

The Ultimate 2018 Microsoft Dynamics Guide

Dynamics GP vs. Dynamics NAV vs. Dynamics SL
Introduction – Functionalities – Licensing – Pricing

GP2018

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Dynamics

NAV2018

Microsoft
Dynamics

SL

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Dynamics

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AGENDA

Introduction and Overview

1. What do you get with Dynamics GP?
2. What do you get with Dynamics NAV?
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4. How do you Assess your Needs?

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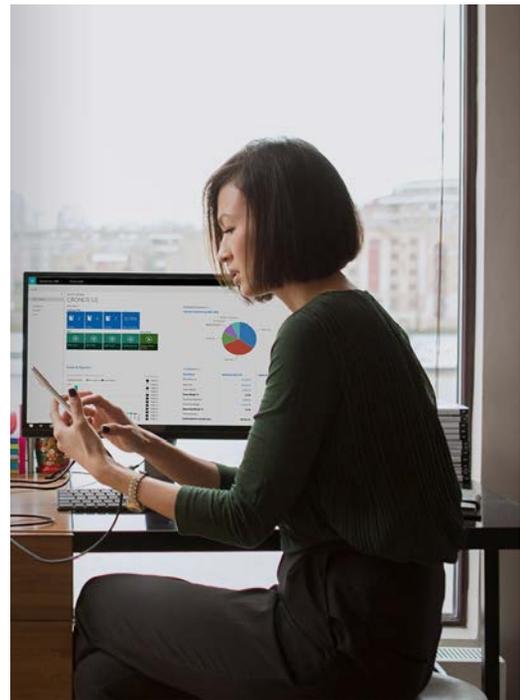
Introduction and Overview

The Microsoft Dynamics ERP Suite is a line of internally-integrated, flexible and customizable, corporate management systems.

ERP stands for enterprise resource planning - software that streamlines the operations of your company; purchasing, product planning, manufacturing, marketing, materials management, inventory management, shipping and payment, human resources can all be managed through 1 software platform.

With many of the back office functions concerning technology, services, and HR automated, ERP will ultimately save your company time and money in the long run. Implementing software that automates internal processes allows companies to reduce staffing requirements since the software streamlines these tasks.

Implementing ERP allows stakeholders and CEOs to make wiser, more informed decisions regarding next steps for their company since they now have access to a more holistic view of all its aspects.



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"It can be tricky to choose between Microsoft Dynamics GP, NAV or SL for the right ERP for your company."

Each Microsoft Dynamics version offers specific features used for different companies' needs.

Microsoft Dynamics GP, NAV, and SL, as the Mid-Market ERP Solutions from Microsoft, are designed for SMBs specificities. This eBook will help you narrow down which solution is right for your company by discussing the main features and what problems each addresses.

Technology Management Concepts

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Introduction and Overview

For decades Microsoft solutions have been part of your professional life. From Operating systems to Office tools, you have experience with Microsoft in one way or another.

With the acquisition of Great Plains Software (Dynamics GP) in 2001, Microsoft entered the ERP market and started began its race with the historical giants Oracle and SAP. After only 6 years, Dynamics GP reached the 1 million customers milestone.

From one single ERP solution to an entire ERP Suite, Microsoft created a strong line of products, the Microsoft Dynamics line. Each solution answers specific needs and is configured for a particular market/industry.

It can be intimidating to look into the features and functionalities of each solution and it can be complex to understand all the modules and licensing. So how do you choose?

Microsoft broadly categorizes the Dynamics line into two groups. NAV, GP and SL are targeted at small to mid-sized businesses, while AX is primarily for the enterprise sector.

The 3 Mid-Market options break down with the following positioning:



Microsoft calls out Dynamics SL for Time Billing, Professional Services, Project and Construction organizations. NAV has multiple languages, so more suitable when this is required. They all compete head to head in the marketplace on general ERP requirements. The look and feel, such as the screen layouts, for all products are now all very similar in design. **NAV is also known in the global marketplace for its strength in manufacturing.**

If you are looking for a core financials system (GL, AP, AR) they all (GP, NAV, SL) have similar functionality. NAV & SL have the benefit of better dimension functionality in the GL, with SL also having superior multi-company and intercompany functionality (in project). Additionally, all use similar report writers.

A decision of which product is best can be depend on your implementation partner's relevant experience in your industry.

1. What do you get with Dynamics GP?

When Microsoft acquired Great Plains in 2001, they started the foundations of their Microsoft Dynamics GP Solution. Simply-packaged accounting solution GP is made for small- and medium-size businesses and is the perfect transition for growing companies who are looking to replace their original accounting software.

The Packaged offering is perfect for fast-growing companies who need better accounting capabilities than QuickBooks or other small solutions. Built around packaged features and specific industries, Dynamics GP offers accurate reporting and monitoring.

Microsoft Dynamics GP is an ERP solution that meets industry specific needs and is affordable. It is an integrated solution that helps manage finances, inventory and drive sales. It is easy to learn because it is similar to other Microsoft solutions such as Microsoft Office Outlook, Word, and Excel. Microsoft Dynamics GP is able to be installed on desktops or remotely.

