

UPGRADING TO BUSINESS CENTRAL

***THE ULTIMATE GUIDE TO
UNLEASHING THE POWER OF
DYNAMICS 365 BUSINESS CENTRAL
UPGRADES***

INTRODUCTION

Small and medium businesses (SMBs) are the backbone of our local economy, but they often face unique challenges that demand modern solutions. This whitepaper aims to guide SMBs through the transformative journey of upgrading to Microsoft Dynamics Business Central—a powerful solution that unlocks the full potential of businesses in the region.

Discover how this robust business management solution can not only address challenges but propel your business toward enhanced efficiency, streamlined operations, and long-term success.

Section 1: Identifying Common Challenges Faced by SMBs

Manual Processes

Many SMBs find themselves burdened by manual processes that consume valuable time and resources. From manual data entry to paper-based workflows, these inefficiencies hinder productivity and limit scalability. According to recent studies, a staggering 68% of SMBs struggle with challenges associated with manual processes, highlighting the pervasive nature of this issue across industries and sectors.

Source: <https://www.nebrcentre.co.uk/an-introduction-to-the-north-east-business-resilience-centre-nebrc/>

Outdated Systems

The reliance on outdated systems poses another significant challenge for SMBs. Legacy software solutions often lack the flexibility and functionality required to adapt to the rapidly changing business landscape. Without access to modern features and capabilities, SMBs risk falling behind competitors and missing out on opportunities for growth and innovation.

Disjointed Processes

In addition to manual processes and outdated systems, many SMBs grapple with disjointed processes and systems that lack integration. Siloed data and disparate systems make it difficult to access accurate and timely information, leading to inefficiencies and errors. Research indicates that 62% of SMBs struggle with unconnected systems, underscoring the urgent need for greater integration and collaboration within organisations.

Source: <https://www.nebrcentre.co.uk/an-introduction-to-the-north-east-business-resilience-centre-nebrc/>

OF SMB'S STRUGGLE
WITH MANUAL
PROCESSES

68%



Navigating Evolving Market Demands

As market demands continue to evolve at a rapid pace, SMBs face increasing pressure to adapt and innovate. From shifting consumer preferences to emerging technologies, staying ahead of the curve requires agility and flexibility. SMBs must be able to respond quickly to changing market conditions, seize new opportunities, and deliver exceptional customer experiences to remain competitive.



Section 2: Addressing the Need for Greater Flexibility

Introduction to Dynamics Business Central

Enter Microsoft Dynamics Business Central—a game-changer designed to cater specifically to the needs of SMBs. This cloud-based platform is not just a solution; it's a catalyst for growth, empowering businesses to overcome challenges and thrive.

Crunch Time: The Numbers Speak for Themselves

With a return on investment of 172% and an 18% increase in productivity improvement for finance operations staff, Business Central is greatly simplified and less costly than other ERP deployments.

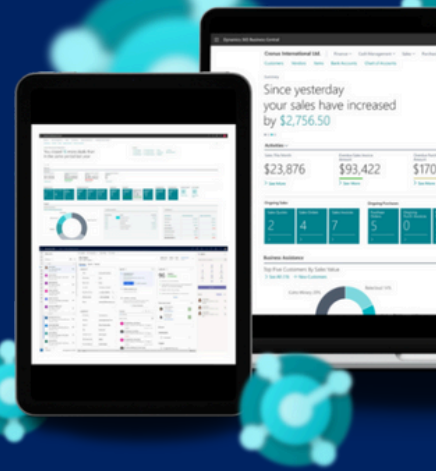
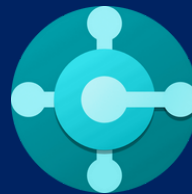
Source: <https://www.microsoft.com/en-gb/dynamics-365/products/business-central>

With a Net Present Value of \$288K, Dynamics Business Central stands as a versatile cloud-based business management solution, seamlessly integrating financial management, supply chain operations, production, manufacturing, sales, marketing, and project management.

Its user-friendly interface, coupled with robust features, ensures accessibility from any location, making it an indispensable tool for businesses aiming to streamline operations with a productivity increase of 10% in operations.

10%

Productivity Increase with Dynamics Business Central



With an avoidance of one full-time equivalent (FTE) and one part-time equivalent finance and operations hires, Business central reduced the need to hire by an average of 10% because of the functionality, visibility, and access improvements for finance and operations staff.

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



Microsoft Dynamics 365
Business Central

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Section 3: D365 Business Central Features and Capabilities

Imagine a single solution that seamlessly integrates financial management, supply chain management, production, manufacturing, sales, marketing, and project management. That's Dynamics Business Central—a comprehensive business management solution that brings accessibility from anywhere at any time.



