

2023 REPORT ON THE
FUTURE
OF DYNAMICS GP

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About the Report

This report includes the results of a survey of finance and accounting professionals who are currently using Microsoft Dynamics GP. The survey resulted in several informative observations on what decisions companies are making concerning their current ERP solution.

In October 2022, Microsoft updated the Dynamics GP community with their current development priorities for Dynamics GP.

Mike Morton, Microsoft's VP for Dynamics 365 Business Central, gave an update in a LinkedIn post stating several key points. Here are a couple of the significant points from the post:

Microsoft is fully committed to supporting our Dynamics GP customers. This will include new releases (e.g., 18.6, 18.7, 18.8, ...) for the foreseeable future on the same timeline and schedule as we have done in the past several years, as outlined in the GP Modern Support Lifecycle.

It is the case that Dynamics 365 Business Central and Dynamics 365 Finance + SCM will be products which will see the majority of Microsoft's investments in ERP. We do encourage customers to talk with their partner about whether one of these products may be a good fit, while being assured that Dynamics GP will continue to be updated and supported, allowing customers to make the choice that is right for their business.

You can read the full statement here: [Mike Morton's LinkedIn Post](#)

PURPOSE

The purpose of the survey was to discover how companies that use Dynamics GP are thinking about the following:

- The decision on whether to stay or move away from Dynamics GP
- Current decision-making timeline
- The primary factors in their decision making
- The complexity of current GP installations
- Confidence in the Dynamics BC product



TIMEFRAME

This survey was conducted between November 10, 2022, and December 10, 2022.



PARTICIPANTS

All survey participants are current users of Dynamics GP.



