



Side-by-Side Comparison

Which Product is Right for Your Company?



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	Dynamics 365 Finance & Operations	Dynamics GP	Dynamics 365 Business Central	Dynamics SL
Advantages Of Technology	Offers broad & robust functionality & delivers low TCO for global enterprise companies.	Offers robust financial & operational functionality including business intelligence, reporting, budgeting & forecasting. It is highly adaptable & easy to integrate data both into & from. Scales from small to midsized companies to large enterprises.	Delivers comprehensive business management functionality, from financials, to supply chain, to manufacturing & more. Built on the Power Platform, it connects the many moving parts of your organization with PowerApps and Flow, giving you better visibility & control. Great fit for companies with international operation.	Positioned for companies with a focus on projects in industries like professional services, construction, oil & gas services, government contractors & engineering services. SL offers highly customizable financials & project accounting functionality.
Target Industries	<ul style="list-style-type: none"> - Retail - Professional Services - General & Advanced Distribution & Manufacturing - Food & Beverage Distributors & Manufacturers - Industrial Equipment Manufacturing - Process Manufacturers - Supply Chain Execution - Public Sector/ Education & HealthCare 	<ul style="list-style-type: none"> - Wholesale Distribution & CPG - Retail - General Contractors & Field Service - Discrete/Made to Stock Manufacturing - Education - Government Agencies - Not-For-Profit 	<ul style="list-style-type: none"> - CPG/Wholesale & Distribution - eCommerce - Discrete & Process Manufacturing - Food & Beverage Distributors & Manufacturers - Job Shops - Retail - Oil & Gas - High Tech - Professional & Financial Services 	<ul style="list-style-type: none"> - Financial Services - Professional Services - Oil & Gas - Construction - Government Contracting - Light Distribution - Entertainment

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Business Intelligence & Reporting	Management Reporter, SQL Server Reporting Services, Business Analysis Services, Key Performance Indicators, Excel-based Report Writing & Analysis Tools	Management Reporter, Enterprise Reporting, Analysis Cubes for Excel, Key Performance Indicators, Dynamics GP Report Writer, SQL Server Reporting Services, Refreshable Excel Reports, SmartList, SmartList Builder, Excel Report Builder, & Business Analyzer Desktop	Embedded Power BI, Account Schedules, Jet Reports (Excel Based) with BI Dashboard, Management Reporter, Report Writer, SQL Server Reporting Services, Charts, OData, Query Objects, Factboxes	Management Reporter, Forecaster, Crystal Reports, Microsoft SQL Reporting Services, Key Performance Indicators, Business Information Optimization, Quick Queries & SQL Server Reporting Services
Configuration & Development	Microsoft Visual Studio®, Extensive Integration Options- Application Integration Framework (COM, File, MSMQ, .NET API, SOAP, XML, Web Services, Excel based) Supports .NET Interop & can be integrated with non-Microsoft systems (Oracle, etc.)	Microsoft Visual Studio®, Microsoft Visual Basic for Applications (VBA), Microsoft BizTalk® Server, component object model (COM), Microsoft Message Queuing (MSMQ), the Microsoft .NET framework, simple object access protocol (SOAP), XML, Extender, Modifierfor VBA, Dexterity	PowerApps/PowerPlatform, C/ AL compiled to C#, Table Designer, Page Designer, Report Designer, XMLPort, OData & SOAP Web Services, Personalization, Query Objects, Data Migration Toolkit, NAS (NAV Application Server), .NET, Interop, Add-ins, Unicode	Customization Manager with VBA; Visual Studio, Object Model, Web Services
Collaborative Workspace	Business Portal built on SharePoint Services – integrated throughout entire product, Key Performance Indicators, Role-Based Interface, Microsoft Dynamics 365 Customer Engagement (CRM) Integrations & Power BI	Business Portal built on SharePoint Services, Business Intelligence, Order Management, HRM Self-Service, Requisition Management, Project T&E, Electronic Document Delivery, Office 365 & Outlook Integration, Microsoft Dynamics 365 Customer Engagement (CRM) Integration	Web Client, SharePoint Client, Web Services, Office 365 & Outlook Integration, Notifications, Link Sharing, Document management, Document approvals, Role-based Interface, Microsoft Dynamics 365 Customer Engagement (CRM) Integration	Business Portal built on SharePoint Services, Web Order, Requisitions, Project T&E, Microsoft Project & Microsoft Dynamics 365 Customer Engagement (CRM) Integrations