Unleash Mobility

Experience the freedom to work anywhere on desktops, tablets, or mobile devices across various platforms, including Windows, macOS, Android, and iOS, providing unparalleled accessibility.



Flexibility and Adaptability

In a world where adaptability is the key to survival, Business Central shines. Its unparalleled flexibility and adaptability make it the ideal choice for businesses aiming to streamline operations and gain real-time insights.



Efficient Onboarding

Deploy and onboard swiftly with Business Central, implementing in weeks. Leverage role-based dashboards, 200-plus training courses, content-aware help, and guided tours to expedite user initiation.



Global Accessibility

Operate seamlessly in 47 languages and over 160 countries and regions, leveraging Business Central's global availability to expand and manage your business on an international scale.



Fuel Growth

Embrace industry-leading reliability, scalability, and performance within the Microsoft Cloud, ensuring your business is not only supported now but also primed for seamless growth.





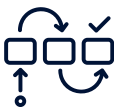
Tailored Solutions with Prebuilt Apps

Easily customise Business Central to your specific needs by extending its functionalities with prebuilt industry-specific apps and extensions, ensuring a tailored fit for your vertical or business requirements.



Seamless Collaboration in Microsoft Teams

Improve teamwork by accessing Business Central data through Microsoft Teams with a Microsoft 365 license at no extra cost, enhancing collaboration without additional expenses.



Effortless Workflow Management

Boost productivity with built-in workflow templates or create personalised workflows using the integrated Microsoft Power Automate experience, streamlining processes for enhanced efficiency.



Integration with Existing Systems

Leverage Business Central's open architecture to seamlessly integrate with your existing systems, facilitating connectivity with tools like payroll and ensuring a harmonious operation of your business ecosystem.



Intelligent Assistance with Copilot

Enhance productivity with Copilot, an AI-powered feature that employs natural language technology to accelerate repetitive tasks and stimulate creative problem-solving within Dynamics 365.



Section 4: Business Central VS NAV

When comparing Business Central with its predecessor, Dynamics NAV, it's clear that Business Central represents the future of business management software, while NAV remains a legacy product with limited relevance in 2024.

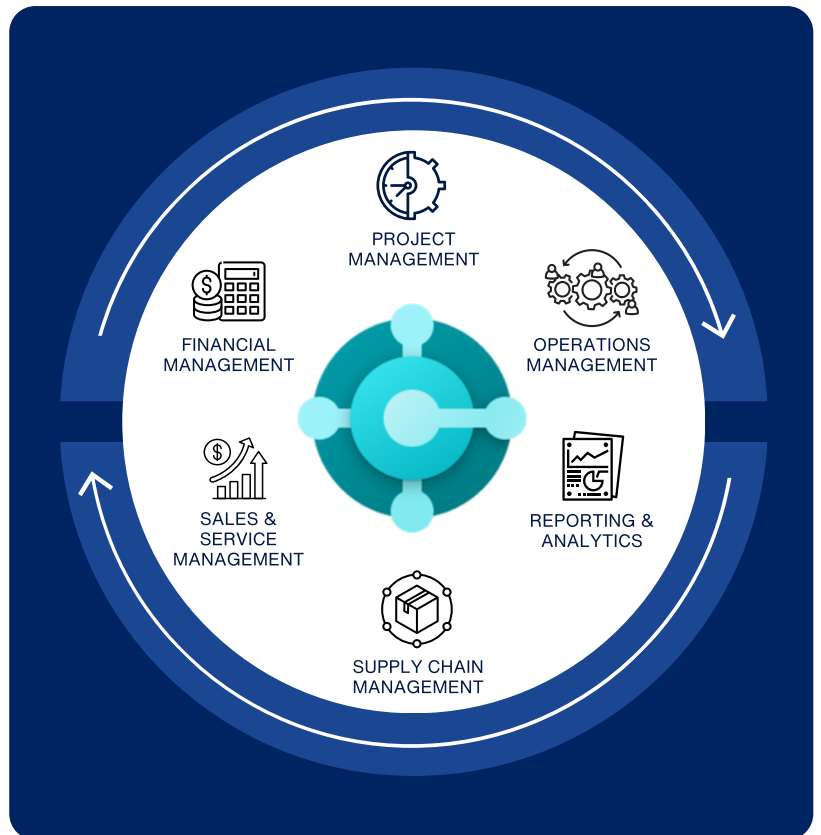
Dynamics Business Central: Embracing the Future

Cloud-Based Accessibility

Business Central's cloud-based architecture offers unparalleled accessibility, allowing businesses to access their data anytime, anywhere. Unlike Dynamics NAV, which relies on an on-premises deployment, Business Central provides the flexibility and scalability needed to adapt to changing business requirements without the burden of managing physical servers.

