CONVERGENCE | AI + ERP

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Migration to the cloud with Business Central

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Agenda

1. Cloud Licensing & Incentives
2. Cloud Deployment Best Practices
3. Optimizing Business Central for Scalability & Performance
5. Real-World Examples &
6. Q&A and Wrap-Up

Quiz

……but first we need your help with some questions:

Open your device, mobile phone and log into:

https://www.menti.com/alqzzxsafsnz

Or

Use the QR-Code

Or log into

https://www.menti.com/ and use the following code **2382 5242**

Business Central momentum

50K+

Business Central customers

164

Number of new deals more than 100 seats in the last twelve months

175+

countries and regions where Business Central online is available

Dynamics 365 Business Central Pricing Overview

Get the scalability, flexibility, and security of Business Central with simple, straightforward pricing

Base licenses

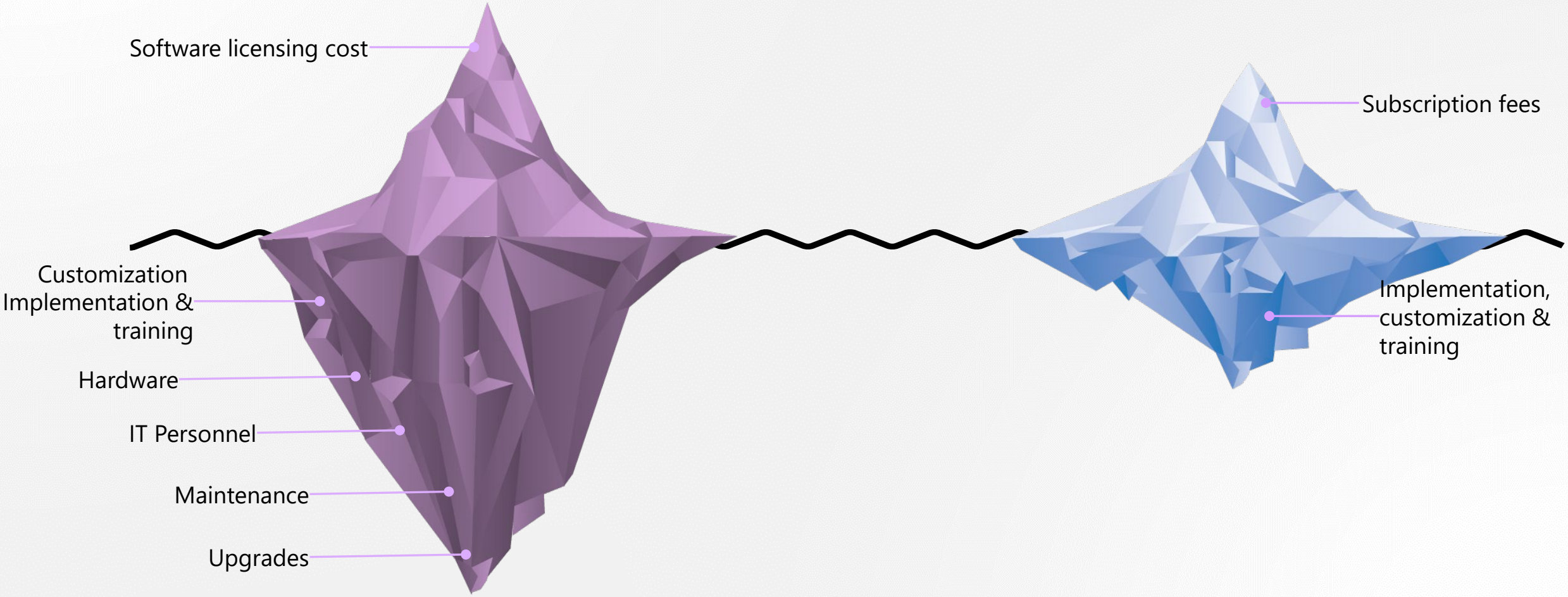
Premium	$110 per user/month
Essentials	$80 per user/month

Additional licenses

Team member	$8 per user/month
Device	$45 per device/month
Device >100 users	$35 per device/month

Offers & Promotions<	Who's eligible	Value
Bridge to the Cloud 2 (BTTC2)* **Bridge to Cloud 3 (BTTC3)**	All active EP/SA On Prem customers Available for all D365 Cloud Workloads	BTC2: 40% discount on a BC 3-year SKU BTC3: 30% discount starting January 1st, 2026 on 3 year SKU
Other funding options	Depending on your total investment in licenses & implementation	Contact your Microsoft Partner for more details
Direct purchase of licenses from Microsoft	Already have a purchase agreement with Microsoft. Purchased licenses over a specific threshold	