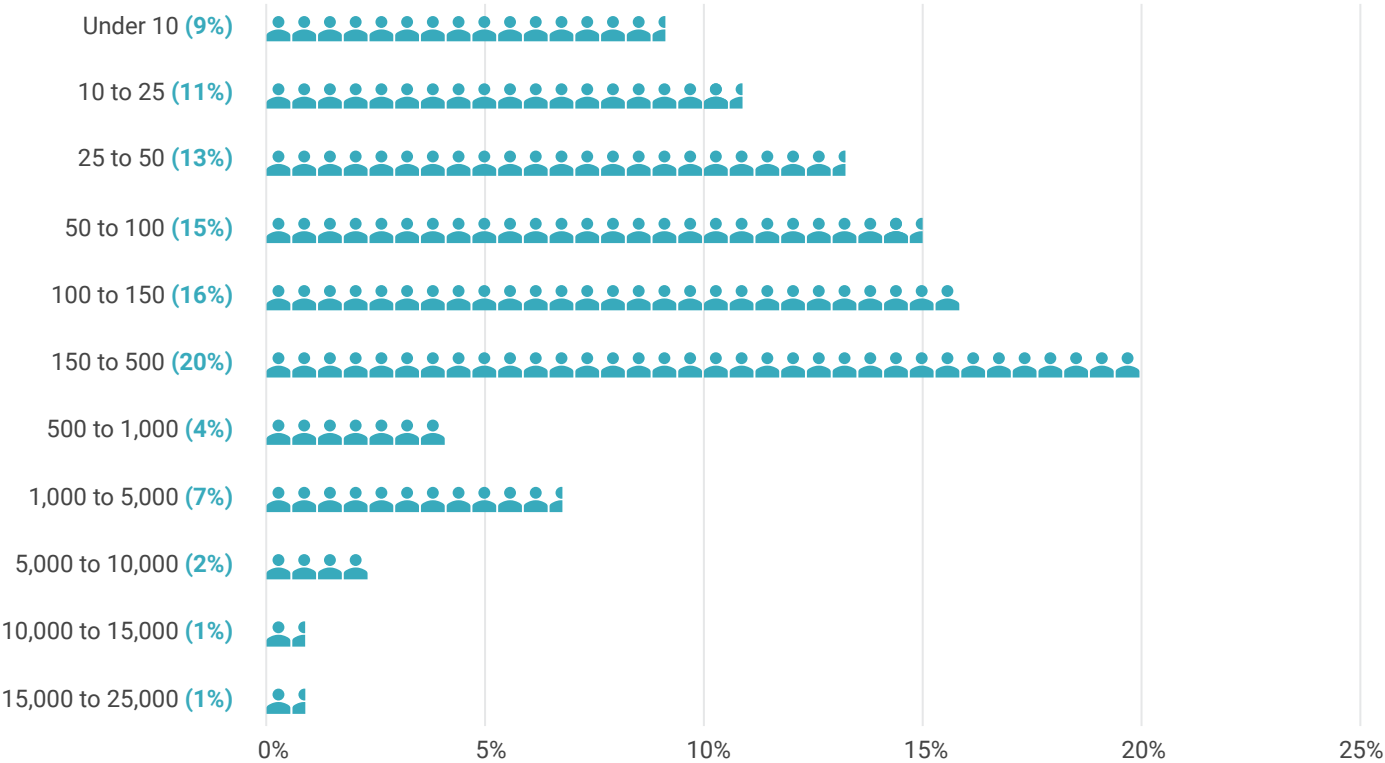
AUTHOR

AccountingWare conducted the survey. For more information about AccountingWare, visit AccountingWare.com.

Demographics

SIZE OF COMPANY

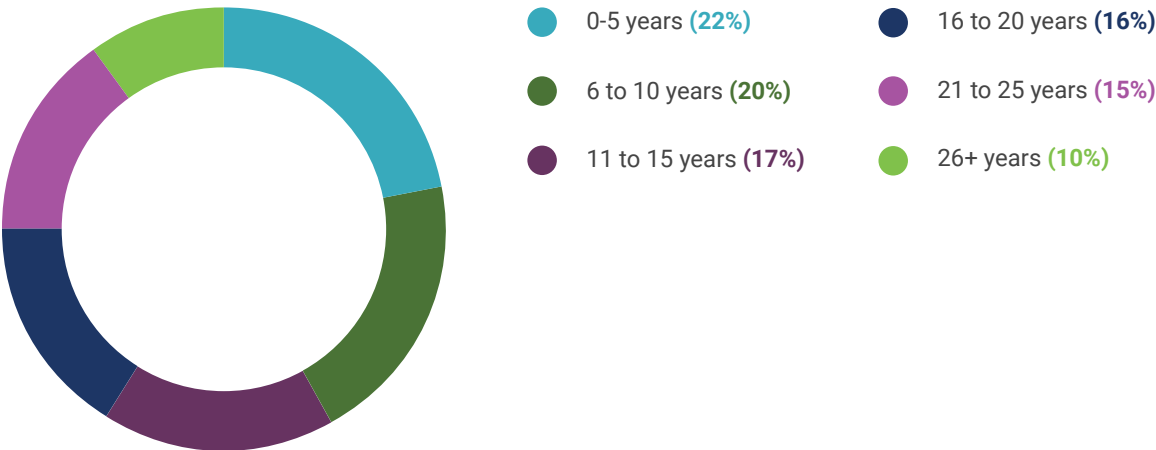
Of those who responded, 84% work for a company with fewer than 500 employees.



EXPERIENCED DECISION MAKERS

The majority of survey respondents held manager level positions or above. Survey respondents were not only decision-makers, but are very experienced with using Microsoft Dynamics GP, with an average of 14 years of experience.

