



Cloud Options for Dynamics GP Users



Agenda

- Hosted GP Options
 - Private vs. Public Cloud
 - PowerGP OnLine
- Moving to a True Multi-Tenant SaaS Application
 - Microsoft Dynamics 365 Business Central
 - New Midterm SKU
 - Sage Intacct
- Q&A

Hosted GP Options

- Private Cloud
 - Single Tenant – Dedicated Server(s)
 - Better if you have Real-time integrations
 - More expensive
- Public Cloud
 - Multi-Tenant – Shared Resources
 - Slightly more cost effective

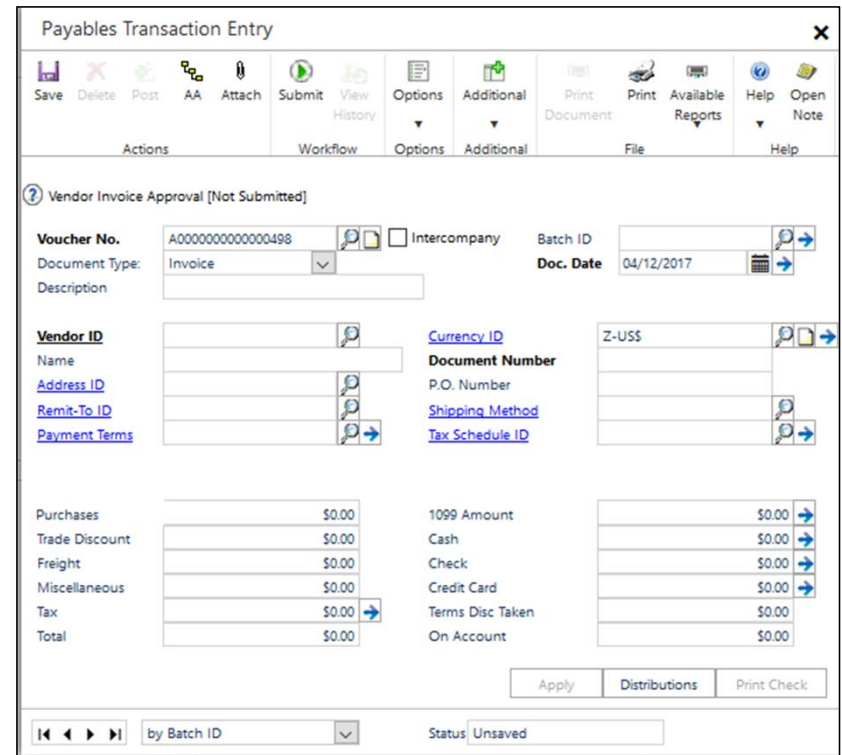
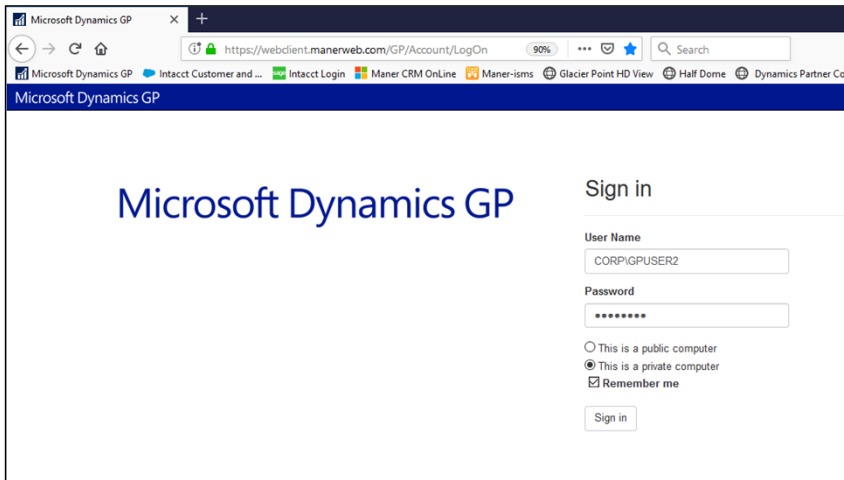
Hosted GP Options – Pricing

