EXTENDING THE VALUE OF YOUR GP SOLUTION

Application and Cloud Options for Dynamics GP

February 2020

RSM

Presenters

Patty Taylor
Director, Technology Consulting
Denver, CO
patty.taylor@rsmus.com

Shirley Rennie
Director, Technology Consulting
Boston, MA
shirley.rennie@rsmus.com

RSM

RSM breadth of services

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 and infrastructure support
- Business intelligence
- Business process improvement
- Cost optimization
- Finance and accounting outsourcing
- Information security
- Internal control consulting
- IT strategy and optimization
- Lease due diligence
- Operations and supply chain
- People and organization optimization
- Project management
- SOX compliance
- Systems integrations
- Systems selections

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

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:

Credits and Incentives
- EOTCs
- Research and development
- TIPS credits
- WOTCs

Expenditure analysis
- Meals and entertainment
- Charitable
- Package design costs
- Research and development

Leasing
- Anchor tenant benefits
- Qualified leasehold improvements

- Tenant allowances

Fixed assets
- Bonus depreciation
- Cost segregation
- Retail depreciation
- TARS

State and local issues
- Sales and use
- Structuring/planning
- Unclaimed property/property tax

International
- Tax treaty/withholding comp.
- Transfer pricing
- VAT/GST

RSM

Why RSM Technology Consulting?

30 years of experience and **2,000 clients**

Dedicated client resource center

Comprehensive scope of **technology services**
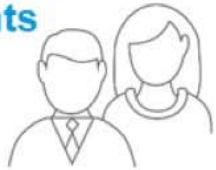
Extensive Dynamics **support program**

Member of the **RSM International network** of independent accounting, tax and consulting firms.

Elite Microsoft Business Solutions **Inner Circle and President's Club**

More than a software reseller, we are a **partner with our clients**

Monthly **customer webinars**

Over 50 Dynamics GP consultants

WORKING MOTHER 100 BEST COMPANIES 2012

BEST PLACES TO LAUNCH A CAREER BusinessWeek

CollegeGrad.com Top 25

Nationally recognized

Premium member of Dynamics communities

Forbes' 2020 list: **America's Top Recommended Tax & Accounting Firms**

RSM

An experienced Microsoft Dynamics GP partner

- For more than 30 years, our consultants have helped over 2,000 clients implement Microsoft-based business management solutions

- We are a national business partner with Microsoft and have been named to their elite Microsoft Business Solutions Inner Circle and President's Club

