



2023 Lunch and Learn Derrick Club

WELCOME!

- Thanks for coming
- Housekeeping
- Team introductions
- How to get the most from today
 - Ask Questions – there are no dumb questions
 - Interact with the team members
 - Take notes and follow up
 - Stay awake
 - Stay until the end



Why Stay Until the End?

Prize draw - you have to be here to win!

- Backpacks and mice
- Gift Basket
- Ticket Options



Survey: <http://bitly.ws/Hjft> (bottom of agenda)

AGENDA

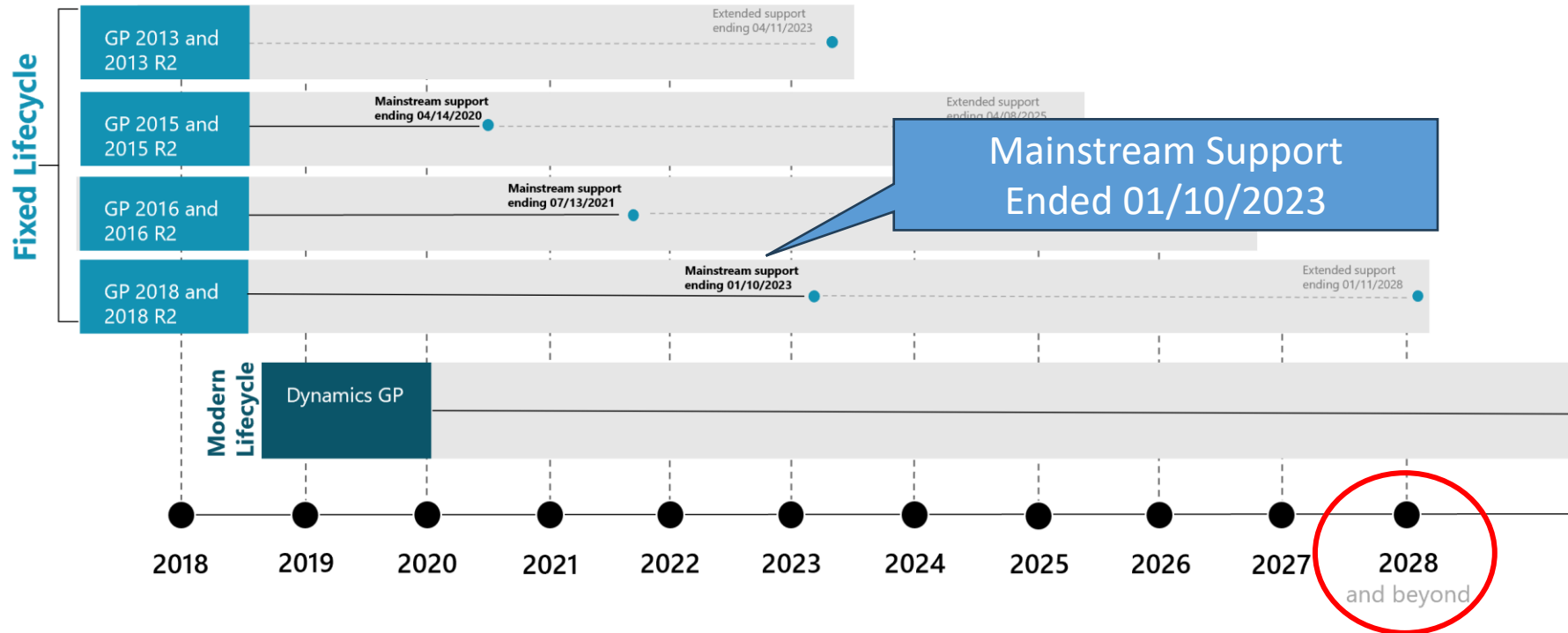
- Dynamics Roadmaps – Rick
- The Power of Dynamics 365 Ecosystem – Garrett and Leanne
- DynamicPoint – Leveraging your Office/Microsoft 365 for Expenses, AP and more – Mike Marcin
- Lunch
- GP and Business Central Break-out Sessions – Andrew, Darryl, Rene and Cam (quick poll)
- Coffee Break
- Solver Corporate Performance Management Solutions – Prith Naidoo
- Wrap up / Prize Draw

Dynamics Updates

- Roadmaps
 - Dynamics GP
 - Dynamics 365 Sales / CRM
 - Dynamics 365 Business Central
- Updates via [Joesoftware.com](https://joesoftware.com)
- Summit 2023

