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The Business Owner's Guide to Replacing Accounting Software

Replacing your accounting software
is easier and more affordable than you
may think.

E-Book Series



Microsoft Partner



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Keep pace with evolving customer demands and business requirements

Your customers' needs and expectations have evolved, but your accounting and business management systems aren't able to keep pace with increasing demands. You need a modern technology platform that connects your business and people like never before.

A comprehensive business management solution for businesses that can:

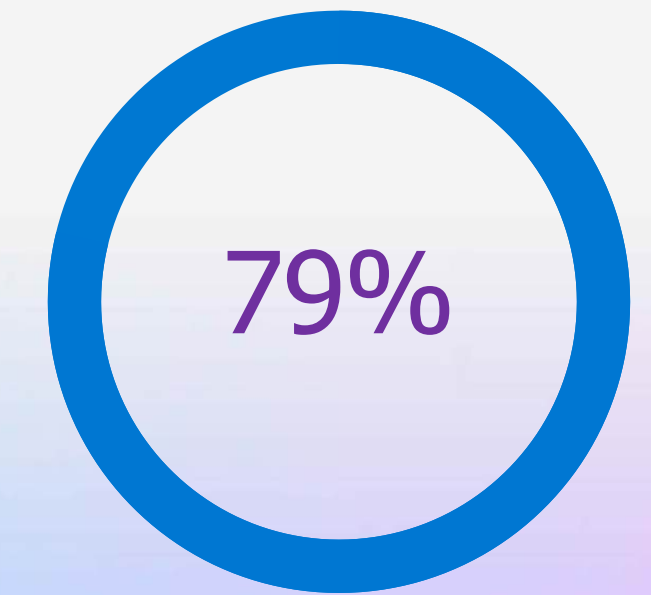
- Automatically pull your systems and processes together so your people don't have to.
- Give you a complete picture from across your business, with reports when and where you need them.
- Get you up and running quickly so change doesn't get in the way of your day-to-day.

With adaptable applications in the cloud. You can create efficiency across your business processes, help your people make informed decisions, and be ready for growth.

A majority (79%) of knowledge workers reported that teams throughout their organisations are siloed, and 68% said their work is negatively impacted because they don't have visibility into cross-functional projects.¹

