

# ERP COMPARISON GUIDE

## ***PEGASUS OPERA 3 VS. MICROSOFT DYNAMICS 365 BUSINESS CENTRAL: WHICH ERP IS RIGHT FOR YOUR BUSINESS?***

### **INTRODUCTION**

Selecting the right ERP solution is one of the most significant decisions an SME can make. The right software can streamline operations, improve decision-making, and enable growth, while the wrong choice can hinder progress and add unnecessary complexity.

With over 20 years of experience delivering bespoke business solutions, Monpellier understands these challenges and is committed to helping SMEs navigate their ERP journey.

In this guide, we'll compare Pegasus Opera 3 and Microsoft Dynamics 365 Business Central, focusing on their features, integrations, and scalability to help you make an informed choice.

# Overview of Pegasus Opera 3 and Microsoft Dynamics 365 Business Central

## Pegasus Opera 3

Pegasus Opera 3 has been a trusted ERP solution for UK SMEs for decades, recognised for its reliability and straightforward functionality. Designed with simplicity at its core, Opera 3 offers a modular system that businesses can customise to meet specific needs, such as accounting, payroll, sales order processing, and stock control. This flexibility enables SMEs to implement only the modules they require, keeping costs manageable while addressing essential business functions. Opera 3's traditional on-premises setup appeals to companies that prioritise data control and prefer not to rely on cloud infrastructure. Additionally, it supports optional cloud-hosting solutions, offering some flexibility for businesses transitioning to hybrid models.

Despite its strengths, Opera 3's dated user interface and limited integration capabilities have become significant drawbacks in a market that increasingly demands modern, interconnected systems. The system relies on local installations and manual processes, which can be time-consuming and harder to scale as business needs evolve. For organisations looking to expand, adopt cloud technology, or streamline workflows through advanced automation, Opera 3 may struggle to keep pace.

## Microsoft Dynamics 365 Business Central

Microsoft Dynamics 365 Business Central is a cutting-edge ERP solution tailored for modern businesses seeking scalability, automation, and flexibility. Built on a cloud-first architecture, Business Central supports dynamic business needs, offering both on-premises and hybrid deployment options to accommodate organisations transitioning to the cloud.

A key advantage of Business Central is its seamless integration within Microsoft's expansive ecosystem. Native compatibility with tools like Microsoft 365, Power BI, Teams, and SharePoint allows businesses to unify operations, boost collaboration, and gain real-time insights across departments. These integrations create a connected infrastructure that eliminates data silos, enhancing efficiency and decision-making.

With a focus on scalability, Business Central is suitable for SMEs as well as larger enterprises. Its feature-rich platform includes robust tools for financial management, customer relationship management (CRM), inventory and supply chain operations, and even manufacturing and service management in its premium tier.

Business Central also leverages real-time data analytics, enabling businesses to make informed decisions based on accurate, up-to-date insights. The modern, web-based user interface is intuitive and designed to support remote and hybrid teams, empowering users to access critical business information anytime, anywhere, and on any device.

The system's continuous updates and support from Microsoft's global network ensure that businesses remain at the forefront of technological advancements, making Business Central a truly future-proof ERP solution. Whether your organisation is small and growing or large and evolving, Dynamics 365 Business Central adapts to your needs, providing unmatched flexibility and long-term value.

# Feature Comparison

When deciding between Pegasus Opera 3 and Dynamics 365 Business Central, it's essential to understand how each system supports business operations and growth. Below is a detailed breakdown of their features to help you assess which solution better aligns with your needs.

**Deployment:** On-premises or optional cloud-hosted Cloud-first with optional on-premises or hybrid setups

Pegasus Opera 3 offers flexibility in deployment, allowing businesses to maintain an on-premises solution or explore cloud-hosted options through partners. However, it lacks the cloud-native capabilities that modern businesses increasingly demand.

Dynamics 365 Business Central, in contrast, is built on a cloud-first foundation, designed to empower businesses with the flexibility to access their data and tools from anywhere. Its hybrid and on-premises options cater to organisations that prefer a phased transition to the cloud.

**Financial Management:** Comprehensive with real-time insights and automation |

Both solutions provide robust financial management capabilities, including accounts payable, accounts receivable, and general ledger. Business Central goes further, offering real-time financial data, predictive analytics, and process automation to streamline tasks like bank reconciliations, invoice matching, and cash flow forecasting. These advanced tools help businesses maintain financial control and make data-driven decisions.



**20%**

INCREASE IN OPERATIONAL EFFICIENCY



**15%**

REDUCTION IN PROCESSING TIME

*Source: <https://info.microsoft.com/rs/157-GQE-382/images/EN-CNTNT-eBook-Forrester-TEI-Microsoft-Dynamics-365-For-Finance-Operations.pdf>*

# Feature Comparison Continued

**CRM:** The CRM functionality in Pegasus Opera 3 is basic, focusing on customer records and sales order management. It lacks the advanced features necessary for detailed customer engagement or marketing automation.