- Top Microsoft Dynamics implementation services provider in North America

- Semi-Annual user group meetings

- Monthly customer webinars

- Proven implementation methodology

- We represent the full range of Microsoft Dynamics Products

- Dedicated Managed Application Support (Help Desk) to assist you when needed

RSM

Industries we serve

- Consumer products
- Energy
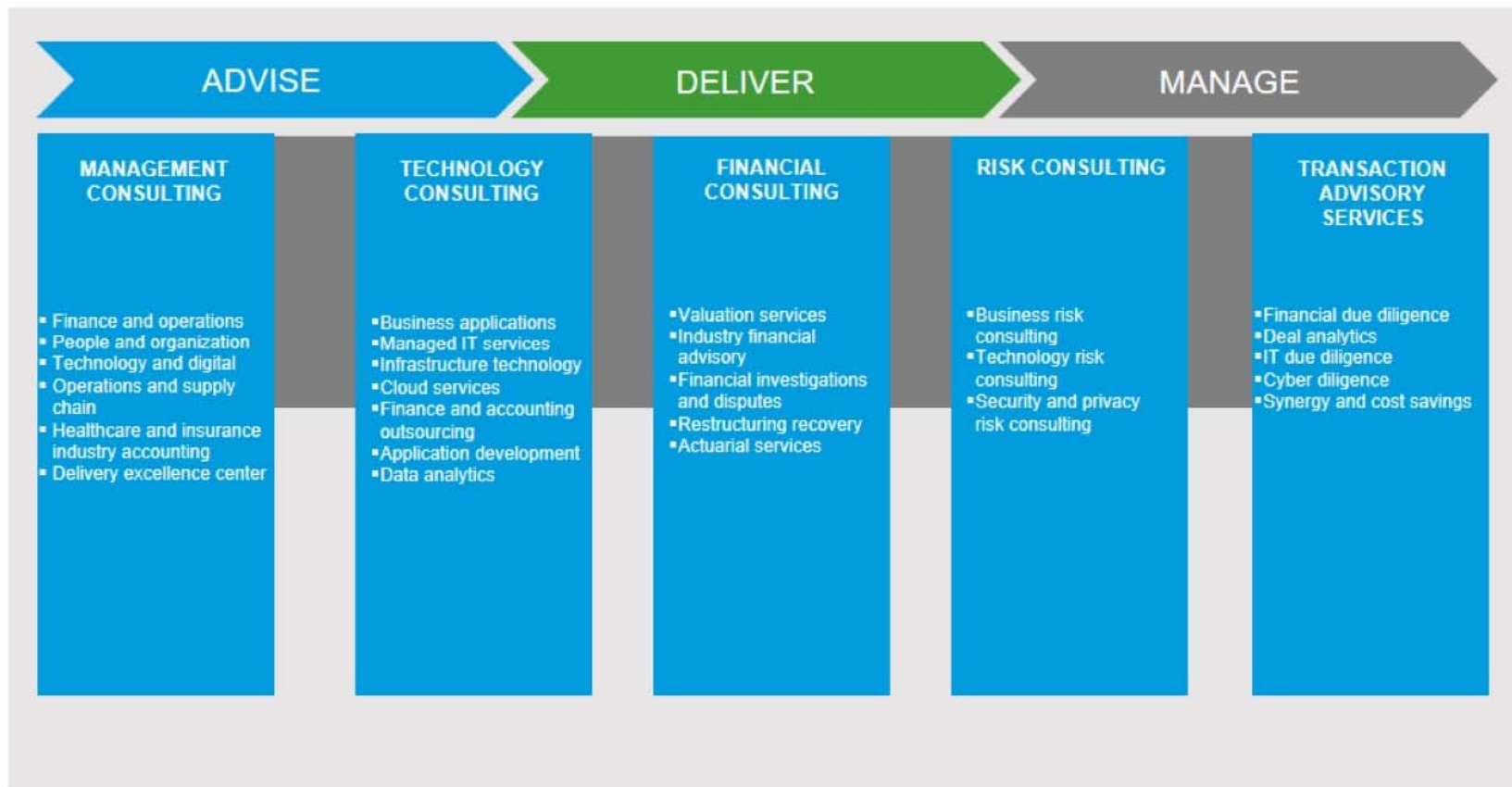- Financial services

- Government
- Health care
- Industrial products

- Nonprofit
- Private equity
- Real estate and construction

- Life sciences
- Business and professional services
- Technology companies

RSM

RSM Consulting

ADVISE	DELIVER	MANAGE

MANAGEMENT CONSULTING

- Finance and operations
- People and organization
- Technology and digital
- Operations and supply chain
- Healthcare and insurance industry accounting
- Delivery excellence center

TECHNOLOGY CONSULTING

- Business applications
- Managed IT services
- Infrastructure technology
- Cloud services
- Finance and accounting outsourcing
- Application development
- Data analytics

FINANCIAL CONSULTING

- Valuation services
- Industry financial advisory
- Financial investigations and disputes
- Restructuring recovery
- Actuarial services

RISK CONSULTING

- Business risk consulting
- Technology risk consulting
- Security and privacy risk consulting

TRANSACTION ADVISORY SERVICES

- Financial due diligence
- Deal analytics
- IT due diligence
- Cyber diligence
- Synergy and cost savings

