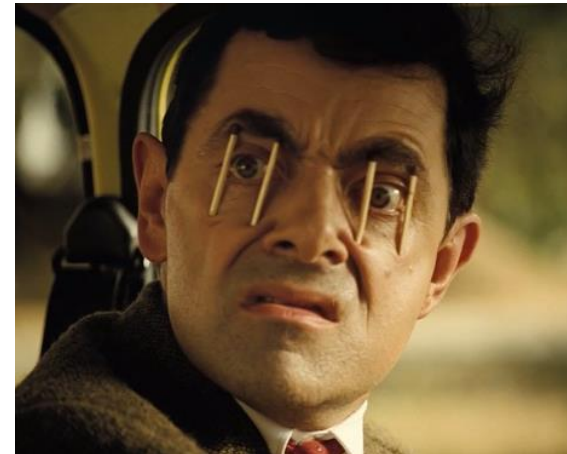




2024 Lunch and Learn Derrick Club


WELCOME!

- Housekeeping
- Team introductions
- How to get the most from today
 - Ask questions
 - Interact
 - Have lunch with a consultant
 - Stay awake
 - Stay until the end



Why Stay Until the End?

Prize draw - you have to be here to win!



NOV
16 Sat - 7:30 P.M.
Sarah McLachlan - Fumbling Towards Ecstasy 30th Anniversary Tour
Rogers Place - Edmonton, AB



NOV
17 Sun - 7:00 P.M.
Zach Bryan
Rogers Place - Edmonton, AB

AGENDA

- Dynamics Roadmaps – Rick
- The Power of Dynamics 365 Ecosystem – Garrett
- Human Capital Management with Paymate Software – Jason Garecht Paymate Software
- Lunch
- GP and Business Central Break-out Sessions – Andrew, Darryl, Rene, Cam and Sai
- Coffee Break
- User Training Resources - Chi Cheong
- Wrap up / Prize Draw

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

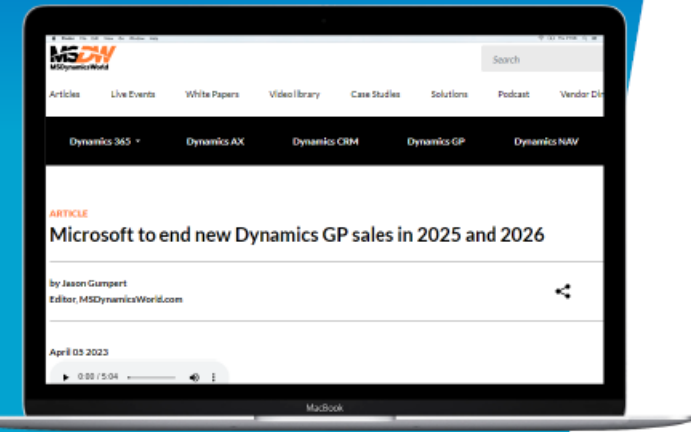
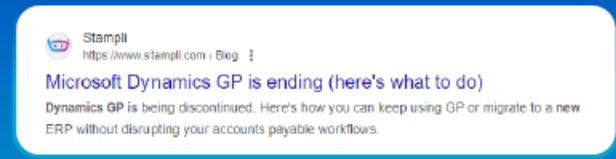
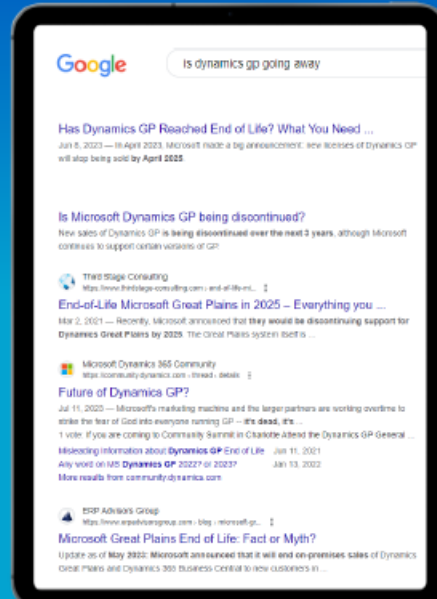


