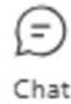


Build the Business Case to Modernize Your Legacy ERP

With Dynamics GP & AX Being Deprecated, Here's What You Risk by Waiting to Act

May 28, 2026

Quick Tips



Ask Questions

Click the **Q&A** button and select **Ask a question**. Press **Send** to submit your question to the host or panelists.

Chat

Click the **Chat** icon (speech bubble) on the toolbar. Type your message in the **Type a new message** box at the bottom. Press **Enter** to send.

Raise Your Hand

Use the **Raise Hand** icon in the toolbar to signal that you have a question for the host or need assistance.

Today's *Presenters*



Jeremy Sucharski
Partner
Strategy & Transformation

20+ years Management Consulting with
Technology and Digital Transformation Focus



Gina Pabalan
Enterprise Account Executive

30 years ERP Solutions
20 years Microsoft



Jeff Stone
Senior Director
Consulting

25 years ERP Solutions
18 years Microsoft



Agenda



Microsoft's
Dynamics GP
End-of Life
Dates



Support Options



Build your
Business Case
with the 8
Levers



Comparing
Dynamics D365
Cloud Options



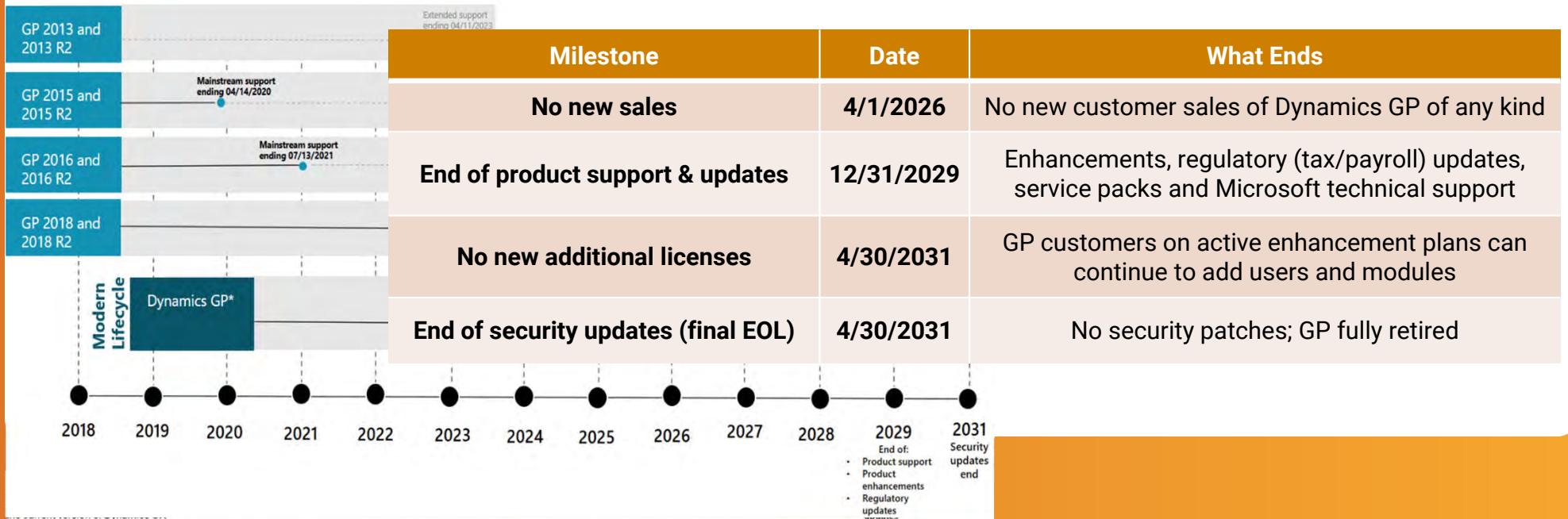
Additional
Considerations

Timeline: What's Really Happening with Dynamics GP

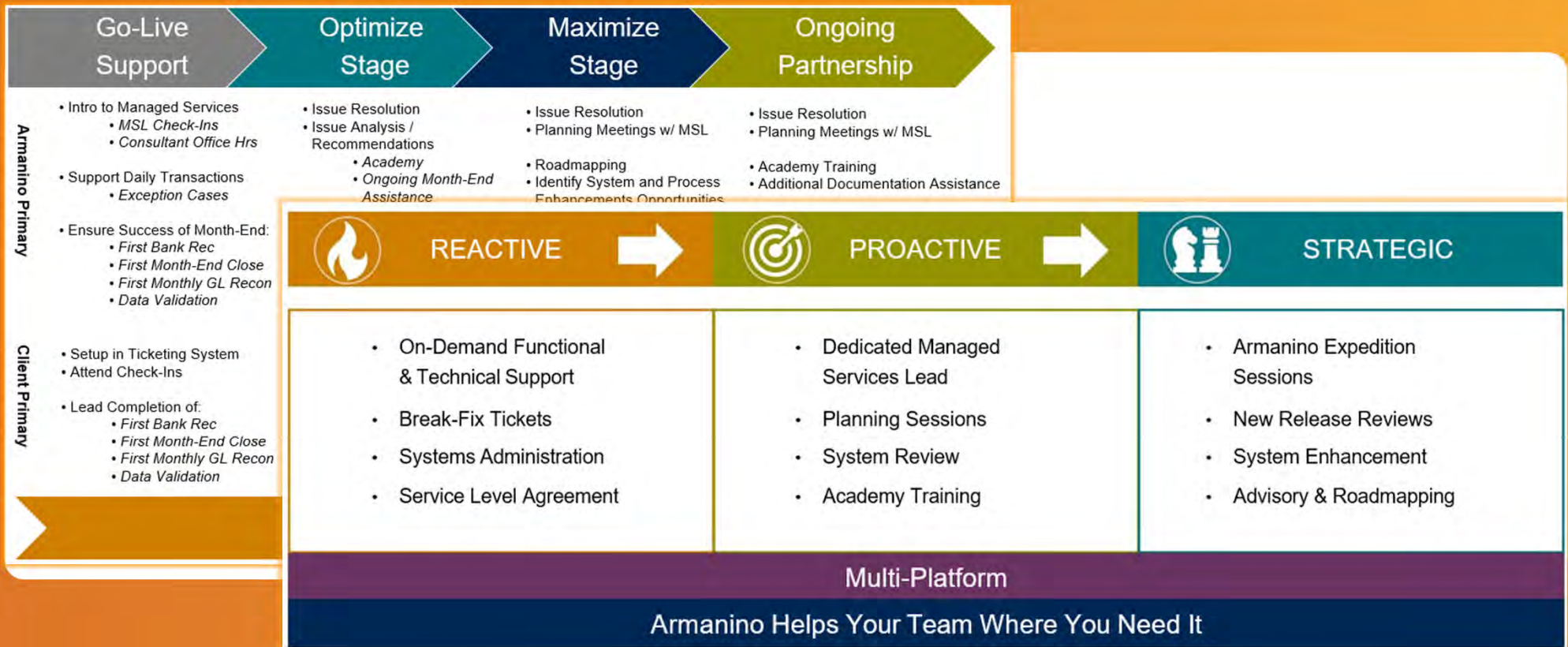
Understand Microsoft's roadmap & your ongoing support options

Dynamics GP Support Dates

Customers are supported through **December 31, 2029**, with limited security coverage until April 30, 2031. Organizations that depend on compliance, payroll, or regulatory updates should plan to transition well before 2029.