Business Central On-Premise vs SaaS Cost



Business Central On-Premise vs SaaS

	On-premise	SaaS
License i.e., how much a user pays for rights to access the solution	**Perpetual/Per user**	**Per user**
Hardware and infrastructure i.e., hardware, software, networking, energy, housing	**Not included**	**N/A**
Servicing production environment i.e., provisioning, updates, pro-active monitoring (telemetry), integration	**Not included**	**Included**
Rich capabilities • Collaboration with Business Central data in **Teams** • **Copilot** • **BI** reports • Easy **Power Automate** workflow creation	**Not included**	**Included**
High availability and disaster recovery i.e., Hardware, software, networking	**Not included**	**Included**
Mobile and open API architecture i.e., simple setup of mobile app and integration with third parties	**Not included**	**Included**
Additional usage rights software i.e., SQL license, embedded Power BI	**Not included**	**Included**
Compliance and security i.e., GDPR ready, ISO certifications	**Not included**	**Included**

Classified as Microsoft Confidential

Topics

- Upgrade vs Re-implementation
- Reducing data stored in BC Databases
- Code uplift - process and tools
- Data Migration - process and tools
- Cloud Migration Telemetry

Upgrade Concept

Prepare the Data for migration

- Compress data (G/L Entry, Customer Ledger Entry, etc.)
- Deleting data that does not need to be transferred (obsolete, outdated)

Upgrade the Application Code

- Convert non-standard functionality and customizations to apps and per-tenant extensions.

Upgrade the Data

- You may have to first upgrade to an intermediate versions.
- Run the cloud migration tool.

Re-Implementation Concept

Prepare master data for loading

- Chart of Accounts, Dimensions, Customers, Vendors, Items, etc.

Prepare balancing for loading

- G/L Balances, Open Accounts Receivables, Open Account Payables, Inventory Count, Open Material Inventory, etc..

Load master data and balances

- using configuration packages or application programming interfaces (APIs).

Key Factors to Make Decisions

Are you using outdated technologies (old version of the system)?

Are there critical gaps between your system and the current state of your business or the market you operate?

Modern business demands high levels of security, process quality, and decision-making speed. If your technologies do not meet these requirements, you should think about re-implementing them.

✓ Re-Implementation

Is the data in your system reliable and relevant for your purposes?

You can keep all your historical data if you upgrade, but that might not matter much if your data is unreliable.

With re-implementation, you can restructure your data in a better way.

✓ Upgrade

Do you have many modifications that you don't use in your current system?

- How many of them have been used in the past or not used at all, but remain abandoned in the system?
- Are there modifications that are already implemented in the new release, and you can use the standard functionality instead?

✓ Re-Implementation

Key Factors to Make Decisions

Conduct

fit-to-standard analysis

to determine how to adapt the current standard processes built into the system

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Conduct

fit-gap analysis

to identify what custom functionality should be implemented.

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What **Real Business Goals** are you trying to achieve by migrating to Cloud?

Reducing data before migration

- Delete unused data and objects
- Extract data to external data storage
- Tools for data loading before migration

Delete unused data and objects

1) Delete unused company

2) Compress data - Compress data with date compression

You can compress the following data types using batch jobs.

- Finance entries - General Ledger (G/L) entries, GST/HST entries, Bank Account Ledger entries, G/L Budget entries, Customer Ledger entries, and Vendor ledger entries.
- Warehouse entries
- Resource entries
- Item budget entries
- Fixed asset (FA) ledger entries, FA maintenance ledger entries, and FA insurance ledger entries.

3) Delete documents

- Delete Invd Purch. Ret. Orders batch job
- Delete Invoiced Blanket Purchase Orders batch job
- Delete Invoiced Service Orders batch job

4) Delete unused tables

5) Delete tables that do not belong to the system

Extract data to external Data Storage

- **Historical data (transaction details)**
- **Files**
- **Logs**
- **Analytical (consolidated) data**
- **…**

Integrations to/from BC with web services

SQL Server Integration Services (SSIS)

Azure Data Factory

Power BI dataflows

Power Platform

- **Azure Blob Storage**
- **Azure Data Lake Storage Gen2**
- **Azure Table Storage**
- **Azure Cosmos DB**
- **Azure Files**
- **…**

