

# From Silos to Synergy: A Buyer's Guide to ERP Transformation

## Insights Driving Action

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### Widespread ERP Upgrades

73% of enterprises plan to upgrade their ERP within the next two (2) years.

### Trusted by Growing Businesses

40,000 SMCs & SMBs rely on Business Central as their ERP solution.

### Rising Investment in ERP

\$147.7 billion is the projected global spend on ERP software in 2025.

# Introduction: The Importance of ERP

73% of enterprises plan to upgrade their ERP within the next two (2) years.<sup>1</sup> Enterprise Resource Planning (ERP) systems are crucial for centralizing operations, automating workflows, and scaling efficiently. However, misconceptions about their complexity, cost, and lengthy setups often deter adoption. Today, modern cloud-based ERP solutions, such as Microsoft Dynamics 365, make ERP more accessible, secure, and scalable than ever before.

## ERP Evolution

ERP systems have evolved from expensive on-premises investments to cost-effective, cloud-based solutions that offer secure, anytime access to information. Enhanced with AI, these systems now drive greater automation and innovation across all industries. In 2025, the global spend on ERP software is project to reach \$147.7 billion.<sup>2</sup>



# Why Your Business Needs a Modern ERP

Without ERP, businesses often rely on disparate tools like Excel or QuickBooks, which become increasingly inefficient with growth.

Common challenges:



## Data Silos

Disconnected systems prevent real-time data sharing, leading to delays and errors.



## Limited Visibility

Lack of accurate reporting makes decision-making difficult.



## Manual Processes

Excessive reliance on spreadsheets slows productivity and increases risk of errors.



## Security Risks

On-premises solutions lack modern security, increasing vulnerability to cyber threats.



## Scalability Issues

Legacy systems struggle to keep up with business growth and regulatory changes.

If you're encountering these issues, it's time to explore a modern ERP solution.

# Debunking ERP Myths

## **Myth #1** ERP implementation is time-consuming.

## **Reality**

Implementation can be as short as four (4) to nine (9) months depending on the business's scope and needs.

## **Myth #2** ERPs are only for large companies.

## **Reality**

ERPs benefit companies of all sizes by integrating operations into a single platform.

**40,000 SMCs & SMBs** Trust Dynamics 365 Business Central<sup>3</sup>

## **Myth #3** Multiple systems are needed for different functions.

## **Reality**

Modern ERPs integrate various business functions, including CRM and project management.

## **Myth #4** Only IT professionals can manage ERP systems.

## **Reality**

ERPs are designed for cross-departmental use and benefit from diverse staff input.

# The Advantages of Modern ERP Solutions

Modern ERP systems, such as Microsoft Dynamics 365, transcend traditional business management software by providing organizations with robust security, seamless integration, AI-driven automation, and data-informed decision-making, all tailored to adapt as business needs evolve.

## Enterprise-Grade Security & Compliance

- ✓ **Maintain a resilient and secure enterprise** with multi-layered cybersecurity, endpoint protection, and robust infrastructure that meets the highest industry standards.
- ✓ **Stay compliant with audit requirements**, evolving regulations, and data privacy mandates across industries and regions.
- ✓ **Equip your workforce with secure, role-based access** on any device, ensuring seamless and protected remote work.
- ✓ **Gain real-time visibility** into operational, regulatory, and security risks, allowing you to proactively mitigate threats and ensure business continuity.

## Seamless Cloud Integration & Built-In Productivity

**\$5.7M**

Cost Savings from  
Reduced Infrastructure  
and Organizational  
Simplification.<sup>4</sup>

**\$8.9M**

Is the Value of  
Increased Productivity  
Benefits Over  
Three (3) Years.<sup>5</sup>

- ✓ **Eliminate costly and disruptive upgrades** with automatic updates to keep your ERP secure and up to date without downtime.
- ✓ **Reduce IT overhead with cloud-based infrastructure**, eliminating the need for on-premises hardware, maintenance, and manual updates.
- ✓ **Unify your business applications with seamless integration** into Microsoft 365, including Office 365, Outlook, Teams, Power BI, SharePoint, and Azure.
- ✓ **Collaborate effortlessly in real-time** without switching applications by connecting Business Central to Outlook, Excel, and Teams.

