

The Dynamics GP Crossroads

The choice is yours. Know your options. Own your path.

Why this guide matters?

Microsoft Dynamics GP has been a trusted system for decades. But as Microsoft pivots its focus to Dynamics 365 Business Central and cloud-first solutions, GP customers are increasingly feeling left behind.

If you're an SMB still running GP, you may be:

- Unsure whether to stay the course or start planning a change
- Struggling to visualize what a move would actually involve
- Looking for clarity amid conflicting information

This guide is here to give you clarity. Whether you're ready to move now or just gathering info, this resource will help you make the smartest, most informed decision.



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The 3 Paths Forward

1

Staying on GP

If you're not ready to move off GP just yet, it's possible to remain on the platform—but it comes with growing risk. **Think of GP like a well-loved vintage car: still reliable in many ways, but harder to maintain as parts get scarce and the pool of qualified mechanics shrinks.**

Here's what that means in practice:

- Reduced support. Microsoft is phasing out mainstream updates and enhancements for GP.
- Shrinking talent pool. More consultants and partners are focusing on cloud-first solutions.
- Integration roadblocks. Connecting GP with modern tools is getting harder—and costlier.

That said, if you want to stay the course for a bit longer, consider these key actions:

- Secure your support team. Ensure you have reliable GP experts—internal or partner-based—who understand your environment.
- Reduce technical debt. Eliminate outdated customizations, unused modules, and unnecessary workarounds to simplify support and avoid future issues.
- Clean and validate your data. Healthy data keeps reporting accurate and avoids downstream issues with financials, audits, or integrations.
- Document key processes. Don't let knowledge live in one person's head—create SOPs for key tasks like month-end close, payroll, and backups.
- Understand your ISV's roadmaps. As the ecosystem shifts to cloud first, not all third-party tools will maintain long-term support for GP. Knowing their plans helps you assess future risk and plan accordingly.

The 3 Paths Forward

2

Optimize GP While Planning for What's Next

This is your prep phase—like getting your house in order before a big move. Even if you're 6, 12, or 24 months out from a transition, the work you do now will dramatically reduce disruption and costs down the road.

Start by focusing on these foundational areas:

- Talk to your people. ERP failures rarely stem from software—they come from misaligned teams. Begin preparing your users now. Help them understand what's coming, why it matters, and how they'll be involved. Invite them into the process early and often so they're invested—not blindsided.
- Clean up your data. Eliminate redundant vendors, customers, and items. Consolidate and standardize your chart of accounts. Align naming conventions and categories. The cleaner the data, the smoother your transition.
- Document your processes. What do you do every month, quarter, and year? What manual workarounds are baked into your current GP setup? Map them out clearly so you can evaluate which need to be carried forward and which are ready for reinvention.
- Evaluate your entire ecosystem. What's connected to GP today—Excel reports, payroll, time tracking, inventory systems? Are those connections stable, or barely holding together? Build a list of everything GP touches.
- Begin change education. Share our free GP vs BC video series with your team to ease them into the new interface, terminology, and structure. Familiarity is the first step toward comfort.

Doing this groundwork doesn't commit you to a go-live date—but it does put you in the driver's seat when the time is right.

The 3 Paths Forward

3

Transition to Business Central or Another Modern ERP

If you're ready to make the move, congratulations—this is a transformative step for your business. But like any major change, success hinges on how you approach it. Here are the essentials to maximizing effectiveness:

- Find the right partner. ERP implementations are about people, not just platforms. Choose a partner that understands your industry, speaks your language, and respects your culture. Ask tough questions about their approach, change management, and long-term support. A good partner should guide, not bulldoze.
- Plan your timeline thoughtfully. Don't just ask "how long will it take"—ask "when is the right time for us?" Consider seasonality, audits, year-end, major client deadlines, and other internal cycles. Build in time for testing, feedback, and user acclimation—not just configuration.
- Invest in training. This cannot be overstated. An ERP system is only as effective as the people using it. Develop a training plan that's role-based, hands-on, and continuous—not a one-time event. Involve super-users early, offer safe places to test and learn, and reward curiosity.
- Leverage your existing investment. Your historical data is gold—don't leave it behind. But also, don't drag over clutter. Identify what data needs to be migrated for reporting and operations, and what can be archived.
- Be ready to reimagine, not just replicate. Business Central isn't a one-for-one copy of GP—and that's a good thing. Use this opportunity to rethink outdated processes, remove manual steps, and take advantage of automation, mobile access, and integrated reporting.
- Communicate early and often. Internal alignment is everything. Make space for concerns and feedback. Momentum and morale are just as critical as project milestones.

When done right, transitioning to a modern ERP can not only improve operations—it can unlock new levels of visibility, agility, and growth.

GP to BC

Readiness Scorecard

Instructions: For each question, score yourself from 0–3:

0 = Not at all, 1 = Somewhat, 2 = Mostly, 3 = Fully

Assessment Question	Why it Matters for Readiness	Score
Platform Viability & Risk		
Are you on a version of GP that is still in mainstream or extended support?	Unsupported GP increases migration risk and limits options for clean data transfer.	
Are your critical third-party ISVs (e.g. Binary Stream, WennSoft) still functioning and supported?	Unsupported ISVs may block migration or require reimplementations.	
Is your current GP environment stable, with few system errors, crashes, or workarounds?	Instability signals technical debt and risk during migration.	
Do you have solid, up-to-date documentation for how your GP system is configured and customized?	Unknown or undocumented setup will slow the migration process.	
Data Integrity & Migration Risk		
Are customer, vendor, item, and chart of account records accurate and deduplicated?	Clean master data is essential for successful migration and adoption.	
Are you aware of which historical data must be migrated versus archived?	Knowing what data is mission-critical reduces scope creep and complexity.	
Are you currently using consistent posting routines and account structure?	Inconsistent setup can lead to mapping challenges during migration.	