Client Configuration:

Dynamics GP Starter Pack w/6 Total Concurrent Users
Manerlink Integration Middleware

Pricing Analysis	Private Cloud	Public Cloud
One-Time Setup Fees	\$995	\$2,995
Monthly Hosting Fees	\$1,160	\$1,003
Annual Hosting Fees	\$13,920	\$12,036
5-Year Cummulative Hosting Costs	\$70,595	\$63,175

Hosted GP Options – Remote Desktop vs. Web Client



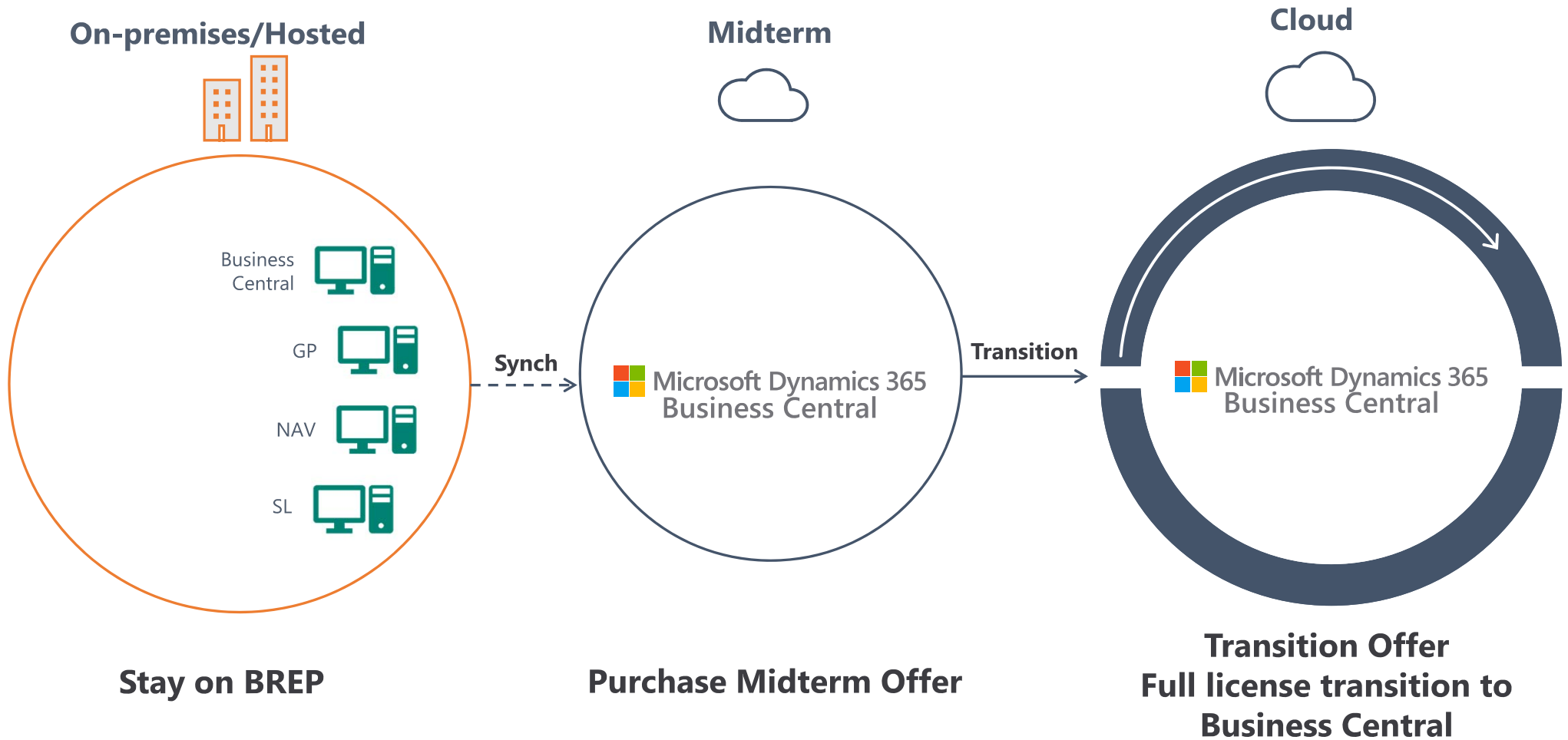
Hosted GP Options – PowerGP Online

Turnkey Hosting for GP

Microsoft Dynamics 365 Business Central

- True Multi-Tenant SaaS application
- Relative low annual subscription costs
- Office 365 integration
- Best option for distributors & manufacturers
- Third party Payroll
- Midterm migration option

Secondary Transition Journey (ie. Stay On-premises)



Dynamics 365 Business Central Transition Promos

	Current License	Dynamics 365 Business Central	Transition Promo	Mid-Term Promo	Stay On-Premises
On-premises	Dynamics AX Dynamics GP Dynamics NAV Dynamics SL	Premium \$100	\$60	\$20	Dynamics GP Dynamics NAV Dynamics SL
	Essential \$70	\$42			
	Team members \$8	\$4.80	\$1.40		

BUSINESS CENTRAL MID-TERM BENEFITS

Business Central



My Business View

- KPIs
 - Cash Available
 - Sales Profitability
 - Net Income
 - Inventory Value



Artificial Intelligence

- Machine Learning
 - Cash Flow Forecast
 - Inventory Forecast
 - Late Payment predictor (planned)



Insights to Actions

- Overdue Invoices
- Invoices Due
- Vendor Payments Due or Past Due
- Customer Balance
- Flow Actions
- List Views (Smart Lists)

Office and Mobility

- BC app for phone/tablet (query)
- View Data in Outlook
- View in Excel
- Invite Outside Accountant



Power Platform

- Power BI
 - Mini Trial Balance
 - Cash Cycle
 - General Ledger Entries List
 - Customers List
 - Vendors List



