

Outgrowing your accounting software – how to know when it's time to change

With the right software partner, replacing your current accounting software can be both straightforward and affordable. In this guide we'll lay out the common challenges, our tried and tested solutions and the benefits of moving to a modern, connected and cloud-ready accounting and ERP platform.

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Kick ICT Group





We are experts
and partners.

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

Considering your accounting software

If you've set time aside to read this guide then that would suggest that you are facing challenges with your current accounting software, or simply looking to a more modern, connected solution.

Within this guide we'll detail the key challenges we typically hear when discussing accounting software with small to medium sized enterprise finance team decision makers and business owners.

We'll set out how we typically respond to these challenges, to focus on identifying the signs that show your organisation has outgrown your current accounting software.

It's our view that any SME business should have access to the technology that will allow them focus on ensuring their customers and employees are part of a successful business. Put simply, your software and technology should:

- Allow your colleagues to work from centralised systems and with automated processes
- Provide a real time view of what's happening in your business, with financial performance information readily available
- Where possible, be cloud based, or at least cloud ready, ensuring your key applications and data are available anywhere, anytime

In our experience the process of changing accounting software is often seen as an expensive, time consuming and challenging project. It doesn't have to be. At Kick we have over 30 year's experience working with SMEs and their accounting, finance and ERP technologies, we can help.

Outgrowing your accounting software - Know the signs

We discuss technology pain points and challenges with finance leaders and business owners on a near daily basis. Interestingly, their challenges are broadly similar and often focus around lost productivity, connectivity and security issues and limited access to consistent business and financial data – all key indicators they've outgrown their accounting software. How many questions from the list below resonate with your business' challenges?

- Do you fear you're losing sales?
- Do you lack trust in the financial data you use to drive key business decisions?
- Do you waste time working across multiple systems and applications?
- Have you received customer complaints in areas such as billing and invoicing?
- Have you missed project deadlines or run over budget?
- Are you failing to keep pace with legislative updates, such as Making Tax Digital?
- Are you limited in your use of data, making it difficult to deliver a positive, joined up customer experience?
- Are you missing out on the benefits of cloud technology, such as anytime, anywhere access to key data and applications?



You understand the signs, now the solution

With the evolution of cloud technology, we are able to take SME businesses from any sector and of any size and transition to having a modern technology platform that's ready to support growth and adapt to the new working normal.

Our recommended solution is Dynamics 365 Business Central, Microsoft's comprehensive, cloud ready business and finance management platform specifically designed for small to medium sized organisations.

Why Business Central? Ultimately it provides a solution to all the challenges associated with outgrowing your accounting software...

<h3>Cloud ready</h3> <p>Benefit from the security and connectivity of the cloud. At Kick we can deploy on cloud, on premise or as a hybrid solution</p>	<h3>Drive profitability</h3> <p>Better financial management from forecasting to budgeting, compliance and overall performance</p>	<h3>Happier customers</h3> <p>Better service for customers with sales and service connected and seamlessly integrating to Outlook</p>
<h3>Better managed projects</h3> <p>Deliver projects on time and in budget with improved management from planning to delivery</p>	<h3>Greater supply chain control</h3> <p>Optimised supply chain management with an end to end view across your full operation</p>	<h3>Clearer software costs</h3> <p>With consistent licensing fees and no ongoing infrastructure and server costs</p>

What can I expect from a Kick-led Business Central project?

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 what you can expect from your Kick-led Business Central project:

1. The Dynamic Deployment Pathway (DDP)

We appreciate that customers are concerned about the time, hassle and expense of upgrading their accounting software and it's to help allay these concerns that we've developed the Dynamic Deployment Pathway (DDP).

The Dynamic Deployment Pathway is unique to Kick and offers customers the opportunity to take the next step in their digital transformation, migrating from their existing finance application(s) to Microsoft Dynamics Business Central with minimal time and operational impact.

Our Dynamic Deployment Pathway can be broken down into 4 simple steps:



2. 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.

3. Centralised data you can trust

The quality of the decisions you make in your business is dependent on the data you can access and the quality of it.

With Business Central your data stays up to date and available in real time. Reporting of KPIs is easy to collate and share with self-serve reports available from trusted data sources, allowing for more informed decision making across your business. Furthermore, you're fully integrated with Office 365 and able to improve efficiency and productivity with task and workflow automation using familiar tools including Excel, Word and Outlook.

4. 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 and 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

5. Straightforward 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.

6. 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.

Why Kick for your Business Central project?

We have been working within the SME community for over 30 years, building a unique understanding of their finance and ERP challenges and helping them to bring Microsoft Dynamics 365 Business Central into their organisations.

Having a Microsoft partner such as Kick will help your business transition from your current accounting software to fully realise the capabilities offered by Business Central. Using our Dynamic Deployment Pathway we'll ensure you're quickly up and running on Business Central and get your data working to benefit, not slow down, your business. Making sure you can access and utilise the financial information that will help you to be successful today and in the future.

Experience deploying Dynamics NAV and Business Central solutions for over 30 years

Knowledge in upgrading all legacy versions of Dynamics NAV to Business Central

Expertise migrating customers to Business Central from traditional, siloed accounting platforms including Sage, QuickBooks and Xero

Multi-sector experience providing Dynamics NAV and Business Central solutions to thousands of users UK-wide

Multiple deployment options including 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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