



One client's decision on whether to upgrade Dynamics GP or transition to Dynamics 365 Business Central

Client Scenario:

- On Dynamics GP 2013 and Extended support ending in a few months.

Challenge:

- No access to Mainstream support which means no tax updates, product releases, security updates, and service packs.

Industry:

- Public Sector

Benefits of Dynamics 365 Business Central for this Client:

- Free and automated upgrades, so no need to budget for and manage future upgrades.
- No more internal infrastructure management, specifically with backups.
- Licensing discounts available to them as a GP customer.
- Modern look and feel.
- Seamless integration with the Microsoft Power Platform (Power BI, Power Apps, Power Automate).
- Ability to stay with the same Partner and continue to use Microsoft products.

After internal evaluation and guidance from Encore, this client decided to move to Dynamics 365 Business Central and will gain peace of mind with improved backups and data security.



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How this modern client is working with Encore to progress their technology

Client Scenario:

- On Dynamics GP 2018.
- Looking for a cloud based solution to help IT resources focus their efforts elsewhere in the business.
- Using Power BI, but would like more integrated financial reporting capabilities in their ERP system.
- Client sees the value in progressing and investing in their technology.
- Working with Encore to develop their technology roadmap.

Industry:

- Manufacturing

Evaluating Dynamics 365 Business Central:

- Cloud based solution is more secure and has fewer IT management and maintenance responsibilities.
- Opportunities with Power BI reporting and integration. Access to real-time data, proactive information, and less reliance on externally built and maintained reports.
- Would have access to the latest technology as new features are released.

By selecting Dynamics 365 Business Central as their ERP solution, the client will see the benefits from cloud technology in the short-term and set themselves up for future integrations and improvements over the long-term.



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