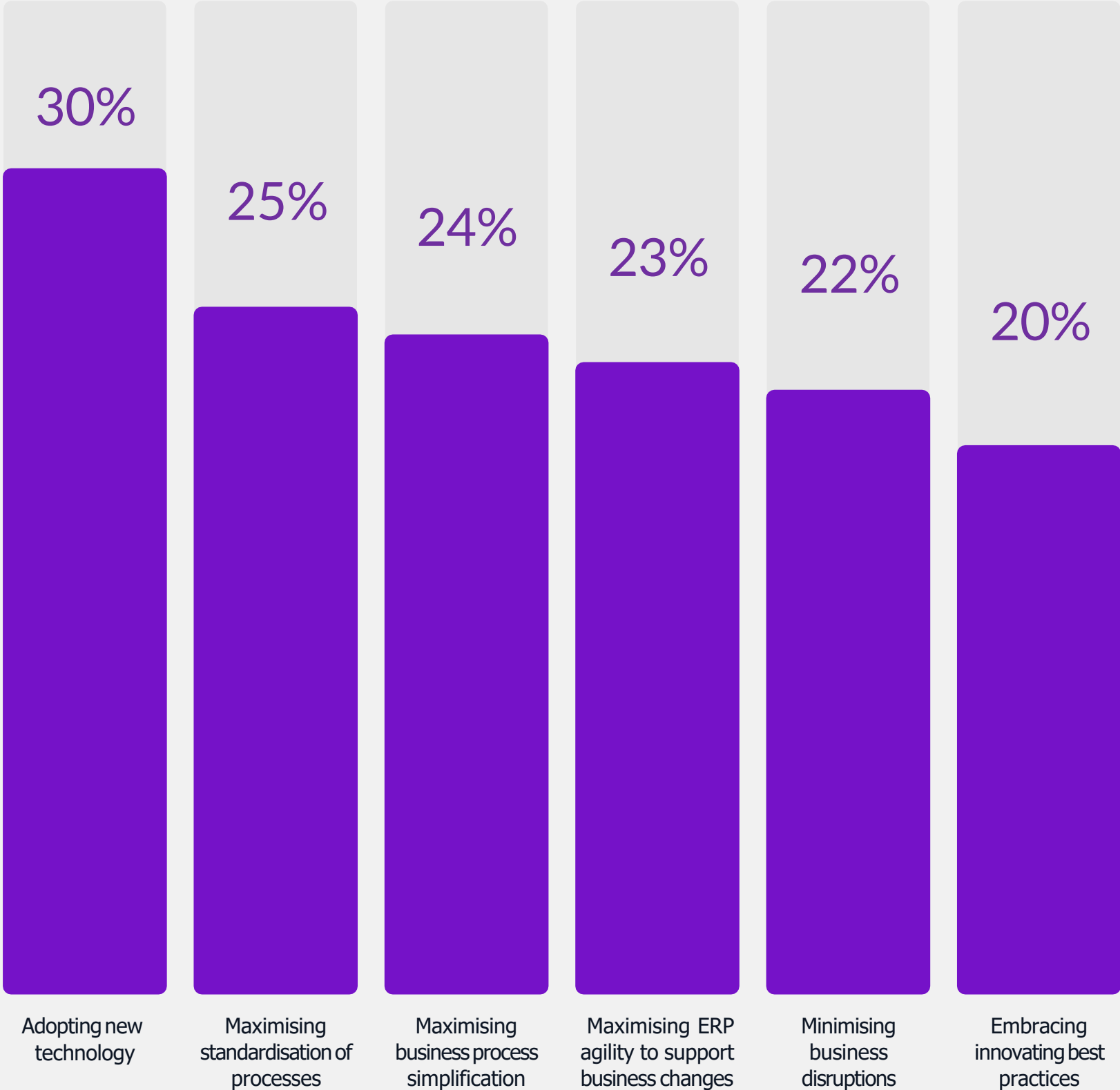
Information silos, disconnected systems, and manual processes keep you from delivering the experience your customers expect and ultimately can put your business at risk. But what kind of solution is right for your business needs today and your goals for future growth? How can you best prepare for change, and how will you know if you're ready to move your systems to the cloud?

This guide will help you evaluate the current state of your accounting and business management systems and processes and outline considerations you should keep in mind when exploring new solutions.



79% of knowledge workers experience silos between teams.¹

Main motivators of ERP decision makers when planning and executing an ERP modernisation strategy³



Signs your basic accounting software or legacy systems are putting your business at risk

As your business grows in size and complexity, and your customers expect better and faster service, the tools that once supported you may now be standing in your way. For growing businesses, deciding to overhaul your accounting software or business management systems may seem like a daunting task.

But what is the real cost of trying to maintain a system that is no longer keeping up with demands? Whether the result is lost sales, customer dissatisfaction, or compliance risks, failing to update your technology can be a costly decision.

If you recognise any of these warning signs, the time has come to make a change:

- Waste too much time dealing with multiple systems that can't talk to each other.
- Manual processes are error-prone and can't keep up with increasing demand despite added headcount.
- Creating and configuring reports is too complicated and often doesn't give us the information we need.
- Incomplete or incorrect information creates customer dissatisfaction and lost sales.
- Increasingly stringent compliance and security concerns keep you up at night.
- Productivity is lost by spending valuable time switching back and forth between multiple applications and disconnected systems.



The signs are clear. Now what?

There's never been a better time for businesses to update their systems. The cloud has opened new avenues for companies of all sizes to expand capabilities affordably, create greater efficiency and mobility, and be prepared for ever-changing business conditions.

With so many technology vendors competing for your business, it can be tricky to differentiate between solutions and find the best fit for your business.

Characteristics of a modern technology platform like Microsoft Dynamics 365 Business Central include:

- **Comprehensive integration:** Deploy one solution to manage your financials, sales, service, and operations with the ability to connect applications like payroll, banking apps, CRM systems, or custom APIs.
- **Connects your entire business:** Automatically pulls your systems and processes together so your people don't have to.