Dynamics 365

Myth #1: Dynamics GP is going away

84%

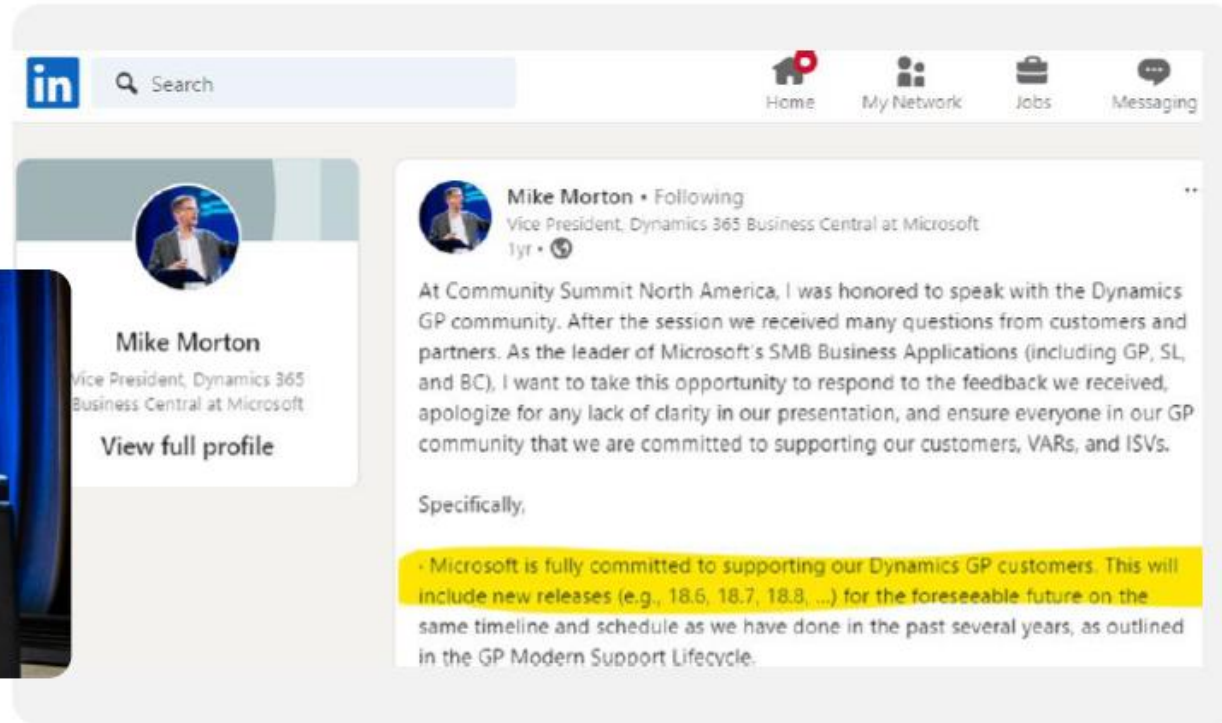
surveyed believe GP
is going away



Survey Results: Kerry Hataley/Dynamic Communities - Feb '24

GP Myths or Facts

Fact #1: Dynamics GP is NOT going away



Mike Morton • Following
Vice President, Dynamics 365 Business Central at Microsoft
1yr • 🌐

At Community Summit North America, I was honored to speak with the Dynamics GP community. After the session we received many questions from customers and partners. As the leader of Microsoft's SMB Business Applications (including GP, SL, and BC), I want to take this opportunity to respond to the feedback we received, apologize for any lack of clarity in our presentation, and ensure everyone in our GP community that we are committed to supporting our customers, VARs, and ISVs.