Microsoft Commitment to GP to at Least 2028

Dynamics GP versions governed by Fixed and Modern Lifecycle



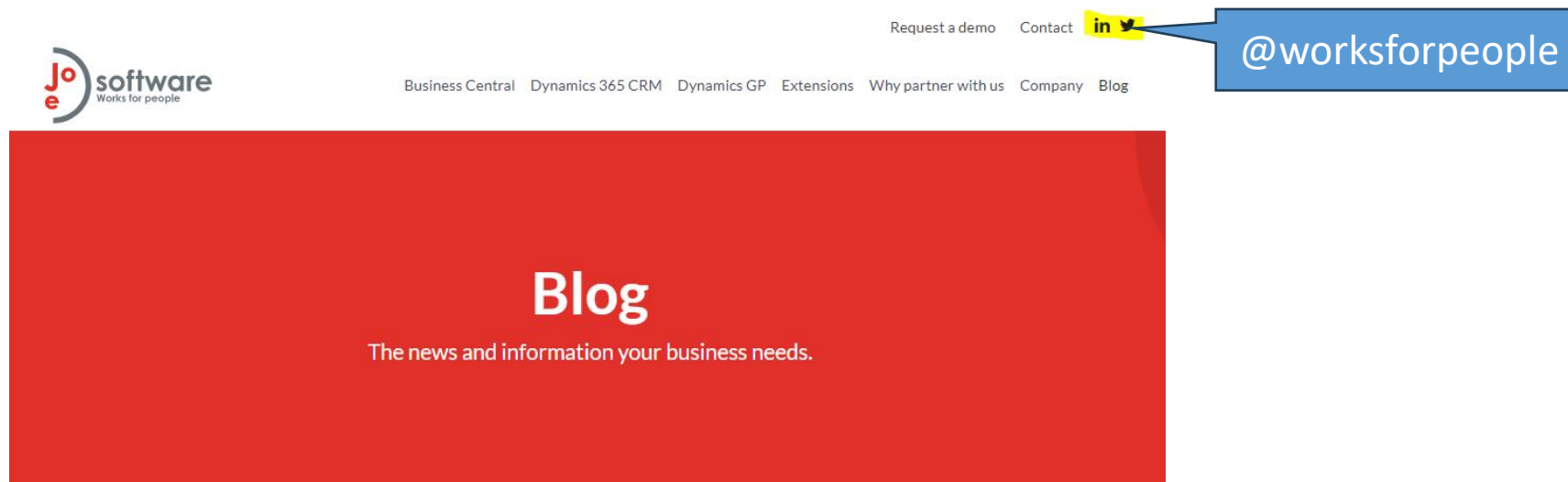
Modern Support Policy

- The Modern Lifecycle Policy covers products and services that are serviced and supported continuously. Under this policy, the product or service remains in support if the following criteria are met:
- Customers must stay current as per the servicing and system requirements published for the product or service.
- Customers must be licensed to use the product or service.
- Microsoft must currently offer support for the product or service.
- For products governed by the Modern Lifecycle Policy, Microsoft will provide a minimum of 12 months' notification prior to ending support if no successor product or service is offered—excluding free services or preview releases.
- For products under existing lifecycle policies (such as the Fixed Lifecycle Policy), Microsoft will continue to provide servicing and support for a fixed amount of time. Products that have already launched with existing lifecycle policies will continue to be supported according to the published end of support dates.

Dynamics GP Recent Facts

- There will be a mid-year update, the Canada T4127 released and changes for **Manitoba**
The release date is targeted for week of 6/12/2023
- As of April 1, 2026 (so 3 years from now) there will be no new customer sales of Dynamics GP.
- This has no implications for existing customers as they can continue to purchase new licenses and modules beyond 2026.
- License prices going up in October 2023 with annual enhancement (maintenance) plan rates are increasing from 17% to 18% ex. for \$10k of original purchase price licensing, move from \$1700 to \$1800/year.
- There will still be tax and other product updates for Dynamics GP, including some awesome features already planned for 18.6 due to release October 2023..
- “For **existing customers** there are **no changes**. We will continue to provide regulatory (tax) updates, security updates, and hotfixes to ensure the current version of Dynamics GP remains up to date, including any usability and reliability updates needed to address top customer issues that are critical in ensuring businesses run successfully on Dynamics GP. “