Integrating with Microsoft Fabric

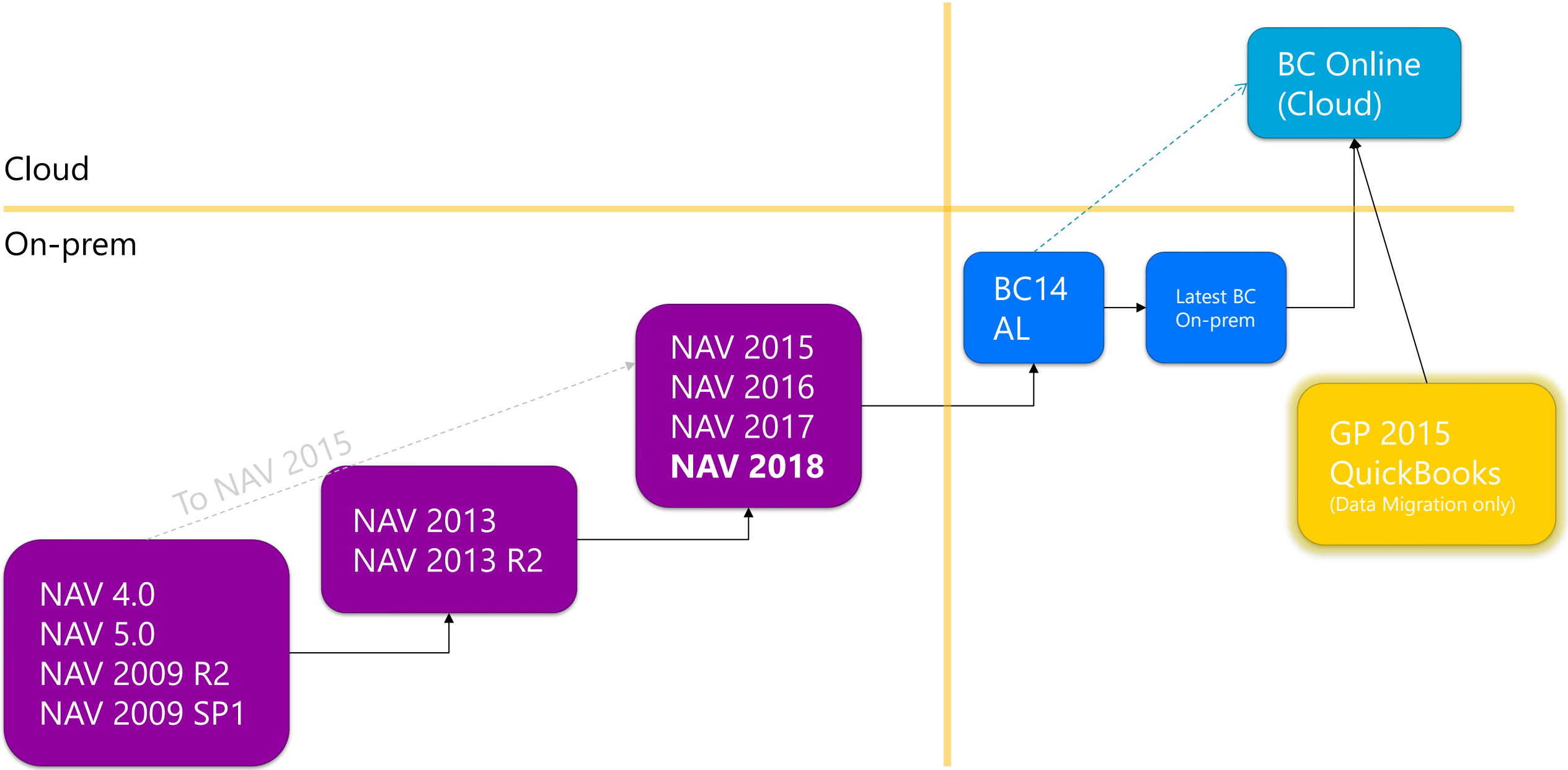
Code uplift

- Things to consider before upgrade
- Convert custom code from C/AL to AL
- Code Uplift Process