Business Central excels here, with a fully integrated CRM module that connects sales, marketing, and customer service. Features like lead tracking, customer insights, and sales pipeline management empower businesses to nurture relationships and drive growth.

**Scalability:** While Pegasus Opera 3 serves small and medium-sized businesses well, its limited scalability makes it less suitable for companies experiencing rapid growth or looking to expand internationally.

Dynamics 365 Business Central is built to scale alongside your organisation, supporting everything from local SME operations to global enterprise expansions. Its modular design allows businesses to add features as their needs evolve, ensuring it remains a long-term solution.

**Integration:** Integration is one of the most significant differentiators. Pegasus Opera 3 supports basic integrations, such as payroll and accounting software, but falls short when it comes to third-party applications.

Dynamics 365 Business Central integrates seamlessly with the Microsoft ecosystem, including Microsoft 365, Power BI, and Teams. It also connects to a vast library of third-party applications through Microsoft AppSource, providing unparalleled flexibility and customisation options.

**User Interface:** The traditional desktop interface of Pegasus Opera 3 can feel outdated for users accustomed to modern, user-friendly systems.

Business Central offers a clean, intuitive, and web-based interface accessible from any device, making it easy for teams to work efficiently, whether in the office or remotely.

**Support:** Support for Pegasus Opera 3 is primarily delivered through local partners, which can vary in quality and availability.

# The Business Central Advantage

While Pegasus Opera 3 delivers essential functionality for accounting and payroll, Microsoft Dynamics 365 Business Central stands out as a more versatile, scalable, and future-ready ERP solution. Let's explore the key advantages that make Business Central a superior choice for SMEs looking to optimise operations and support long-term growth:

## Scalable for Growth

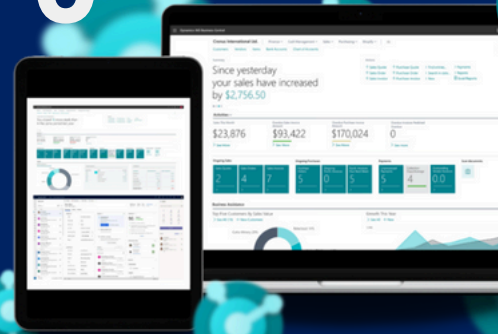
- Business Central is inherently designed to evolve with your business. Its modular structure allows companies to start with core functionalities and expand by adding advanced capabilities such as manufacturing, service management, or intricate supply chain operations. For businesses with ambitious growth strategies, this scalability ensures that their ERP remains a valuable asset as their requirements grow in complexity.
- In contrast, Pegasus Opera 3 is best suited for businesses with static operational needs, limiting its ability to support enterprises in dynamic or fast-changing industries.

## Seamless Integration

- Business Central excels in integration by embedding itself deeply within the Microsoft ecosystem, creating a truly unified platform. Features such as:
- Microsoft Teams for real-time collaboration,
- Power BI for dynamic data visualisation and reporting, and
- SharePoint for document management

# 162%

## Return on Investment



## with Dynamics 365 Business Central over three years

Source: Forrester The Total Economic Impact™ Of Microsoft Dynamics 365 Business Central

- Enable businesses to operate without the disruption of data silos. Employees can work seamlessly across platforms, enhancing productivity and communication.
- In comparison, Pegasus Opera 3 offers limited integration options, often requiring additional third-party tools to achieve comparable functionality, which can increase operational complexity.

## Real-Time Data and Advanced Reporting

- In today's data-driven world, real-time visibility is critical for informed decision-making. Business Central delivers up-to-the-minute insights through customisable dashboards and automated reporting, leveraging the full power of Power BI to enable businesses to act quickly and confidently.
- Pegasus Opera 3, though reliable for basic reporting, often relies on manual processes and static reports, which can hinder responsiveness and limit the ability to uncover actionable insights.

# The Business Central Advantage Continued

## Flexibility and Accessibility

As a cloud-first solution, Business Central provides unmatched accessibility, allowing users to securely connect to their ERP system anytime, anywhere, via desktop, tablet, or mobile devices. This flexibility is especially valuable for businesses with remote or hybrid workforces, ensuring teams can stay productive regardless of location.

Pegasus Opera 3, with its reliance on traditional on-premises deployment, lacks this level of flexibility, potentially restricting operational efficiency for businesses with geographically dispersed teams.

## Regular Updates and Innovation

Microsoft Dynamics 365 Business Central benefits from continuous innovation and investment from Microsoft, ensuring it stays at the cutting edge of ERP technology. Regular updates bring new features, enhanced security, and better performance, enabling businesses to remain competitive in an ever-changing landscape.

