



## NAV to Business Central – When, Why and How should you UPGRADE?

Microsoft Dynamics 365 Business Central, the cloud and on-premise based ERP solution, is the upgraded version of the erstwhile Microsoft Dynamics NAV product. Built on the same technology as its predecessor, it includes several new features and capabilities redesigned to work well together in the cloud and meet business challenges of today and the future.

These are the features that as a NAV user you have always wished for – accessing the application from anywhere and from any device be it a phone, laptop or a tablet, a 99.9% uptime service-level agreement (SLA) from Microsoft, bi-annual upgrades from Microsoft, that eliminate the need to ever upgrade your system manually, built-in intelligence to assist you with your purchase orders, sales forecasts and so on.

Hence, upgrading from your current NAV version to Business Central, does not have to be a dreadful scenario that you keep putting off. It is in fact the ideal way ahead. So, when, why and how do you make the UPGRADE?



## When should you make the move?

Consider upgrading to Microsoft Dynamics 365 Business Central if you can relate to any of these scenarios:

1

Your current NAV solution is limiting the needs of your business and requires manual workarounds

2

Your business has evolved over time and there is a need to revisit your old processes and optimize them

3

Your business processes have evolved over time and the current solution is unfit to handle the change

4

You are looking to make business processes efficient using new technologies such as automation, mobility and connected systems

Moreover, with Microsoft providing a 40% Off on Business Central to current NAV users and remote working becoming the new norm amid the pandemic, the timing for an upgrade could not have been more perfect!!

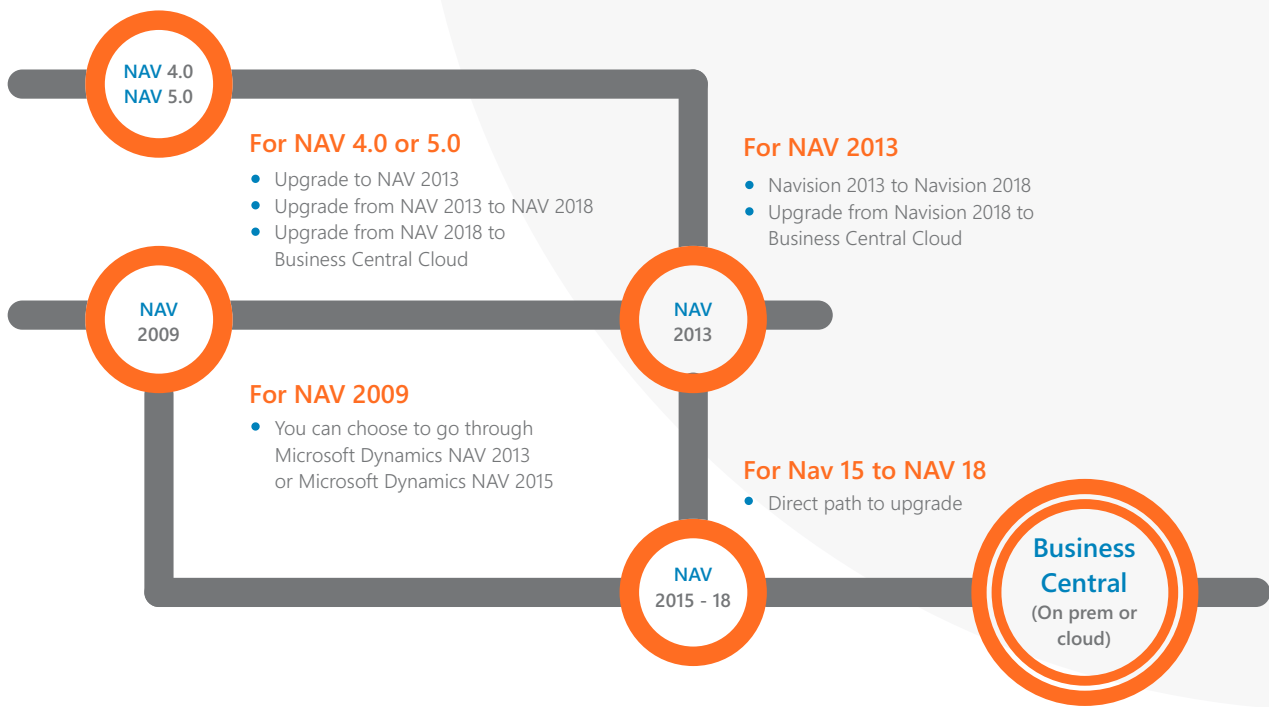
## Why go for the upgrade?

