



## Free Analysis Workshop: Upgrading from NAV

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What you need to know first

Mercurius IT - A safe pair of hands

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# Agenda

## Key Takeaways:

- **Workshop Summary & Our Approach to Upgrades**
- **Is now the time to upgrade to Business Central?**
- **The impact on licenses**
- **Existing customisations and developments**
- **Data migration options**
- **Staying On-Premise or moving to the Cloud**
- **How much does the upgrade cost?**

# Workshop Summary & Our Approach to Upgrades

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## **In a free 2-day workshop we will cover the following:**

- Analysing your existing Dynamics NAV objects
- Creating a full report about how much you have customised the standard objects, including how many new objects are created and what partner add-ons you are using
- Presenting the findings to you over a Microsoft Teams call

At the end of this workshop and following discussion with you, we provide a fixed price for upgrading from NAV to Dynamics 365 Business Central.

## **We approach the upgrade holistically and include all the critical areas:**

- Maintaining existing developments and customisations
- Converting all existing data
- Training to explain the benefits and differences of Business Central
- Upgrading your whole system instead of only a select few modules

# D365 Business Central at a glance

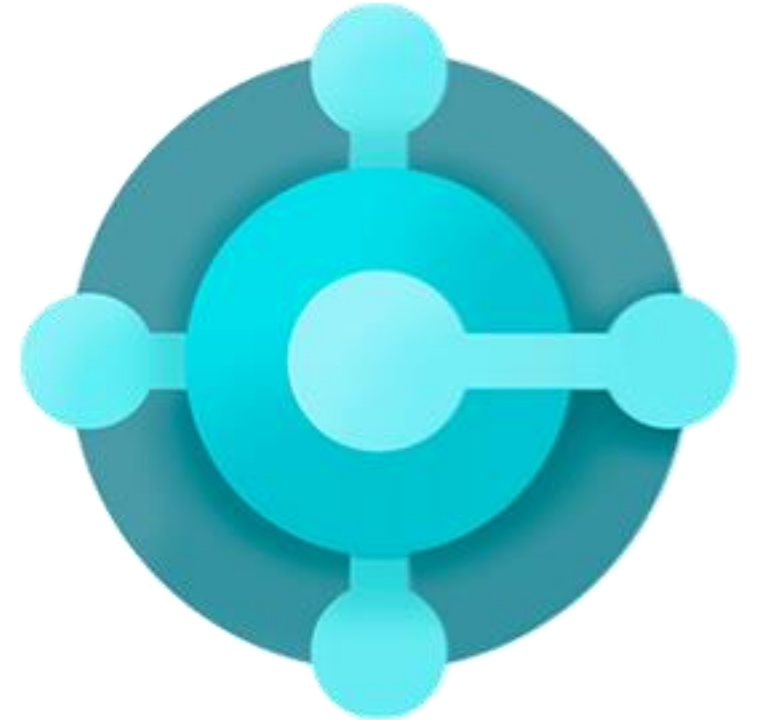
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Dynamics 365 Business Central is the enhanced version of Microsoft's NAV ERP solution, with greater functionality and a streamlined user experience.

Below are some of its capabilities:

- Readily integrated with Microsoft Teams, the most used collaborative tool used today.
- Most of the Business Central Sales & Purchase activities can be managed from within Microsoft Outlook.
- Seamless integration with applications like Power BI and PowerApps.



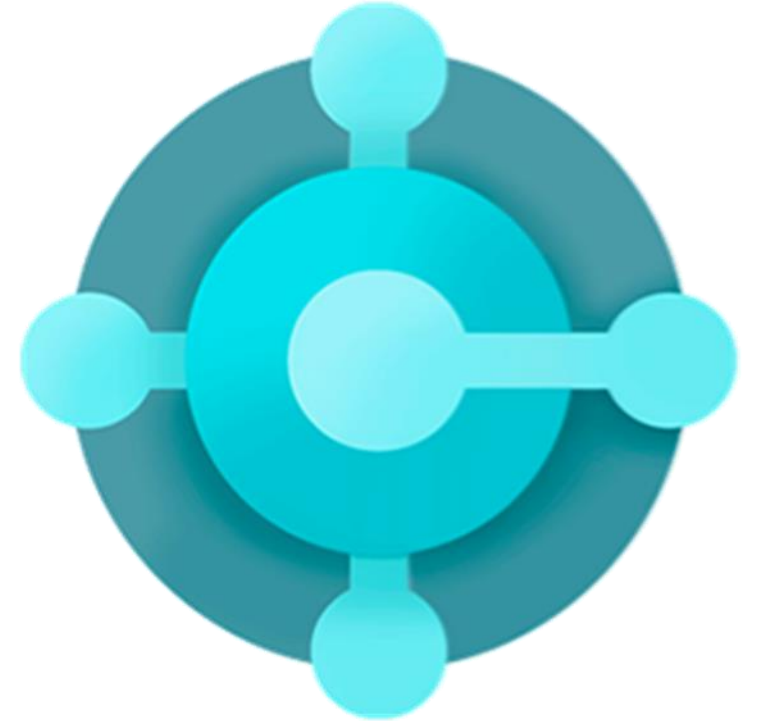
# Further capabilities of Business Central

