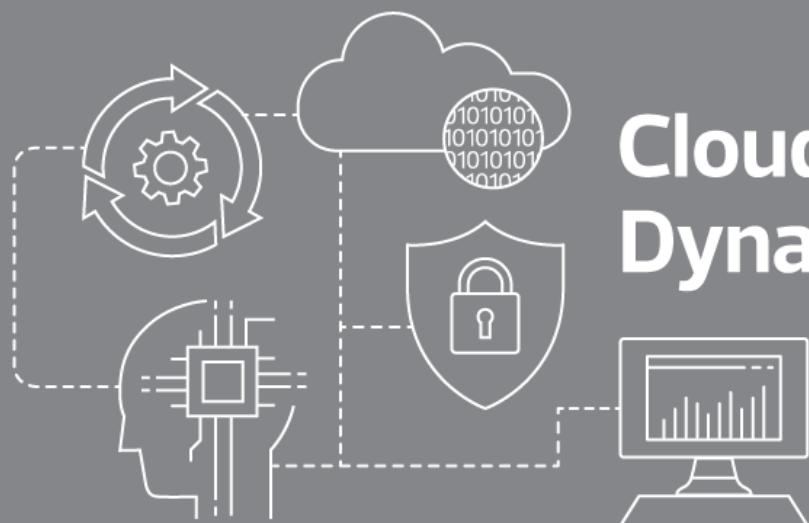


Dynamics GP Webcast Series

WEBCAST

Cloud strategies for Dynamics GP Users

JAN. 28 - FEB. 13



MOVING TO THE CLOUD

For Microsoft Dynamics GP Customers



Considerations and Approach

RSM Facilitators



Michele Juliana

Principal – Technology Consulting



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The State of Microsoft Dynamics GP – GP Next

- Dynamics GP is NOT being retired by Microsoft
- Dropping the year designation moving forward (i.e. 2016, 2018, etc.)
- Yearly updates required to remain supported through Microsoft
- Continuing to release enhancements, not new functionality
- Partner solutions are still being supported
- Intelligent Cloud Insights is available for GP 2018
- Version 2015 is out of Mainstream support in April, 2020

Dynamics GP Support Lifecycle

Support Provided	Mainstream Support	Extended Support
Paid support (per incident, per hour, and other)	X	X
Security Updates	X	X
Non-Security Hotfix Support	X	Requires extended hot-fix support purchased within 90 days of Mainstream Support end date
No-charge Incident Support	X	None
Warranty Claims	X	None
Design Changes and Feature Requests	X	None
Product Support from the Online MS Knowledge Base	X	X
Product Support from the Online MS Help and Support	X	X

	Mainstream Support End Date	Extended Support End Date
Dynamics GP 2010	10/13/2015	10/13/2020
Dynamics GP 2013 R2	4/10/2018	4/11/2023
Dynamics GP 2015	4/14/2020	4/8/2025
Dynamics GP 2015 R2	4/14/2020	4/8/2025
Dynamics GP 2016	7/13/2021	7/14/2026
Dynamics GP 2016 R2	7/13/2021	7/14/2026
Dynamics GP 2018	1/10/2023	1/11/2028
Dynamics GP 2018 R2	1/10/2023	1/11/2028

Considerations for your Company

- Is Dynamics GP meeting your current, immediate needs?
- How much are you spending yearly on maintaining the system?:
 - Enhancements
 - Environment
 - Upgrades/Updates
 - Third-party Maintenance
- Is accessibility (VPN or Client) hindering your team's effectiveness and efficiency with the system?
- Is there already a designated investment to extend the solution functionality with products/integration (e.g. AP automation, expense management) or upgrade the system/environment?
- Does the team require updated system training?



YOUR OPTIONS

Moving to the Cloud

Upgrade Dynamics GP in a Private Cloud

PROS
Familiar System for Users
Minimal Organizational Impact
Full Access to SQL Database
Maintain Data History
No Network Lag with VPN/RDP

CONS
Additional IT Expenditure
Ongoing Update Costs
Flat Roadmap
Need to Update ISVs and integrations
Ongoing Enhancement Payments

Migrate to a Cloud Solution

PROS
Inherent Updates/Upgrades
Accessibility (PC/Tablet/Mobile)
Interoperability with other cloud apps
Cloud capabilities (scale/scope)
Lower long-term TCO

CONS
Organizational Impact
Year 1 Cost Increase
Re-training
Additional ISV investment
No SQL Database Access