Enhanced Functionality and Innovation

Built on a modern platform, Business Central offers enhanced functionality and features tailored to meet the evolving needs of today's SMBs. From integrated financial management to streamlined supply chain operations, Business Central provides a comprehensive suite of tools designed to drive efficiency, productivity, and growth.



Continual Updates and Support

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Section 5: Why Upgrade Now?

Upgrading to Dynamics Business Central is not merely a response to current challenges—it's a strategic decision to position your SMB as an agile, technologically advanced, and future-ready entity.

Seize the opportunities of today and tomorrow by embracing the transformative power of Dynamics Business Central.

Staying Current with Technology Trends

- In an era of technological acceleration, staying competitive means staying current. Upgrading to Dynamics Business Central ensures not just alignment but a leap ahead with the latest technological trends.
- Stay at the forefront of innovation, harnessing cutting-edge features and capabilities that empower your business to adapt to emerging technologies, giving you a strategic advantage in the fast-paced digital landscape.

Addressing Modern Business Challenges

- Business Central is not just a solution; it's a tailored response to modern challenges. It offers solutions for remote work, streamlined workflows, and improved collaboration—addressing the core challenges faced by SMBs today.
- Moreover, by upgrading now, you position your business as a forward-thinking and adaptable entity, ready to overcome future challenges. Embrace the future of business technology, enhance operational efficiency, and elevate collaboration to drive sustained success in the ever-evolving business environment.

Seizing Opportunities in a Dynamic Landscape

- The business landscape is ever-evolving, presenting both challenges and opportunities. Upgrading to Dynamics Business Central equips your SMB to not only navigate challenges but to seize opportunities proactively.
- Harness the power of real-time insights, scalability, and enhanced flexibility to pivot swiftly in response to market trends, ensuring your business is well-positioned to capitalise on emerging opportunities and outpace the competition.

Enhanced Data Security and Compliance

- As cyber threats become more sophisticated, ensuring the security of your business data is paramount. Dynamics Business Central is designed with advanced security features, including role-based access control, two-factor authentication, and data encryption.
- By upgrading now, you fortify your business against potential cyber threats, safeguarding sensitive information and ensuring compliance with data protection regulations.



Empowering Remote Workforces

- The dynamics of the workplace have transformed, with remote work becoming a significant component. Upgrading to Dynamics Business Central supports this shift seamlessly, offering cloud-based accessibility that empowers your remote workforce.
- Stay resilient in the face of changing work environments, providing your teams with the tools they need to collaborate effectively from anywhere, ensuring business continuity and employee satisfaction.

Future-Proofing Your Business

- Investing in the upgrade to Dynamics Business Central is not just about addressing current needs—it's about future-proofing your business. The platform's scalability, adaptability, and continuous updates ensure that your business remains agile and ready to embrace future technological advancements.
- By upgrading now, you lay the foundation for sustained growth and relevance in the evolving business landscape.

7-Month Payback

- Microsoft Dynamics 365 Business Central offers a compelling return on investment, achieving a remarkable payback period of just seven months.
- This swift turnaround highlights the platform's immediate impact on operational efficiency and financial gains. Businesses adopting Business Central experience accelerated returns, recouping their initial investment within a brief timeframe.

Value

- The Net Present Value of \$288K associated with Business Central signifies a substantial return on investment.
- This value encompasses the positive impact on operational efficiency, cost reduction, and revenue generation that businesses can derive over the lifecycle of your usage.

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



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>



Microsoft Dynamics 365
Business Central

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Section 6: Key Benefits for SMBs

The benefits of upgrading to Business Central extend far beyond streamlined operations. From bolstering financial management to fostering collaboration and ensuring scalability, Business Central is the transformative solution your SMB needs.

It's not just about improving processes; it's about unlocking the full potential of your business for sustained success.

Improved Efficiency and Productivity

Business Central doesn't just function as a tool—it's a catalyst for efficiency. Automating tasks, streamlining operations, and minimising manual errors, significantly enhance productivity. Experience a transformative shift in your workflows, allowing your team to focus on strategic initiatives that drive business growth.

Financial Management Excellence

Unlock the full potential of your business with Business Central's robust financial management capabilities. Empower your SMB to make informed decisions, reduce costs, and optimise cash flow. With accurate and real-time financial insights, Business Central becomes a strategic ally for steering your business towards financial success.

