

Next steps for Dynamics NAV



Dynamics 365 Providers

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Closed for business

That's all folks – Microsoft is no longer selling Dynamics NAV to new clients. But there's more! Even if you are an existing customer, your software's lifecycle is coming to an end. Here's everything you need to know about future support and updates before you decide when to schedule your upgrade.



The final countdown

The countdown started when the new, shiner version – Dynamics 365 Business Central – was originally released in April 2018, and the end of sales marks another milestone which takes us closer to the moment Dynamics NAV will become a thing of the past.

Over the years, NAV has been a huge success, as evidenced by the number of SMEs currently using the product, and Microsoft will not leave its faithful customers high and dry. Plans have been put in place to ensure existing users have access to mainstream support and updates for another few years.

But even those have a cut-off point, and we highly recommend planning ahead for your software upgrade instead of waiting until NAV is no longer supported before looking for a new solution.

Out with the NAV, in with the Business Central

You've heard Business Central is the latest version of NAV. You've heard Business Central is a completely new product. You are confused. We get it.

The truth is, Dynamics 365 Business Central is both. It's taking over functionalities which NAV has offered until now, uploading them to the cloud and adding an abundance of new features.

Marketed as an 'all-in-one business solution', Business Central offers companies greater flexibility than ever before, allowing them to adapt the software to their individual needs. Think finance, operations, project management and sales, all under one roof. Isn't that every SME's dream?



Plus, with the **40% discount** Microsoft is offering on **Dynamics 365 Business Central licences** to all existing NAV users who upgrade before the end of June 2021, now is the prime time to boost your business management toolkit with a brand-new software solution.



Revamped but not forgotten

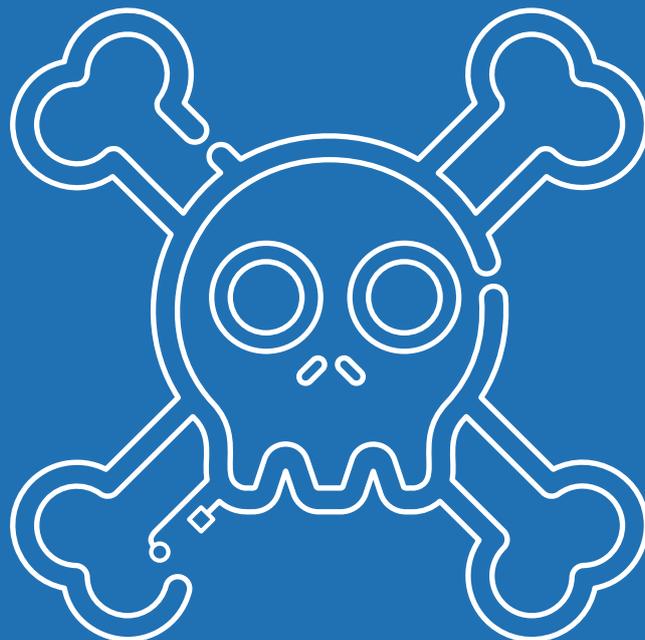
The popularity of Dynamics NAV since it first launched in 2005 had been unrivalled, as evidenced by the fact that more than 200,000 businesses from across the globe collectively have over 3 million NAV users. That's a lot of licenses!

If you are amongst one of these companies, there's no need for full blown panic just yet. Over the next few years you will still receive mainstream support and mandatory feature updates, as well as maintaining your access to a support partner you can help you ensure your system is up to scratch.

That said, we encourage mild panic, so long as it's manifested in the form of forward planning. Support for Dynamics NAV will not be around forever, so the sooner you start preparing for the inevitable, the easier the transition will be when the time comes.

There are a number of factors you need to consider when it comes to estimating the lifetime of your NAV solution. We recommend taking note of the version of NAV your business uses, and its scheduled support end date, as well as the popularity of the software solution amongst your employees and how much effort an upgrade will involve.

The date of no return



Not to sound dramatic, but even the shiniest of Dynamics NAV versions will reach the end of its lifetime sooner or later, now that Microsoft is no longer actively selling the solution to new customers.

As a rule of thumb, your Dynamics NAV is guaranteed five years of mainstream support (including feature updates), after which point you have five more years of extended support (security only) before your solution becomes completely unsupported.

Consult the complete Dynamics NAV support timeline below when setting the date for your upgrade:

	Mainstream support	Extended support
Dynamics NAV 2009	Out of Support	14 January 2020
Dynamics NAV 2013	Out of Support	10 January 2023
Dynamics NAV 2015	14 January 2020	14 January 2025
Dynamics NAV 2016	13 April 2021	14 April 2026
Dynamics NAV 2018	11 January 2022	11 January 2027
Dynamics NAV 2018	10 January 2023	11 January 2028

New is not always better, except in this case it is



Let's face it, you will need to upgrade your software eventually, so why delay the inevitable? Instead, you can turn your switch to Dynamics 365 into an opportunity to review all the functionalities of your current business management software and decide which features you want to keep moving forward. They call it updating, but we also see it as decluttering.