- **Automates and secures business processes:** Improve productivity and get more done with AI-powered tools, easy-to-create workflows, audit trails, and enterprise-level security features that basic accounting software can't provide.
- **Provide an end-to-end view of your business:** Centralise your data from accounting, sales, purchasing, inventory, and customer interactions to get an accurate end-to-end view of your business. All data stays up to date, so you can spot trends, prevent issues, and deliver great customer experiences.
- **Trusted technology provider:** Creates security as a trusted, leading technology provider for businesses of all sizes around the world.
- **Enables mobility:** Empowers a mobile workforce by delivering the same experience across devices, regardless of their location.
- **Fast from the start:** Delivers an easy-to-learn solution that people just intuitively know how to use.

You recognise the signs; now get ready to explore your options

Beyond evaluating the technical capabilities, here are a few questions to ask when meeting with potential solution providers.

- How easy is the solution to learn and use?
- How does your solution leverage AI to improve productivity and performance?
- How will it integrate with our existing systems and applications?
- If we deploy in the cloud, do we retain control over our data?
- What will my price be after the initial contract expires?
- How easily can I add or remove users, and how is that reflected in my pricing?
- How often do you provide product updates, and can we control when the updates are deployed?
- What is your track record for service after the sale?
- Who do you have locally that can help us with implementation and ongoing support when needed?



Making sense of business applications in the cloud

Businesses of all sizes are making the move to the cloud to modernise their technology platform, gain overall system efficiency, and enable their teams to stay connected to the data they need to meet customer demands from virtually anywhere. Here are the top business benefits that are driving businesses to move to the cloud.

Why should businesses move to the cloud?

180%

An average company adopting cloud today could achieve 180% ROI in

5x

The value cloud generates from enabling businesses to innovate is worth more than five times what is possible by simply



9 out of 10 people want simpler ways to automate daily tasks so they can focus on the work that matters.⁵

53%

53% of SMBs said that mobile worker support, including remote access to network-based resources and cloud applications, was an employee experience

Demystify the cloud

While the business benefits of moving technology to the cloud are clear, some of the technical jargon that surrounds cloud computing can be confusing. Here are a few terms that will increase your cloud IQ and help you understand the various options for deploying your solution in the cloud.

Cloud Jargon Translator

SaaS: software as a service

SaaS—software as a service. Specific applications are delivered through the cloud, typically for scenarios such as email, office productivity, customer relationship management, marketing analytics, and so on.

IaaS: infrastructure as a service

IaaS enables businesses to move their entire datacenter, including storage, servers, and software, to the cloud, essentially outsourcing management, security, and maintenance to the cloud provider.

PaaS: platform as a service

PaaS provides a complete operating system environment in the cloud where customers can develop and deploy software, applications, and services. The advantage is that PaaS systems scale seamlessly to provide a consistent quality of service.

Virtualisation

Virtualisation creates a layer of abstraction between hardware and software, enabling entire data centres full of servers and microprocessors to operate as a shared pool of resources.

Public cloud

Public cloud refers to services offered to multiple users (or “tenants”) in a single data centre.

Private cloud

Private cloud is a dedicated data centre or server environment that delivers cloud services for a single customer or tenant.

Hybrid cloud

A hybrid cloud is an enterprise IT environment combining some private cloud services, some public cloud services, and some on-premises computing resources.

Why choose Microsoft Dynamics 365 to run your business

Microsoft Dynamics 365 Business Central is a business management solution that connects people and processes like never before. From day one, it makes managing your financials, sales, service, and operations easier and faster.

Turn your multiple disconnected systems into one. Boost efficiency with AI-powered tools and automated tasks and workflows—all from within familiar Microsoft 365 tools like Outlook, Word, and Excel. Get a complete picture of your business and make better business decisions with built-in intelligence when and where you need it.

With your business running in the cloud, it's easy to change and adapt at your own pace without IT. Start with what you need quickly and easily, then be ready for growth.

Only Microsoft delivers a connected technology platform bringing together business applications with tools for productivity, communication, and collaboration.

Microsoft business solutions deliver insight across your devices, all while helping you:

Transform business operations

Boost productivity

Work seamlessly with the Microsoft 365 applications you already use, such as Outlook, Excel, and Teams, reducing data entry and switching between applications.