Specifically,

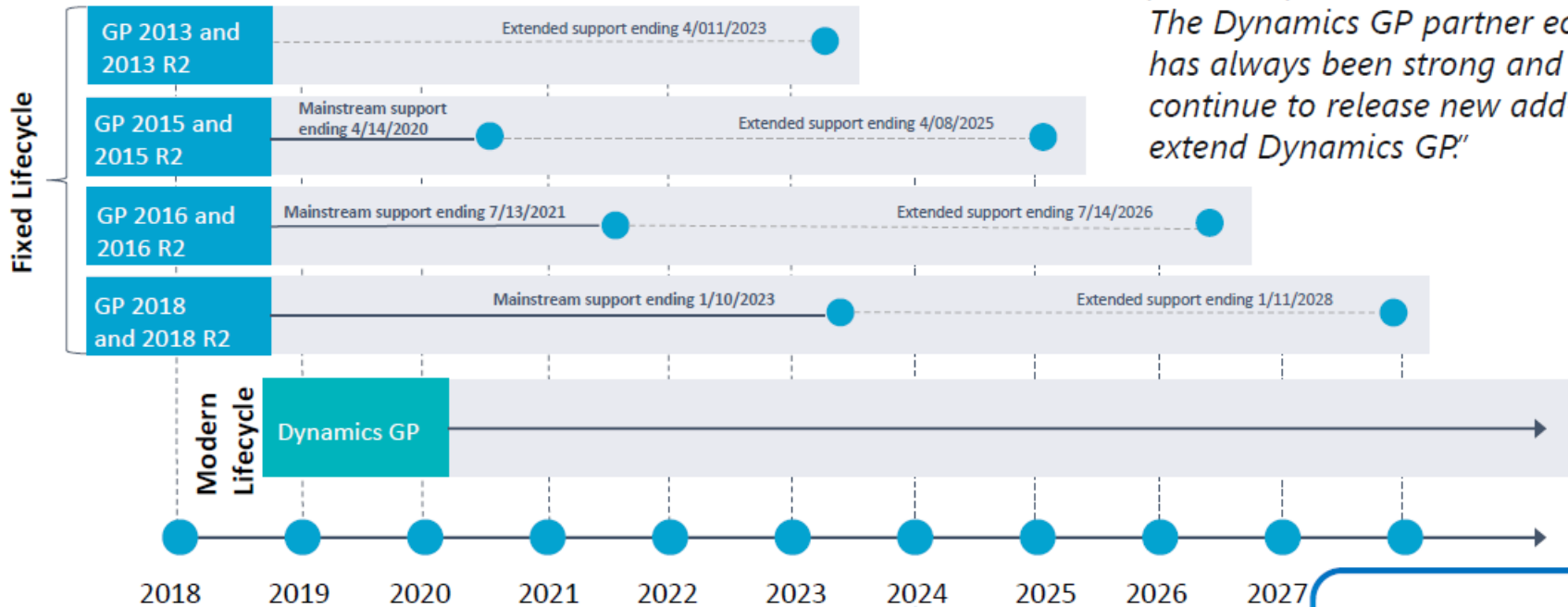
- Microsoft is fully committed to supporting our Dynamics GP customers. This will include new releases (e.g., 18.6, 18.7, 18.8, ...) for the foreseeable future on the same timeline and schedule as we have done in the past several years, as outlined in the GP Modern Support Lifecycle.

Microsoft Commitment to GP

Fact #1: Modern Lifecycle

Microsoft Statement on GP's Modern Life Cycle

"Microsoft remains committed to provide updates as described earlier. The Dynamics GP partner ecosystem has always been strong and will continue to release new add-ons that extend Dynamics GP."