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There are numerous beneficial capabilities of Business Central:

- You can access Business Central from anywhere in the world over the internet, from any operating system [Windows, Mac or Chrome / Android].
- Business Central, is offered both as On-premise and Cloud solution and is compliant with most major cross industry and government standards, including GDPR and Making Tax Digital.
- **But the most important change is the modern development capability and concept of Extensions.** Extensions enable your Business Central Instance to be upgraded in future without any conflict with the base application, letting you save time and money.



# Is now the right time to upgrade?

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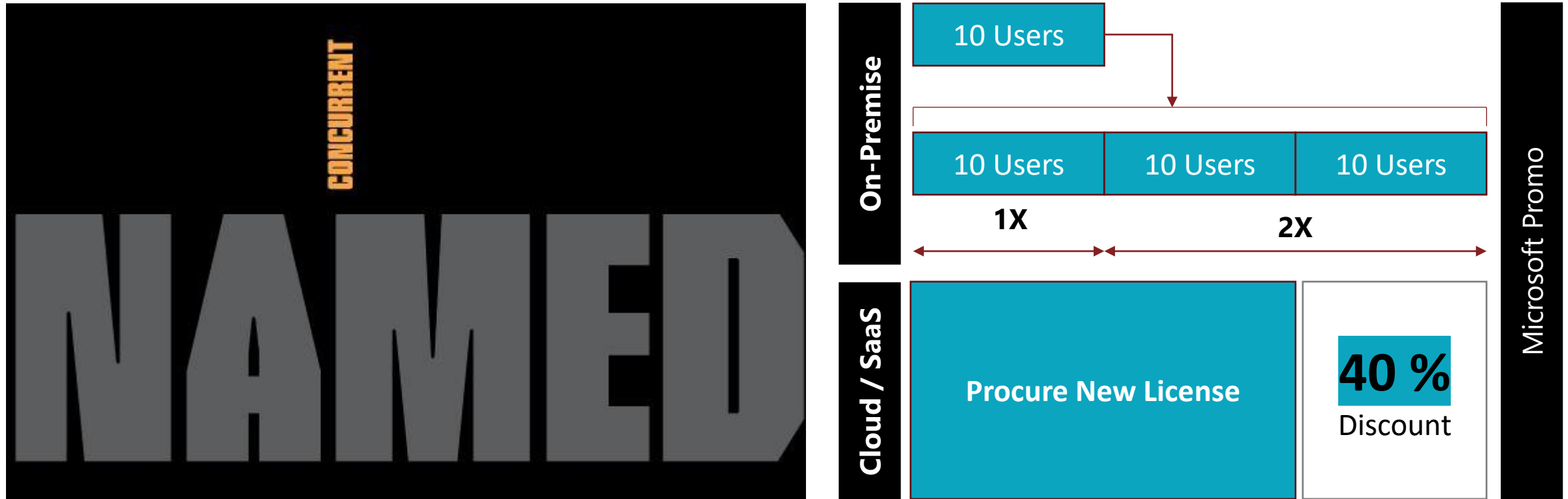


Is now the right time to upgrade from NAV to D365 Business Central?

The numerous useful features show why the answer is yes, however, there are more critical reasons below:

- **License Incentives.** Microsoft are providing more licenses when upgrading.
- **Upgrading sooner reduces cost.** Delaying your upgrade increases the gap will be between your version of NAV and Business Central, making it a more complex and expensive upgrade for you in future.
- **Stay supported by Microsoft.** The support for most earlier versions of NAV is either already discontinued or will be discontinued soon by Microsoft.
- **Once you upgrade, you stay upgraded.** The great thing is, once you upgrade to Business Central, future upgrades happen automatically to your instance.