Automate and improve processes

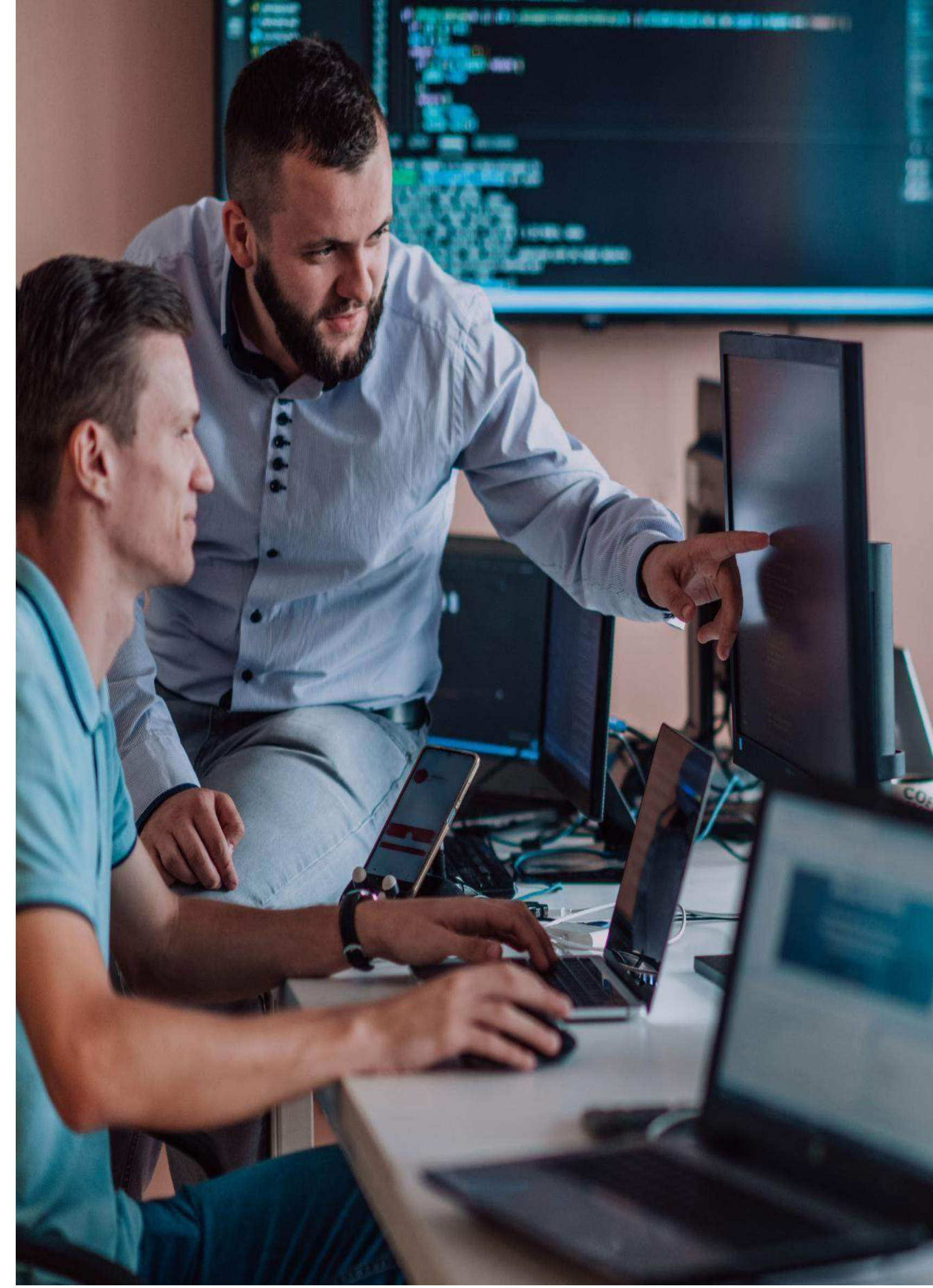
Use next-generation AI with Microsoft Copilot and automated workflows to streamline processes, speed up tasks, and make better decisions.

Get world-class security and compliance

Protect your data while maintaining regulatory compliance with world-class identity protection, role-based access, and encryption.

