

# Should I Move my Dynamics GP to the Cloud?

Chris Dobkins, Njevity

## Chris Dobkins President, Njevity, Inc.

### About Chris

- 20+ years in the GP Community
- Inner Circle and Presidents Club
- Managed 400 GP User Azure Cloud Deployment
- Managed 600 GP User Private Cloud Deployment
- Passionate about helping GP Customers and Partners develop and implement their Cloud Strategy

### About Njevity

- We Deliver Exceptional Cloud Experiences for **Dynamics GP**, **Power BI** and **Office365** on Azure and Private Cloud
- 1 Tier Microsoft Cloud Service Provider (CSP)
- Gold ERP, Silver Cloud Platform, Silver Small and Midmarket Cloud Solutions Competencies
- Compliance, Mobility, Analytics, Productivity



# Our Mission at njevity



To **improve** the life and success of our **Partners and Customers** by providing exceptional business application experiences that **simplify, inform** and **delight**.

# Session Agenda

- Dynamics GP and the Cloud
- The Economics of Cloud
- Public Cloud vs Private Cloud
- Dynamics GP and Azure
- When is the best time to move to the cloud?

# The Dynamics GP Advantage

Dynamics GP empowers YOU to choose the deployment option that is RIGHT for you.

Public Cloud. Private Cloud. On Premises.

The CHOICE is YOURS!

# Dynamics GP and the Cloud



# Excited about the Future of Dynamics GP

- HTML5 Web Client
- Single Sign On
- Self Service
- Workflow
- Email Workflow Approvals
- Apps
- Power BI
- Jet Reports

# The Future is Tech Heavy

- New Servers
- Make GP Securely Internet Facing
- HTML5 Endpoint
- GP Web Services Endpoint
- Service Based Architecture (SBA) Endpoint
- Odata Endpoint
- Jet Reports Endpoint



# Still Excited?

Maybe Cloud is the Answer...