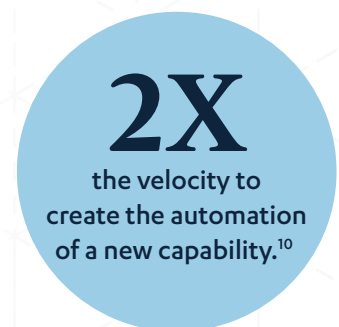
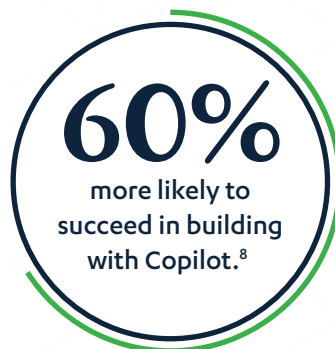
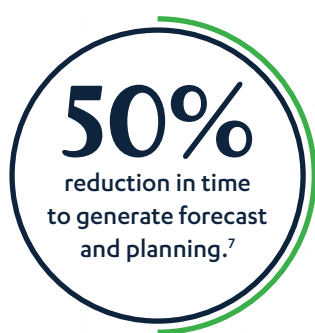
## Scalability & Business Agility

# \$1.2M

profits from real-time visibility and better decision making.<sup>6</sup>

- ✓ **Stay flexible and adaptive** as you scale up or down as business needs change, easily adding or removing users.
- ✓ **Simplify mergers and acquisitions** by consolidating multiple business functions into a single ERP system.
- ✓ **Future-proof your business** by adopting AI-driven insights, automation, and analytics, ensuring your organization remains competitive in an evolving market.

## Seamless Cloud Integration & Built-In Productivity



- ✓ **Capitalize on the strength of AI with Dynamics 365 Copilot** to automate key processes, enhance productivity, and anticipate business needs before they arise.
- ✓ **Improve demand planning with AI-driven forecasting**, external data integration, and anomaly detection to predict trends with confidence.
- ✓ **Optimize financial performance with AI-powered insights** that accelerate financial reporting, streamline collections, and enhance variance analysis.
- ✓ **Deliver projects on time and on budget with automated project planning**, generate real-time status reports, and enable new project managers to ramp up faster.



# Tailoring ERP Modules for Your Business Needs

ERP systems offer modular solutions that aren't one-size-fits-all, allowing businesses to choose options that best address their specific industry and operational challenges.

## Key modules and their business impact:



### Finance & Accounting

Automates invoicing, budgeting, and financial reporting, ensuring accuracy, compliance, and real-time visibility into financial health.



### Supply Chain Management

Improves inventory control, demand forecasting, and supplier relationships, reducing operational bottlenecks.



### Customer Relationship Management

Enhances customer engagement, sales tracking, and service management, driving improved customer satisfaction and retention.



### Human Resources

Simplifies payroll, employee lifecycle management, compliance tracking, and workforce planning, reducing administrative burden.



### Project Management

Enables efficient resource allocation, project tracking, and collaboration, ensuring on-time and within-budget project completion.

These modules are available in both Dynamics 365 Business Central and Finance & Supply Chain (F&SC), with a few differences:

- CRM is built into Business Central, while F&SC integrates with Dynamics 365 Sales.
- HR features are included in Business Central, but available with Dynamics 365 Human Resources in F&SC.

# Customized ERP Solutions: Understanding Diverse Business Needs

Every organization's ERP journey is unique, influenced by its specific starting conditions. Explore fictional scenarios that illustrate how different organizations address their unique challenges using Microsoft ERP solutions.

	<b>Customer Scenario</b>	VitaTech is a fast-growing start-up specializing in wearable health technology. Initially, they relied on Excel spreadsheets to manage financial data before upgrading to QuickBooks for bookkeeping.
	<b>Challenges</b>	<ul style="list-style-type: none"> <li>• Outgrew the system; managing finances, HR, and manufacturing across multiple tools caused inefficiencies and data-entry errors.</li> <li>• Slow performance, transaction limits, and compliance risks made it difficult to maintain accuracy and regulatory requirements.</li> <li>• Lacked remote access and collaboration tools to stay productive while on the go.</li> </ul>
	<b>Solution</b>	<ul style="list-style-type: none"> <li>• Implemented Business Central as an all-in-one cloud ERP to streamline financial, HR, and manufacturing operations, eliminating data silos and improving real-time visibility.</li> <li>• Leveraged Business Central's AI-powered risk assessment and automated compliance monitoring to ensure financial accuracy and security.</li> <li>• Integrated Microsoft Teams &amp; mobile-optimized ERP functions to enable seamless remote work and cross-team collaboration.</li> </ul>
	<b>Outcome</b>	<ul style="list-style-type: none"> <li>• Gained scalability &amp; flexibility to support growth, with a unified platform that adapts to evolving business needs.</li> <li>• Achieved improved compliance and reduced risk, minimizing manual errors and securing financial data.</li> <li>• Increased team mobility &amp; efficiency, allowing employees to securely access business data anytime, anywhere.</li> </ul>