Make data-driven decisions

Remove data silos and access business intelligence with real-time dashboards, flexible reports, and KPIs for each role.



Increase financial visibility and performance

Control financial data

Manage your finances end-to-end—oversee budget, accelerate month-end and year-end close, automate bank reconciliation with Copilot, use unlimited dimensions, track fixed assets, and more.

Forecast cash flow

Create accurate cash flow projections using AI to analyse the financial position of your business.

Enhance financial performance

Make more profitable decisions with robust reporting, ad-hoc analysis using Copilot to identify trends and anomalies, and connections to Excel and Microsoft Power BI.

Expand into global markets

Support multiple currencies, languages, exchange rates, consolidations, intercompany transactions, and tax regulations.

Boost sales and improve customer service

Surface high-value opportunities

Increase sales using marketing text suggestions from Copilot, keep track of customer interactions, and get guidance on the best upsell, cross-sell, and renewal opportunities.

Accelerate sales processes

Take better care of customers by managing the entire sales process from within Outlook and deliver better outcomes with connected service operations.

Deliver exceptional service

Transition smoothly from sales to service, track customer returns and repairs, and manage service agreements to meet and exceed customer expectations.

Elevate your customer journey

Improve your customer experience by connecting with Dynamics 365 Sales, Customer Service, and Field Service.

Finish projects on time and under budget

Improve project costing

Better manage projects using timesheets and advanced job costing and reporting. Develop and modify detailed budgets to enhance project profitability.

Optimise resource levels

Manage resource utilisation by planning capacity and sales. Track customer invoicing against planned or actual costs.

Drive project profitability

Get real-time business intelligence on project status, profitability, and resource-utilisation metrics.

Enhance team productivity

Enable employees to do their best work with role-based access, and foster collaboration by sharing links to projects directly in Microsoft Teams.

Optimise inventory and supply chain management

Drive supply chain optimisation.

Improve your supply chain with vendor management, purchasing, e-commerce with Shopify, order fulfilment, and returns.

Manage manufacturing

Optimise manufacturing output, even in agile and complex environments, with detailed bills of materials, assembly-to-order support, and production orders.

Improve inventory management

Replenish inventory based on actuals, demand, and availability using AI-powered sales and inventory forecasting.

Optimise warehouse management

Improve organisation within your storage facilities and manage inventory with an easy pick-and-put-away process supported by barcode scanners

Ready to transform your business?

The time for change is now. Your business deserves a technology partner that understands your challenges and delivers solutions that drive real results.

Why Choose Tecvia as Your Microsoft Dynamics 365 Business Central Partner?

Proven Expertise, Tailored Solutions We don't believe in one-size-fits-all approaches. Our industry-specific expertise across Food & Beverage, Manufacturing & Engineering, Distribution, Life Sciences, and Medical Devices means we understand your unique challenges and regulatory requirements.

End-to-End Partnership From initial consultation through implementation, customisation, training, and ongoing support, we're with you every step of the way. Our commitment doesn't end at go-live; we're your long-term technology partner.

Future-Proof Your Investment Microsoft Dynamics 365 Business Central isn't just solving today's problems, it's preparing your business for tomorrow's opportunities. With cloud-based flexibility, AI-powered insights, and seamless scalability, you're investing in a solution that grows with your business.

Minimise Risk, Maximise ROI Our proven track record and customer-centric approach ensure a smooth transition with minimal disruption to your operations. We focus on delivering measurable results that impact your bottom line.

Take the Next Step Today

Don't let outdated systems hold your business back. The signs are clear disconnected systems, manual processes, and limited visibility are putting your growth at risk.

Get started with a free consultation where we'll:

- Assess your current systems and identify improvement opportunities
- Understand your specific business challenges and goals
- Demonstrate how Microsoft Dynamics 365 Business Central can transform your operations
- Provide a clear roadmap for implementation and success

Source:

1. Business Agility Institute, The Business Agility Report: Business In The New Normal, 5th Edition, 2022.
2. "Enterprise agility: Buzz or business impact?," McKinsey & Company, March 2020. <https://www.mckinsey.com/capabilities/people-and-organizational-performance/our-insights/enterprise-agility-buzz-or-business-impact>
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