# What you need to know first - License Migration



- BREP is Paid
- You Purchased the Licenses before 1<sup>st</sup> October' 2018

# What you need to know first - License Migration

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The license model has moved from Concurrent to Named Users, however, here is the good news:

Microsoft will compensate for this by providing you with the following incentives based on the upgrade path:

- **Remaining On-Premise** – You will get 3 times the number of Named user licenses of your concurrent user count. On top of that the BREP calculation of your license remains the same as the old calculations. Which means now you have, say for example, 30 users instead of your original 10 users and you pay the same old BREP amount.
- **Moving to the Cloud** – You do need to procure a new license, but you will enjoy a 40% discount.
  - You will also do away with the yearly BREP payments.
  - The infrastructure is taken care of by Microsoft and is included in the license price itself.
- These incentives are available to you provided:
  - Your current BREP payment to Microsoft is not lapsed and
  - You procured your NAV license prior to October 2018.



# Project Kick-off & Database Preparation for Upgrade

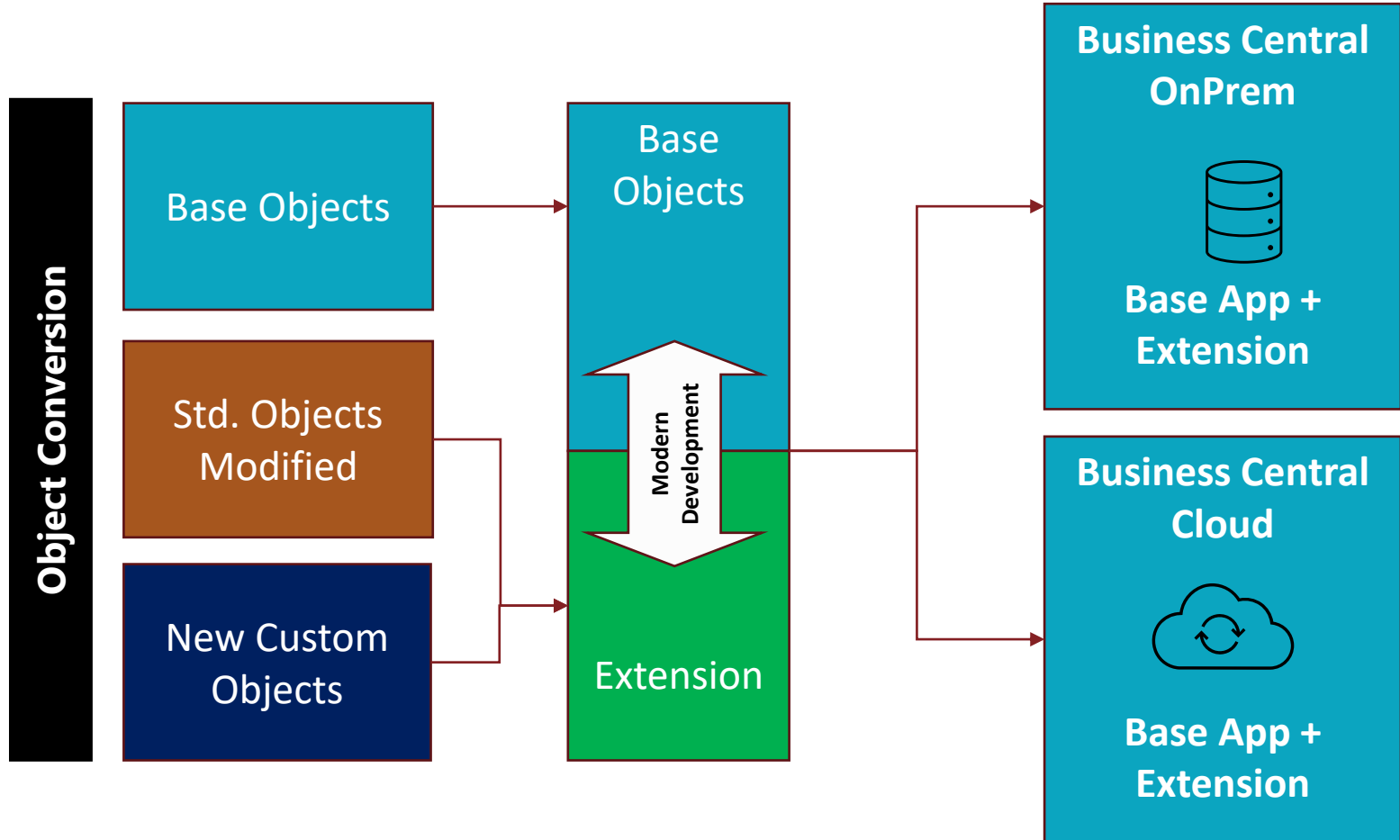
- Object Preparation
- Business Central On-Premise Instance Preparation
- Comparison of Custom Objects with Base Objects
- Workshop with Business Users to understand the existing better