Data Migration

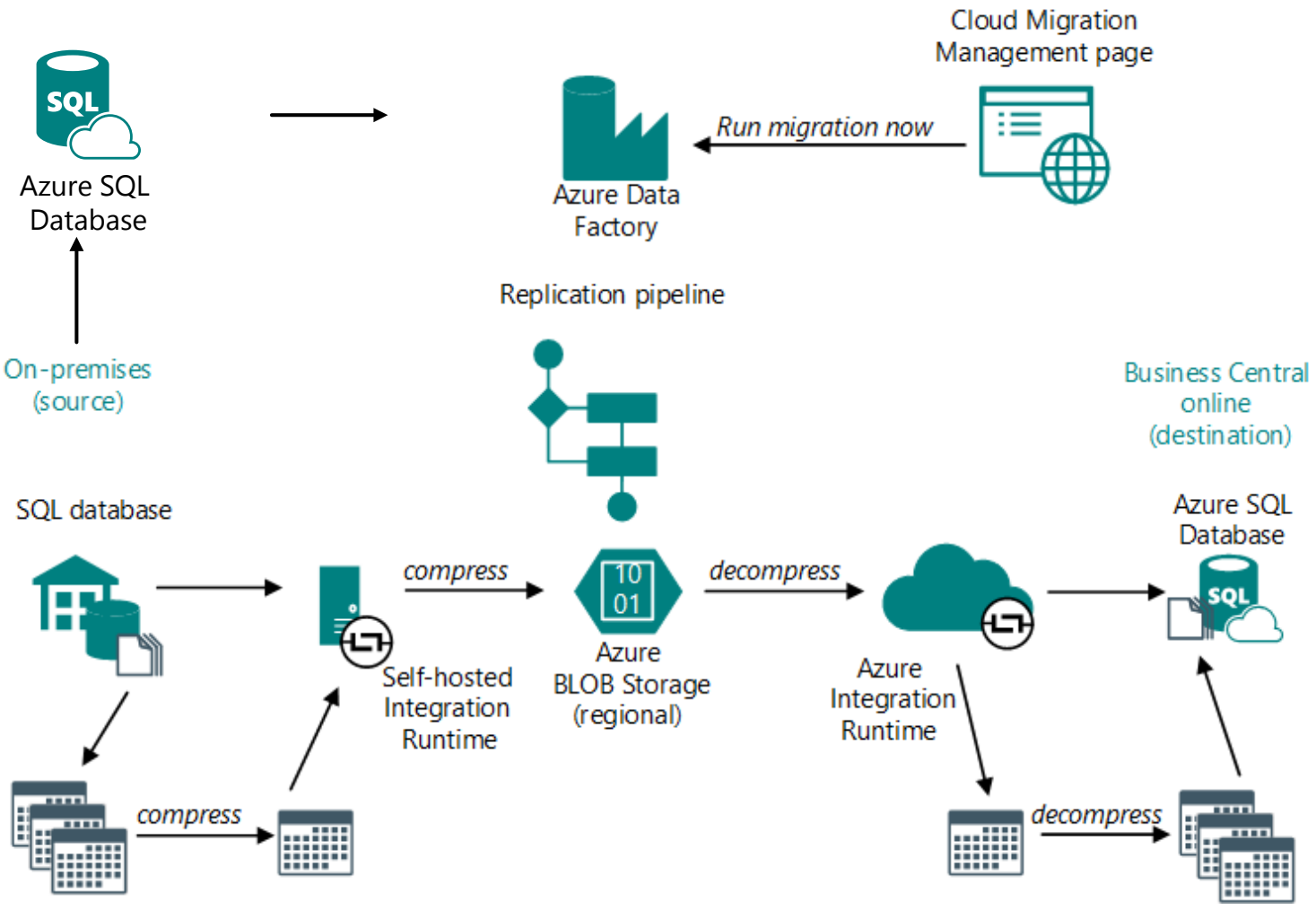
- Supported Upgrade Paths
- Estimating the data size in BC online
- Data Migration Tool