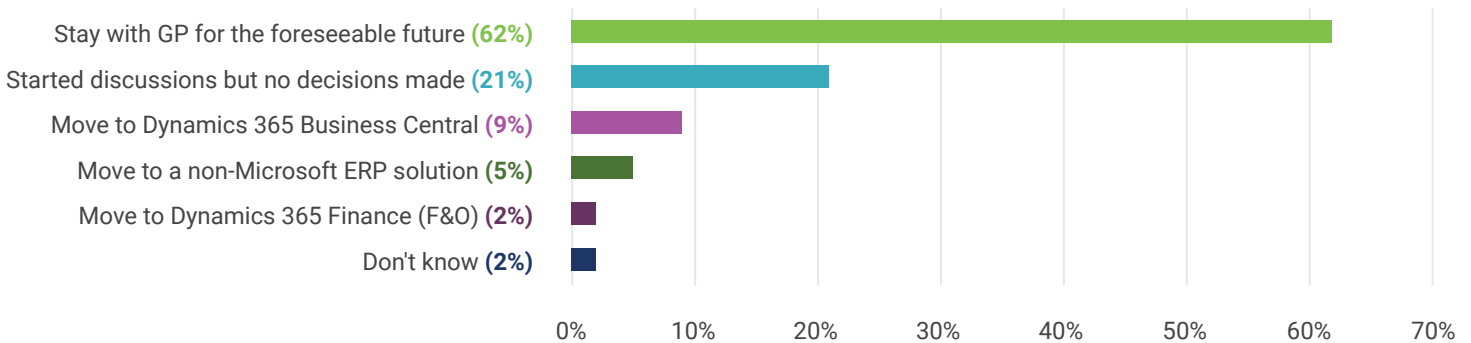
YEARS OF EXPERIENCE FOR USING MICROSOFT DYNAMICS GP



Future Plans

When asked what their company's future plans were concerning the use of Microsoft Dynamics GP, most of respondents (62%) stated that they plan to stay with GP for the foreseeable future. Of the remaining, 21% have started internal discussions on their future with GP, and only 16% have made plans to move to another ERP.

FUTURE PLANS CONCERNING USE OF MICROSOFT DYNAMICS GP

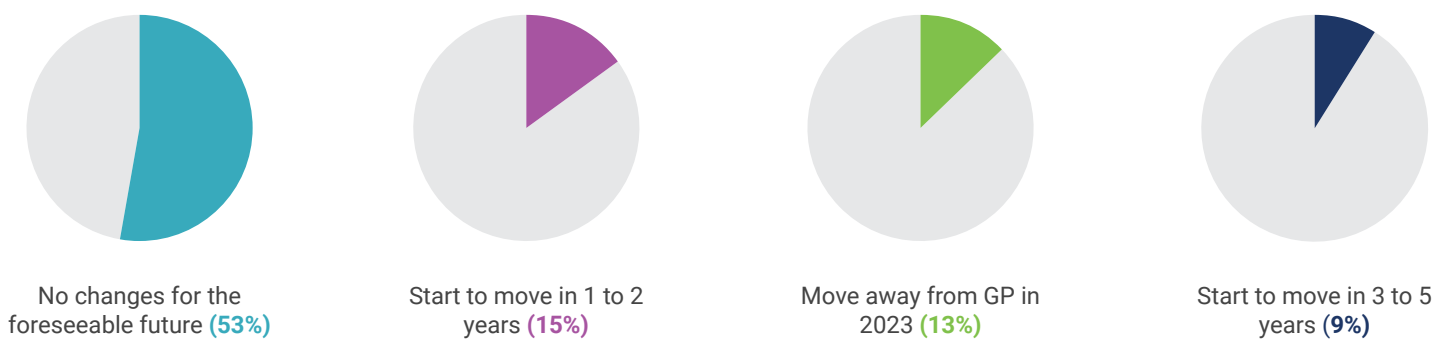


Migration Timeline

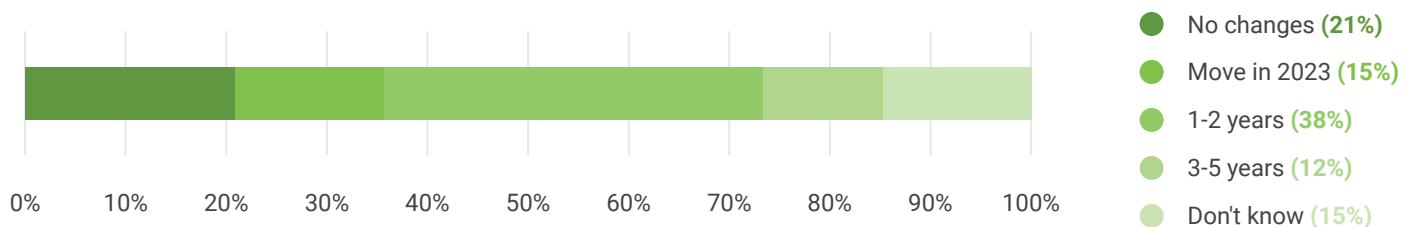
When asked about the decision-making timeline for Dynamics GP, most participants said they will not be making any decisions for the foreseeable future. This indicates that most people are content with GP as their ERP software.

