

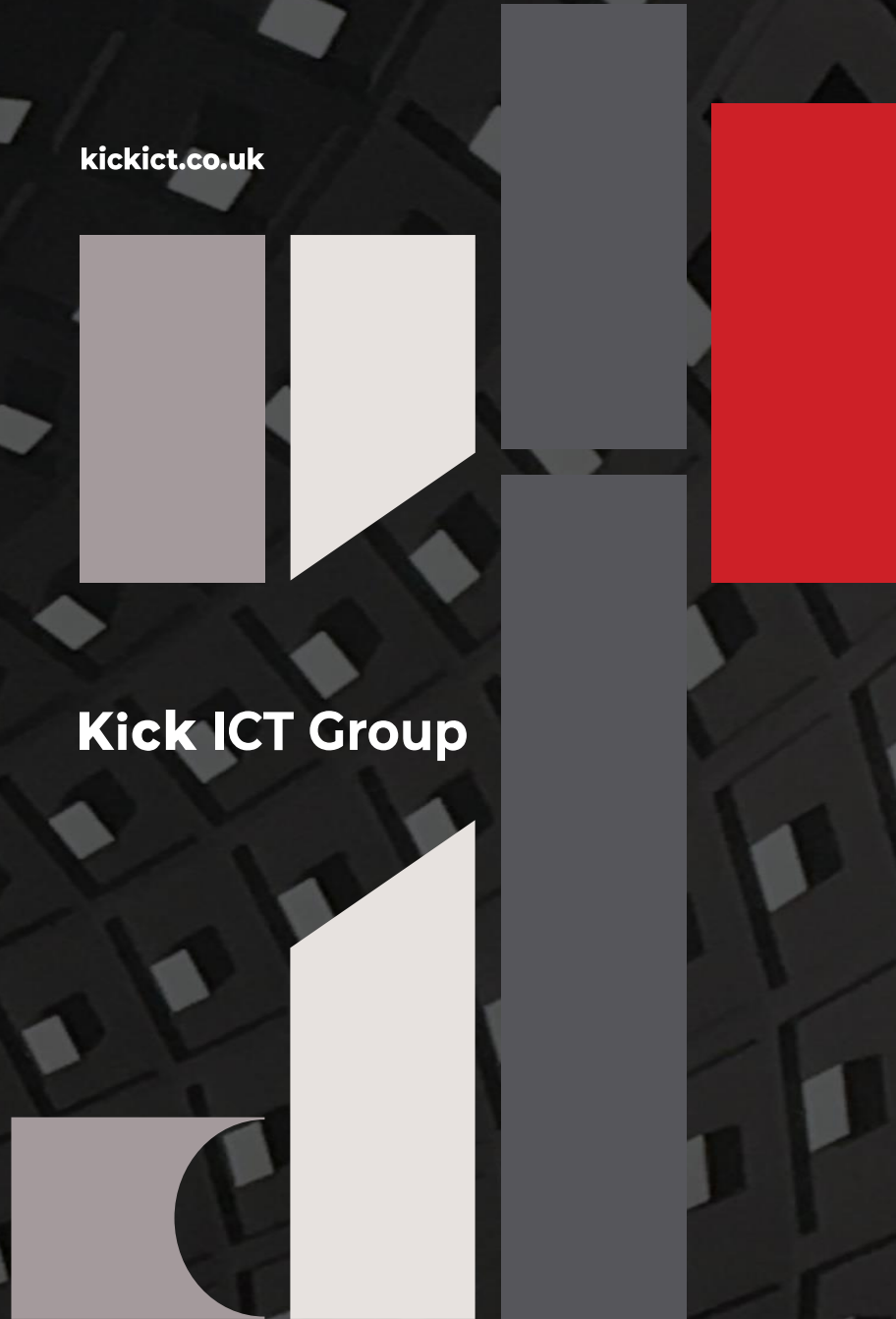
# Switching from Sage 50 to Microsoft Dynamics 365 Business Central

With the right software partner, switching from Sage 50 to Business Central, Microsoft's cloud ready, comprehensive business management solution, can be both straightforward and affordable.

In this guide we'll explain why switching to Business Central is right for your organisation and how our rapid deployment programme can quickly establish your business on this modern, connected and cloud-ready ERP platform

[kickict.co.uk](http://kickict.co.uk)

**Kick ICT Group**





**We are experts  
and partners.**

We've been delivering  
business solutions,  
network infrastructure  
and support to help our  
customers succeed for  
almost 40 years.