# Objects Conversions



Upgrade Estimate : From Version Dynamics NAV 2013 R2 to Version Dynamics 365 business Central with									
Sr.	Task Description	Units	NAV 2013	NAV 2018	Upgrade	Unit			
			(Hours)	(Hours)	(Hours)	(Hour)			
1	Back up and Preparation the Database for Upgrade		6.00	6.00					
2	Upgrade the Application Code								
<b>Objects</b>									
<b>Tables</b>									
2.1.1	New Tables	12	100	100	2.00	1.00			
2.1.2	Base Modified Tables	35	2.92	2.92	5.83	2.92			
2.1.3	Partner Specific	2	0.00	0.00	0.00	0.00			
<b>Pages</b>									
2.2.1	New Pages	22	0.00	0.00	3.67	1.83			
2.2.2	Base Modified Pages (Compare and Merge)	83	0.00	0.00	6.32	6.32			
2.2.3	Partner Specific	5	0.00	0.00	0.00	0.00			
<b>Codeunits</b>									
2.3.1	New Codeunits	15	0.00	0.00	3.75	1.25			
2.3.2	Base Modified Codeunits	17	0.00	0.00	8.50	1.42			
2.3.3	Partner Specific	4	0.00	0.00	0.00	0.00			
<b>XMLports</b>									
2.5.1	Create New XMLports	8	0.00	0.00	0.00	0.00			
2.5.2	Base Modified XML Ports	0	0.00	0.00	0.00	0.00			
2.5.3	Partner Specific	0	0.00	0.00	0.00	0.00			
<b>Reports</b>									
2.7.1	New Reports	29	0.00	0.00	116.00	2.42			
2.7.3	Base Modified Reports	10	0.00	0.00	5.00	1.67			
2.7.3	Partner Specific	1	0.00	0.00	0.00	0.00			
<b>Menu suites</b>									
2.8.1	Updating Menus		0.00	0.00	0.00				
2.9	Publish Extension package			8.00					
3	Understanding of Current business process with Customer					8.00			
<b>Data Upgrade for Internal Testing</b>									
4.1	Upgrading the data (for Internal test system)		6.0	8.0					
4.2	Create Data files and import into test system			8.0					
<b>Data Upgrade for UAT</b>									
4.3	Upgrading the data (for test system)		6.0	6.0					
4.4	Create Data files and import into test system			4.0					
<b>Functional Testing(Internal)</b>									
5	Functional training on new interface for Internal			16.0					
6	Functional training on new interface for Partner			24.0					



# Migrating Existing Developments

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When it comes to the operational aspects of the upgrade, a question you might have right now is:

**“Will we be able to migrate the existing developments we have made in our version of NAV?”**

The answer is yes, you can carry forward all developments to the upgraded Business Central instance.

We analyse your developments and convert them to a new concept called ‘Extensions’. The Extension is the concept which makes your development a Plug-n-Play component of Business Central. This also makes your instance compatible with automatic upgrades in the future.

Based on the upgrade path you chose; we port your extension either to a Business Central On-Premise instance or a Cloud instance.

Should you want to remain On-Premise but do not want to incur the overheads associated with it, we can provide Azure hosting facilities.

# Migrating Existing Data

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Besides existing developments, you can also carry forward your existing data if you wish to.

Behind the scenes, there are several steps we go through to migrate your data from Navision to Business Central.

This process follows couple of simple rules:

1. If your database instance is on NAV 2015 or on subsequent versions, we first need to migrate it to an earlier On-Prem version of Business Central and subsequently to the latest version.
2. If you are using a version prior to NAV 2015, we need to go through an additional step and migrate it to NAV 2015 or NAV 2018 first, then follow the remaining steps in the process of migrating the data to the latest version of Business Central.