RSM

MICROSOFT AND DYNAMICS GP

Dynamics GP Clients

RSM

Dynamics GP Roadmap

2016 H1	2016 H2	2017	2018	2019	2020 +

GP 2016	GP 2016 R2	GP 2018	GP 2018 R2	GP 'Next'	GP 'Next'
Enhanced user experience for Web Client	Power BI: OData 2.0	Workflow 4.0	Intelligent Cloud Insights	Ongoing Development	Ongoing Development
Multiple browser & device support for Web Client	Home Page Refresh	Doc Attach	Financial Enhancements	Intelligent Cloud Insights Enhancements	Intelligent Cloud Insights Enhancements
Workflow 3.0	Web Client Evolution	Fin/HR Optimization	Purchasing Usability	Top features requested by customers & community	Top features requested by customers & community
PowerBI: Odata 1.0	Top Features Requested by Customers	Power Suite	Sales Optimization		
Top feature requests		Top feature requests	Top features requests		

Dynamics GP Lifecycle

Product	LifeCycle Start Date	Main Stream Support End Date	Extended Support Date
Dynamics GP2015 R2	8/30/2015	4/14/2020	4/8/2025
Dynamics GP2016 R2	12/1/2016	7/13/2021	7/14/2026
Dynamics GP2018 R2	10/2/2018	1/10/2023	1/11/2028
Microsoft Dynamics GP- Modern LifeCycle	10/1/2019	**see next slide for details	

Dynamics GP Modern Lifecycle

Year	Feature Update (new features and bug fixes)	Update (tax updates, bug fixes)	Update (tax updates, bug fixes)	Staying Current
2019	Past the date	Past the date	Past the date	To stay current, you must be on one of the 2019 releases. This ensures that you can upgrade to next year's updates.
2020	October	June	November/December	To stay current, you must be on one of the 2020 releases. This ensures that you can upgrade to next year's updates.
2021	October	June	November/December	To stay current, you must be on one of the 2021 releases. This ensures that you can upgrade to next year's updates.
2022	October	June	November/December	To stay current, you must be on one of the 2022 releases. This ensures that you can upgrade to next year's updates.
2023	October	June	November/December	To stay current, you must be on one of the 2023 releases. This ensures that you can upgrade to next year's updates.
2024	TBA	June	November/December	To stay current, you must be on one of the 2024 releases. This ensures that you can upgrade to next year's updates.
TBA	TBA	TBA	TBA	TBA

RSM

Additional Information

https://community.dynamics.com/gp/b/dynamicsgp/posts/what-does-modern-lifecycle-mean-for-microsoft-dynamics-gp

RSM

Microsoft Options should you stay with GP

We can help you choose the best fit

Cloud sync

Experience intelligent cloud insights if you are on a supported version of Dynamics GP

Option 1

On-premises

Stay where you are. Simply renew your annual Maintenance

Option 2

RSM

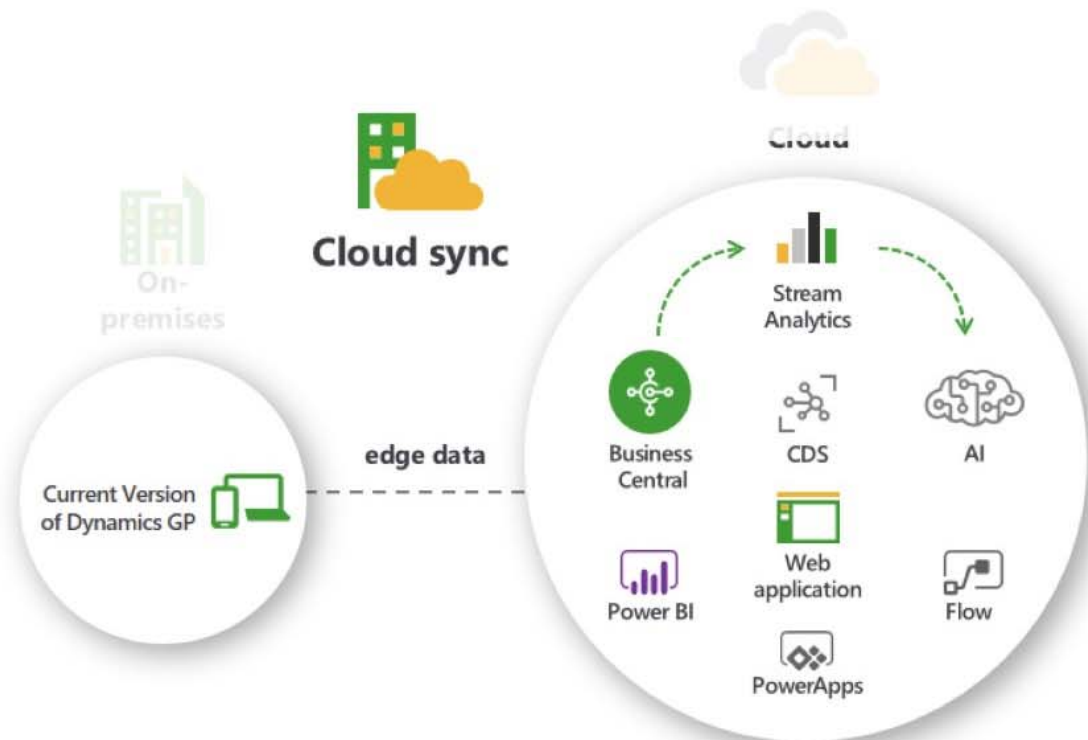# Option 1: Cloud sync - Intelligent Cloud Insights