Assessment Question	Why it Matters for Readiness	Score
Reporting & Visibility Needs		
Are you exporting data to Excel regularly to work around reporting limitations?	Signals reporting pain GP isn't solving where BC could help, but readiness must include reporting goals.	
Do you need real-time reporting, dashboards, or mobile-friendly analytics?	These needs indicate readiness to benefit from BC's modern capabilities.	
Customizations & Integrations		
Do you have any core business functions handled by customizations in GP today?	Customizations may not translate easily & reassessing platform impact is crucial.	
Are current third-party integrations documented and well understood?	Readiness depends on knowing what must be rebuilt or replaced.	
Process Maturity & Optimization		
Are your core processes (ex: quote to cash, procure to pay, record to report) documented & followed?	You can't automate or improve what you haven't defined.	
Do you plan to improve processes as a part of the move or just replicate GP 'as-is'?	Trying to replicate one for one can lead to poor outcomes & isn't always feasible.	
Team & Change Management		
Is there a project owner or champion internally who will drive the transition?	An internal lead is crucial for momentum, communication, and adoption.	
Do users have bandwidth and support to be trained on the new system?	Readiness includes capacity, not just willingness.	
Is there a cultural openness to change or signs of ERP fatigue?	If resistance is high, you'll need to build trust & buy in first and foremost.	

Assessment Question	Why it Matters for Readiness	Score
Cloud & Security Readiness		
Is your organization already using Microsoft cloud tools (Office 365, Power BI, etc.)?	Familiarity with cloud improves adoption and pushback.	
Are there internal concerns about data residency and/or cloud security?	Readiness improves when security concerns are explained and resolved early.	
Executive Alignment & Strategic Fit		
Is leadership aligned on this move and clear on the why behind it?	ERP transitions fail without strong and aligned executive sponsorship.	
Do you have a rough timeline and fiscal window for a transition?	Clear timing allows for proper planning and avoids mid-fiscal disruptions.	
Budget & Resourcing		
Has a preliminary budget or cost range been discussed for the transition?	Without budget awareness, the project may stall or fail to gain traction.	
Will internal SMEs be available to support testing, validation, and decision-making?	Readiness depends on having the right people available, not just vendor resources.	
Partner & Ongoing Support		
Have you selected (or are you actively evaluating) a Business Central partner?	Having a partner is essential to shaping timeline, approach, and success criteria.	
Do you understand how updates, support, and licensing differ from GP to BC?	A mismatch in expectations post-go-live can derail adoption.	
<div>Total</div> <div>(out of 60)</div> <div>_____</div>		

Score Interpretation

Total Score Range	Readiness Level	What It Means
50–60	Fully Ready	You're well-aligned technically and organizationally. Minimal prep work is needed—you're in a strong position to begin your transition to Business Central.
40–49	Nearly Ready	You're close. Some cleanup or strategic alignment (like data, roles, or process clarity) will smooth your path. With a short prep phase, you'll be ready to move.
25–39	Needs Preperation	There are gaps that could jeopardize your migration success—unclean data, unclear processes, or limited team availability. Addressing these now will prevent future issues.
Below 25	Not Yet Ready	Significant risks exist in your current environment or organizational readiness. Consider stabilizing key areas or doing a phased discovery project before pursuing a full ERP transition.

Not quite ready? That's OK.

Readiness isn't a pass/fail—it's a roadmap.

If you know Business Central is the direction you want to go, we can work together to prepare your team, clean up your data, and lay the foundation for a successful move.

Looking to get started now?

- Check out our free GP vs. Business Central YouTube Playlist where we break down the differences between the two systems—clearly and simply.
- I'll be adding new videos each week to help you get familiar with the key concepts and features.



Let's take this step by step. You don't have to do it alone.

Final Thoughts

Whether you're staying on GP, preparing for what's next, or ready to move now—what matters most is doing it on your terms, with clarity and confidence.

If you're staying, let's help you do it comfortably and with as little risk as possible. If you're preparing, we'll work with you to clean up, optimize, and get ready. And if you're ready to move, we'll guide you through it step by step—with no surprises.

At Sandlapper Dynamics, we've helped businesses of all sizes grow through smart, thoughtful ERP transitions. But more importantly—we've lived this ourselves.

Empathy first.

Before we were consultants, we were clients—responsible for making an ERP work across finance, ops, and every team that relies on it. We know what it's like to live in these systems every day, and what it costs when they fall short.

That's why we lead with understanding, not assumptions—because people make the change, not just the software.

Process over product.

We don't push tech for tech's sake. We focus on the right steps, in the right order, for your business. Tools matter—but process is what transforms.

Clarity and honesty.

We'll always be clear—about where you stand, what's next, and why it matters.

When you're ready, we're here. No pressure. Just honest guidance and a partner who's been in your shoes.

Let's get it right, together.

Contact Us



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