

Kick ICT Group

Upgrading from Sage 50 to Microsoft Dynamics 365 Business Central

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

In this guide we'll lay out the common challenges of upgrading, and our tried and tested methodology to delivering your organisation a modern, connected and cloud-ready ERP platform.



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

Gold
Microsoft
Partner



What should you expect from this guide?

This guide is written for finance team leaders and business owners who have responsibility for ensuring their organisation has access to accurate financial data and operates from a modern, secure business and finance management platform.

Specifically, this guide looks at the challenges and limitations we hear from customers with their Sage 50 application, and how we help overcome them.

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 Dynamic Deployment Pathway can deliver your upgrade from Sage 50 to Business Central with minimal cost, time and operational impact

What to expect from Business Central, including cloud hosting, seamless integration with all your Microsoft and Office 365 applications, un-siloed data and a real time view of what's happening across your business and locations



What should I expect from my business software?

If you've set time aside to read this guide then that would suggest that you are facing challenges with your current accounting software, or simply looking to a more modern, connected solution.

It's our view that any SME business should have access to modern, efficient and scalable software and technology, allowing business leaders to focus on what matters - ensuring their customers and employees are part of a successful business.

Put simply, your software and technology should:

Fully support remote working

Allow colleagues to work from centralised systems with automated processes

Provide a real time view of your business, with financial performance information readily available

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

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 SMEs and their accounting, finance and ERP technologies, we can help.



Outgrowing Sage 50 - knowing 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, focusing on lost productivity, limited reporting, remote access and security issues and limited access to consistent business and financial data – all key indicators that they've outgrown Sage 50 and need to be thinking about a longer-term solution that goes beyond the limitations of accounting software.

Here's our top 10 signs that you've outgrown your Sage 50 solution:

- 1/ Your on-premise solution is limiting and you're missing out on the benefits of cloud technology
- 2/ You need a solution that is scalable across multiple businesses and locations
- 3/ You are making key financial and/or business decisions based on unreliable data
- 4/ Your business processes are becoming more complex
- 5/ You are experiencing business growth
- 6/ You have limited, basic reporting available which no longer fits your business needs
- 7/ Your integration possibilities are limited, unable to integrate your accounts data with your CRM, for example
- 8/ Your sales management process is poor, with missed opportunities across the lead to purchase journey
- 9/ Your finance team is unproductive, having to work across multiple systems and applications
- 10/ You often have issues over customer billing and invoicing



Introducing the solution - Dynamics 365 Business Central

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 associated with outgrowing Sage 50...

Cloud ready

Benefit from the security and connectivity of the cloud. At Kick we can deploy on cloud, on premise or as a hybrid solution

Make better financial decisions

Better financial management from forecasting to budgeting, compliance and overall performance with reliable, connected data

A fully integrated platform

Centralising all your finance, customer, sales, project and supply chain data under one platform - fully integrated with Office 365

Multi-site capability

Work seamlessly across multiple business and locations with a consolidated platform

Super charge your reporting

Meet the increased complexity of your reporting needs with easy to collate KPIs and shareable, self serve reports

Better manage projects and supply chain

Deliver projects on time and in budget, and optimise your supply chain with an end to end view across your full operation



What can I expect from a **Kick-led Business Central** project?

We deploy our tried and tested project methodology to deliver upgrades to Business Central, working closely and flexibly with you from consultation, to deployment, training and ongoing support.

The following pages explain what you can expect from your **Kick-led Business Central project...**



1. Your upgrade, your way

We offer 2 levels of upgrade from Sage 50 to Business Central with the right option dependent on both your desired outcome and budget available. Covering financial ledgers, order processing, data transfer, stock management, stationery and training, our experienced consultant will discuss your situation and provide you with a recommended approach.

2. The Dynamic Deployment Pathway (DDP)

We appreciate that customers are concerned about the time, hassle and expense of upgrading from Sage 50, that's why we've developed the Dynamic Deployment Pathway (DDP).

The Dynamic Deployment Pathway is unique to Kick and offers customers the opportunity to upgrade from Sage 50 to Microsoft Dynamics Business Central with minimal time and operational impact.

Our Dynamic Deployment Pathway can be broken down into 4 simple steps:

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 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 either On Cloud or as a hybrid option within Kick's own highly secure datacentre 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.

Upgrading to Business Central while remaining on-premise will continue to be an option and for organisations such as those in the public sector and legal services, this may be the best option. An annual enhancement plan will ensure on-premise customers benefit from ongoing support and access to latest updates.

4. Access to centralised data you can trust

The quality of the decisions you make in your business is dependent on the data you can access and the quality of it.

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 and able to improve efficiency and productivity with task and workflow automation using familiar tools 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 by Microsoft and on-premise customers taking cumulative updates. The releases are keenly anticipated in the Business Central space and at Kick we're committed to helping you make the most of them.

Some recent releases include:

Making life easier with unified Microsoft applications across marketing, sales, service, operations, HR and retail - and all integrated with Office 365

Better integration and use of AI across Outlook, LinkedIn, Teams, Azure and SharePoint

Improving customer experience and employee productivity with the introduction of Power Platform to underpin Business Central, combining Power BI, Power Apps, Power Automate and Power Virtual Agent



Why Kick for your Business Central project?

We have been working within the SME community for over 30 years, building a unique understanding of their 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 Dynamic Deployment Pathway, we'll ensure you're rapidly up and running on Business Central and get your data working to benefit, not slow down your business, making sure you can access and utilise the financial information that will help you to be successful today and in the future.

Experience deploying Dynamics NAV and Business Central solutions for over 30 years

Knowledge in upgrading all legacy versions of Dynamics NAV to Business Central

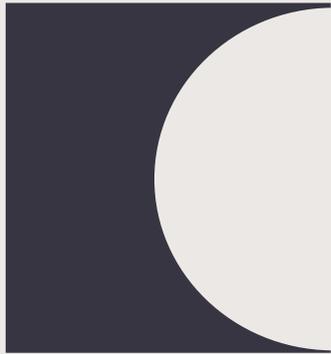
Expertise migrating customers to Business Central from traditional, siloed accounting platforms including Sage 50, QuickBooks and Xero

Multi-sector experience providing Dynamics NAV and Business Central solutions to thousands of users UK-wide

Multiple deployment options including on cloud, on-premise or as a hybrid cloud solution



For more information on Business Central or any of the applications within the Microsoft ecosystem please visit **kickict.co.uk** or call us on **01698 844 600** to arrange a no-obligation chat.



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