Why Cloud sync?

- Receive cloud value while continuing on-premises install. Deployed on-premise or hosted (own data center or Azure).

- Intelligent Cloud License can be reused as a BC License if you are current on Maintenance

- Available for GP2015 to Modern LifeCycle (February)

Cloud benefits

- Get cash flow forecast using cloud insights

- Get out of the box KPI: cash available, sales profitability, net income, inventory value

- Insights to action (overdue invoices-customer/vendor)

- Managed access to confidential data keeps your information secure

Data Integrated

- Chart Of Accounts and Open GL Balances

- Vendors and Open AP

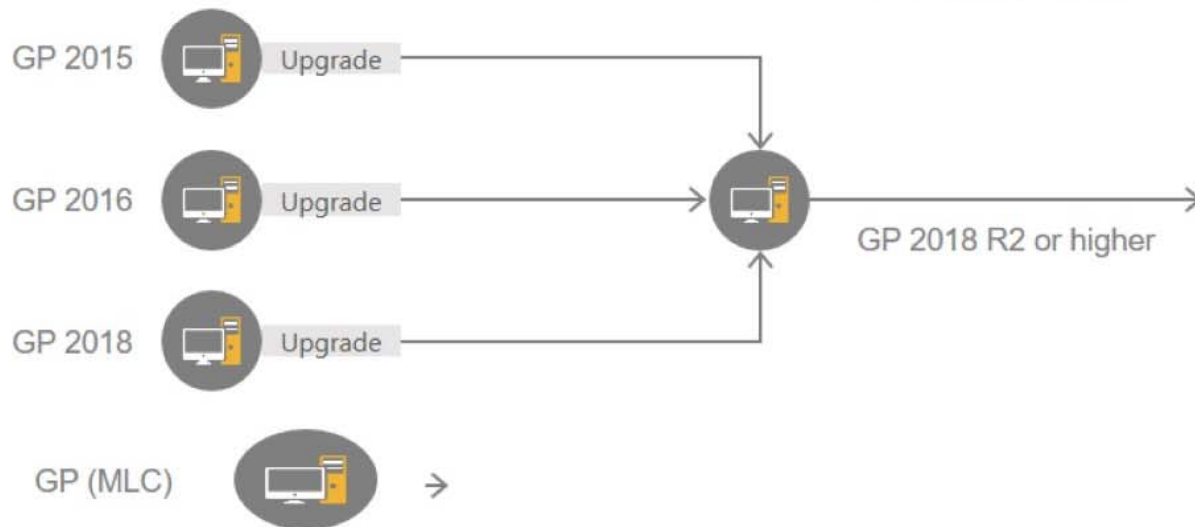- Customers and Open AR

- Inventory and Inventory Qtys/Balance

On-premises

Cloud sync

Cloud

Current Version of Dynamics GP

edge data

Business Central

Stream Analytics

CDS

AI

Power BI

Web application

Flow

PowerApps

RSM

Cloud Sync – Intelligent Cloud Insights (next release)

