

# True Cloud vs. Fake Cloud for your ERP System

Eight Ways to Identify a  
True Cloud ERP Software





# True Cloud for Maximum ROI

Your firm needs real-time visibility into sales, order management, inventory, purchasing, production and services—and accounting information.

**Cloud solutions can help**, but only if they're built the right way. Before you consider migrating your ERP solution to the Cloud, take the time to find out what constitutes a true cloud solution, and what distinguishes it from the many fake cloud solutions on the market.

This eBook shows you how the cloud can enhance productivity and gives you eight reliable ways to identify true cloud distribution software.

Even after you've identified what seems to be a viable cloud ERP solution for your company, be aware that not all cloud solutions are created equal. Many fall short by not offering a feature or characteristic that's easy to overlook.

**Here are 8 things your  
Cloud ERP Solution  
must offer:**

**- 1 -**

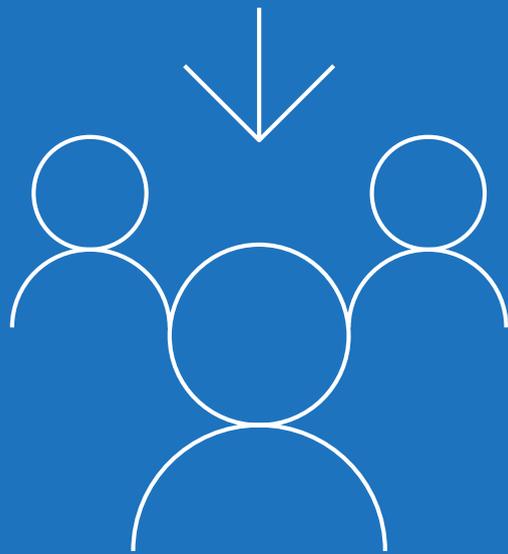
**Full functionality and reporting  
offered on common mobile  
devices as well as on the desktop.**

Don't settle for one of the many solutions that only offer a scaled-down app for mobile users.

- 2 -

## Personalization.

You should be free to customize your dashboards, reports, and workspaces to the needs and preferences of your workforce.



- 3 -

## Full integration of spreadsheets, data services, apps, and equipment.

Don't settle for one of the many solutions that only offer a scaled-down app for mobile users.

- 4 -



Software that was built using modern, commonly available tools and standards.

If the vendor is not clear about how the software was written, what tools were used, how it will be customized, and how it will be integrated with other cloud systems, then you can assume they're not using current techniques, software tools, and standards.

- 5 -

## The ability to pay by resource usage, not by the user.

Most ERP software vendors charge you extra for every user you add to the system. This is particularly unfair to companies with distribution operations, which often need to add large numbers of occasional users to their systems. Look for a vendor that only charges for the computing power you actually use, regardless of your number of users.



- 6 -

## Industry-standard security.

Your vendor must protect your data in a data center that meets the highest data and access security requirements. It should be a large, well-known facility that has the necessary resources for load balancing, backup and recovery, and security.

- 7 -

## Deployment options.

For many, deploying ERP in the cloud and letting their vendor host it is the most cost-effective and secure option. But your company may be different. If so, look for a vendor that also gives you the option of deploying on your own servers.

- 8 -

## Easy upgrades.

Legacy software was painful and costly to upgrade because you had to rewrite all your customizations for the newest version of the software. A good cloud solution will upgrade quickly and easily without disruption to your business. In fact, in a true cloud SaaS model, the software provider handles all of that for you.

## See what Dynamics 365 can do for your business

Whether you're responsible for the finances and operations of a global enterprise or a regional midsize business, Microsoft Dynamics 365 has the right solution for your ERP needs. And as an industry leader in cloud-based ERP platform technology, we provide the peace of mind that only long-term support and viability can offer.

“

If we didn't go to the cloud-based, mobile-based (platform), it would become a huge limiting factor to our growth and maybe even our existence in the future.”

Carl Spackman

VP, Finance, Copper State Bolt & Nut Co.





**Don't let the market and the competition pass you by.**

**Find your new home in the cloud with Dynamics 365.**

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



**Technology Management Concepts** can help you drive migration initiatives and manage your resources once they're in Azure



**Technology Management Concepts** can help you drive migration initiatives (incl. project management, technical consulting and execution, industry skills)

## About TMC

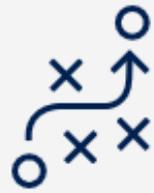
TMC (Technology Management Concepts) was founded in 1984 and has over 300 current Microsoft Dynamics ERP clients. We have completed over [1500 ERP implementations](#) and our team has well over 500 years of combined consulting expertise.

TMC has been a Gold Certified Microsoft partner for over 17 years and in 2017, we were nominated for the 2nd time to the famed [INC 5000 Fastest Growing Businesses](#). In addition, TMC has been a Microsoft President's Club member and has been included in Bob Scott's & [Accounting Today's Top 100 VAR Awards](#) for over 10 years running.

## How can TMC help?

	Azure Workshop	Migration Plan + Business Case	Proof of Concept	Migration
What we do	<ul style="list-style-type: none"> <li>Identify business and IT requirements, priorities and constraints</li> </ul>	<ul style="list-style-type: none"> <li>Assess your current IT environment architecture, and portfolio of applications</li> <li>Identify apps to migrate and those requiring refactoring</li> <li>Quantify ROI of migration for business case</li> </ul>	<ul style="list-style-type: none"> <li>Participate in a Proof of Concept</li> </ul>	<ul style="list-style-type: none"> <li>Participate in a seamless cloud migration</li> </ul>
What you receive	<ul style="list-style-type: none"> <li>Business recommendations</li> <li>Azure Total Cost of Ownership (TCO) and value to your business</li> </ul>	<ul style="list-style-type: none"> <li>Receive recommendations, ROI, and detailed migration plan for your business case</li> </ul>	<ul style="list-style-type: none"> <li>Proof workloads can be migrated without disruption</li> </ul>	<ul style="list-style-type: none"> <li>Migrated workloads</li> <li>Optimized environment</li> <li>Cost savings</li> <li>Increased productivity</li> </ul>
Commitment	Duration: 2 hours	Duration: Variable, based on project size	<b>Duration:</b> Variable, based on project size	Duration: Variable, based on project size

# - Why you Can Confidently Migrate your Apps and Data to the Cloud? -



## Flexible migration options with hybrid support

Only Microsoft Azure gives you a flexible cloud migration path with consistency across your on-premises and cloud assets. Whether your business requires a hybrid state long term or only during the migration period, Microsoft Azure can support your migration.



## Cost-effective throughout the entire migration experience

Azure offers unmatched value during every stage of your cloud migration journey. Use free assessment, migration, and cost management tools as you migrate. When cloud migration is complete, keep your TCO in check using Azure Reserved VM Instances.



## High confidence, lower risk migration

Transitioning your business-critical investments to the cloud doesn't have to be challenging or intimidating. To help you migrate confidently and with lower risk, we've invested in tools to help you plan and migrate, and in resources to keep you informed as you go.

Let's talk about your Cloud Migration

# - More ERP Cloud Resources -

Four Tips to Migrate Your On Premise Applications to Microsoft Azure with Confidence



[Download Guide Now](#)

Why Move Your ERP System to the Azure Cloud?  
Top 5 objections tackled!



[Download Guide Now](#)

[Checklist] When should I move my ERP to the Cloud?

[Download Guide Now](#)