For those that do plan to move to another ERP, most companies plan to do so within the next 1 to 2 years.

TIMELINE FOR MAKING A DECISION ABOUT DYNAMICS GP



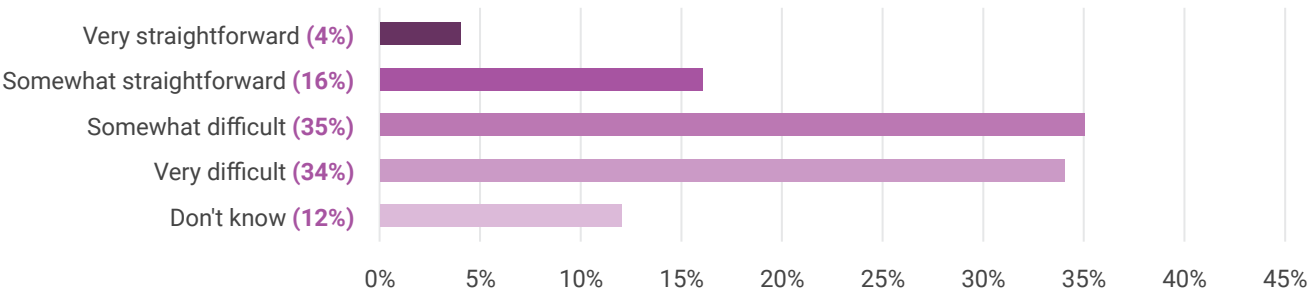
Of the respondents who stated they have started internal discussions, 38% stated they will start moving in 1 to 2 years regardless of product.