On the other hand, Pegasus Opera 3 offers stability but lacks the same commitment to ongoing enhancements. As technology evolves, its static development approach risks leaving businesses using it at a disadvantage, with increasing limitations over time.



**99.9%**

UPTIME WITH  
BUSINESS CENTRAL

*Source: <https://info.microsoft.com/rs/157-GQE-382/images/EN-CNTNT-eBook-Forrester-TEI-Microsoft-Dynamics-365-For-Finance-Operations.pdf>*

# Pricing and Licensing

## Pegasus Opera 3

- Pegasus Opera 3 offers both perpetual and subscription licensing models, which may appeal to businesses looking for upfront ownership or lower initial costs. However, additional modules, integrations, or users can drive up costs.

REDUCTION IN  
OVERALL  
OPERATIONAL COSTS



25%

## Dynamics 365 Business Central

- Business Central operates on a subscription model with two primary tiers:
- Essentials: Core financials, CRM, and supply chain operations.
- Premium: Adds advanced features like manufacturing and service management.
- While Business Central may have a higher starting price, its ability to reduce manual processes, improve efficiency, and scale with your business often makes it a more cost-effective choice over time.

SMES APPRECIATE  
THE EASE OF  
BUSINESS CENTRAL



90%

OF SMES FIND  
SCALABILITY CRUCIAL  
TO ADOPTING BC



70%



# Use Cases: Which ERP Fits Your Business?

## When to Choose Pegasus Opera 3

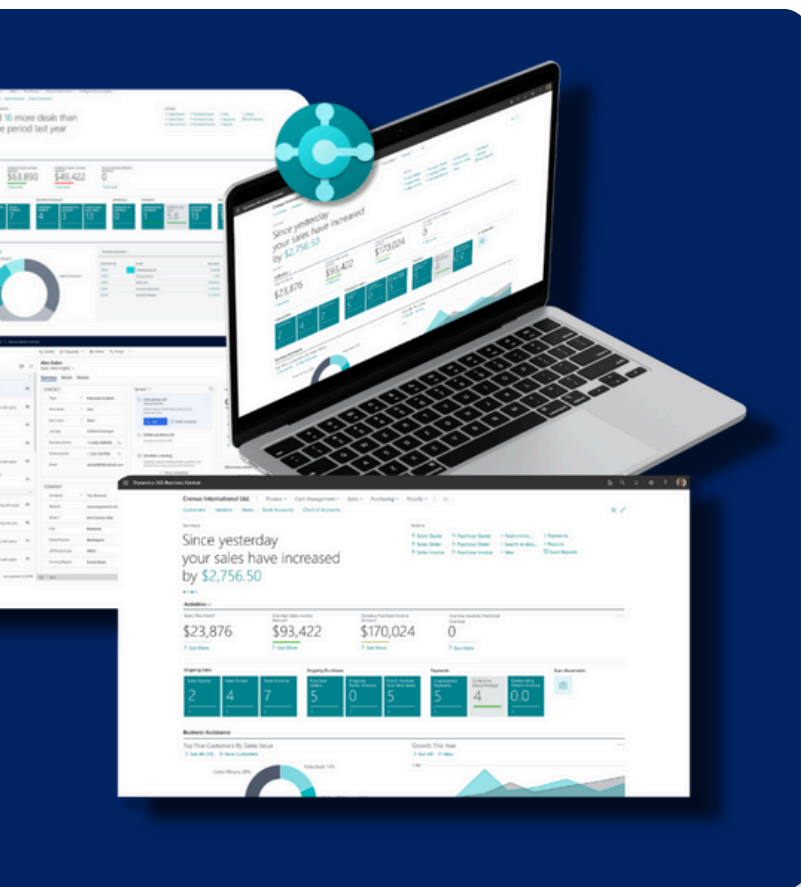
- Your business is small, UK-based, and focused on basic payroll and accounting.
- You don't require complex integrations or cloud accessibility.
- You prioritise familiarity and prefer on-premises software.

## When to Choose Dynamics 365 Business Central

- Your business is growing and requires scalable, modern tools.
- You want a solution that integrates with Microsoft 365, Power BI, and third-party apps.
- Real-time reporting, automation, and global accessibility are critical to your operations.
- You are planning for the future and want a cloud-first ERP that evolves with your business needs.

## How Monpellier Can Help

At Monpellier, we specialise in helping businesses like yours choose the right ERP system. Our expertise spans both Pegasus Opera 3 and Microsoft Dynamics 365 Business Central, allowing us to provide unbiased advice tailored to your specific needs. From consultation to implementation and ongoing support, we'll ensure your ERP investment delivers maximum value.



Microsoft Dynamics 365  
Business Central

monpellier

# THANK YOU

We hope you found this whitepaper useful. To find out more about this whitepaper, or to chat with one of our experts, get in touch below.

## CONTACT US



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