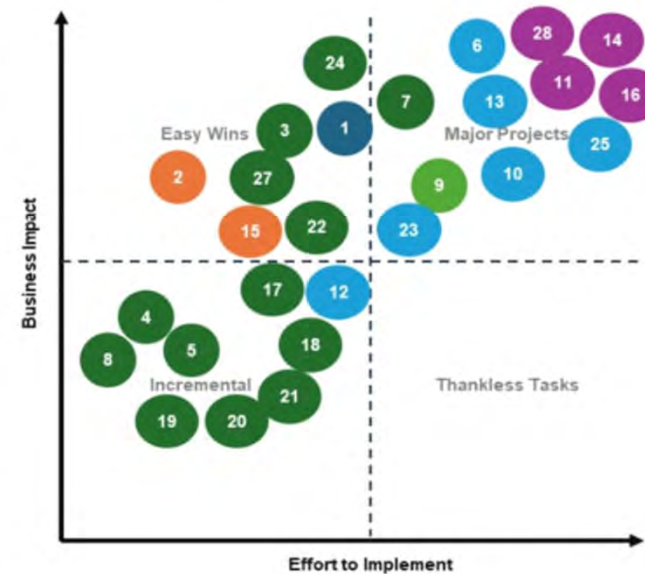
Example: AI Opportunities Heatmap

MEASURING IMPACT VS. EFFORT TO IMPLEMENT TO PRIORITIZE NEXT STEPS

Opportunity Identified	
1. AP automation	15. Integrate Slate.org with MaiaLearning
2. Integrate Blackbaud & Paycom	16. Academic benchmarking
3. Bank reconciliation automation	17. Automate senior transcript aggregation
4. Automate Amazon upload	18. Automate Florida Bright Futures data entry
5. Automate student billing import	19. Automate weekly event post
6. Time entry app	20. Automate event registration / survey tracking
7. Credit card reconciliation automation	21. Automate MaiaLearning paragraphs
8. Automate alumni gifts	22. Essay tracking automation
9. Chatbot	22. Automate reminder on eval expirations
10. Onboarding app	23. Enrollment form app
11. Admissions dashboard	24. Health report aggregation automation
12. App for ambassador data	25. App for lesson / student scheduling
13. Admissions app	27. Automate alerts for key donor communications
14. Donation recommendation engine	28. Hate speech alert

Key:

■ = 3rd party solution
 ■ = Custom integration
 ■ = Robotic process automation
 ■ = Custom application
 ■ = Predictive analytics
 ■ = Generative AI



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