## An introduction to the guide

This guide is written for finance leaders and business owners **who currently use Sage 50 in their organisation.**

As business and finance leaders you likely have responsibility for ensuring your organisation operates using accurate financial data and from a modern, secure business and finance management platform. This guide will take you through the challenges we hear from our customers with regards the capability of their Sage 50 solution, and how we help their businesses to transition to Microsoft's modern cloud ERP solution.

In this guide you'll discover:

- The typical **challenges and pain points** faced by growing organisations using Sage 50
- Why our recommended solution, **Microsoft Dynamics 365 Business Central**, presents a cloud ready business and finance management solution to these challenges
- How Kick's rapid implementation can deliver your switch from Sage 50 to Microsoft Dynamics Business Central with **minimal cost, time and operational impact**
- What to expect from Business Central, from seamless integration with all your Microsoft and Office 365 applications to access to un-siloed data that **provides a real time view of what's happening across your business**

Let's get started with what you should expect from your SME business software and technology, and how this should help you operate a successful business.

## Characteristics of modern business software

If you've set time aside to read this guide then that would suggest that you are facing challenges with your current Sage 50 software, or simply looking to a more modern, connected solution that can be accessed anytime from anywhere.

Within this guide we'll detail the key challenges we typically hear when discussing Sage 50 with small to medium sized enterprise finance team decision makers and business owners, and we'll help you to identify the signs that you've outgrown the Sage platform.

It's our view that any SME business should have access to the technology that will allow them focus on ensuring their customers and employees are part of a successful business. Put simply, your software and technology should:

- Fully support **remote working with speed of access as standard**
- Allow colleagues to work from **centralised systems with automated processes**
- Provide a **real time view of your business**, with financial performance information readily available
- Where possible, be **cloud based**, or at least cloud ready, ensuring your key applications and data are available **anywhere, anytime**
- Be free from expensive, office-based infrastructure which is hard to access

In our experience the process of changing accounting software is often seen as an expensive, time consuming and challenging project. It doesn't have to be. At Kick we have over 30 years' experience working with customer's accounting, finance and ERP technologies, we can help

## Outgrowing Sage 50 - know the signs

We discuss technology pain points and challenges with finance leaders and business owners on a near daily basis. Interestingly, their challenges are broadly similar and often focus around lost productivity, limited reporting, remote access and security issues and limited access to consistent business and financial data – all key indicators they've outgrown Sage and need to be thinking about a longer term solution that goes beyond the limitations of accounting software.

Based on this customer insight we identified our top 10 signs that you've outgrown your Sage solution:

1. Having your Sage 50 on premise is limiting and you know you're missing out on the benefits of cloud technology
2. You need a system that is scalable across multiple businesses and locations
3. Your making key financial and/or business decisions based on guess work or unreliable data
4. Your business processes are becoming more complex
5. You are experiencing business growth
6. You have limited reporting available that doesn't fit your business need
7. Your integration possibilities are limited, unable to integrate your Sage 50 data with your other systems, for example Excel or CRM
8. Your sales management process is poor, with missed opportunities across the lead to purchase journey
9. Your team(s) is unproductive, having to work across multiple systems and applications
10. You often have issues over customer billing and invoicing

## Sage 50 challenges and the Business Central solutions

With the evolution of cloud technology, we are able to take SME businesses from any sector and of any size and transition them from Sage 50 to a modern technology platform that's ready to support their growth and adapt to the new, more remote based working normal.

Our recommended solution is Dynamics 365 Business Central, Microsoft's comprehensive, cloud ready business and finance management platform specifically designed for small to medium sized organisations.

Why Business Central? Ultimately it provides a solution to all the challenges you're facing when working in Sage 50.

Sage 50 Challenge	Business Central Solution
Not a true Cloud product (Sage drive allows data over cloud but application is always held locally)	True cloud software as a service offering, access anytime anywhere and from any device
Limited number of users and system typically goes very slow around 10 users	Specifically designed for multi user environment
Limited volume of transactions (normally speed/data issues after 1m transactions)	Unlimited number of transactions - No more data corruptions
Single stock location system	Allows stock to be held and managed at multiple locations
Limited reporting	Dashboard driven with drill down capabilities
Limited ability to analyse data (3 analysis codes)	Flexible categorisation to allow powerful analysis on business metrics
No business intelligence	Out of the box dashboards
Single tier nominal ledger structure with dept code	Ability to add dimensions for financial analysis e.g. country, department, brand, sales channel
No stock traceability	Full traceability via batch and serial tracking
No financial period ends, work on a 12 monthly period basis	Open and closed period accounting for greater financial control and accurate reporting
No units of measure	Items allows buy/sell in different units of measure. e.g pallet, boxes, square meter
Average cost method	Actual Cost, FIFO, LIFO, Standard, Average
Limited foreign currency capabilities	Foreign currency exchange rates held with dates, ability to evaluate with currency fluctuations
No SO or PO approvals	Ability to setup approval processes
No workflows to automate tasks	Workflow engine to automate processes
No purchase order requisitions facility	Purchase order requisitions with approval process
No CRM	MS CRM can be added as another phase
No project accounting - limited to project cost code in NL	Project can be added as another phase
Price Lists - Limited functionality for customer price lists	Customer specific pricing matrix
No data back up solution	Never lose data again with automatic back up