Support Options



Leverage Value Drivers to Align With C-Suite Priorities

**Understand how to build a compelling business case for
modernization**

The Business Case

Strategic Priorities



Grow Revenue

Enhance Customer Experience

Lower Operating Costs

Reduce Risk Exposure

Increase Strategic Agility

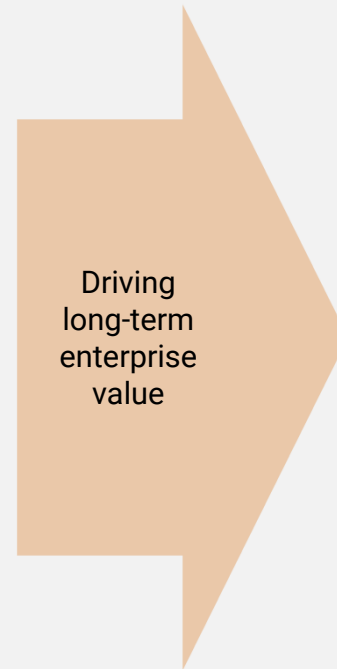
In today's competitive and volatile operating environment, sustainable enterprise performance requires disciplined focus on a small set of high impact priorities to **enhance profitability**, strengthen competitive differentiation and **create long-term enterprise value**.

The Business Case for Modernizing Your ERP Platform

A business case for ERP Modernization is built on **eight high-impact value drivers** that improve performance, reduce friction and create long-term enterprise value.

Modern ERP Value Drivers

- Speed of Innovation
- Data, Analytics & AI
- Security & Compliance
- Talent & Skills
- Integration & Dependencies
- Reputation & Trust
- M&A and Divestitures
- Total Cost of Ownership



Do your competitors move faster, while you're frozen in time?

Speed of Innovation

Modernized environment enables:

- ✓ Platform auto-scaling
- ✓ Dozens of easily embedded SaaS tools
- ✓ API-first integrations
- ✓ New features roll out continuously
- ✓ Predictable upgrades with automation testing tools
- ✓ Modern, scalable development tools



Is your ERP system a transaction recorder that blocks flexible Analytics and AI?

Data, Analytics & AI



Modernized environment:

- Cross-system analytics, enables true “end-to-end visibility”
- AI features delivered as part of the platform
- AI Agents embedded in workflows (i.e., planning and forecasting)
- AI Co-Pilot / “Ask your ERP” instead of building reports
- New AI features delivered automatically and continuously

Security & Compliance

- Provider-managed security & patch management
- Continuous monitoring & threat detection
- Enterprise-grade cybersecurity investment
- For Microsoft, 3,500 global cybersecurity experts help safeguard business assets and data in Azure
- Built-in compliance frameworks with automatic regulatory updates.
- Advanced identity & access controls
- Auditability & traceability



Looking to Build a Future-Ready Workforce?

Talent & Skills



Modernized environment:

- Deep and expanding talent base - more robust pool of skilled resources
- Higher talent retention & engagement - easier to recruit, staff and retain
- Intuitive, user-centric experience
- Skills transfer across platforms
- Stronger ecosystem support

Will one change break five downstream systems or processes?

Integrations & Dependencies

Modernized environment:

- ✓ Designed for continuous updates & compatibility
- ✓ Cloud-based identity & authentication
- ✓ Modern, flexible, supported APIs/connectors
- ✓ Extensive ecosystem of pre-built connectors/apps
- ✓ Alignment with current security protocols (OAuth, OpenID Connect, TLS encryption)



Worried that your unsupported system will turn a system failure into a credibility event?

Reputation & Trust



Modernized environment:

- Signals corporate credibility & modernization
- Strengthens governance & internal controls
- Exhibits strong governance
- Demonstrates strong long-term executive stewardship

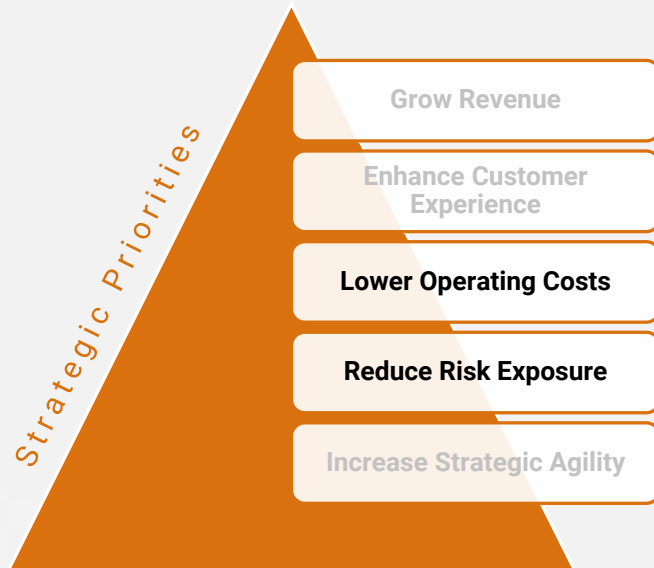
M&A and Divestitures

- Accelerated onboarding of new entities
- Clearer financial and operational separation
- Scalable platform and flexible architecture
- Enhanced integration and ecosystem connectivity



Are you paying enterprise-level costs for legacy value?