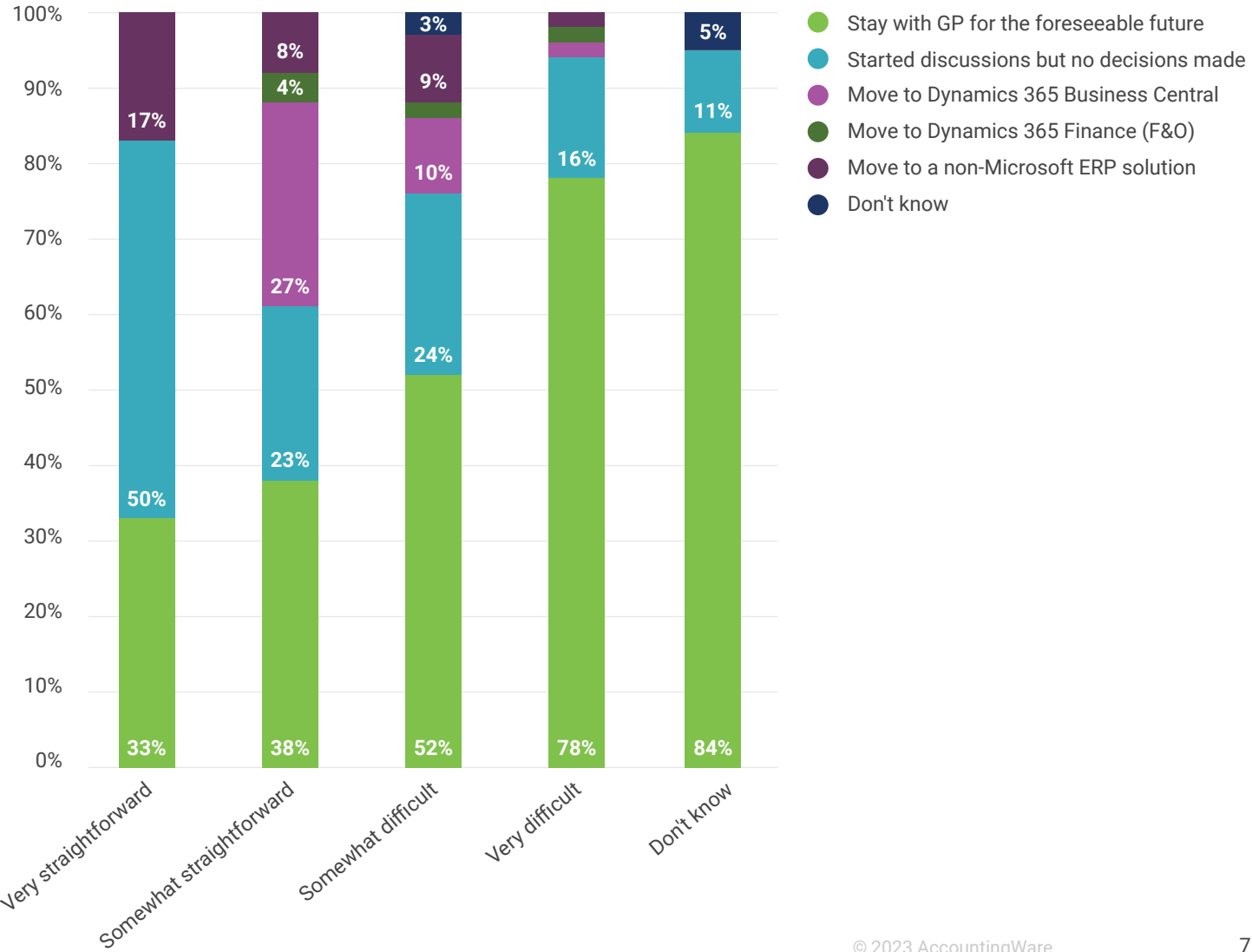
Migration Complexity

GP users who believe it will be a complex process to move from GP to another ERP are more likely to plan to stay with GP for the foreseeable future. While the majority of GP users are content with the GP product, which suggests that GP is stable and meets the needs of their company, this response indicates that users who have straightforward installations of GP will be more willing to migrate to another ERP within the near future.