But the bottom line is that all these steps are taken care off by us, and you don't need to be bothered by it.

# Data Migration Testing [Sample]

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Sample Data Migration:

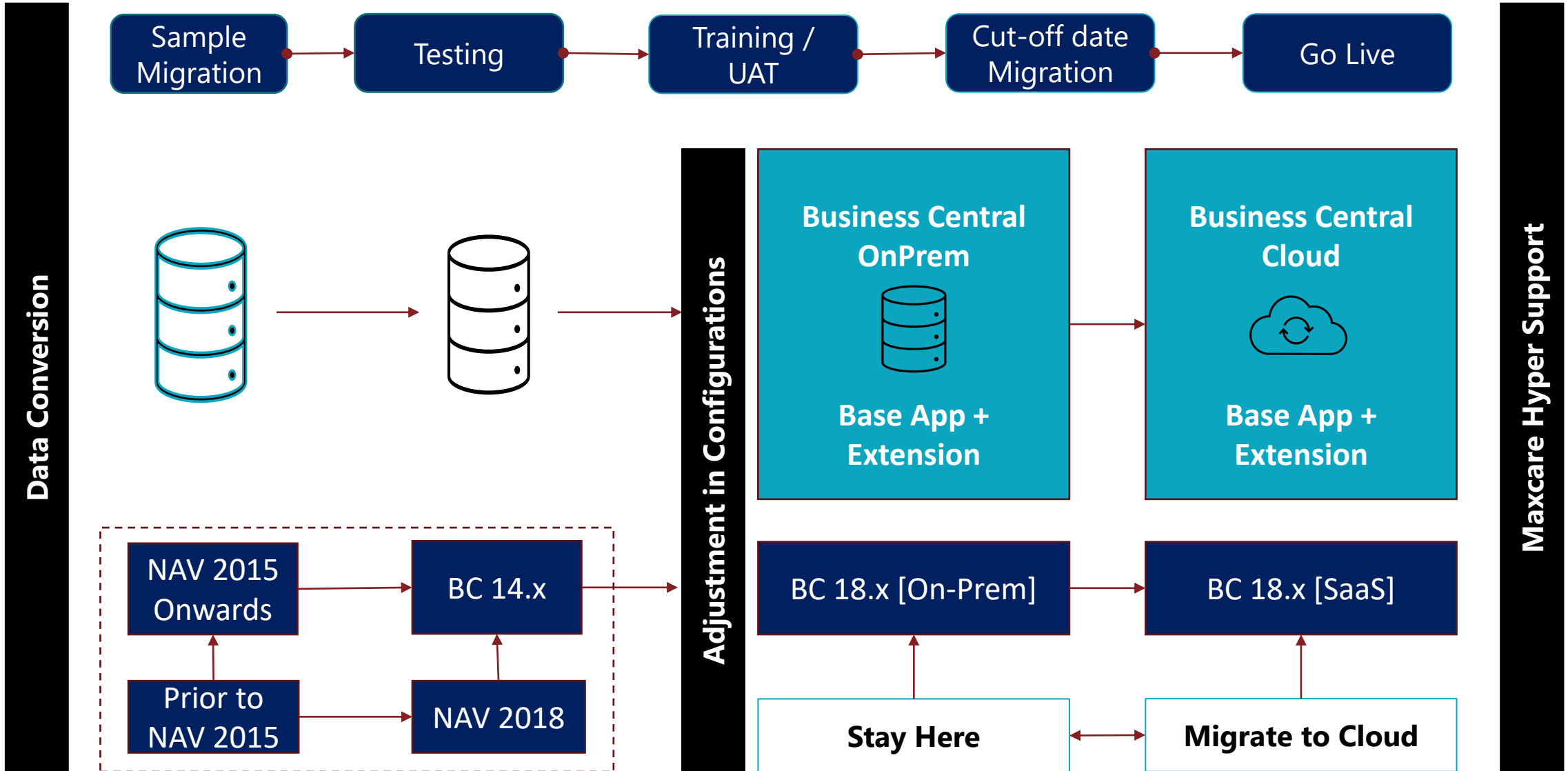
1. NAV x.x - NAV 18.0
2. NAV 18.0 - BC 14.0
3. BC14.0 - BC 18.x
4. Sample data migration for newly created extension