On-premises

Cloud

February 2020

GP 2015 — Upgrade

GP 2016 — Upgrade

GP 2018 — Upgrade

GP 2018 R2 or higher

GP (MLC)

Microsoft Dynamics 365 Business Central

Data

Intelligence

Project management

Financial management

Operations management

Sales & service management

Reporting & analytics

Supply chain management

RSM

STAYING ON GP - CONSIDERATIONS

Dynamics GP Clients

RSM

Myths about staying on GP

"Microsoft won't support me anymore."

Microsoft is planning for current users of GP to get ready for transition through 2028

"RSM won't support me anymore."

RSM is committed to supporting our clients on whatever version of GP you are on, and can help with support, training, new projects and upgrades

RSM

Reasons you may need to stay on Dynamics GP

Modules

- Manufacturing
- Payroll and HR
- Project Accounting
- Customizations and integrations with existing systems

Budget considerations

- Cost of a new ERP solution
- Management and User readiness

Current ISV Solutions

- Some of your ISV's are not yet ready for cloud, or don't have plans to migrate to the cloud
- You've heavily invested in ISV solutions and the functionality doesn't exist in a new ERP solution.

19

RSM

Reasons you may need to stay on Dynamics GP (cont.)

Your organization is not ready for the Cloud

- Migrations to Office365

- SQL Server version

- Hardware and infrastructure considerations

- Regulatory issues and requirements

Company considerations

- Major event planning

- Corporate stability

- Mergers & acquisitions

- Other systems associated with GP

RSM

Features to enhance your GP experience

Dynamics GP includes many modules that you own that can enhance your GP system:

- Workflow

- Fixed Assets

- Reporting Libraries

- Intercompany, Revenue/Expense deferrals

And others you can add on:

- Human Resources

- Collections Management

- Integration tools

RSM

STAYING ON GP- LET RSM HELP

Dynamics GP Clients

RSM

The RSM Dynamics GP Team

Dedicated Managed Application Support (Help Desk)

- Onshore response team 24/7
- 5+ Dynamics GP Professionals 8am – 8pm ET M-F

Application Consultants

- 40+ Consultants Nationally that help implement, support and enhance Dynamics GP
- Dedicated Lead Consultant

Technical Consultants

- 5+ Consultants that will deploy your Dynamics GP Upgrade and Service packs
- Troubleshoot performance issues
- Assist with Integrations and SSRS Report writing

Application Development Consultants

- 5+ Developers to assist with Integrations and SSRS Report Writing
- Extend the functionality of your Dynamics GP through Custom applications
- Dexterity Certified Programmers

RSM

Managed Application Support

Our Managed Application Support help desk is staffed with Microsoft Certified accounting professionals dedicated to rapidly tracking, escalating and solving your organization's Dynamics incidents and questions. In addition, RSM has a strong business knowledge of third-party products that can be integrated with Dynamics. With Managed Application Support, you can boost organizational productivity, control and manage your IT strategy and maximize your return on your ERP investment.
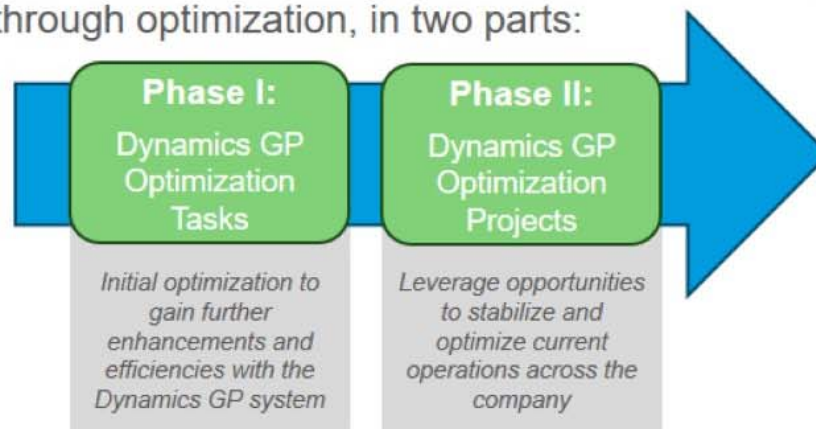
- Local primary consultant/team involvement (Level 2 and On-site support)