ESTIMATED DIFFICULTY ASSOCIATED WITH MIGRATING TO ANOTHER ERP SOLUTION

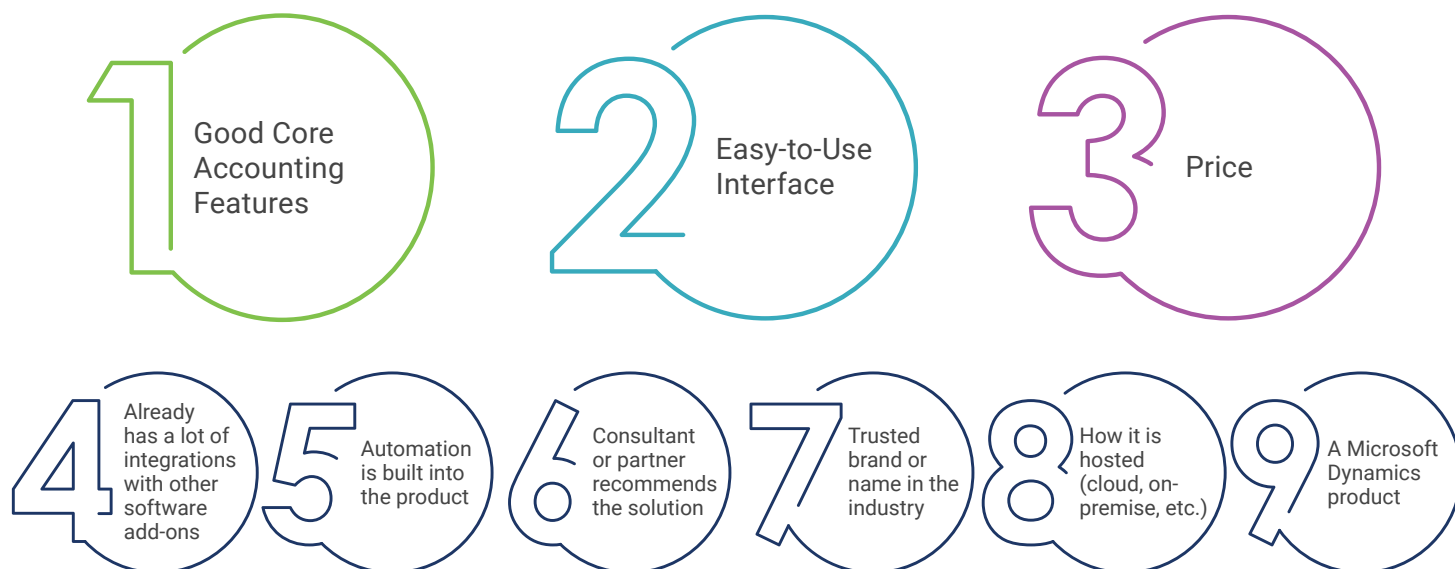


ESTIMATED MIGRATION DIFFICULTY COMPARED WITH FUTURE GP PLANS



Top Factors Influencing Decision

The top three factors that influence respondent's decisions when evaluating an ERP are good core accounting features, an easy-to-use interface, and price.



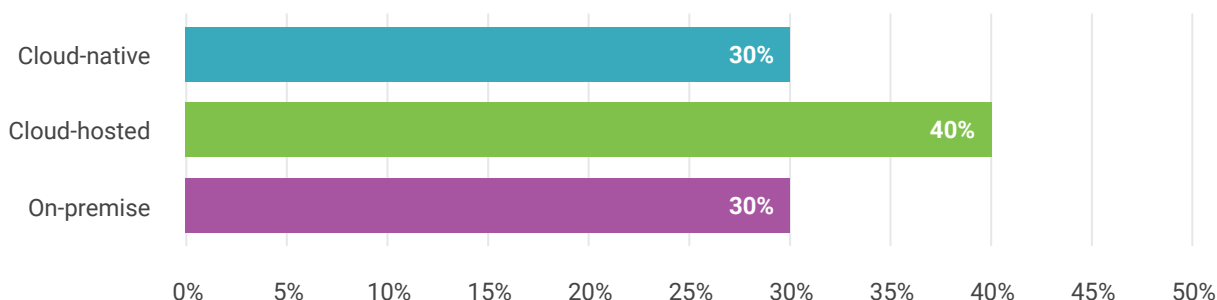
The factors that influenced decisions the least include whether automation was built into the product, whether the ERP was a Microsoft product, and how trustworthy the ERP brand is within the industry.

This data tells us that accounting teams are looking for a foundationally sound product that is easy-to-use and for the right price. And while many GP users have been with Microsoft for a long time, they are not particularly brand loyal to Microsoft ERPs and are willing to look at other ERP solutions in the market.

Cloud Preferences

Companies are split on where they prefer to host their ERP software with most respondents stating that they prefer their ERP to be hosted on a cloud server. However, a significant number prefers hosting ERP applications on-premise.