Data Migration: Supported Upgrade Paths



Data Migration: Cloud Migration

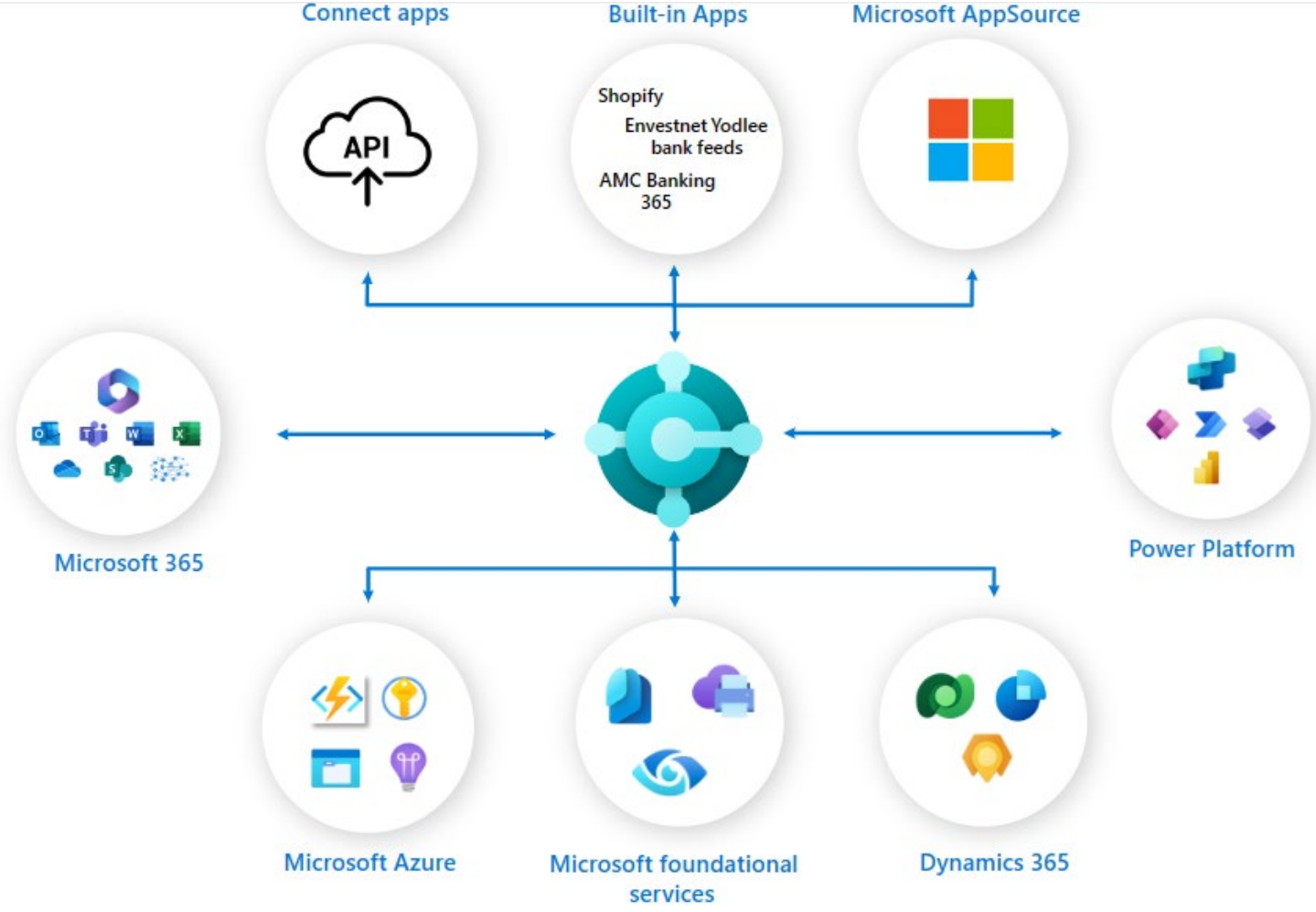
- Preparation
- Cloud migration setup
- Data replication
- Data upgrade
- Completion and follow-up



1-Step migration
2-Steps migration

Business Central Integration

- Integrations to external systems
- Integrating to Azure Services
- Integrating to Microsoft 365 and Power Platform
- Integrating with Dataverse (Dynamics 365 e.g. Sales & Field Service)
- Operational Limits for Business Central Online



Case 1 : Larger number of documents – short period

A company that provides electric vehicle charging solutions for private, commercial, and residential use. Has a large number of charging points.

- +200K active monthly customers using Business Central.
- Posts about 200K documents every month
  - This typically happens between the 15th until 19th each month
    - Generate sales invoices
    - Generate sales credit memo
    - Post sales invoice and credit memos via a Collection Management (ISV solution) and a 3rd party Payment Solution.
    - They need to keep deadlines due to big penalty fees for not completing on time.

Case 2: Online Taxi App

Mobility App for consumers across Europe available in 9 markets and in over 150 cities.

Users can access all types of mobility services within a single app including public transport services, taxis, private hire vehicles, car sharing, e-scooters, e-bikes, and e-mopeds.

- Transactions **per day**: 88,000
- GL Entries **per Day**: 256,000
- Actual DB Size: 430 GB
- Additional DB Volume per month: 40 GB

Large number of entries

Food company

- *2000-2500 orders with 125.000-150.000 lines per day*

Transportation (Hailing app)

- *250.000 GL/Entries per day*

Production Company

- *Automated Production*
  - *Dark Warehouse*
  - *70,000 Job Queue Enteries a day*
  - *3TB Database*
  - *24hr Business*

Factors influencing performance of transactions

- Nature of the transactions:
  - Line type: Item, GL or Resource
  - If discounting is applied
  - If VAT or Taxation calculations are triggered
  - Etc.
- Configuration settings of BC, for example are reservations used with Item lines
- Applications installed extending core logic
- How much data is in the system and available keys
- How much data in the database
- How are invoices created: users, via API, job pulling from external sources or staging tables
- Concurrent activities

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QUESTIONS

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THANK YOU

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Appendix