- Dedicated Managed Application Support Center (Help Desk)

- Monthly webinars and quarterly usage reports

- User group meetings

- Annual Performance Assessment (included in Tier III)

RSM

Optimization Assessment

During the on-site assessment, the RSM team will review the following:

- Current functionality and features (up to and including the most recent release)

- Features and modules of GP you may own but are not currently leveraging (e.g. fixed assets, intercompany transactions, electronic banking to name just a few)

- Current pain points for end users

- Discussion of the benefits of upgrading your GP system

- Training opportunities

- Reporting opportunities

Based on the results of this assessment, we will provide feedback on how to best gain immediate value through optimization, in two parts:

Phase I:
Dynamics GP Optimization Tasks

Initial optimization to gain further enhancements and efficiencies with the Dynamics GP system

Phase II:
Dynamics GP Optimization Projects

Leverage opportunities to stabilize and optimize current operations across the company

RSM

Optimization Assessment

Recommendations & Roadmap
Phase II: Finance & Technology Optimization

As part of the proposed second phase, RSM has identified the following recommendations for XXXXX to enable the company to stabilize operations and build the foundation for future growth.

Ref.	Recommendation	Description	Priority
1	Chart of Accounts Redesign	• Finalize Chart of Accounts ("COA") redesign per the initial spreadsheet model; build out design to drive reporting by base, LOB, division and other desired criteria • Ensure COA is designed along with the capabilities of capturing the appropriate data in ZOLL • Leverage GP mass modify feature to generate all combination strings based on future state structural chart design	High
2	Conduct GP "Health Check"	• Work with provider to run a GP database "health check" run on GP tables to ensure no major issues or errors with backend (there is a tool that can be used to run the health check)	High
3	ZOLL Integration	• Develop ZOLL integration through working with ZOLL Custom Solutions Group and also using appropriate GP integration tool • Ensure that COA design is in place prior to building the integration	High
4	Requisition Management	• Evaluate ReQlogic as a requisition and expense management tool; implement a well-defined purchasing process utilizing the tool that supports workflow automation • Leverage the same tool for expense management	High
5	Encumbrance Management`	• Consider implementing GP's native encumbrance management tool to allow purchasers/requisitioners to check budget, including both actuals and commitments prior to submitting a purchase request or purchase order.	Medium

RSM

Optimization Assessment
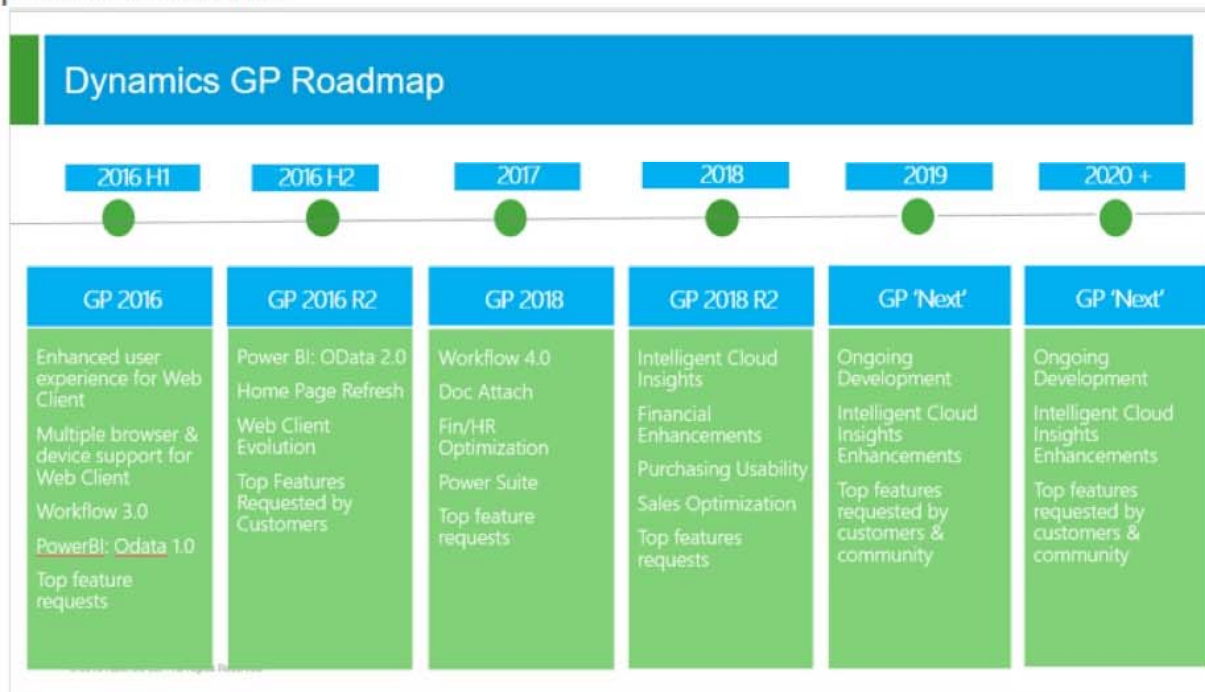
Recommendations & Roadmap
Così Roadmap Fiscal Year 2017 - 2018