Microsoft's vision for Business Central is to make it easier for organizations to adapt the path to accelerated growth using a modern business management solution. Its rich and advanced features helps:

- Boost profits by optimizing inventory management and minimizing wastage
- Boost sales and customer service with automated guidance and Outlook integration
- Make smarter decisions and plan ahead by leveraging AI capabilities
- Enhance security with the cloud
- Improve decision making through easy-to-create dashboards and built-in AI insights such as late payment prediction and sales forecast
- Gain a complete view of the business by bringing together people, processes, and data
- Enhance efficiencies with capabilities to integrate with Microsoft applications such as Office 365 and the Power Platform in addition to external industry-specific solutions
- Stay ahead of competition with a modern business management solution, powered by the Microsoft technology stack, built in intelligence and a seamless integration with CRM systems

## How to upgrade?

With the new 2020 release wave, there are various paths to upgrade to the latest version of Business Central v16. These paths depend on the version of NAV you currently are on.



## To be or not to be - on the cloud with Microsoft Dynamics 365 Business Central?

This is the most asked question by majority of our clients. While, this is a choice we can help you make after analyzing your requirements, here are 7 major differences between the three different platforms.

Key - Capabilities	NAV Versions	Microsoft Dynamics 365 - On premise	Microsoft Dynamics 365 - In Cloud
Cost Model	<ul style="list-style-type: none"> <li>• The Perpetual Licensing model</li> <li>• The Starter Pack,</li> <li>• The Extended Pack, The Full User</li> <li>• The Limited User</li> </ul> Additional configuration components are also available.	<ul style="list-style-type: none"> <li>• Perpetual Licensing               <ul style="list-style-type: none"> <li>- Full Users</li> <li>- Additional Users (Team Member) Licensing.</li> </ul> </li> </ul>	Monthly subscription
Data Access	Full Access	Full Access	Access through <ul style="list-style-type: none"> <li>• Table Information Report</li> <li>• Application program interface (API)</li> <li>• Excel Import and Export</li> <li>• Download Database Backups</li> </ul> Note: No direct access to backend databases which makes it more secured.
Storage Space	Limited to available storage	Limited to available server storage	Each Microsoft Dynamics 365 Business Central cloud instance comes with 80 GB of database storage. Can be extendable. New add-on SKU can be purchased that provides additional storage capacity.
Storage Space	Limited to available storage	Limited to available server storage	Each Microsoft Dynamics 365 Business Central cloud instance comes with 80 GB of database storage. Can be extendable. New add-on SKU can be purchased that provides additional storage capacity.

Maintenance Expenses	Involves large spending on maintaining and upgrading servers based on version and complexity level	Involves spending on maintaining and upgrading servers based on version and complexity level	Covered in Licensing cost.
System Updates	Monthly Cumulative updates and Two Major updates from Microsoft. Rollout plan can be based on Client requirement.	Monthly Cumulative updates and Two Major updates from Microsoft. Rollout plan can be based on Client requirement.	Updates (both minor and major) rolled out consistently, Major updates twice a year. Updates can be scheduled to run on the respective environment.
Power BI	Power Bi Reports can be created using Navision Database as source and can be published to power BI Services.	Power Bi Reports can be created using Navision Database as source and can be published to power BI Services.	By-default Integrated and covered within the license
Integration	<ul style="list-style-type: none"> <li>• Excel Add-In</li> <li>• Outlook</li> </ul>	<ul style="list-style-type: none"> <li>• Excel Add-In</li> <li>• Outlook</li> <li>• Sales (CE)</li> </ul>	<ul style="list-style-type: none"> <li>• Excel Add-In</li> <li>• Outlook (Seamlessly allow users to complete Business Central business tasks from their Outlook inbox)</li> <li>• Seamless Integration with Sales (CE) and CDS</li> <li>• Power Platform</li> </ul>

## So what next?

While we are confident this helped resolve a lot of queries you already had regarding making the move from your current NAV solution to Business Central, we are sure you have a few questions specific to your business or industry, that is left unanswered.

We suggest you discuss the same with our expert by scheduling an assessment. The two-day workshop will deliver on the following:

### Day 1: Discovery

- Current state or as-is analysis
  - Is Dynamics 365 Business Central the right ERP for your business
  - Strategic areas of improvement based on industry type
- Business Central feature overview

### Day 2: To-be Business Needs

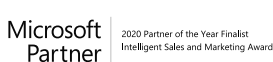
- Current business pains and possible solutions
  - Overview IP's and accelerators – can they assist in resolving these pain points. If not, can we create customized solutions for the same.
- ROI to business from solving prime business challenges
  - Licensing requirements
  - Would benefits achieved from Business Central be worth the price

### Demo

- Demo of key Business Central features (mobile first, remote connectivity, Power Platform integration, PowerBixTeams, Office365 integrations, CRM integration)

## Q & A

To schedule a suitable time for the assessment or to speak with a sa.global consultant simply fill in the form here or write to us at [info@saglobal.com](mailto:info@saglobal.com)



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