# Deployment & Training [on UI changes in D365 BC]

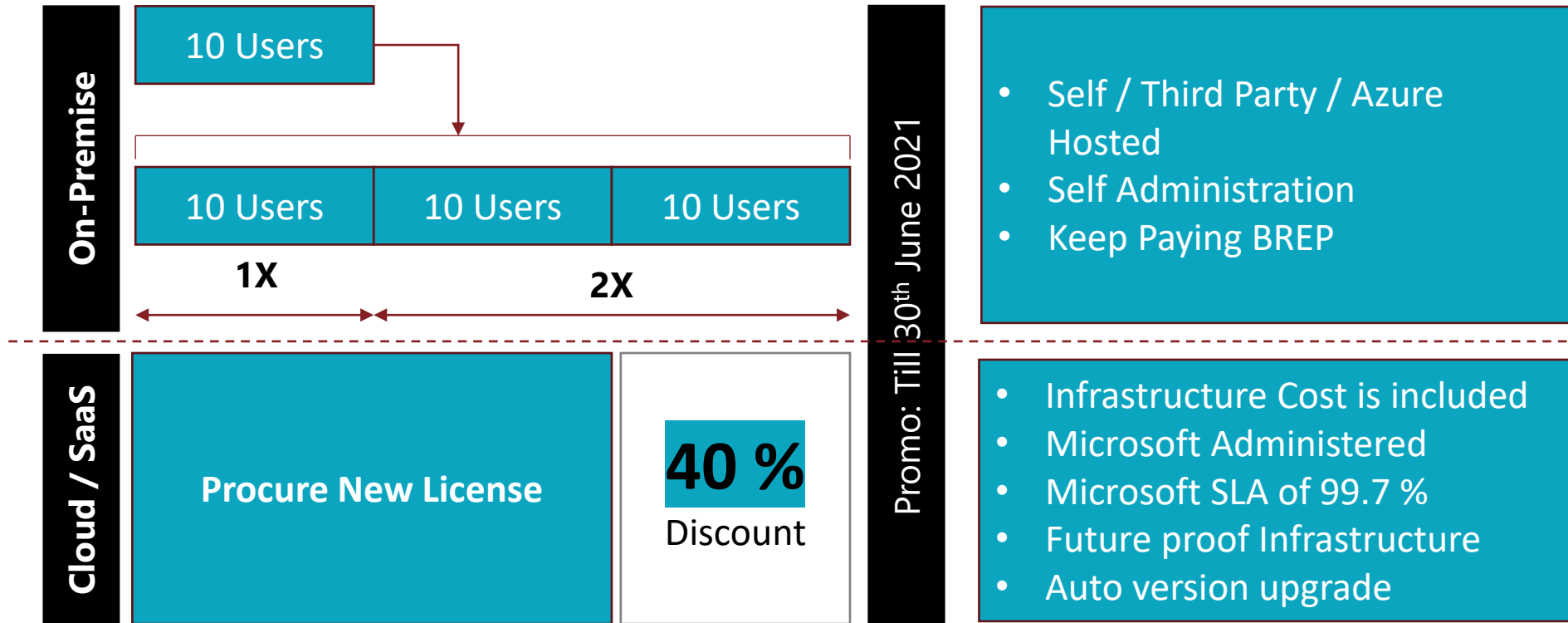
- Key User Training
- Support during User Acceptance Testing
- Managing Changes/ Corrections
- End User Training (Delivered by Key Users)



# Final Data Migration



# Cloud or On-Premise?



**Mercurius IT Helps You**



- In ROI Calculation
- Take Informed Decision
- Carefully Plan for Your Upgrade



# Cloud or On-Premise?

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Staying On-Premise and moving to the Cloud both have positives. We empower you with all the relevant information so that you can make an informed decision.