Flow

- Read and Notification Scenarios



PowerApps

- Create any mobile or browser app to read BC or GP Extension tables



Intelligent Cloud Insights

Key Performance Tiles

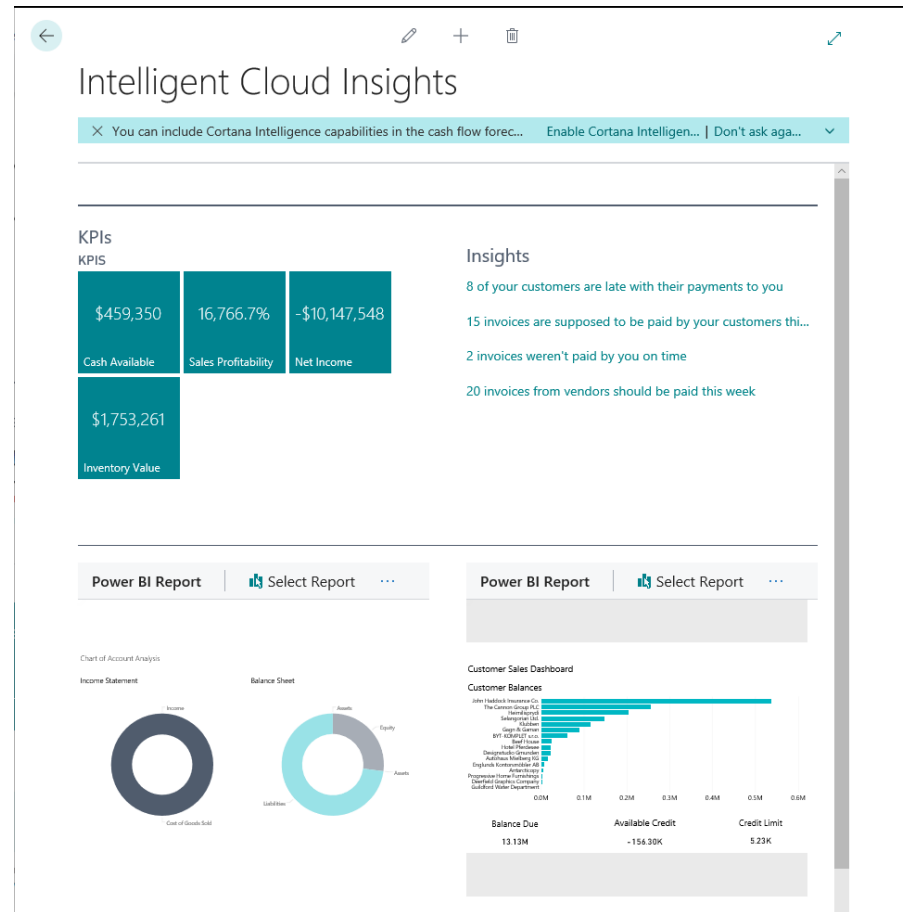
Insights

Multiple Power BI Reports

Machine Learning

Initial Page from Cloud or On-Premises

Personalize Your Experience



Sage Intacct

- True Multi-Tenant SaaS application
- Multi-Entity, Shared Database
- Powerful Financial Reporting & Dashboards
- Best option for Non-Profits & Healthcare
- Third party Payroll

Case Study #1 – Wood County Hospital

- Current Situation:

- On older, unsupported version of GP (GP 2010)
- Multiple entities (different databases)
- In-house server(s) needed to upgraded
- Internal initiative to move all applications to the cloud
- Wanted better, real-time reporting with drilldowns
- Extensive integrations (multiple systems)
- Tired of upgrades



Outcomes (per Controller)

- More efficient
 - Allocate costs across entities
 - Automated intercompany entries
 - Drilldowns from any report
- More logical and user friendly
- Real-time information w/Dashboards
- Great opportunity to streamline workflow



Case Study #2 – Multi-Office Physician Practice

- Current Situation:
 - Supported by another GP partner
 - On older, unsupported 3-User version of GP (GP 2013)
 - No integrations
 - No AP automation
 - Limited budget vs. actual reporting
 - Too much manual entry and too much Excel for reporting

GP UPGRADE PRICING

Qty	Required Software	Software Pricing	Annual Maintenance	1st Year Investment
Existing Software				
1	Dynamics GP 2018 Starter Pack (Includes 3 Users)	Existing	\$ 2,400	Existing
1	Mekorma MICR Check Printing for Payables	\$ 2,950	\$ 620	\$ 3,570
1	ManerLink	\$ 3,000	\$ 600	\$ 3,600
	Current Annual Maintenance Fee	\$ 5,950	\$ 3,620	\$ 7,170
Est. Hrs	Professional Services (Time & Materials)	Blended Rate		Estimated Fees
40	Upgrade to GP 2018 and implement MICR, workflow & integrations. Also some process re-engineering.	\$ 195		\$ 7,800
	Project Management (20%)			\$ 1,560
				\$ 9,360
Total First Year Incremental Investment (Estimated)				\$ 16,530