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Strengths	<ul style="list-style-type: none"> - Pure cloud solution - Role-Based Home Page - 3 Tier Architecture - Multi-Language & Multi-Currency - Intercompany & Consolidations - Business Alerts & Workflow - Multi-Dimensional General Ledger - Robust Distribution & MRP - Product Builder/Configurator 	<ul style="list-style-type: none"> - Business Alerts, Routines, Wizards, Help, Drill Down - Smartlist Data Access - Extended Notes with Object Linking - User Customizable Home Page - Easy to Customize - Manufacturing Series - Field Service Suite - National Accounts - Account Level Security (GI) & Field Level Security - SSRS Reporting Integrated in the User Interface - Customer & Vendor Forms Available in Microsoft Office Word - Integration with Exchange to Prepare Batch Emailing of Invoices, Statements & other Documents - Strong E-Banking Suite - Most Extensive 3rd Party Offerings - Refund Checks - Customer/Vendor Consolidations 	<ul style="list-style-type: none"> - Highly Flexible, Customizable to Fit Unique Business Needs - Table, Page, Report, Xmlport Designers - Personalization on the User Level - Role Centers - Web Client & Sharepoint Client - Easy to use & Intuitive Interface - Strong Inter/Multi-Company & Consolidation Support. - Localized in Multi-Country & Multi-Language - Unlimited Companies in 1 Database - Drill Down Capabilities - Strong Financial & Cash Management - Fixed Assets - Supply Chain Management - Strong Inventory Control - Purchase & Requisition Management - Supply Planning - 3 Tier Architecture 	<ul style="list-style-type: none"> - Very Strong Project Accounting Functionality - Web Based Time & Expense for Employees - Strong Inter/Multi-Company Support - FASB 52 Multicurrency Capabilities - Easy to Customize - Drill Down Capabilities - Quick Query Tools - All Standard Reports have been created using Industry - Standard Report Writers, Crystal Reports & SSRS; Can Publish Reports to Web or Excel - Functionality for Professional Services, Architectural, Engineering & Construction - Project Server Connector - Advanced Distribution with User Defined Workflow Mgmt., Inventory Replenishment & Order to Purchase - Service Management Series