## Switching from Sage 50 to Business Central, what to expect

We have a robust methodology in place to deliver successful switches from Sage 50 to Business Central, working closely and flexibly with you from consultation, to deployment, training, and ongoing support. Here's what to expect.

### 1. Your upgrade, your way

We offer 2 levels of switch from Sage 50 to Business Central. Option 1 is Financial Fundamentals, setting up the basics to support your financial management demands, with option 2, Financial Fundamentals Plus, including commercial management elements such as order processing, data transfer, stock management. Each option includes data migration, some training and ongoing support.

		Financial Fundamentals	Financial Fundamentals Plus
General Ledger & Standard System Configuration	Includes set up and data integration	✓	✓
Standard Management Reporting		Includes 2 dimensions	multiple dimensions
Cash Management & Banking		✓	✓
Sales & Receivables including Invoicing		✓	✓
Sales Order Processing			✓
Purchase & Payables		✓	✓
Purchase Order Processing			✓
Stock Incl Multiple Location, Traceability			✓
Standard documentation set up		✓	✓
Bank account integration		Includes 1 account	Includes 2 accounts
Standard KPI Dashboards and Alerts		✓	✓
Testing		✓	✓
User Training		✓	✓
Go Live Support		✓	✓
Days		9	17
Cloud Deployment (SAAS )		✓	✓
** 5 User Bundle Price			
Software cost per month per user (up to 5 users)		£264	£264
Help and Support - per month		£150	£150
Sage 50 Switch Package		£6750	£12750

## 2. A tried and tested pathway

We appreciate that customers are concerned about the time, hassle, and expense of switching from Sage 50. We've developed a tried and tested 4-step pathway, detailed below, is unique to Kick, that offers customers the opportunity to switch from Sage 50 to Microsoft Dynamics Business Central with minimal time and operational impact.

### **Complementary Analysis**

Identify your current challenges, reviewing your modules and applications

### **Test data migration**

View a subset of your data within BC, gaining first hand user experience

### **Full data migration and process mapping**

Ensuring your operating in BC in minimal time with minimal interruptions

### **Training and support**

Delivered by our Business Central product experts

## 3. Transformative, anytime, anywhere cloud options

Microsoft invests more than £1bn a year in their cloud platform, Azure. This investment ensures customers who deploy Business Central in the Cloud can expect the highest levels of security, privacy, compliance and transparency for their data – alongside all the operational efficiencies and cost savings associated with migrating your business to the cloud.

Crucially, you'll be able to access your data, reports and all key business information while working remotely, with full Business Central capability across desktop, tablet and mobile.

## 4. Access to centralised data you can trust

Making quality, insightful decisions need quality data. With Business Central your data stays up to date and available in real time. Reporting of KPIs is easy to collate and share with self-serve reports available from trusted data sources, allowing for more informed decision making across your business. Furthermore, you're fully integrated with Office 365 your everyday applications including Excel, Word, and Outlook.

## 5. Future proofing with continually improving functionality

Microsoft deliver two product releases each year (April and October) in which they improve, iterate, and add new features, with the cloud platform updated monthly, and at Kick we're committed to helping you make the most of them. This also means you'll be on the latest version for any changes in legislation.



## Why Kick for your Sage 50 Switch to Business Central?

We have been working within Sage 50 users for over 30 years, building a unique understanding of Sage products, our customers finance and ERP challenges and helping them to bring Microsoft Dynamics 365 Business Central into their organisations.

Having a Microsoft partner such as Kick will help your business transition efficiently from Sage 50 and quickly realise the capabilities offered by Business Central. Using our pre-configured packages, we'll ensure you're rapidly up and running on Business Central making sure you can access and utilise your key information that will help you to be successful today and in the future.

Tried and tested packages to successfully switch you from Sage 50 to Business Central

Over 30 years' experience working with Sage and Microsoft customers

Over 300 years combined experience delivering transformative Microsoft solutions

Ongoing support delivering peace of mind and a long-term partnership built on trust

Microsoft Gold Partner status

For more information on your Sage 50 switch, please visit [our website](#) or call us on 01698 844 600 to arrange a chat with one of our product experts.



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