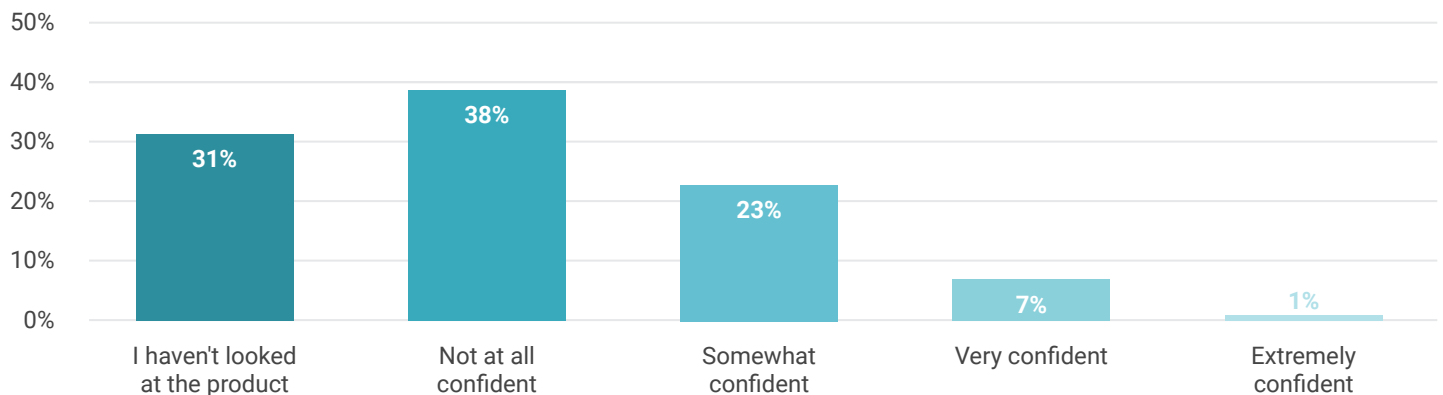
HOSTING ERP SOLUTION CLOUD OPTIONS



Maturity of Microsoft Dynamics 365 Business Central

The majority of Dynamics GP users have no confidence in the maturity of Dynamics 365 BC, and 31% of respondents have not looked at the product. While there are other factors at play, this response suggests that most GP users are content with GP and do not have any immediate plans to move to BC.

CONFIDENCE THAT BUSINESS CENTRAL WILL MEET NEEDS



Of the respondents who have plans to move to BC, only 55% are very confident that BC is a mature product. Of those that have not decided but have started internal discussions, 30% are only somewhat confident that BC will meet their needs.

VERY CONFIDENT IN MATURITY OF DYNAMICS BC



- Stay with GP for the foreseeable future (9%)
- Started discussions but no decisions made (18%)
- Move to Dynamics 365 Business Central (55%)
- Move to Dynamics 365 Finance (F&O) (18%)

SOMEWHAT CONFIDENT IN MATURITY OF DYNAMICS BC



- Stay with GP for the foreseeable future (51%)
- Started discussions but no decisions made (30%)
- Move to Dynamics 365 Business Central (14%)
- Move to a non-Microsoft ERP solution (5%)

About the Authors

BRIAN WHIPPLE

Marketing Manager, *AccountingWare*

Brian has over 10 years of experience in marketing. He started out his career by helping company founders secure funding for their startup businesses at a business incubator in Texas. He has since spent time working within organizations and has focused on digital marketing and demand generation. When he is not working, Brian spends time with his wife and four children.

BREANNA HARRISON

Marketing Coordinator, *AccountingWare*

Breanna has been in marketing for over five years. As a Marketing Coordinator for AccountingWare, she focuses on digital marketing and design to help grow the company while focusing on brand development. Outside of the office, Breanna enjoys photography, reading, and spending time with her niece and nephew.