	<b>Company Profile</b>	Jet Power Solutions is a leading aircraft manufacturer designing and producing innovative aviation components. With operations spanning multiple regions, they relied on Oracle NetSuite for ERP needs.
	<b>Challenges</b>	<ul style="list-style-type: none"> <li>• NetSuite's AI capabilities lacked forecasting and automation.</li> <li>• Inefficient collaboration, employees struggling to access real-time supply chain and production data.</li> <li>• Costly licensing model restricted access to ERP features beyond core financial operations.</li> </ul>
	<b>Solution</b>	<ul style="list-style-type: none"> <li>• Adopted Dynamics 365 Finance and Supply Chain (F&amp;SC) AI-driven demand forecasting, process optimization, and automated financial reporting.</li> <li>• F&amp;SC's deep integration with Power BI and Microsoft Teams enabled teams to access real-time insights and collaborate seamlessly across locations.</li> <li>• F&amp;SC's end-to-end supply chain automation, including AI-powered inventory optimization and predictive analytics, reduced waste and improved cost efficiency.</li> </ul>
	<b>Outcome</b>	<ul style="list-style-type: none"> <li>• Improved financial visibility &amp; efficiency, enabling faster decision-making and optimized global operations.</li> <li>• Enhanced cross-functional collaboration, reducing production delays and improving response times.</li> <li>• Lower operational costs, faster production cycles, and increased profitability through optimized resource allocation.</li> </ul>



# Microsoft ERP Solutions: Business Central vs. Finance & Supply Chain

Feature	Finance & Supply Chain	Business Central
<b>Ideal for</b>	Mid-market to large enterprises (50–1000+ users).	Small to medium-sized businesses (3–250+ users).
<b>Industry Fit</b>	Advanced financial management, supply chain, HR, and deep industry-specific needs.	General business management with finance, sales, service, supply chain, and manufacturing.
<b>Business Complexity</b>	Ideal for organizations with multiple locations, subsidiaries, or global operations.	Best for businesses needing a fast, all-in-one solution with minimal IT resources.
<b>Customization</b>	Standardized processes.	Tailored for complex workflows.
<b>IT Requirements</b>	Requires an in-house IT team for management and customization.	Effortless cloud deployment with no dedicated IT team needed.
<b>Flexibility</b>	Choose and deploy from modular solutions—finance, supply chain, commerce, HR, customer insights.	Single, unified solution covering core business processes.
<b>Existing ERP Users</b>	Ideal for businesses moving from Dynamics AX or other legacy enterprise systems.	Ideal for businesses moving from Dynamics NAV, GP, or SL.
<b>Scalability</b>	Best for centralized operations with company-wide deployment.	Works well for businesses with separate deployments for different locations or subsidiaries.
<b>Deployment</b>	Highly configurable, requires structured implementation.	Quick deployment with low maintenance costs.
<b>Integration</b>	Deep integration with Microsoft 365, Power BI, AI, and automation tools.	Seamless integration with Microsoft 365 (Outlook, Excel, Teams, SharePoint, Power BI).
<b>AI &amp; Automation</b>	Advanced AI-driven automation for finance, supply chain, and operations.	Built-in AI and Copilot functionality for improved efficiency and reporting.
<b>Cost &amp; Licensing</b>	Higher investment with enterprise-grade functionality.	Cost-effective cloud licensing with a pay-as-you-go model.
<b>Security</b>	Enterprise-grade security, compliance, and risk management.	Built-in security and compliance features, with automatic updates.

# Benefits of Partnering with a Microsoft Partner like Long View?

Implementing or upgrading an ERP system requires a blend of deep expertise, strategic planning, and precise execution. Partnering with a Microsoft Partner like Long View brings specialized knowledge and experience to ensure an efficient and value-centric ERP transformation.

## Why Organizations Choose Long View:

- ✓ **Proven Implementation Expertise:** Ensures successful ERP implementations with extensive experience.
- ✓ **Industry-Specific Knowledge:** Provides deep insights into unique industry challenges.
- ✓ **Change Management & Training:** Facilitates comprehensive training and support for smooth transitions and system adoption.
- ✓ **Strategic Roadmap & Continuous Improvement:** Offers continuous support and strategic guidance to enhance and evolve your ERP strategy.
- ✓ **Exclusive Access to Resources:** Grants access to Microsoft-funded programs, exclusive technical resources, and early innovations.