# Why Companies Move GP to the Cloud

## All Companies

Stay Current

Simplify

Anywhere / Any Device

Tech Heavy Features

## No Dedicated IT

Backups

Security

Peace of Mind

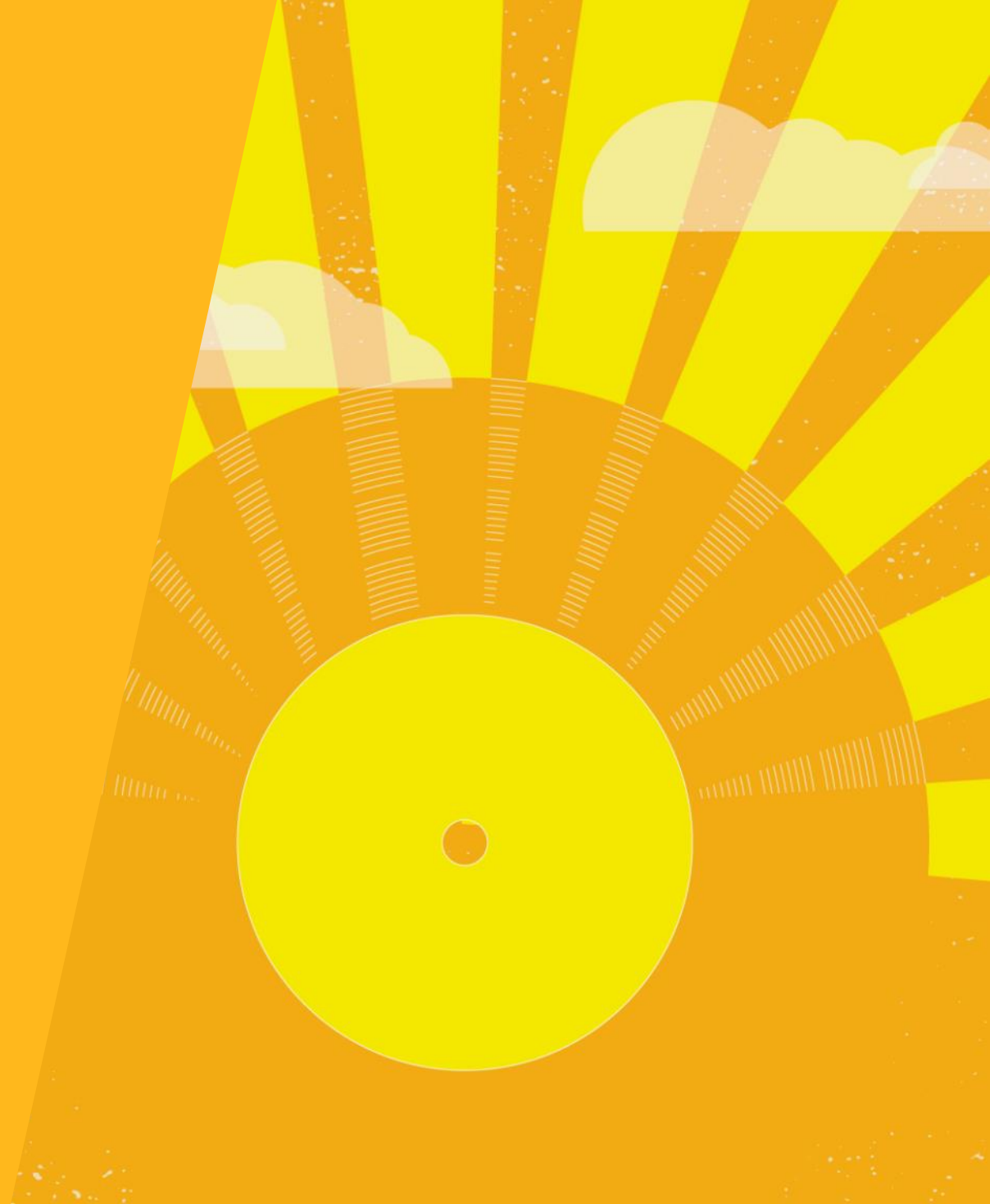
## Dedicated IT

Get to 'Yes'

Free Up Resources

No More Servers

# Isn't Cloud more Expensive than On Premises?



# Scenario: 5 GP Users | Perpetual

## Perpetual License Purchase Detail

Perpetual License Purchase	QTY	Unit Cost	Ext Cost
<b>Dynamics GP</b>			
Dynamics GP Starter Pack (Includes 3 Named users)	1	\$ 5,000	\$ 5,000
Dynamics GP Full Access Named User	2	\$ 3,000	\$ 6,000
Dynamics GP Limited Named User	0	\$ 600	\$ -
Extended Pack	0	\$ 10,000	\$ -
<b>Total Perpetual License Purchase</b>			<b>\$ 11,000</b>

## Total Due When Order is Placed

Due on Order	Amount
Total Software Purchase Detail	\$ 11,000
First Year Annual Maintenance	\$ 1,980
Dynamics GP Installation Fee	\$ 2,495
<b>Total Due When Order is Placed</b>	<b>15,475</b>

# Scenario: 5 GP Users | Subscription

## Cloud Subscription Detail

Cloud Subscription	QTY	Unit Cost	Ext Cost
<b>Dynamics GP</b>			
Dynamics GP Extended Named User	0	\$ 239	\$ -
Dynamics GP Standard Named User	5	\$ 214	\$ 1,070
Dynamics GP Limited Named User	0	\$ 59	\$ -
Total Monthly Subscription Fee			\$ 1,070

## Total Due When Order is Placed

Due on Order	Amount
First Month's Subscription	\$ 1,070
One Time Set Up Fee	\$ 2,495
Total Due When Order is Placed	3,565

# Subscription vs On Prem Break Even Analysis

Cloud Subscription	Year 1	Year 2	Year 3	Year 4	Year 5
Monthly Software Subscription	\$ 12,840	\$ 12,840	\$ 12,840	\$ 12,840	\$ 12,840
One Time Set up Fee	\$ 2,495	\$ -	\$ -	\$ -	
	\$ 15,335	\$ 12,840	\$ 12,840	\$ 12,840	\$ 12,840

Perpetual License Purchase	Year 1	Year 2	Year 3	Year 4	Year 5
Total Software Purchase	\$ 11,000				
Annual Enhancement	\$ 1,980	\$ 1,980	\$ 1,980	\$ 1,980	\$ 1,980
Dynamics GP Installation Fee	\$ 2,495			\$ 2,495	
GP Server (Hardware)	\$ 5,000			\$ 5,000	
Windows Server License/CALs + SA	\$ 1,851			\$ 801	
SQL License/CALs + SA	\$ 3,423			\$ 1,473	
Backup Software	\$ 3,500				
IT Cost to Setup Server	\$ 1,500			\$ 1,000	
Annual IT Support Spend	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Annual IT Proactive Maintenance	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600
	\$ 39,349	\$ 10,580	\$ 10,580	\$ 21,349	\$ 10,580

Summary

5 Yr Cloud Total

\$66,695

5 Yr On-Prem Total

\$92,438

Cost Savings of Cloud

\$25,743

# Hosting vs On Premises Break Even Analysis

Cloud Subscription	Year 1	Year 2	Year 3	Year 4	Year 5
Hosting Fees - 5 GP Users	\$ 8,040	\$ 8,040	\$ 8,040	\$ 8,040	\$ 8,040
Annual Enhancement	\$ 1,980	\$ 1,980	\$ 1,980	\$ 1,980	\$ 1,980
One Time Set up Fee	\$ 2,495	\$ -	\$ -	\$ -	
	\$ 12,515	\$ 10,020	\$ 10,020	\$ 10,020	\$ 10,020