Objective	FY 2017	FYI 2018		FY 2019
Phase I: **Dynamics GP** **Optimization** *Initial optimization to gain further enhancements and efficiencies with Cataldo's GP system*	Phase I			
Phase II: **Finance & Technology** **Optimization** *Leverage opportunities to stabilize and optimize current operations across the company*	1 2 3	4 5 7 6	8 11 10 9	

RSM

Example Optimization Review

- Optimization Review focused on…..
  - ⁻ Review of all integrations
  - ⁻ Review of Project Accounting
  - ⁻ Review of Payroll/Billing process
  - ⁻ Review Payroll routines
  - ⁻ Migrating new company into Dynamics GP

RSM

Upgrades and Updates

Periodic updates of the software will be provided through Microsoft's Enhancement plan. The updates incorporate new features and major enhancements to the application. Unique requests and specialized plans will be considered by RSM and the software vendor to provide you with a service and support plan that is tailored to suit your specific concerns.

Dynamics GP Roadmap

2016 H1	2016 H2	2017	2018	2019	2020 +
GP 2016	**GP 2016 R2**	**GP 2018**	**GP 2018 R2**	**GP 'Next'**	**GP 'Next'**
Enhanced user experience for Web Client	Power BI: OData 2.0	Workflow 4.0	Intelligent Cloud Insights	Ongoing Development	Ongoing Development
Multiple browser & device support for Web Client	Home Page Refresh	Doc Attach	Financial Enhancements	Intelligent Cloud Insights Enhancements	Intelligent Cloud Insights Enhancements
Workflow 3.0	Web Client Evolution	Fin/HR Optimization	Purchasing Usability	Top features requested by customers & community	Top features requested by customers & community
PowerBI: Odata 1.0	Top Features Requested by Customers	Power Suite	Sales Optimization		
Top feature requests		Top feature requests	Top features requests		

RSM

Microsoft Dynamics Release Themes

Bringing two worlds together	Enhancing the core application and platform			One Microsoft
Workflow 3.0	Optimize Financials / HRP	User Experience	Comprehensive Doc Attach	Power Suite Evolution
Reminder emails	Garnishment Enhancements	Sort by customer / vendor inquiry	Added in Rcv Entry	Odata Service Enhancements
WF history report	Suggest PO –PO List	System password	Added in GL Entry	GP Power BI Content Pack
GL Account WF Approval	Change Dep Code in Payroll	Autocomplete in Web Client	Added in Employee Inquiry	Create FLOW templates for GP
Additional fields to WF email messages	AA – copy user access across dimensions	VS Tools for Web Client	Display Notes in Vendor / Customer Inquiry	+ more
+ more	Copy Project PO	+ more	Added in I-9 form	
	+ more		+ more	

RSM

Managed Services Overview

- RSM provides a comprehensive managed services framework with strategic advisors and experienced technology professionals, providing peace of mind at a predictable cost.