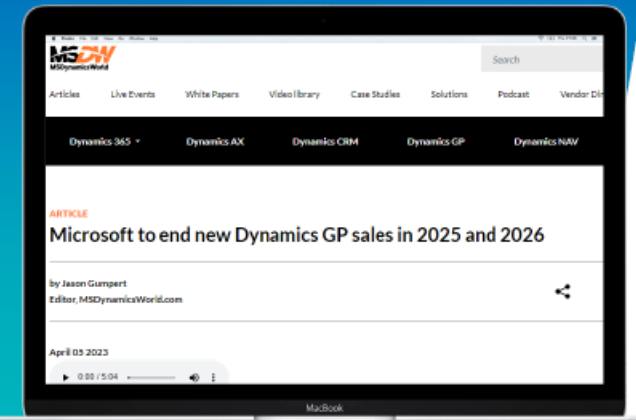
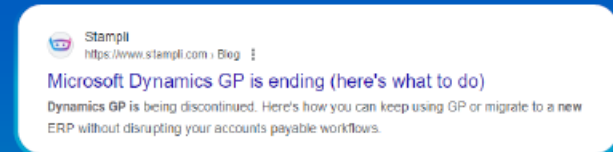
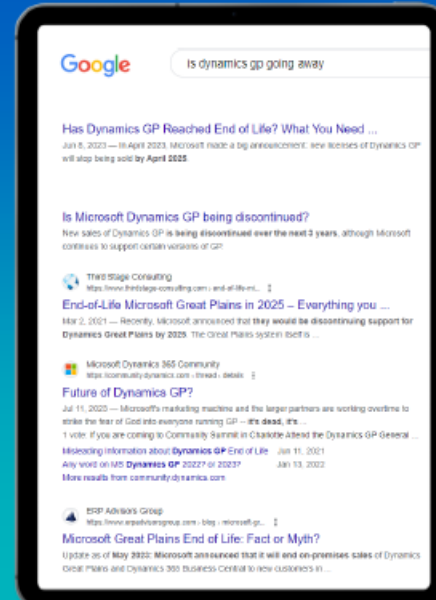
18.7 released October 2024

2028
and beyond

GP Myths or Facts

Myth #2: Microsoft & ISVs Stopped Adding New GP Features

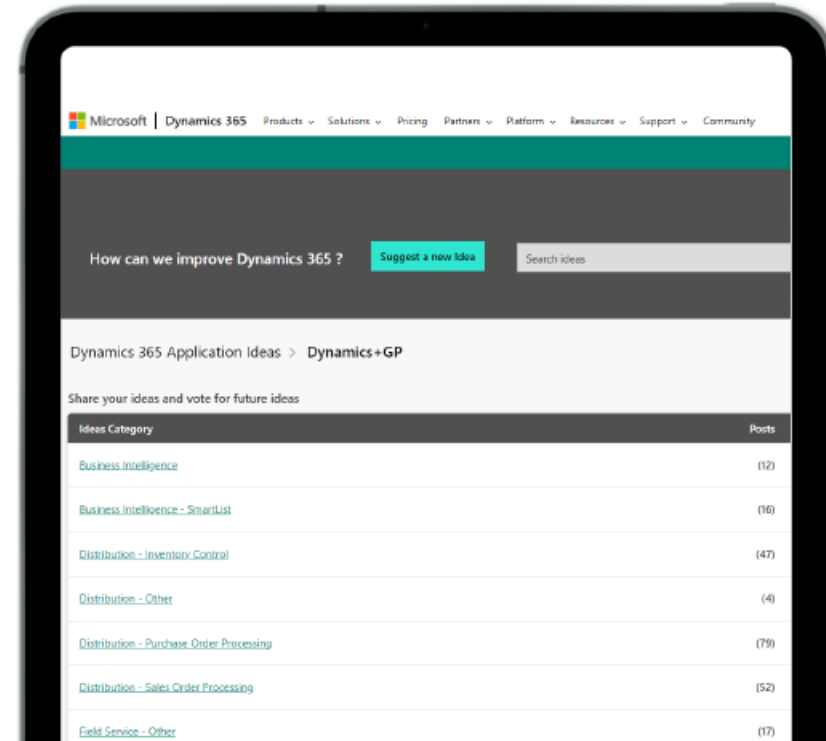
Noise,
Noise,
Noise!



