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Kick ICT Group



Dynamics NAV to Business Central

A GUIDE TO UPGRADING

The background features a large red area on the left and bottom, and a dark red area on the right. A grey rectangular shape is positioned in the upper left, partially overlapping the red areas.

We are experts and partners.

We've been delivering business solutions, network infrastructure and support to help our customers succeed for almost 40 years.

Upgrading from Dynamics NAV to Business Central

If you've set time aside to read this guide then that would suggest that you're close to answering yes to the question '[Is it time for Business Central?](#)'

With over 30 years' experience in Microsoft technologies, including helping many of our long-established NAV customers upgrade to Business Central, we can help you get started on this journey. However, you may still be unsure if it's the right step for your business, here's six of our key reasons why an upgrade project makes sense:

Upgrade: Six key reasons

Cloud ready

Benefit from the security and connectivity of the cloud. At Kick we can deploy on cloud, on premise or as a hybrid solution within our data centre

Drive profitability

Better financial management from forecasting to budgeting, compliance and overall performance

Improve your customer service

Better service for customers with sales and service connected and seamlessly integrating to Outlook

Better managed projects

Deliver projects on time and in budgets with improved management from planning to delivery

Greater supply chain control

Optimised supply chain management with an end to end view across your full operation

Clear software costs

Ensuring you're on the most recent BC version with consistent licensing fees without ongoing infrastructure and server costs

The benefits listed above can be achieved by any business and we can help with a quick needs analysis to help make these benefits tangible to your individual circumstances.

Our experience tells us that it's the next step that can be the hardest – as a long-term NAV user how do I get started on my Business Central upgrade journey?

At Kick we can help.

How to know when it's time to upgrade

If you are using Dynamics NAV then in most cases, we'd say it is time to upgrade, but we also look closely at the individual needs of every customer we work with to ensure this is the right step for them. Generally, though, we believe that if you're using NAV then you are potentially selling your colleagues, customers and overall business performance short – and ultimately, you're not operating from a modern, supported and secure platform.

That can be a difficult statement to read but there is a route forward – kicking off your upgrade plan to migrate from NAV to Business Central.

When customers are hesitant about the case for upgrading, we ask them to consider their responses to a series of key questions:

Are you concerned about running on unsupported NAV, with the security and usability risks this brings?

Do you lack trust in the financial data you access to drive key business decisions?

Are you limited in your use of data, making it difficult to deliver a joined up customer experience?

Are you paying additional development costs due to having bespoke code within your NAV application?

Are you missing out on the benefits of cloud technology, such as rapid data recovery or minimising the risk of on premise data loss?

Do you lack clear visibility across your supply chain?

Do your projects typically run over time and over budget?

Are you failing to keep pace with legislative updates such as Making Tax Digital?

Should a customer answer 'yes' to any of these questions then it's highly likely that a NAV to Business Central upgrade is their right next step and we'll kick off the project to get them there.

Understanding the ‘unsupported’ risk

In our experience, the risk of running an unsupported version of Dynamics NAV should be of immediate concern and a key driver behind upgrading to Dynamics Business Central. Here’s some of the main risks when running unsupported:

Security: Microsoft continually improve their security to fend off malicious threats and attacks. Unsupported NAV doesn’t benefit from these updates, leaving businesses open to hackers and other breaches.

Emergency Fixes: If you continually miss out on upgrades across your software packages then one minor system breakage can cause multiple impacts, leading to the need for costly and complex emergency fixes.

Lost productivity: Every new version brings improvements and enhancements that deliver productivity gains, running unsupported means you miss out on these gains.



What can I expect once I upgrade?

We deploy our tried and tested project methodology to deliver upgrades to Business Central, working closely and flexibly with you from consultation, to deployment, training and ongoing support.

Here's our top five immediate benefits you can expect on upgrade:

1. A modern and newly designed User Interface (UI)

Business Central boasts a newly designed and improved interface. The aim here is to make BC much easier to navigate and to generally create a better and more efficient experience for anyone in your business who is using the platform. Over the mid to long term this will be a positive step for your business as employees become more productive and happier with using this modern and engaging UI. However, there is short term transition required as employees get used to the new navigation and features, at Kick we build in a short user training programme to allow our customers to quickly overcome this hurdle.

2. Full code review

Typically, we find customers using NAV, especially those with bespoke code written within the application, benefit greatly from a full code review at the outset of their upgrade to Business Central project.

In delivering your code review it's likely that we'll find code written that you no longer require or that's already written into the most recent version of Business Central. If we can identify this, we can remove it – meaning you'll benefit from working on a fully supported version of Business Central and avoid the costs usually associated with the development work required to deliver upgrade to newer versions of Windows.

3. Continually improving functionality

Microsoft deliver two product releases each year in which they improve, iterate and add new features. The releases are scheduled for April and October each year with the cloud platform updated monthly by Microsoft, with on-premise customers taking cumulative updates. The releases are keenly anticipated in the Business Central space and at Kick we're committed to helping you make the most of them. Some recent releases include:

- Making life easier with unified Microsoft applications across marketing, sales, service, operations, HR and retail - and all integrated with Office 365

- Better integration and use of AI across Outlook, LinkedIn, Teams, Azure and SharePoint
- Improving customer experience and employee productivity with the introduction of Power Platform to underpin Business Central, combining Power BI, Power Apps, Power Automate and Power Virtual Agent

4. New cost model

There are differing promotions that your business could potentially take advantage of when upgrading to Business Central. For example, existing NAV users with an enhancement plan in place can upgrade to BC On Premise and receive 3 named users for every 1 concurrent user with no change to the enhancement plan cost.

We appreciate that every customer is different when it comes to the most suitable cost model, as a result we'll work with you to quickly identify your best option.

5. Deciding on your business-transformative cloud options

Microsoft invests more than £1bn a year in their cloud platform, Azure. This investment ensures customers who deploy Business Central either On Cloud or as a hybrid option within Kick's own highly secure datacentre can expect the highest levels of security, privacy, compliance and transparency for their data – alongside all the operational efficiencies and cost savings associated with migrating your business to the cloud.

Upgrading to Business Central while remaining On Premise will continue to be an option and for organisations such as those in the public sector and legal services this may be the best option. An annual enhancement plan will ensure On Premise customers benefit from ongoing support and access to latest updates.

Ready to upgrade?

Having a Microsoft partner such as Kick will help your business fully realise the capabilities offered by Business Central. We'll ensure you get your data working to benefit, not slow down, your business, enhancing those all important customer relationships - all whilst ensuring that you can access and utilise the financial information that will help your business to be successful today and in the future.

Useful Links

- Access our handy [Dynamics NAV v Business Central functional specifications table](#) to see the huge range of features you'll access as part of an upgrade to Business Central
- Business Central in 3 minutes <https://youtu.be/sDYBMZ2I2YA>

Why partner with Kick ICT for your NAV to Business Central upgrade?

- We've been deploying NAV and Business Central solutions for over 30 years
- Extensive experience in upgrading all legacy versions of Dynamics NAV to Business Central
- Experience migrating customers to Business Central from traditional, siloed accounting platforms such as Sage 50, QuickBooks or Xero
- We provide NAV and Business Central solutions to over 100 customers across thousands of users
- Multiple deployment options available on cloud, on premise or as a hybrid cloud solution

For more information on Business Central or any of the applications within the Microsoft ecosystem please visit [our website](#) or call us on 01698 844 600 to arrange a no-obligation chat.



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