Scalability for Ambitious Growth

As your business evolves, Business Central evolves with you. Its scalable architecture allows for seamless expansion, accommodating additional functionalities, users, and modules. This scalability is not just a feature—it's a key element for businesses with ambitions, ensuring that your technology can keep pace with your growing enterprise.

REDUCTION IN
OVERALL
OPERATIONAL COSTS

25%

SMES APPRECIATE
THE EASE OF
BUSINESS CENTRAL

90%

OF SMES FIND
SCALABILITY CRUCIAL
TO ADOPTING BC

70%



Enhanced Collaboration at the Core

Collaboration is the heartbeat of success, and Business Central ensures its rhythm remains strong. Fostering collaboration within the organisation and beyond, Business Central connects teams, departments, and external stakeholders seamlessly.

Experience an environment where information flows effortlessly, driving synergy and efficiency across your entire business ecosystem.

Cloud-Based Accessibility for Modern Workforces

In an era dominated by remote workforces, Business Central's cloud-based nature is a game-changer. It doesn't just ensure data accessibility—it transforms the way your modern, flexible workforce operates.

With Business Central, your team can work seamlessly from anywhere, breaking down geographical barriers and empowering your business for the challenges of a dynamic work environment.

Advanced Analytics for Informed Decision-Making

Business Central doesn't just manage data—it transforms it into actionable insights. Leverage its advanced analytics capabilities to make data-driven decisions. From identifying trends to predicting future scenarios, Business Central provides the intelligence you need to stay ahead in a competitive business landscape.

Compliance and Security Assurance

Ensure peace of mind with Business Central's commitment to compliance and security. Stay ahead of regulatory requirements and protect your sensitive data with features such as role-based access control, two-factor authentication, and data encryption. Business Central not only boosts efficiency but does so in a secure and compliant manner.

INCREASE IN
OPERATIONAL
EFFICIENCY

20%

UPTIME WITH
BUSINESS CENTRAL

99.9%

REDUCTION IN
MANUAL DATA ENTRY
ERRORS

25%



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Business Central

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Section 7: Considerations for Upgrading

From considering your immediate system requirements to aligning with industry trends and planning for future growth, these considerations ensure that your upgrade is not just a response to the present but a strategic investment in the future success of your business.

Business Needs

Is your business experiencing the constraints of its current systems? Are you on the lookout for more advanced features to fuel growth? The upgrade to Business Central isn't just an option; it's a necessity for businesses with ambitious growth plans. Align your technology with your aspirations, ensuring your systems are not just supporting your current needs but propelling you toward future success.



Budget

We understand the value of your resources. While embarking on the journey of upgrading involves an investment, having a well-defined budget in place is the linchpin for seamless implementation and sustained maintenance. A carefully planned budget ensures that you not only upgrade successfully but also optimise the return on your investment over time.

Industry Trends

The business landscape is undergoing a rapid transformation, and industries are swiftly adopting Business Central as their go-to solution. Seize the opportunity to be a frontrunner in your sector—consider upgrading sooner rather than later to stay ahead of industry trends. By aligning with the preferences of your industry peers, you position your business as an innovator, ready to tackle challenges head-on and capitalise on emerging opportunities.



Section 8: Dynamics Business Central Central Features Tailored for SMBs

The features embedded in Dynamics Business Central are not just functionalities; they are strategic tools tailored to the unique needs of SMBs.

From customisation to integration, security, and analytics, Business Central emerges as a holistic solution that propels SMBs towards efficiency, growth, and sustained success in a dynamic business landscape.

Customisation for Unique Business Needs

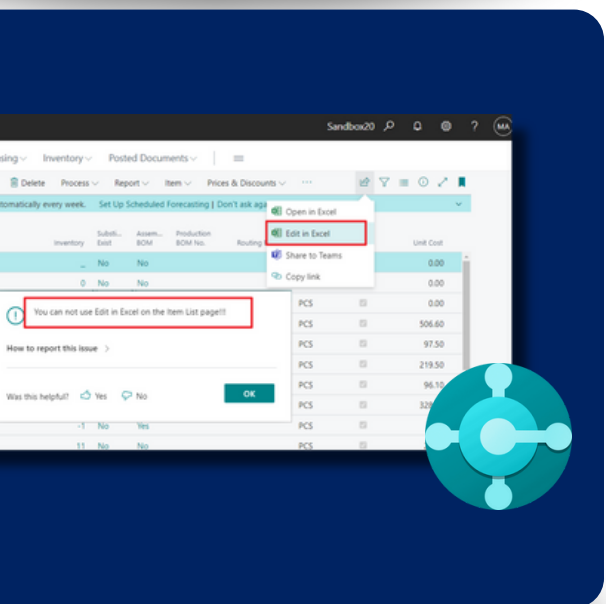
Recognising that every business is inherently unique, Business Central empowers users with robust customisation capabilities. This flexibility ensures a tailored solution that aligns seamlessly with your specific business processes. From workflows to reporting, Business Central adapts to the intricacies of your operations, offering a personalised experience that meets the distinct needs of SMBs.