Fact #2: Microsoft is Adding New GP Features

- Since Feb 2020: 18 GP updates released
100+ new features from 18.2 – 18.6
- 5 more years of new features planned for version 18.7, 18.8 and beyond.
- Maximize your Microsoft investment experience: Power Platform, Power BI, Copilot, Cloud Solutions
- Requests to vote for new GP features (See QR Code)

**Vote Now:
New
Features**



GP Myths or Facts

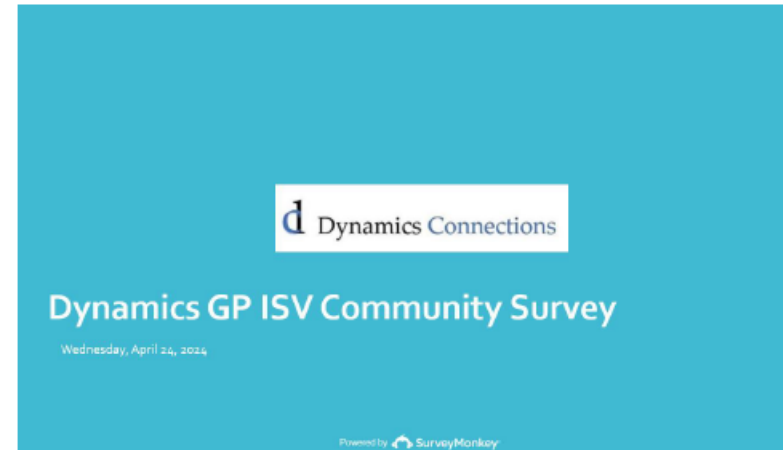
Fact #2: ISVs Adding New GP Features

70%

of ISVs have 6+ New Features Planned

40%

of ISVs have 11+ New Features Planned



Dynamics GP ISV Community Survey

April 24, 2024

Complete Responses: 30

Powered by SurveyMonkey

[Download Results](#)



You MUST Know

EXISTING CUSTOMERS

May continue to purchase seat licenses beyond **April 1, 2026**

Inflationary pressures impacted an **increase in seat license pricing and annual enhancement plans**

Support lifecycle remains unchanged **2028 & beyond**

PROSPECTIVE CUSTOMERS

New Dynamics GP perpetual licenses will **end on April 1, 2025.**

New Dynamics GP subscription licenses will **end on April 1, 2026.**

Dynamics GP 2024

- There will be NO mid-year update for Canadian Payroll Taxes
- License prices going up in October 2024 with annual Enhancement (maintenance) Plan rates are increasing from 18% to 19% ex. for \$10k of original purchase price licensing, move from \$1800 to \$1900/year.
- There will still be tax and other product updates for Dynamics GP, including some awesome features already planned for 18.7 due to release October 2024.

Updates Through Joesoftware.com

X and LinkedIn

Blog

The news and information your business needs.

[Year Archive](#) ▾



Price changes for Microsoft Dynamics effective October 2024

Posted June 10, 2024

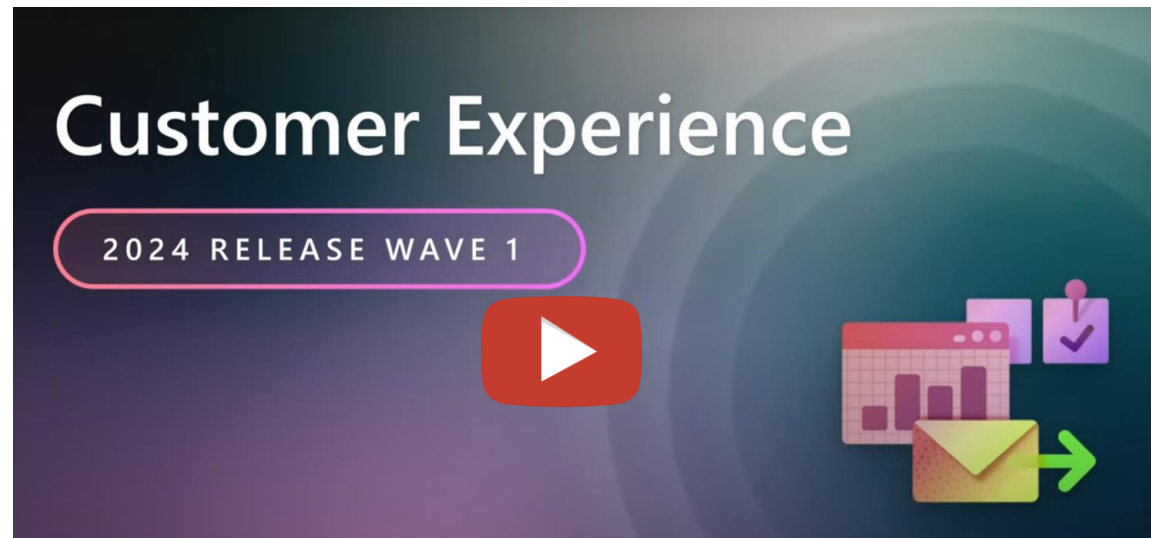
Microsoft has announced pricing changes to its Microsoft Dynamics Service Plans. The price changes will be effective October 1 to 3,