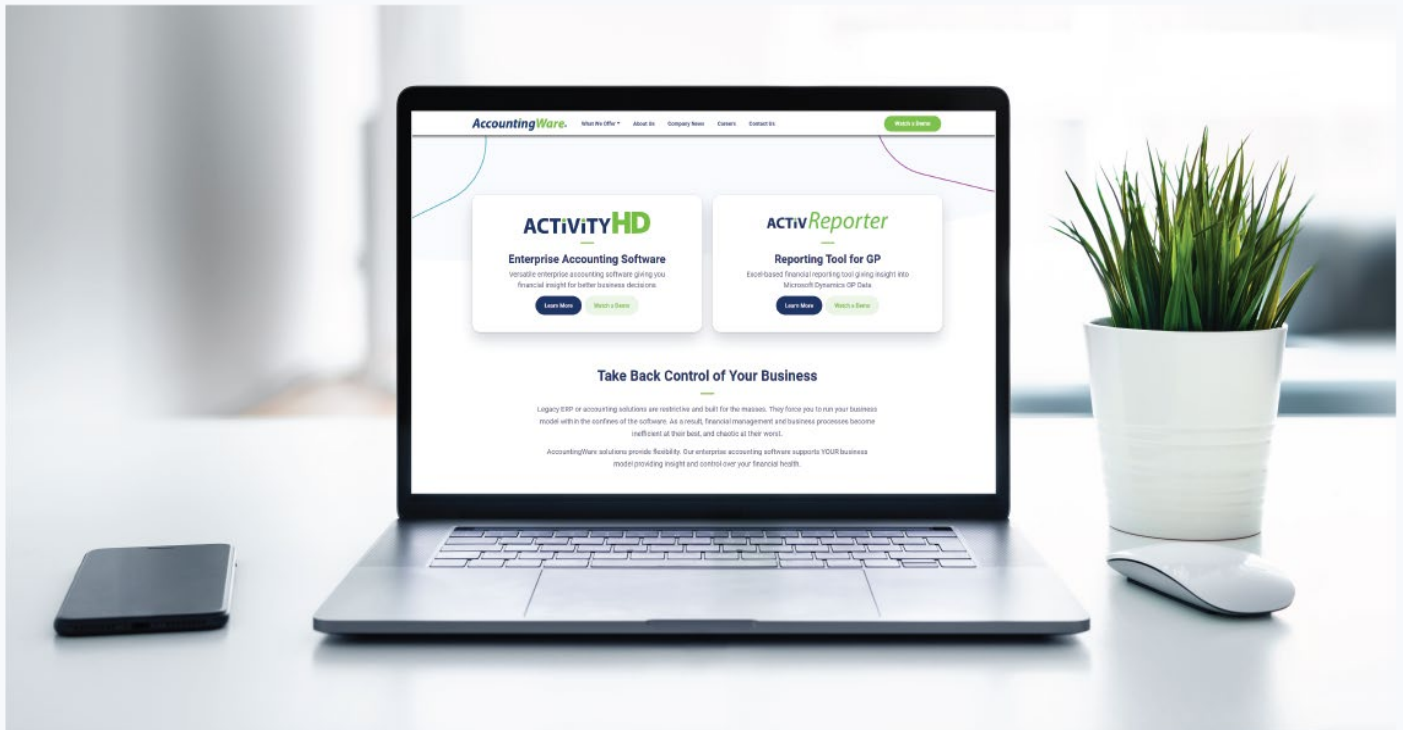
SARAH BREWSTER

Implementation Specialist, *AccountingWare*

Sarah has over 10 years of experience in accounting. She began with 4 years at a nonprofit organization using Dynamics GP, eventually as lead on accounting systems projects. These days she specializes in training and customer support for ActivReporter while building strategies to increase user adoption and success. In her free time, you can find Sarah playing a video game, reading, or snuggling with her two cats.

About AccountingWare

Founded in 1977, **AccountingWare** is a software development firm serving the accounting community. Throughout the prevailing IT architectures, changes in accounting standards, and ever-increasing governmental reporting requirements, we remain committed to our clients' needs by providing rock-solid software and world-class support.



AccountingWare is the developer of **ActivityHD**, a flexible and comprehensive ERP system allowing the sophisticated accounting department to manage the enterprise. ActivityHD has a built-in automation system that enables integration with a variety of software, including, but not limited to: POS, PMS, inventory, timekeeping, patient management, ticketing and other revenue tracking software. ActivityHD includes General Ledger, Accounts Payable, Purchasing, Accounts Receivable, Bank Reconciliation, Payroll, and Fixed Assets.

Using the technology developed for ActivityHD, AccountingWare created **ActivReporter**. ActivReporter is a reporting and data analysis solution for the Microsoft Dynamics GP community. It provides Excel-based financial reporting capabilities with a responsive, on-screen Trial Balance for an incredible view into general ledger data that is not possible with other reporting tools.

Visit our website and learn more at AccountingWare.com



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