Total Cost of Ownership



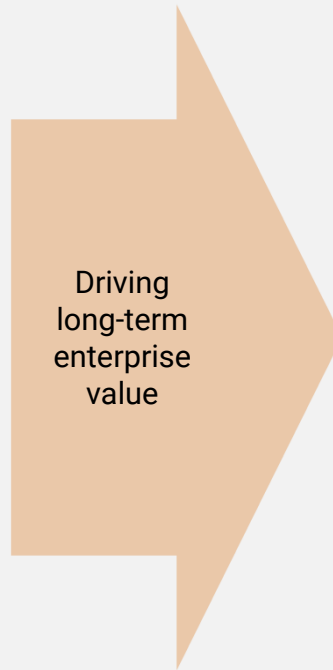
Modernized environment:

- Continuous vendor-delivered enhancements/updates
- Eliminated infrastructure lifecycle costs (hardware, database, OS, middleware, backup)
- Vendor-driven security and other patches
- Minimized exposure to unpredictable break/fix consulting costs
- Lower long-term technical debt

Why Do Anything? Most Compelling Reasons

Modern ERP Value Drivers

- Speed of Innovation
- Data, Analytics & AI
- Security & Compliance
- Talent & Skills
- Integration & Dependencies
- Reputation & Trust
- M&A and Divestitures
- Total Cost of Ownership



Choosing the Right ERP

Leaning into Microsoft

Microsoft Dynamics 365 outcompetes with the only **fully integrated stack**, on the world's **most trusted and comprehensive cloud**

- Works seamlessly with the Microsoft applications you already use and know – Outlook, Teams, Excel and Power Platform
- AI infused throughout the solution brings you continuous insights to speed decision making
- A single system that works across international locations
- Scalable and extensible to grow and adapt with your growing business



IDENTITY, SECURITY, MANAGEMENT & COMPLIANCE

Choosing the Right ERP for Scale & Complexity

Category	Business Central (BC)	Finance & Supply Chain (FSC)
Target Market & Company Size	SMB & lower mid-market 100-300 users	Upper mid-market & enterprise 300-5000+ Users
Typical License Cost Range	\$50,000 - \$180,000	\$100,000 +
Typical Implementation Cost Range	\$75,000 - \$500,000	\$500,000 + (finance only) \$750,000 + (w/ Supply Chain)
Financial Management	Core accounting, budgeting, basic reporting	Advanced dimensions, consolidations, intercompany, compliance
Supply Chain Depth	Basic inventory, purchasing, light manufacturing	Advanced WMS, MRP, manufacturing, quality, landed cost
Manufacturing Support	Light discrete manufacturing	Discrete, batch, process, formula manufacturing
Regulatory & Controls	MSFT Trust Center (ISO, HIPPA, GDPR, HI Trust)	MSFT Trust Center (ISO, HIPPA, GDPR, HI Trust) Plus Strong (SOX, pharma, FDA, DEA, etc.)
Customization Model	Extensions-based, agile, strong ISV ecosystem "iPhone of ERP"	Enterprise extensibility & strong ISV ecosystem
Data & Analytics	Standard financial reporting, Power BI	Enterprise financial & Operational reporting, Power BI, Fabric/Synapse
Scalability	Moderate	Very high
AI & Automation	Embedded CoPilot, Productivity & ease of use. AI is assistive, not prescriptive	Embedded & extensible enterprise AI. Enterprise decision support, optimization, and control. Prescriptive.