Dynamics 365 Release Wave 1 2024

<https://learn.microsoft.com/en-us/dynamics365/release-plan/2024wave1/>

- Contains 951 pages of Wave 1 April 2024 to Sept. 2024
- 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

[Dynamics 365 Customer Insights and Dynamics 365 Sales 2024 Release Wave 1 Release Highlights - YouTube \(youtube-nocookie.com\)](#)



Microsoft Focused on the Value of the Stack

SECURITY

DATA COMPLIANCE

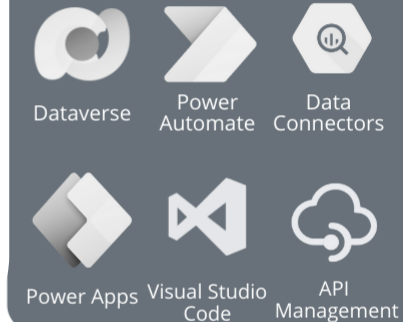
Productivity



Business Application



Extensibility



AVAILABILITY

Microsoft Azure

AI. Machine Learning. Cognitive Services.



Top 8 Business Central Feature Releases

Copilot and AI Innovation

1. Create sales lines
2. Faster bank account reconciliation
3. Quickly create product information
4. Improved development tools
5. Create Power Automate flows with Copilot

Other Improvements

6. Improved approval processes with Power Automate
7. Optimized inventory management
8. Invoice a customer for multiple projects