Some key points to consider are below:

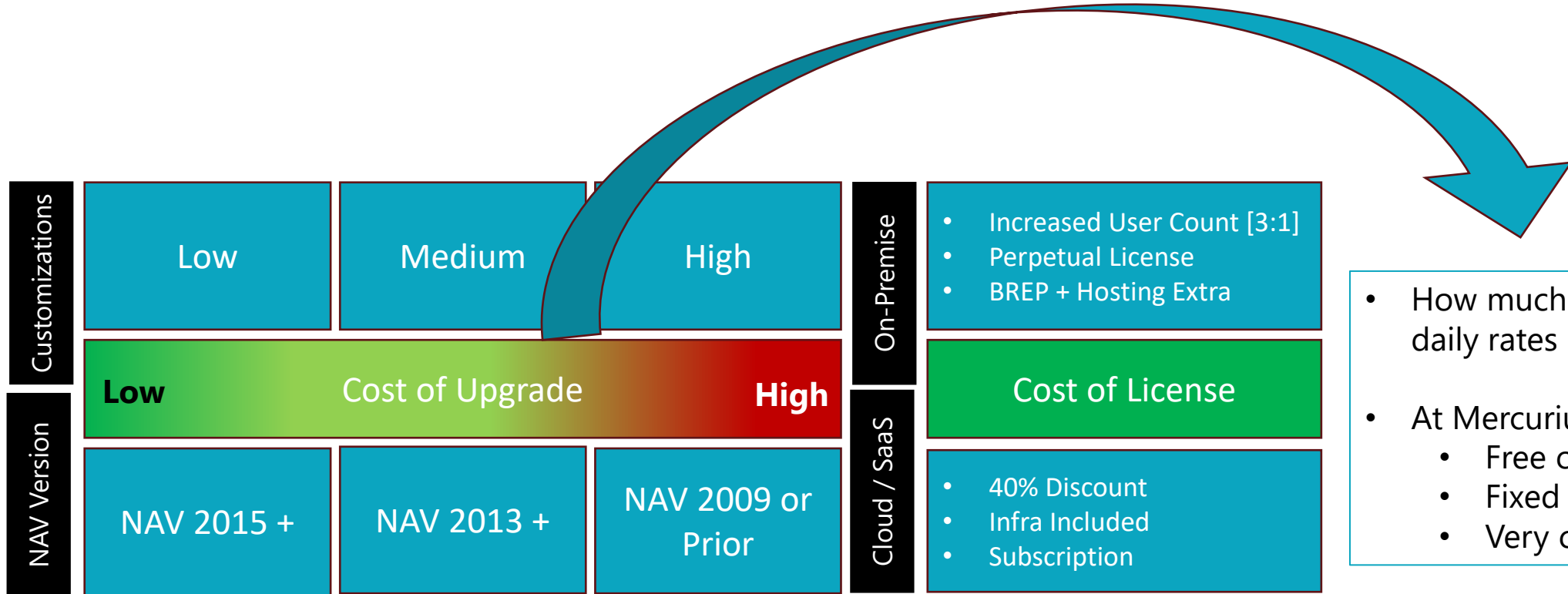
## **If you remain On-Premise:**

- You will get 3 times the number named users of your existing concurrent user count. But you need to manage your infrastructure either by self-hosted, Azure hosted, or third party hosted.
- You need to keep paying your annual BREP.

## **Whereas, If you move to Cloud:**

- You can enjoy a 40% discount on the license procurement.
- Your infrastructure will be taken care of by Microsoft with more than 99.9% of SLA. This also removes your risk of having obsolete infrastructure in future.
- Plus, you no longer pay any BREP.

# How Expensive the Upgrade can be



- How much your partner service daily rates
- At Mercurius IT, we do -
  - Free object analysis
  - Fixed cost proposal
  - Very competitive daily rate

[Click here to read our blog with more reasons to upgrade to D365 Business Central](#)

# How Expensive the Upgrade can be

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The cost of an upgrade depends on 2 factors:

- **The first one is the License cost:**  
This is a straightforward calculation no matter whether you go for On-Prem or Cloud.
- **The second factor is the conversion of your existing developments and Data:**
  - More developments means converting them to Business Central Extensions will cost more and be more complex.
  - Similarly, the bigger the gap between your existing version of Nav and Business Central, the greater number of steps we need to go through for migrating your data.

At Mercurius IT, we reduce your risk on the upgrade cost by offering you free analysis and fixing the cost for the upgrade.



Since 2005, Mercurius IT has blended business process knowledge with IT capability to solve industry-specific challenges.

No matter whether organisations require ERP, CRM, Power Platform, or other D365 solutions — as an experienced Gold Microsoft Partner — we can ensure needs are met with minimal risk, cost, and time.

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# Empowering businesses through growth, productivity, organisation, and more.

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