Here's how upgrading to Business Central will benefit your business:

Increased ROI

According to studies, for every £1 you spend on your Dynamics 365, you will make £17 back. And that's just within the first three years of deployment! We've done the math for you, and that's about two times the average ROI you would get with most ERP solutions in the industry.

The cloud factor

Break away from on-premise servers and disjointed IT operations. Based on the cloud, Business Central presents the perfect opportunity to streamline your processes and give your team the freedom to access the platform anytime, anywhere. What's more, Microsoft's Business Central cloud solution is updated monthly and equipped with advanced capabilities such as AI.

The sweet, sweet savings

As we mentioned above, Microsoft is offering a 40% discount on Business Central cloud licenses until June 2021. To put this into perspective, if your business has twenty core users, you would save approximately £10,000 in license fees. If the rest of the benefits are not enough to convince you, this offer is the perfect incentive to upgrade your Dynamics NAV now instead of waiting for it to become unsupported.

Sleek interface

Built using the latest Microsoft user experience guidelines, the interface of Business Central is much sleeker than even the latest versions of Dynamics NAV. We're talking intuitive design and embedded dashboards optimised for all devices, as well as clear navigation and simple search functionality which allows you to easily locate anything you need on the platform.

Data analytics

Business Central is also packed full of advanced analytics functionalities, including a range of dashboards and reporting features driven by PowerBI. Artificial intelligence designed to improve forecasting is also an integral part of the intelligence services offered by Microsoft's innovative software.

Advanced features

New features are continuously released for Business Central. In fact, since its launch, Microsoft has already released a number of new functionalities and enhancements for their latest ERP solution.

Infinite potential for extensions

Built with connectivity in mind, Business Central can be easily integrated with a variety of third-party applications. It's also incredibly versatile and can be tailored to include a range of extensions, including e-commerce, payroll and expense management.



Your DIY Software Solution: Business Central Integrations & Extensions

Designed to be incredibly customisable, Dynamics 365 Business Central gives you the power to tailor your software solutions to the needs of your business. You can add extensions and manage integration completely hassle-free, broadening your platform with Power BI tools, AppSource solutions and more.

Dotting the Deployment Types & Crossing the Licensing Fees

Congratulations! You've evaluated your options, weighed up the benefits of keeping your NAV until the end of its lifetime and decided you're better off upgrading to Business Central right away. Now comes the fun part – picking a deployment route and selecting a license type.

Your choice of deployment options when upgrading to Dynamics 365 Business Central includes:



Modern

Transformed experiences across mobile, social, mixed reality and modular applications.

Unified

Flexible, scalable
Trusted Microsoft cloud and security
Rich, global ecosystem of partners

Intelligent

Unified and intelligent data and processes
Rapid deployment, onboarding and quicker time to value
Recognised as an industry leader

Adaptable

Full functionality
Continued feature investments

Power Platform

Power BI — Flow — PowerApps

On-premise

You can choose to keep your business management software on-premise, and simply renew your BREP. This solution will give you access to the new interface and features as well as any ongoing updates without straying too far from your existing Dynamics NAV software hosting.

Cloud Sync

You could opt for a hybrid solution which offers cloud only services such as intelligent insights and business analytics to companies hosting their software locally. Perfect for Dynamics NAV users who want a taste of the cloud before they commit.

Cloud

Or you can hop straight across to the cloud, where you can take advantage of the full stack of business management features that Microsoft's Business Central cloud solution provides. If you are drawn to Dynamics 365 Business Central because of the seamlessness and integration capabilities, this is the route for you.

Dynamics 365 Business Central cloud licenses

Business Central cloud licenses are all available on a 'user per month' basis and can be broken down into three license types:



Essential (£52.79)

Covers all core capabilities Business Central offers, including finance and operations, CRM, project management, supply chain management and workflows.

Premium (£75.40)

All the functionalities of the Essential licence, topped up with additional custom tools for manufacturing and service management.

Team member (£6)

Perfect for those employees who only need limited admin rights, a team member licence offers access to reports, approvals and real-only files.



Best value for money

With the 40% discount Microsoft is offering on Business Central cloud licences, if you upgrade your software before June 2021 you can get even better rates.

Coming up next: your software upgrade

Business software matchmakers

Dynamics 365 Providers empowers you to forge profitability and facilitate business growth with Business Central.

Our team specialises in matchmaking businesses with highly qualified Dynamics 365 Business Central experts from our network of partners. Based on your unique business needs, we'll match you with provider best suited to help you upgrade your Dynamics NAV.

Expert support, whenever you need it

We offer guidance and support throughout the upgrade process to ensure your next generation software solution is tailored to your requirements. We'll also advise on ways to make the most of your customised Business Central cloud solution, so you can streamline workflows and boost business productivity without affecting your bottom line.

Set your business up for growth by upgrading your Dynamics NAV

Our specialist business software consultants also provide expert advice on future-proofing your business with the Dynamics 365 Business Central. Whether you're making the switch to Business Central because your version of Dynamics NAV is not supported anymore, or your just keen to upgrade your toolkit, we can help you tailor Microsoft's latest business management solution to your needs.

Discuss your Dynamics NAV challenges with our Business Central experts.

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