		<ul style="list-style-type: none"> - Deferred Revenue/Expense Module - Integrated Fixed Asset Module - Integrated HR & Payroll - Configurable Roles Based Home Page - Analysis Cubes for Excel - NFP/Government Suite including Encumbrance, Interfund, Grant Accounting - Strong Budgets & Forecasting - Integration with Office - 9 Pre-Written Integrated Workflows with Microsoft Sharepoint - Integrated Search Capabilities with Microsoft Sharepoint Navigation Lists with Business Analyzer - Business Portal & Sharepoint Services Prerequisite Checkers - Pessimistic Security Matrix, Sarbanes-Oxley Compliant - 250+ Refreshable Excel Workbooks Out-Of-The-Box 	<ul style="list-style-type: none"> - Manufacturing: BOM, Production Orders, Version Management, Demand Forecasting, Capacity Planning - Dimensions Add Tracking/ Slicing of Data & Reporting Against Transactions - Job Costing - Contact, Campaign, Opportunity Management with Integration to CRM - Office 365 and Dynamics 365 Customer Engagement Integration - Service Management - Warehouse Management - Basic Human Resources & Payroll - Search Functionality - Supports a Large Customer Base - Web Services - Available as Pure Cloud, Hosted or On-Premise 	<ul style="list-style-type: none"> - Communicator Alerts - Integrated EDI - Easy Integration with COM - Many Web Enabled Project Management Functions - Web Services - Fully OLE Compliant 2 Way Cut & Paste (Every Grid) - Integrated Payroll Module - Government Contract Compliance Capabilities - Standard MS Project Server Integration
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Best Fit Scenarios	<ul style="list-style-type: none"> - When Circumstances involve International Business, Money Rates & Languages - When a High Level of Customization is Required - For Companies needing to Manage Complex Inventories, such as Multi-Dimensional Inventory or Formulas/Recipes - When Desiring a Comparable, yet more Cost-Effective Solution to Traditional Tier-One Systems such as Oracle, SAP, or JD Edwards - For Companies requiring Pure Cloud, Multi-Tenant SaaS ERP accessible via a Browser Interface or App 	<ul style="list-style-type: none"> - When integration is desired with Web Stores and Order Entry systems - When integrating with Unique Operation Systems that Track Customer Transactions & Summarize to Accounting Systems - If Requirements include Additional Core Functionality supplied by a Large Third-Party Developer Network of Off-The-Shelf & Custom Solutions - Dynamics GP has Localized Versions in Certain Countries with Local Languages & Local Generally Accepted Accounting Principles (GAAP) - When Microsoft Fixed Assets or HR/Payroll is needed 	<ul style="list-style-type: none"> - For Companies requiring pure cloud, multi-tenant SaaS ERP accessible via a browser interface or App - For Companies that depend on Accurate Inventory Analysis, including Built-In Sales Forecasting Planning - When Moderate to Heavy Levels of Customization are Required - For Companies needing either Discrete or Job Shop Capabilities, EDI integration or Payroll/HR - International Organizations - Microsoft centric organizations that want to integrate ERP with Dynamics 365 Customer Engagement, Office 365 and Power BI 	<ul style="list-style-type: none"> - Project-Driven Organizations - Companies desiring to use the Out-Of-The-Box Integration with Microsoft Project Server - Where Defense Contract Audit Agency (DCAA) compliant functionality is Required - Companies Requiring Strong Financial and Intercompany Functionality - When there is a need to Copy/Paste Journal Entries from Excel into Transaction Entry Windows

<p>Weaknesses</p>	<ul style="list-style-type: none"> - Could be “Overkill” for Smaller Companies or Simpler Business Models - Initial Implementation Cost could be Higher than other Microsoft Dynamics Solutions due to More Flexible Design/ Configuration Options - Install Base is still Relatively Limited in some Industry Segments 	<ul style="list-style-type: none"> - Limited Intercompany without 3rd Party - Limited Warehouse Management & Advanced Planning & Scheduling without 3rd Party 	<ul style="list-style-type: none"> - Implementation costs can be high but able to be managed with a phased approach for companies to start with what they need today and scale as they grow 	<ul style="list-style-type: none"> - Alerts Not Wizard Driven - Limited Manufacturing w/o Adding 3rd Party Application - Fixed Assets & HR Functionality Provided by 3rd Parties - No Account Level Security
<p>Pricing</p>	<ul style="list-style-type: none"> - Named User, Role-Based Pricing Supporting Enterprise, Functional, Task & Self-Service Users - Subscription Licensing is available at \$210 pupm - Excludes Consulting Services 	<ul style="list-style-type: none"> - Modules are bundled in a Starter Pack: \$5,000 (Includes 3 Users) or an Extended Pack: \$10,000 for Advanced Functionality - Additional Users are \$600 (Limited Concurrent Access Users) or \$3,000 (Full Concurrent Users) - Subscription Licensing is Available - Excludes: Annual Software Assurance Fees & Consulting Services 	<ul style="list-style-type: none"> - Modules are Bundled into a named user cost of \$2,000 for Essentials or \$2,800 for Premium including Manufacturing & Service functionality. - Team User Licenses are \$800 granting read-only access to the entire application - Subscription Licensing is Available at \$70 pupm for Essentials or \$100 pupm for Premium - Excludes: Annual Software Assurance Fees & Consulting Services 	<ul style="list-style-type: none"> - Business Essentials Bundled Licensing Starting at \$2250 Per User - Advanced Management Bundle Starting at \$3980 Per User - Subscription Licensing is Available - Excludes: Annual Software Assurance Fees & Consulting Services