Microsoft's Bridge to Cloud Promotion

As an existing Microsoft Dynamics customer, customers qualify for a **significant financial incentive** to remain on the Microsoft platform with the Bridge to Cloud Promotion.

During implementation of Dynamics 365 Finance & Supply Chain (FSC), if customer pays its current annual Dynamics GP Enhancement Plan fee – approximately **\$20,000/year**. That single fee covers:

- ✓ Ongoing support for Dynamics GP (current system)
- ✓ All D365 FSC licenses required during implementation, up to **3 years**
- ✓ Coverage for up to **3 years** while the new system is being deployed

Post go-live licensing is discounted **30% off list price, up to 3 years**

Illustrative 4-Year Software Cost (Assuming 12-Month Implementation):

Year	Phase	Cost
1	Implementation	\$ 20,000
2	Implementation	\$ 50,000
3	Post Go-Live	\$ 50,000
4	Post Go-Live	\$ 70,000

ASSUMES ANNUAL SUBSCRIPTION LIST PRICE IS \$70,000

Microsoft is effectively subsidizing the transition by locking in today's Enhancement Plan cost during implementation – minimizing upfront software spend.

Business Case Calculator

Interested in receiving this Excel-based calculator aligned to the **8 Business Value Levers**, providing a way to calculate benefits and costs associated with and ERP Modernization Project?

Send an email to: Gina.Pabalan@armanino.com

ERP Modernization Business Case 8 Levers Framework

SPEED OF INNOVATION

Variables		Annual Benefit	
Delayed Innovation			
Capital Investment Rol Target	20%	Cost of Innovation Delay	100,000
Typical Annual Investment Budget	500,000		
Delay Cycle (in Months)	12		
Lost Customers			
Customers lost annually	5		
Annual value of each Customer	\$ 30,000	Lost Customers	150,000
TOTAL ANNUAL SAVINGS - Innovation			250,000

SECURITY & COMPLIANCE

Variables		Annual Benefit	
Security Breach			
Data Breach	\$ 100,000	Data Breach	20,000
Likelihood	20%		
Threats/Viruses, cost per instance	\$ 50,000	Security Attack	20,000
Likelihood	40%		
Audit Exceptions			
Failed Regulatory Audit	100,000	Failed Audit	20,000
Likelihood	20%		
Audit exception triggered	50,000	Audit Trigger	10,000
Likelihood	20%		

ERP Evaluation & Selection Options

Expanding your search

Practical Approach to **Solution Selection**



Additional Considerations

1

Baseline
Requirements

2

Data Strategy

3

Automation
Feasibility

4

AI Enablement

You Can't Spell Armanino Without "AI"

Connect with us:

Jeremy.Sucharski@armanino.com

Gina.Pabalan@armanino.com

Jeff.Stone@armanino.com

Armanino Overview

Firm Overview



Employees
2700+

Team Members in
41 States

Firm Ranking
20th Largest

Canada
Vancouver

India
Ahmedabad
Hyderabad

California San Ramon Century City El Segundo Irvine Los Angeles San Francisco San Jose Woodland Hills	Florida Boca Raton	Missouri St. Louis St. Charles	Tennessee Nashville
Colorado Denver	Georgia Atlanta	New York New York City Garden City	Texas Austin Dallas
	Idaho Boise	Pennsylvania Philadelphia Scranton	Washington Bellevue
	Illinois Chicago		

WHO WE ARE

Firm Overview

OUR PROMISE

Armanino delivers **impactful, bold solutions** that **increase clarity and spark success** for today and tomorrow.

When it comes to your success, we know 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 today, and to help you prepare for the future.

Recognition & Awards



Armanino Operates in an Alternative Practice Structure:

“Armanino” is the brand name under which Armanino LLP and Armanino Advisory LLC, independently owned entities, provide professional services in an alternative practice structure in accordance with law, regulations, and professional standards. Armanino LLP is a licensed independent CPA firm that provides attest services, and Armanino Advisory LLC and its subsidiary entities provide tax, advisory, and business consulting services. Armanino Advisory LLC and its subsidiary entities are not licensed CPA firms.