Updates Through Joesoftware.com



Access Business Central data through Microsoft Teams

Posted April 18, 2023

For employees in your organization that only need to occasionally view data in Business Central, did you know that they access Business Central data and information through Microsoft Teams? If your organization has both a Dynamics 365 Business Central and

Dynamics 365 Release Wave 1 2023



- Contains 791 pages of Wave 1 2023 release details
- Includes what is new and planned
- Deals with everything in the D365 world including Business Central, CRM Solutions, Power Apps, Power Automate, Microsoft Dataverse, Microsoft Cloud and much more

Common Theme:

Do More with AI



<https://learn.microsoft.com/en-us/dynamics365/release-plan/2023wave1/>

Microsoft Focused on the Value of the Stack

SECURITY

DATA COMPLIANCE

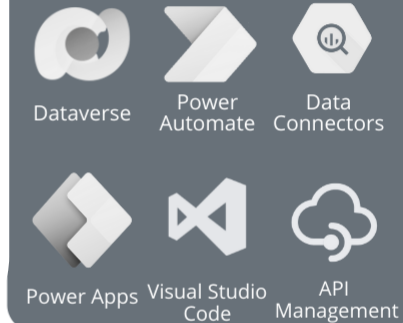
Productivity



Business Application



Extensibility



AVAILABILITY

Microsoft Azure

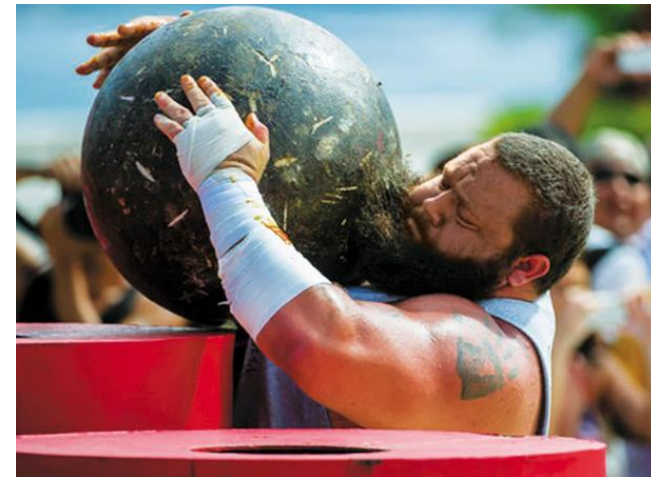
AI. Machine Learning. Cognitive Services.



Top 7 Business Central Feature Releases

1. Easily set up and sync master data across companies
2. Post multiple transfer orders at the same time
3. New audit file export for better compliance
4. New Statistical Accounts feature to collect data for financial reports
5. New function to preview item journals before posting
6. New feature to analyze, group, and pivot data directly on list pages
7. Improved approval workflow experience in Power Automate