Perpetual License Purchase	Year 1	Year 2	Year 3	Year 4	Year 5
Total Software Purchase	\$ -				
Annual Enhancement	\$ 1,980	\$ 1,980	\$ 1,980	\$ 1,980	\$ 1,980
Dynamics GP Installation Fee	\$ 2,495			\$ 2,495	
GP Server (Hardware)	\$ 5,000			\$ 5,000	
Windows Server License/CALs + SA	\$ 801			\$ 801	
SQL License/CALs + SA	\$ 1,473			\$ 1,473	
Backup Software	\$ -				
IT Cost to Setup Server	\$ 1,500			\$ 1,000	
Annual IT Support Spend	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Annual IT Proactive Maintenance	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600
	\$ 21,849	\$ 10,580	\$ 10,580	\$ 21,349	\$ 10,580

**Summary**

**5 Yr Hosting Total**  
\$52,595

**5 Yr On-Prem Total**  
\$74,938

**Cost Savings of Cloud**  
\$22,343

# Which is better: Public Cloud or Private Cloud?





# Public Cloud

- Multi-Tenant
- Shared Resources
- Highly Scalable
- Rapid Provisioning
- Generally Less Expensive
- Low/No Setup Fees
- Shorter Contracts
- No Backend Access, Less Control
- Integrations leverage APIs
- Upgrades Included
- Different than On Prem/Private (ie – No IM/MR)
- NetSuite and Intacct are only available as Public Cloud Solutions

# Private Cloud

- Single Tenant
- Dedicated Resources
- Higher Cost to Scale
- Generally More Expensive
- Higher Setup Fees
- Longer Contracts
- Backend Access, More Control
- Upgrades Cost Extra
- Integrations can hit SQL Directly
- Very Similar to an On Prem Deployment
- The Dynamics GP Community offers several good Private Cloud options

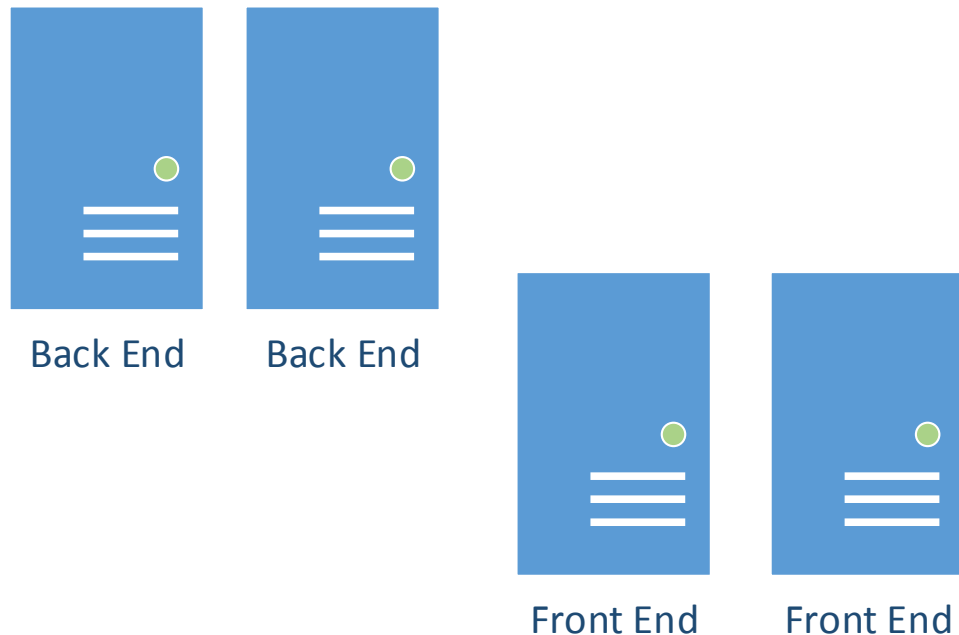
# Can I run Dynamics GP on Azure?