Top 8 new features in Dynamics 365 Business Central wave 1 release

Posted April 29, 2024

Bridge to the Cloud 2 Promotion

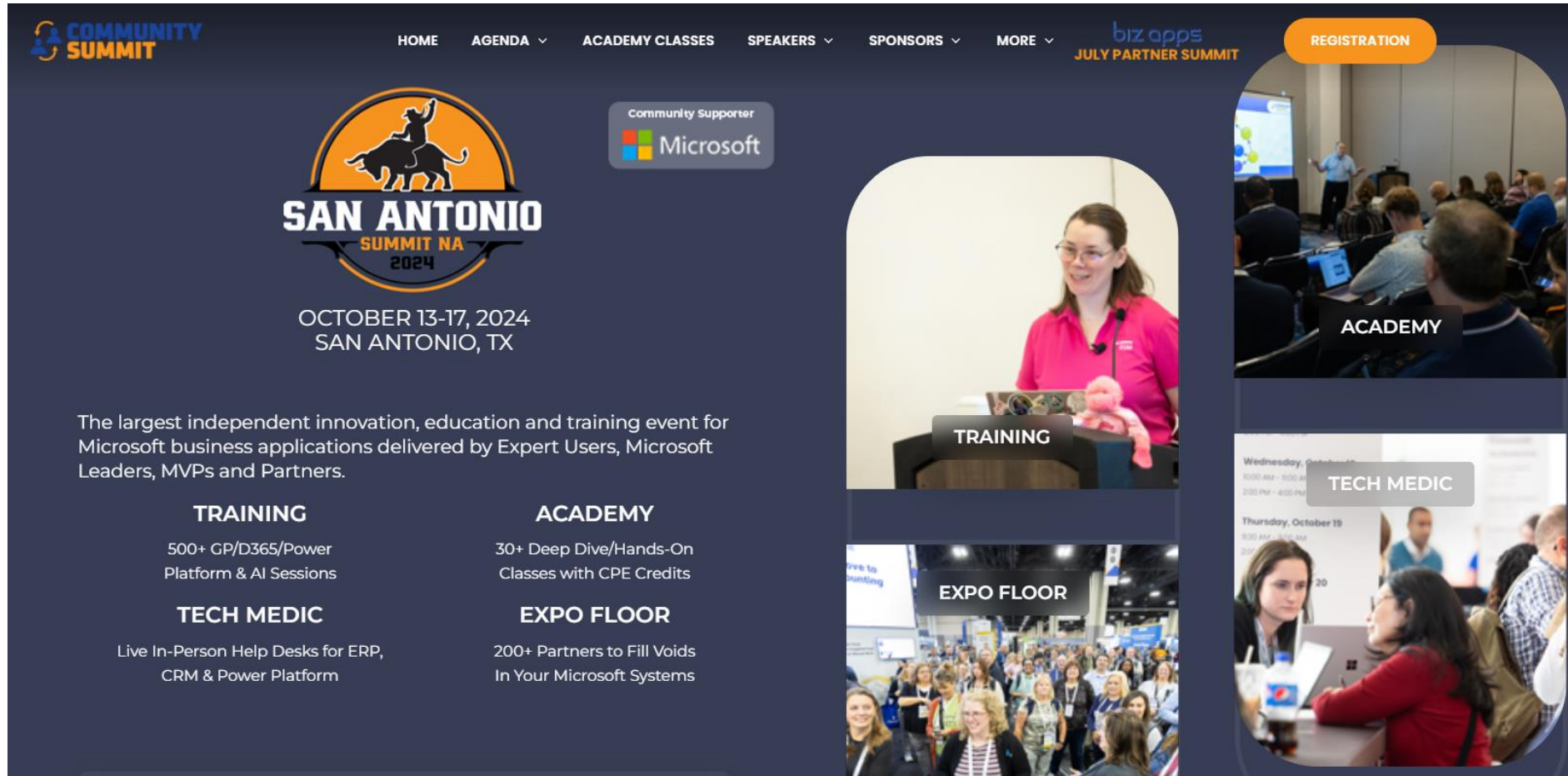
This promotion enables existing Dynamics on-premises customers with an active Enhancement Plan (EP) to obtain discounted cloud licenses i.e. moving from GP to Business Central

- 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's a good incentive
but time is running out



Dynamics Community Summit 2024



The screenshot shows the website for the Dynamics Community Summit 2024. The header includes navigation links: HOME, AGENDA, ACADEMY CLASSES, SPEAKERS, SPONSORS, MORE, and a 'REGISTRATION' button. A 'biz apps JULY PARTNER SUMMIT' logo is also present. The main content area features the event logo for 'SAN ANTONIO SUMMIT NA 2024' with the dates 'OCTOBER 13-17, 2024' and location 'SAN ANTONIO, TX'. A 'Community Supporter' badge for Microsoft is displayed. Below the main text, there are four columns of information: TRAINING (500+ GP/D365/Power Platform & AI Sessions), ACADEMY (30+ Deep Dive/Hands-On Classes with CPE Credits), TECH MEDIC (Live In-Person Help Desks for ERP, CRM & Power Platform), and EXPO FLOOR (200+ Partners to Fill Voids In Your Microsoft Systems). On the right side, there are three circular images: a woman speaking at a podium labeled 'TRAINING', an audience in a lecture hall labeled 'ACADEMY', and a busy expo floor labeled 'EXPO FLOOR'. A 'TECH MEDIC' section shows a woman at a help desk.

Summitna.com

Joftware.com

DYNAMICSCON 2024 – FREE!

WELCOME COMMUNITY!

NOVEMBER 13, 2024
WEDNESDAY

POWERED BY  **DUG**

DYNAMICSCON
VIRTUAL
2024

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Dynamicscon.com

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