Dynamics GP Licensing and Pricing

GP2018

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Starter Pack – 1 FULL USER

\$225/month/user (Subscription)
\$3000 (On-Premise)

GP2018

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Extended Pack – 1 FULL USER

\$225/month/user (Subscription)
\$3000 (On-Premise)



User License Types

Three user types are available: full, limited and self-service, giving you the ability to control access and the cost of your solution. Named Self-service users are designed for non-business tasks. The concurrent limited user can view business information in addition to the self-serve rights. The full concurrent user allows full access.

2. What do you get with Dynamics NAV?

In 2002 when Microsoft purchased the Danish firm NAVISION, who just merged with Damgaard Software in 2000, it allowed Microsoft to add TWO new Dynamics products to its line.

Dynamics NAV is aimed at businesses in the manufacturing, retail, distribution and professional services markets. What sets it apart is the ease with which it can be customized for niche uses. This makes NAV ideal for startups and niche businesses whose requirements change so rapidly that no other off-the-shelf package will work, as well as businesses which must adapt quickly, requiring nothing less than a software solution that can keep up.

Microsoft Dynamics NAV is designed for mid-sized businesses and can help simplify their supply chain and manufacturing operations. It allows businesses to track production, sales, and communication with vendors. Its multi-language and multi-currency abilities are great for international business. It also allows you to stay connected with its mobile device capabilities.

Dynamics NAV Licensing and Pricing



Starter Pack – 1 FULL USER

\$225/month/user (Subscription)
\$3000 (On-Premise)



Extended Pack – 1 FULL USER

\$225/month/user (Subscription)
\$3000 (On-Premise)



Notes

- Additional software licenses may be required, such as Microsoft Windows Server, Microsoft SQL Server, Microsoft Office 365 and Microsoft SharePoint. These licenses are not included with the Starter Pack. Additional software must be licensed according to the applicable license terms.
- The Starter Pack is a prerequisite to the Extended Pack
- Upon purchasing the Extended Pack, the functionality is extended to all current and coming users of the customer

3. What do you get with Dynamics SL?

When Microsoft purchased Great Plains back in 2001, Great Plains just acquired Solomon Software a year before, the owner of a standalone accounting package.

With the Great Plains acquisition, Solomon's application became Dynamics SL.

Dynamics SL is geared first and foremost for project-based businesses. This makes SL the perfect solution for government contracting, finance, professional services, construction and similar businesses.

Microsoft Dynamics SL has industry-specific uses for small or medium-sized businesses that offer support to professional and government contractors. It is designed to cater to businesses with fewer than five-hundred employees. It has all the features of QuickBooks, but an enhanced version that includes faster and safer features for your company.

Dynamics SL Licensing and Pricing



Business Essentials Edition - 1 FULL USER

\$225/month/user (Subscription)

\$3000 (On-Premise)



Advanced Management - 1 FULL USER

\$225/month/user (Subscription)

\$3000 (On-Premise)

Notes

- Additional components are available to Business Essentials and Advanced Management customers. Each offering, Business Essentials or Advanced Management, gives access to a specific set of a-la-carte modules that provide a richer set of features and functionality to serve unique business needs.

4. How do you Assess your Needs?

As you may have noticed, some functionalities are available across the Microsoft Dynamics Suite.

In that sense, when you are selecting between these solutions, you need to take into account your organization's industry, the specific functionality you currently need, and the degree of customization you might require in the future.

A Dynamics reseller will help you navigate your way to finding which product is right for your business, so finding the right reseller is your first step.

Whichever option you choose, you can be sure you're investing in a robust ERP system that is continually evolving to meet the demands of an ever-changing market.

We've got your back!



The 8 Must Ask Questions for ERP Selection (and Why)

The most important questions to choose the most suitable ERP Solution for your business

[DOWNLOAD >](#)



The Microsoft Dynamics Product Line can be intimidating at first glance!

We've got your back and made the ERP Solutions environment a little more palatable. With this quick and easy quiz you can narrow down the ERP systems that best fit your company's needs!

Read on to find out more about why each question is critical...



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This eBook is offered by Technology Management Concepts, the #1 Microsoft Dynamics ERP Partner in Southern California

"At TMC, we are a 100% Microsoft shop supporting Microsoft Dynamics ERP products only."

A Rewarded Partner you can trust

Technology Management Concepts has completed over 1,500 ERP implementations since it was founded in 1984.

Currently serving over 300 Microsoft Dynamics ERP clients, the TMC team has a combined 500 years of consulting expertise.

TMC has been a Gold Certified Microsoft partner for more than 17 years and in both 2016 & 2017, we were named to the famed INC 5000 Fastest Growing Businesses. In addition, TMC has been a Microsoft President's Club member and included in Bob Scott's & Accounting Today's Top 100 VAR Awards for 8 years running.

We concentrate exclusively on Microsoft Dynamics ERP so you can concentrate on everything else.

TMC specializes in the implementation of financial and business management systems, helping our customers streamline their processes and maximize productivity.

As a Microsoft Gold Partner, we are recognized for exceptional customer service, training and support. Combined with our proactive customer service, we've built our reputation as the premier Microsoft Dynamics Partner in Southern California, while also serving companies nationally and globally.



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