Integration for Enhanced Efficiency

Business Central doesn't operate in isolation—it thrives on collaboration. Its seamless integration with other Microsoft products, including Office 365, Power BI, and PowerApps, creates a unified platform. This integration enhances overall efficiency and productivity by providing a cohesive ecosystem where data flows seamlessly, breaking down silos and fostering collaboration across your entire business infrastructure.

Security at the Core

In an era dominated by cyber threats, the security of business data is paramount. Business Central is meticulously designed with security at its core. Advanced features such as role-based access control, two-factor authentication, and data encryption ensure that your sensitive business data is shielded from unauthorised access. With Business Central, not only do you benefit from efficiency, but you also enjoy peace of mind knowing that your business information is protected.



Dynamics 365 Sales Integration for Holistic Solutions

For businesses integrating with Dynamics 365 Sales, a full upgrade to Business Central is indispensable. This ensures alignment with the latest changes in integration, providing a seamless and holistic business solution. The integration between Business Central and Dynamics 365 Sales creates a unified platform where sales, finance, and operations converge, fostering a comprehensive view of customer interactions and driving strategic decision-making.

Advanced Analytics for Informed Decision-Making

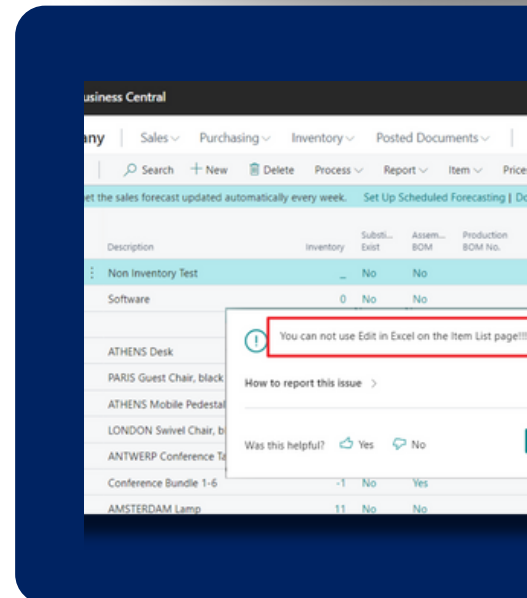
Business Central goes beyond transactional data—it transforms data into actionable insights. Leverage advanced analytics to make informed decisions, identify trends, and anticipate future scenarios. Business Central ensures that your SMB not only manages data efficiently but also extracts intelligence to stay ahead in a competitive business landscape.

Customer-Centric Approach for Enhanced Relationships

Business Central adopts a customer-centric approach, allowing SMBs to improve customer experiences. Gain a holistic view of customer interactions, preferences, and feedback, enabling personalised interactions that strengthen customer relationships. With Business Central, your SMB not only grows but thrives in a customer-centric marketplace, fostering loyalty and positive brand perceptions.

Compliance and Security Assurance for Peace of Mind

Ensure compliance and peace of mind with Business Central's commitment to security. Stay ahead of regulatory requirements, protect sensitive data, and mitigate risks associated with potential cyber threats. Business Central not only enhances operational efficiency but does so in a secure and compliant manner, reinforcing its value for SMBs.



Section 9: Steps to Upgrade

Step-by-Step Guide: Embark on your journey to upgrade with confidence by following our comprehensive step-by-step guide. This detailed resource serves as your roadmap, offering clear instructions on seamlessly transitioning from legacy systems to the dynamic environment of Dynamics Business Central.

Dive into the intricacies of the upgrade process with confidence, guided by a systematic approach that ensures a smooth transition. Uncover best practices that prioritise meticulous planning and rigorous testing, ensuring that every aspect of your upgrade journey is not just a process but a strategic move towards unlocking the full potential of Dynamics Business Central for your business.

The upgrade isn't just a necessity; it's an investment in your business's future. Embrace Dynamics Business Central and witness how it can drive efficiency, boost productivity, and foster overall business growth.

Get in touch with a Montpellier Expert Today: Embark on your journey with a wealth of resources at your fingertips. Discover where SMBs can find additional support, and resources, and connect with Microsoft partners who are dedicated to assisting in every step of the upgrading process.



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.

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