- Our teams can provide managed services for infrastructure, managed services for Office 365, and managed application services and support

Managed services for Dynamics GP

Managed services for Dynamics 365

Managed services for NetSuite

Managed services framework

Managed services for Dynamics NAV

Managed services for infrastructure

Managed services for Office 365

RSM

Managed Services- Cloud (Hosting)

RSM's Private Cloud - offers superior **security, control,** and **performance** on our own environment

Microsoft Azure – RSM is a leading provider of private and public cloud solutions and services in Azure

RSM's private cloud is **SOC 2 Type II compliant** and all **US-based.**

Microsoft Azure

RSM

Managed Services & Support for Microsoft Dynamics GP

Tier I

- Access to live onshore response team 24/7
- Dynamics GP Help Desk 8am – 8pm ET M-F
- Access to experienced Microsoft Dynamics Professionals
- Support provided on an hourly basis

Tier II

- Unlimited technical support incidents (Fixed Fee)
- Dedicated Account Management

Tier III

- Annual Dynamics Rapid Assessment
- Biennial upgrade of Dynamics GP (every 2 years)
- System monitoring and alerts for Dynamics GP

RSM

Training

RSM offers customized training. We will work with you to determine the appropriate training plan. Our goal is to educate your staff to the point where they are independently capable of operating the system on a daily basis. Training for staff in remote locations can be accommodated by on-site training, training in a RSM training facility or via an internet connection (web meeting) for simple training needs.

Training Topics include:

- New User

- Tips and Tricks

- New Version Features

- Process Best Practices (Procure to Pay, Order to Cash, COA design)

- Administrator/Analyst Training

RSM

The power of being understood.®

- Striving to deeply understand you, your business and your aspirations

- Sharing ideas and insight of our senior professionals

- Bringing local and global knowledge and resources to your environment

- Delivering value through deep understanding and quality service

- Helping you feel empowered to move forward with confidence

This is the power of being understood.
This is RSM.

RSM
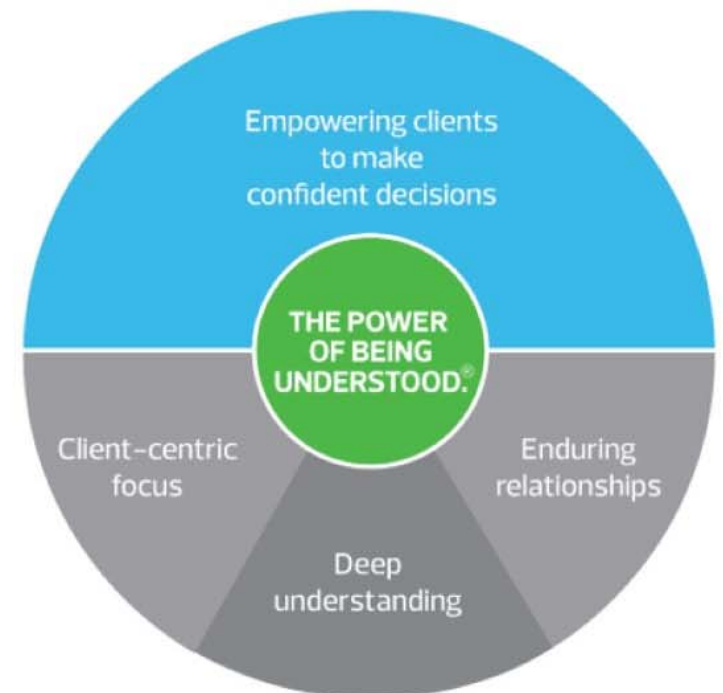
QUESTIONS
AND ANSWERS

RSM

THANK YOU FOR YOUR TIME AND ATTENTION

RSM

RSM US LLP

Address
City
Phone

+1 800 274 3978
rsmus.com

RSM