Cloud Solutions for the Middle Market



RSM ERP Comparison Matrix - Overview

COMPANY	MICROSOFT	ORACLE	SAGE	
Products	Dynamics 365 for Finance and Operations	Dynamics 365 Business Central	NetSuite	Intacct
Customer profile				
Typical revenue range	\$200M+	\$10M–500M	\$10M–750M	\$10M–500M
International	M	G	M	E
Industry specialization				
Manufacturing	M	M	G	N/A + Third party
Wholesale distribution	M	M	M	E + Third party
Food and beverage	M	M	G	N/A
Life sciences R&D	M	M	M	N/A + Third party
Life sciences manufacturing	G	G	E	N/A + Third party
Retail	M	G	M	N/A + Third party
Field services	M with D365CE	M with D365CE	E + Third party	N/A + Third party
Media and publishing services	N/A	N/A	M	M
Professional services	M	M	M	M
Technology and software	M	E + Third party	M	M
Nonprofit	M	E + Third party	M	M

M – Mature • G – Growth • E – Emerging



WORKING WITH RSM

Moving to the Cloud

RSM as your First Choice Advisor

As a leading provider of audit, tax and consulting services, RSM is well-positioned to bring the network of experience and resources to help overcome any unexpected challenges.

Consulting



The RSM Consulting practice provides an extensive range of capabilities and expertise, from infrastructure set-up to strategic planning. Whatever the challenge, RSM can provide the right experts to help determine the right solution.

Our Consulting Services Include:

- Application & infrastructure support
- Project management
- Systems integrations
- Business process improvements
- Business intelligence
- Systems selections
- Information security
- Supply chain optimization
- SOX compliance
- Internal control consulting
- IT strategy and optimization
- Lease due diligence
- Cost optimization
- People and organization optimization

Tax



RSM Tax services helps clients take a comprehensive perspective in a highly-dynamic and complex world of tax to deliver real savings. Our practitioners deliver value by creating a customized, integrated approach for each client to help achieve their specific objectives.

Our Tax Services Include:

<u>Credits and Incentives</u>	<u>Fixed assets</u>
• Research and development	• Cost segregation
• TIPS credits	• TARS
• WOTCs	• Bonus depreciation
• EOTCs	• Retail depreciation
<u>Expenditure analysis</u>	<u>State and local issues</u>
• Charitable	• Structuring/planning
• Package design costs	• Sales and use
• Meals and entertainment	• Unclaimed property
• Research and development	• Property tax
<u>Leasing</u>	<u>International</u>
• Anchor tenant benefits	• Transfer pricing
• Tenant allowances	• VAT/GST
• Qualified leasehold improvements	• Tax treaty /withholding comp.

Audit



The RSM Audit practice offers a full-scale line of services to help build, establish and verify trust in your financial reports. We have strict quality standards and deliver a full, fair and independent perspective throughout our services.

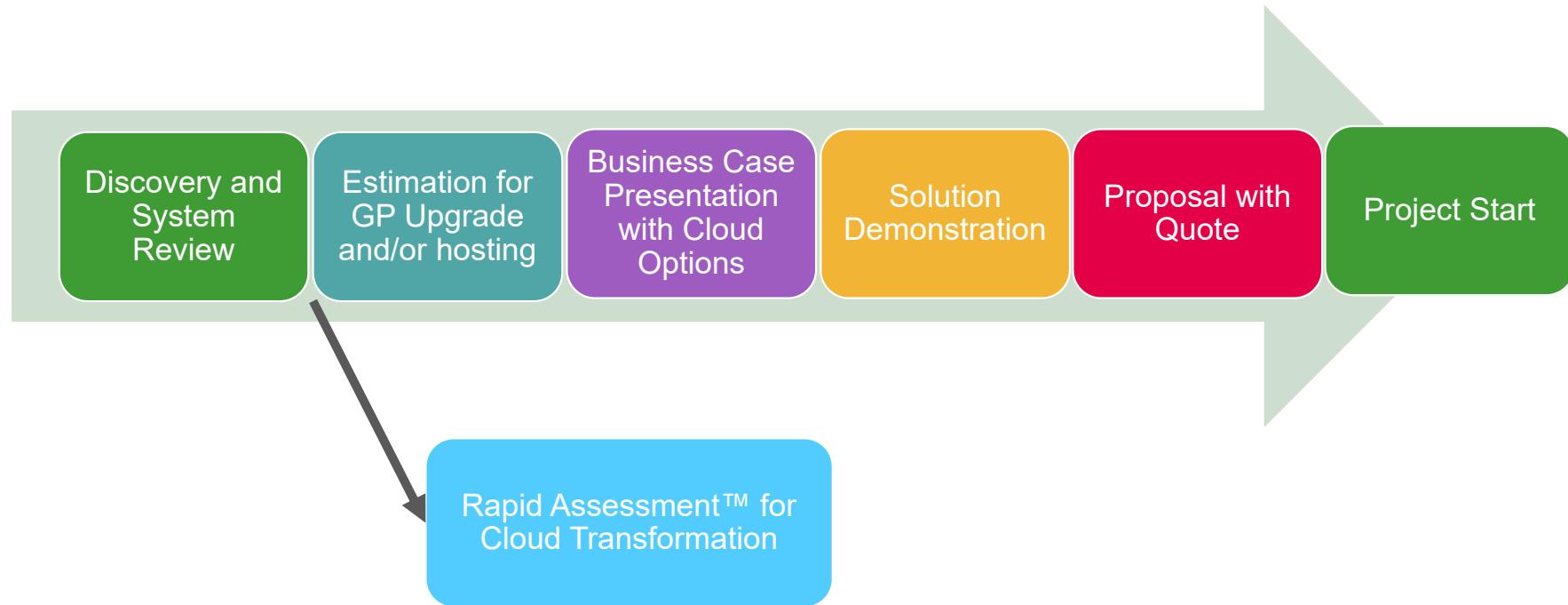
Our Audit Services Include:

- Asset valuation
- Complex debt and equity transactions
- Derivatives (hedging)
- Discounting and other promotional activities
- Exclusivity agreements/purchase commitments
- Gift card accounting and related breakage
- Incentive compensation arrangements
- Lease accounting
- Loyalty programs
- Self-insurance

RSM Dynamics GP Capabilities

CONSULTING SERVICES	PROJECT SERVICES	HOSTING and SECURITY	MANAGED SERVICES
<ul style="list-style-type: none">• Optimization Assessment• Business Process Review• Back to Basics Training• Advanced User Training	<ul style="list-style-type: none">• Local Certified Resources• Extensive Experience Levels• National Reach• Premier Microsoft US Partner• Industry Expertise• All Project Types<ul style="list-style-type: none">• Upgrades• New modules• Reporting	<ul style="list-style-type: none">• Private SaaS/IaaS• Private Assure• Disaster Recovery• Backups• Security• Infrastructure Support	<ul style="list-style-type: none">• Tiered Help Desk• Escalations to Experts and Microsoft• Break/Fix• Simple Enhancements• Support some Third Party Solutions• Unlimited offering available

Building the Business Case for Dynamics GP Customers

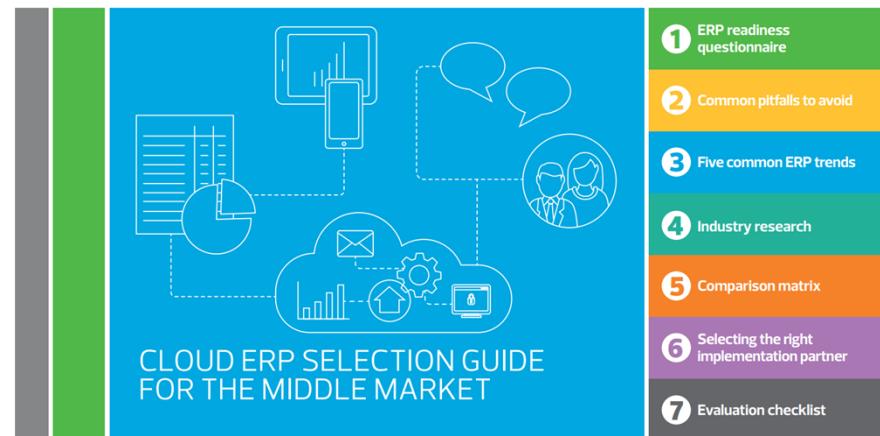


Rapid Assessment™ for Cloud Transformation

- Review current technology footprint, from business applications to infrastructure
- Document current and future business and operational processes to find areas for optimization or improvement
- Evaluate and validate the desired solution, based on factors such as company strategy and priorities, organizational impact, operational impact, overall costs and risk mitigation
- Calculate your Cloud TCO and ROI with the Value Calculator

Download the RSM Cloud ERP Selection Guide from RSMUS.com

- ERP Readiness Questionnaire
- Common Pitfalls
- Industry Trends in the Middle Market
- Cloud Solutions Comparison Matrix
- Selecting the Right Partners
- Evaluation Checklist



Upcoming Webinar Series

Date	Time (EST)	Topic
January 30 th	Noon	Cloud Options: <i>Sage Intacct</i>
February 4 th	2 p.m.	Cloud Options: <i>Dynamics 365 Business Central</i>
February 6 th	2 p.m.	Cloud Options: <i>NetSuite</i>
February 11 th	2 p.m.	Cloud Options: <i>Dynamics 365 Finance & Operations</i>
February 13 th	2 p.m.	Extending your GP solution and hosting options

THANK YOU FOR
YOUR TIME AND
ATTENTION

