

SAP Business One or Microsoft Dynamics

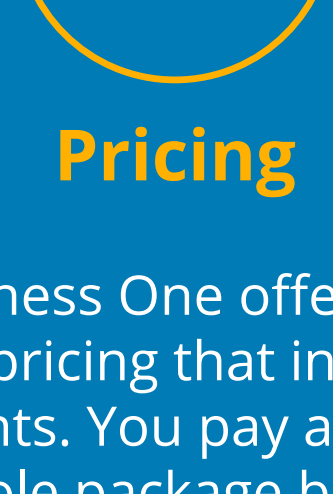


Enterprise resource planning (ERP) solutions automate processes, deliver real-time information for effective decision-making, and connect every aspect of your business on one platform for better visibility.

You're ready to invest—but choosing the right solution takes time and consideration.

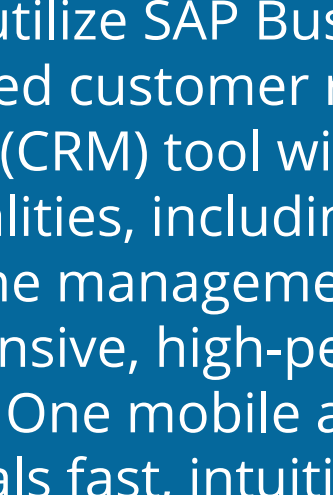
After some research, you might find SAP Business One and Microsoft Dynamics on your shortlist. Our comparison checklist will help you decide which solution is perfect for your business.

SAP Business One



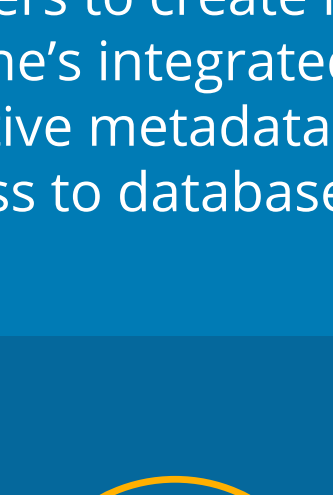
Pricing

SAP Business One offers simple, all-inclusive pricing that includes future enhancements. You pay a one-time fee for the whole package based on the access you need.



Sales Readiness

Users can utilize SAP Business One's incorporated customer relationship management (CRM) tool with full features and functionalities, including opportunity and pipeline management. And the comprehensive, high-performance SAP Business One mobile app gives sales professionals fast, intuitive access to customer information whenever and wherever they need it.



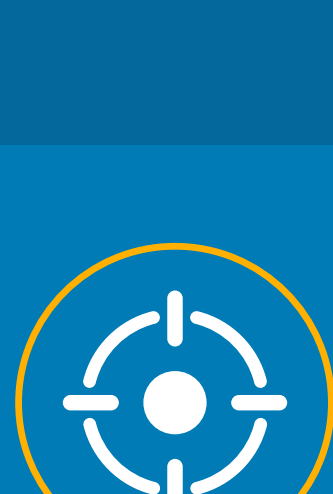
Ramp Time

SAP Business One's user interface (UI) makes business processes easy to understand, so even non-technical users can perform common configuration tasks with minimal training. It's easy for users to create reports, too, via SAP Business One's integrated Crystal Reports and an innovative metadata layer that gives anyone access to database information.



Performance

SAP Business One gives businesses unlimited data storage. And backed by the enterprise-grade SAP HANA platform, SAP Business One allows users to access reports and analytics at lightning speed.



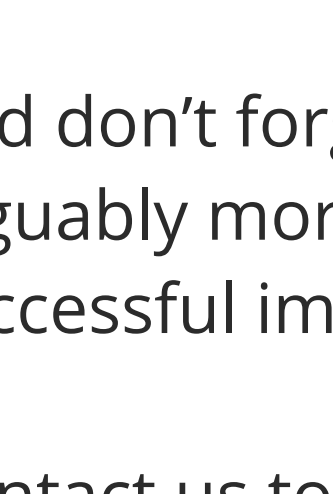
Upgrades

SAP Business One lets you decide when to upgrade, and there are no charges to set up a test environment.



Scalability

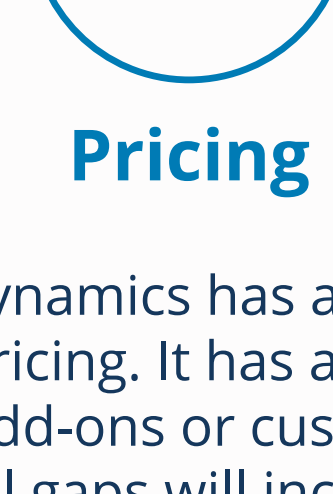
SAP Business One is designed for small and mid-sized businesses (SMBs) and is scalable to grow with your business. Implementing an ERP solution requires a significant investment, so finding a solution you won't outgrow is critical.