## Long View's Proven ERP Track Record

 **Microsoft**  
Solutions Partner  
Business Applications

2023/2024  
**INNERCIRCLE**  
for Microsoft Business Applications  


 **Microsoft**  
Solutions Partner  
Tier-1 Cloud Solutions Provider

With over 25 years of Microsoft service expertise and numerous accolades, Long View has established a solid reputation for guiding organizations to ERP success:



### Accelerating Efficiency

A USA restaurant chain with 700+ locations reduced its month-end closing process from two (2) weeks to just three (3) days, leveraging Business Central for better financial visibility and operational insights.



### Optimizing Operations

An engineering and construction company eliminated manual processes and outdated systems, improving project management, streamlining service delivery, and driving faster project completion and increased efficiency.

Partnering with Long View provides organizations with expert guidance, a structured ERP rollout, and continuous support to maximize their Microsoft ERP investments.

# ERP Adoption Checklist:

## Your Step-by-Step Guide

1

### Phase 1: Planning & Assessment

- ☐ Define business needs and key pain points.
- ☐ Align ERP goals with company growth strategy.
- ☐ Research ERP solutions and compare providers.

2

### Phase 2: Selecting the Right ERP

- ☐ Choose the best product based on your business needs.
- ☐ Identify necessary modules for finance, supply chain, HR, and CRM.
- ☐ Consider integration capabilities with existing Microsoft 365 tools.

3

### Phase 3: Preparing for Implementation

- ☐ Clean and structure existing data for migration.
- ☐ Establish internal ERP adoption champions.
- ☐ Work with a Microsoft Partner like Long View to build an implementation roadmap.

## 4

## Phase 4: Deployment & Training

- ☐ Deploy ERP in a test environment before full rollout.
- ☐ Train employees with hands-on sessions and support materials.
- ☐ Monitor performance and optimize based on feedback.

## 5

## Phase 5: Post-Implementation & Optimization

- ☐ Continuously track KPIs to measure ERP success.
- ☐ Adjust workflows for improved efficiency.
- ☐ Expand ERP capabilities as business needs evolve.

Achieving ERP success requires a deep understanding of your business needs and an objective evaluation of available solutions. This method ensures you choose an ERP system that enhances efficiency, productivity, and growth. By implementing a modern ERP solution with advanced AI capabilities, you position your business for sustained success in a competitive marketplace.



# Move Your Business Forward with Long View

Modern ERP solutions do more than replace outdated systems - they drive digital transformation. Selecting the right partner is crucial for success. Engage with Long View's ERP experts, request demos, and utilize our extensive resources to ensure you make informed decisions.

With over 25 years as a Microsoft Partner and accolades including three (3)-time Partner of the Year, Long View offers reliable solutions and services for your business operation needs.

Our approach centers on technology, but the ultimate goal is to empower your workforce. We equip dynamic businesses with the agility, simplicity, and insight needed to serve clients effectively. Our team consists of the brightest business technologists, united in using technology to help the world work.

Long View has successfully helped clients navigate complex security challenges, enhance data protection controls, streamline tools for efficiency, and improve existing technology processes. Our end-to-end support, from proactive maintenance to strategic long-term planning, ensures your organization is protected, resilient, and ready to adapt to the changing security landscape.

## Ready to Confidently Modernize Your Business?

ERP modernization is crucial for the growth of any business. Through our partnership with Microsoft, Long View offers a scalable, cloud-enabled ERP framework that adapts seamlessly with your organization's evolving needs.

**Contact Long View Today** to start your ERP transformation and position your organization for long-term success.

People, forward.



# References

<sup>1</sup>Gartner (2024) The Catalyst for Finance Transformation.

<sup>2</sup>HG Insights (2024) ERP Market Share, Size & Key Players in 2025.

<sup>3</sup>Microsoft (2024) Dynamics 365 Business Central Pitch Deck.

<sup>4, 5, 6</sup>Forrester (2024) The Total Economic Impact™ Of Microsoft Dynamics 365 ERP.

<sup>7</sup>BCG (2024) The Power of AI in Financial Planning and Forecasting.

<sup>8</sup>Microsoft (2023) Building new apps and tables with Maker Copilot is now available worldwide.

<sup>9</sup>BCG (2022) Next-gen Collections Contact Strategy.

<sup>10</sup>Microsoft (2024) Power Apps is making it easier for developers to build with Microsoft Copilot and each other.