Bottom Line: The heavy lifting is on BC



Bridge to the Cloud 2 Promotion

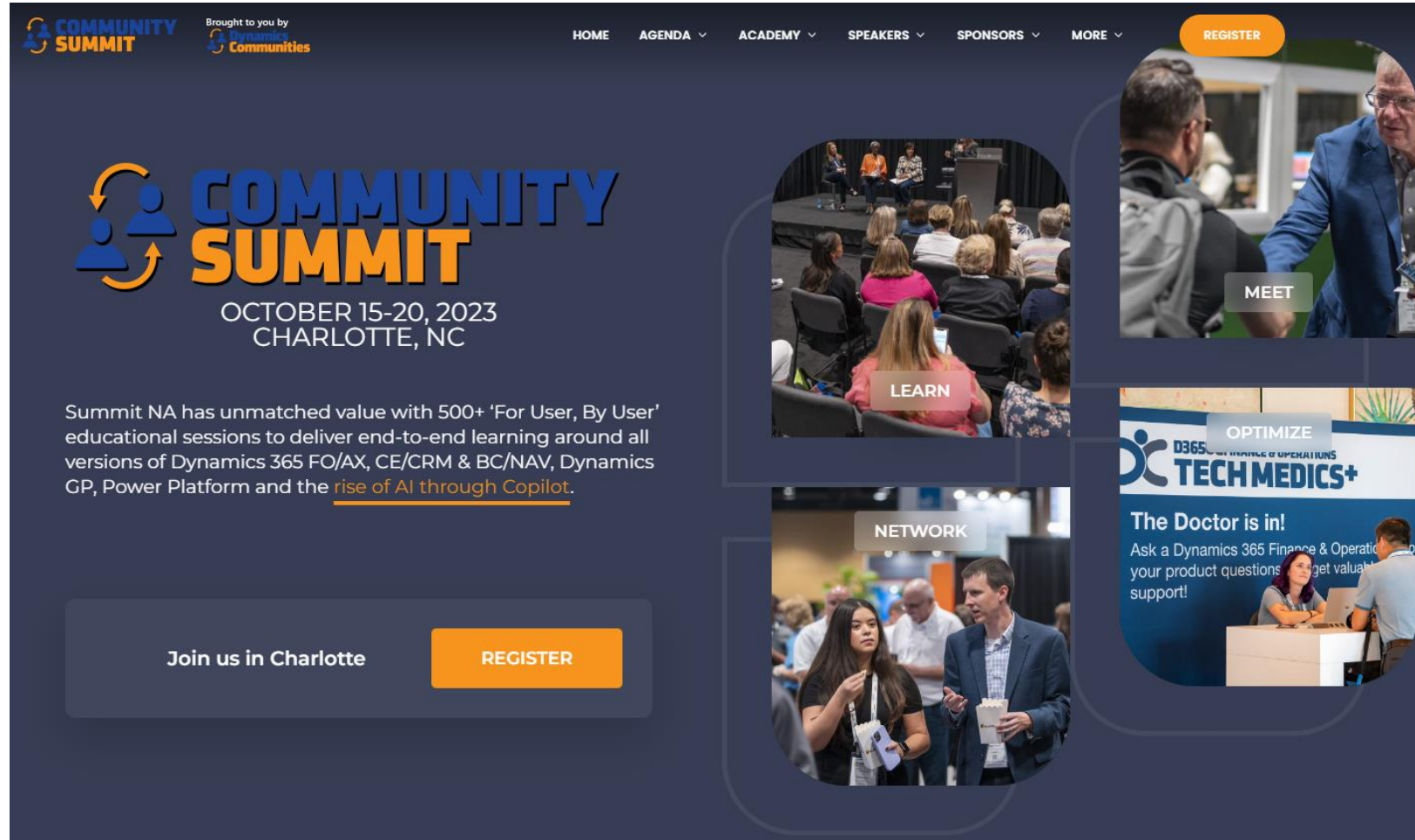
This promotion enables existing Dynamics on-premises customers with an active Enhancement Plan (EP) to obtain discounted cloud licenses i.e. moving from GP to Business Central

- Provides a -40% discount off the standard retail pricing
- Promotion ends December 31, 2024
- Fixed 3-year term.
- Customer must have an active EP plan for the on-premises system being migrated at the promotion enrollment.
- Customer must purchase eligible Dynamics online licenses with an annualized value greater than or equal to the annual EP renewal amount of their existing Dynamics on-premises license.

Bottom Line: It is a pretty good incentive



Dynamics Summit 2023



The screenshot shows the homepage for the Dynamics Summit 2023. At the top left is the 'COMMUNITY SUMMIT' logo with the tagline 'Brought to you by Dynamics Communities'. A navigation menu includes 'HOME', 'AGENDA', 'ACADEMY', 'SPEAKERS', 'SPONSORS', and 'MORE', followed by a 'REGISTER' button. The main content area features a large graphic with the 'COMMUNITY SUMMIT' logo and the dates 'OCTOBER 15-20, 2023 CHARLOTTE, NC'. Below this is a paragraph describing the summit's value: 'Summit NA has unmatched value with 500+ 'For User, By User' educational sessions to deliver end-to-end learning around all versions of Dynamics 365 FO/AX, CE/CRM & BC/NAV, Dynamics GP, Power Platform and the rise of AI through Copilot.' At the bottom left, there is a 'Join us in Charlotte' button and a 'REGISTER' button. On the right side, there are four circular images with text overlays: 'LEARN' (showing a stage presentation), 'MEET' (showing two men shaking hands), 'NETWORK' (showing a group of people talking), and 'OPTIMIZE' (showing a booth for 'D365 FINANCE & OPERATIONS TECH MEDICS+' with the text 'The Doctor is in! Ask a Dynamics 365 Finance & Operations expert your product questions. Get valuable support!').

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