# Dynamics GP and Azure

- Azure is not just VM's in the Cloud
- Clustering/NLB Not Supported
- The SLA Catch-22
- SQL HA
- Not all licensing is included
- Not all licenses can be run in the cloud
- No Managed Services (backups, patch management, monitoring) are included

# The Azure SLA Catch-22

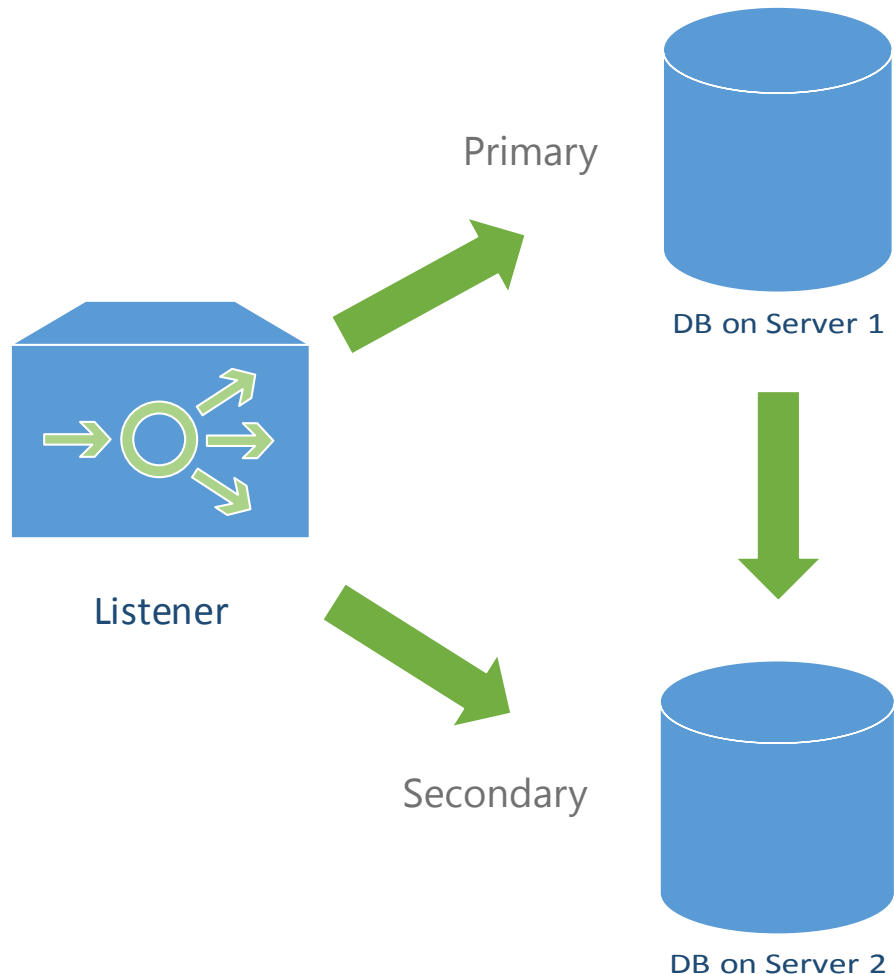


- Two+ Servers of Each Role
- Virtual Machine SLA of 99.95%
- But, is this enough servers?

# Dynamics GP and Azure

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- SQL HA
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- Not all licenses can be run in the cloud
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# SQL Always On Availability Groups



- Listener for DSN Name
- Synchronous or Asynchronous
- Use Premium Locally Redundant Storage
- Share SQL Encryption Keys
- **SQL Enterprise ONLY**
- Does NOT Auto Sync Logins/Passwords

# Dynamics GP and Azure

- Azure is not just VM's in the Cloud
- Clustering/NLB Not Supported
- The SLA Catch-22
- SQL HA
- Not all licensing is included
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# Dynamics GP and Azure Summary

- IaaS not SaaS
- Single Server with No SLA is simplest GP Option, but Carries Risk
- HA with an SLA requires enormous amounts of money and engineering work to get it right.
- Thorough understanding of Microsoft licensing and license mobility policies is required.
- No Managed Services are Included.

# The Bottom Line on DynGP and Azure

- Azure can be a great option for companies that have a strong Internal IT Team, but find a partner that has done this before to help you get started.
- If you do not have Internal IT, make sure you have a partner to help you design and maintain your Azure environment.

# Upgrading to the Cloud



# Upgrading to the Cloud

- Similar to a SQL Server Move
- The Cloud is your Test Environment
- Roll Back to On Premise
- Light Up New Tech Heavy Features

# What You Need to Upgrade to the Cloud

- Private Cloud
  - SQL Database Backups
  - MR Export
  - IM.MDB
  - VPN or SFTP for Integrations with On Prem Data
- Public Cloud
  - SQL Database Backups
  - Plan for Reporting and Integrations

# **Simple Upgrade/Migration Experience**

**Never Worry  
About Dynamics  
Again!**

# Bottom Line on DynGP in the Cloud

- Get to use the cool new features of GP
- No More worries
  - Servers,
  - Hard Drives,
  - Backups,
  - Security,
  - Anti-Virus and Anti-Malware
- No more costly Workstation Installs
- Use GP from Anywhere with Internet Access

# Q&A



# Thank you for attending!

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