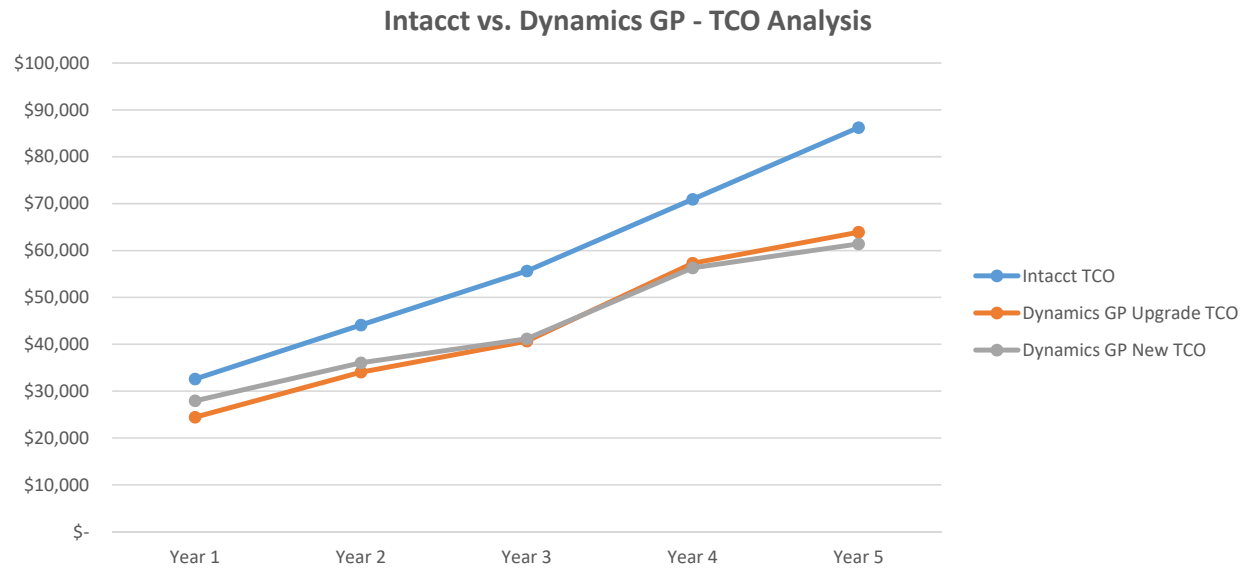
NEW GP PURCHASE

Qty	Required Software	Software Pricing	Annual Maintenance	1st Year Investment
Existing Software				
1	Dynamics GP 2018 Starter Pack (Includes 3 Users)	\$ 5,000	\$ 900	\$ 5,900
1	Mekorma MICR Check Printing for Payables	\$ 2,950	\$ 620	\$ 3,570
1	ManerLink	\$ 3,000	\$ 600	\$ 3,600
	Current Annual Maintenance Fee	\$ 10,950	\$ 2,120	\$ 13,070
Est. Hrs	Professional Services (Time & Materials)	Blended Rate		Estimated Fees
40	Upgrade to GP 2018 and implement MICR, workflow & integrations	\$ 195		\$ 7,800
	Project Management (20%)			\$ 1,560
				\$ 9,360
Total First Year Incremental Investment (Estimated)				\$ 22,430

SAGE INTACCT PRICING

Qty	Required Software	Unit Price	Annual Subscription
1	Intacct Financial Management Core (Single Entity)	\$ 2,520	\$ 2,520
3	Business Users	\$ 2,520	\$ 7,560
1	Employee User 10-Pack	\$ 1,260	\$ 1,260
1	Web Services - Developer License	\$ 1,560	\$ 1,560
1	ManerLink - Integration Middleware	\$ 2,400	\$ 2,400
0	Additional Legal Entities	\$ 660	\$ -
2	Intacct Advantage User Conference Passes (Offer Expires 9/28/18)	\$ 1,295	Included
1	Intacct Application Hosting, Infrastructure & Security Services		Included
1	Intacct Essentials Support		Included
1	Intacct "Buy With Confidence" Guarantee		Included
	Annual Software Subscription		\$ 15,300
	Less: Intacct Small Business Discount (50% on Business Users)		\$ (3,780)
	First Year Subscription Cost		\$ 11,520
	Professional Services (Time & Materials)	Blended Rate	Estimated Fees
90	Estimated Implementation Setup, Training, Etc.	\$ 195	\$ 17,550
	Project Management (20%)		\$ 3,510
	Total Estimated Professional Services		\$ 21,060
	Total First Year Investment		\$ 32,580

5-YEAR TCO COMPARISON



QUESTIONS?

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