Industry Focus

SAP Business One is a versatile solution for many industries, including manufacturing, wholesale distribution, food and beverage, life sciences, oil and gas, aerospace and defense, and retail. It provides robust reporting and analytics, purchasing and inventory control, financial management, business intelligence, and sales and customer management.

Microsoft Dynamics



Pricing

Microsoft Dynamics has attractive—but complex—pricing. It has a great starting price, but add-ons or customization to fill functional gaps will increase the cost quickly. For full back-office functions, for example, customers must license Dynamics 365BC and Dynamics 365FO, plus Power BI analytics.

And licensing options vary within and between solutions.



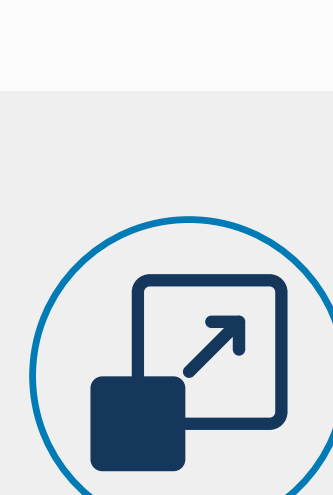
Sales Readiness

The out-of-the-box version of Microsoft Dynamics doesn't have a fully functional CRM, but you can get it by implementing Dynamics 365BC and Dynamics 365FO—with a separate implementation.



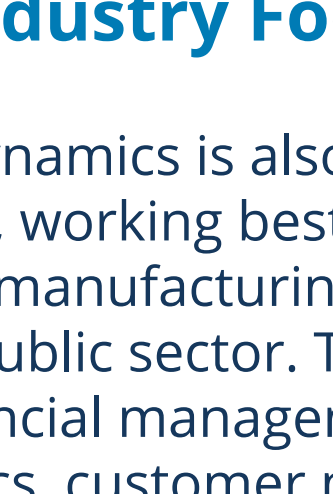
Ramp Time

Microsoft Dynamics has similar functionality, but the learning curve is steep. It creates robust reports, but users find its business processes and role-based workflows complicated.



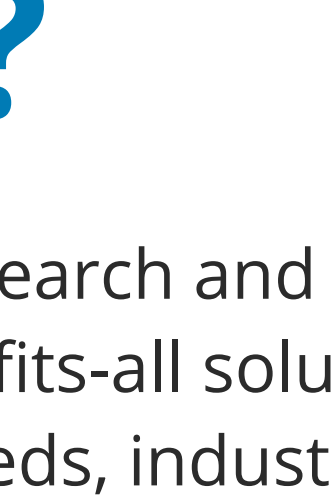
Performance

Microsoft Dynamics also has exceptional performance. It features built-in AI, analytics, and guided action suggestions; however, its database platform has limited in-memory capabilities.



Upgrades

Microsoft Dynamics schedules software upgrades when it's convenient for Microsoft—customers have no control over when they occur.



Scalability

Microsoft Business Central is Microsoft's SMB offering—Microsoft Dynamics is better suited for larger enterprises. Typically, businesses start with Microsoft Business Central but eventually have to upgrade to Microsoft Dynamics to keep up with growth.



Industry Focus

Microsoft Dynamics is also an adaptable solution, working best for retail, hospitality, manufacturing, healthcare, and the public sector. The solution provides financial management, reporting and analytics, customer management, and forecasting tools.

Which Solution Is Best For You?

Finding the best solution means doing your research and asking the right questions. There's no one-size-fits-all solution; picking the best means understanding your needs, industry, and growth plan.

And don't forget your implementation partner—they're arguably more critical than the software itself for completing a successful implementation.

Contact us to learn more about why SAP Business One is the go-to ERP solution for small and mid-sized businesses and how Vision33 can help with your implementation.



Once we implemented SAP Business One, we were able to increase our sales by 60%.

We chose SAP Business One because it checked all the boxes.

Amit Shanghavi,
managing director at H&S Building Supplies

The Right People, Processes, and Technology

Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

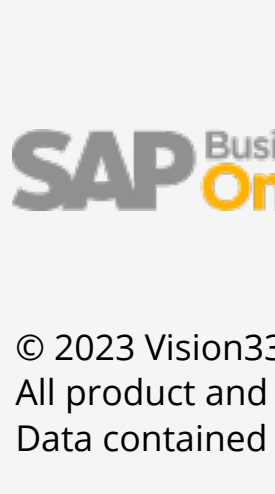
With over 1,000 customers worldwide, Vision33 helps organizations outperform their competition and lead their industries with successful technology investments. Vision33's nearly 500 employees offer product expertise, business experience, and innovative technology leadership. Whether it's a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including The Saltbox Platform (saltbox.io) and iDocuments (idocuments.io).

Get in Touch

Let's discuss your challenges and how the right ERP solution can overcome them.

Email contact@vision33.com to speak with a Vision33 consultant in your area.



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