



**trunorth**  
D Y N A M I C S

# DYNAMICS 365 BUSINESS CENTRAL

**IMPLEMENTATION OPTIONS GUIDE**

# About

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Implementing Microsoft Dynamics 365 Business Central is a significant decision that requires careful planning and a clear understanding of the available options. Whether you're migrating from another system, starting fresh, or optimizing an existing setup, selecting the right implementation approach is crucial for a successful transition.

At TruNorth Dynamics, we understand that every business is unique. That's why we tailor our approach to fit your specific needs—whether you require a rapid go-live, extensive customization, or a hybrid implementation strategy. Our goal is to equip you with the knowledge to make informed decisions and maximize the value of Business Central for your organization

This guide is designed to help businesses navigate the different implementation options for Business Central with TruNorth Dynamics for different approaches. From Fixed Fee deployments to full-scale, time and materials implementations, this booklet provides valuable insights to help organizations choose the path that aligns with their goals, resources, and long-term strategy.

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# Dynamics GP to Dynamics 365 Business Central Migration

# GP to BC Migration Assessment

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Migrating from Microsoft Dynamics GP to Business Central is a significant step toward modernizing your business operations. TruNorth Dynamics offers a fixed-fee Migration Assessment designed to evaluate your current GP environment and determine your eligibility for a seamless transition to Business Central. Our assessment utilizes a specialized analysis tool to review your GP configurations, data structures, third-party integrations, and customizations. This structured approach ensures that your business is fully prepared for migration, reducing risk and providing clear insights into potential challenges and requirements.

With our expert team guiding the process, you'll receive an assessment presentation outlining system compatibility, data migration feasibility, and a high-level migration plan. This allows you to make informed decisions before committing to a full migration. Whether you're looking to move to the cloud or optimize your ERP strategy, our assessment helps you navigate the transition with confidence, ensuring a smooth and efficient upgrade to Microsoft Dynamics 365 Business Central.

# Explorer

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Pre-defined scope, varying implementation packages based on need, budget, and timeline, managed by a TruNorth Dynamics project manager and led by TruNorth Dynamics consultants.

- Self-led approach
- Detailed instructions on how to run the migration
- Video library for training videos
- 5 hours of consulting support

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## **Recommended Training**

Finance AP/AR Core Package

- General Navigation
- General Ledger & Banking
- Accounts Payables
- Accounts Receivables

Please refer to the Training Guide for more details

# Adventurer

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Pre-defined scope, varying implementation packages based on need, budget, and timeline, managed by a TruNorth Dynamics project manager and led by TruNorth Dynamics consultants.

- 6-week implementation
- TruNorth led migration
- Project Management
- AP Check formatting
- EFT Export Formatting
- Bank Statement Import Mapping
- Module configurations
  - GL, Banking, SOP/AR, POP/AP

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## **Recommended Training**

Finance AP/AR Core Package

- General Navigation
- General Ledger & Banking
- Accounts Payables
- Accounts Receivables

Please refer to the Training Guide for more details

# Trailblazer

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Pre-defined scope, varying implementation packages based on need, budget, and timeline, managed by a TruNorth Dynamics project manager and led by TruNorth Dynamics consultants.

- 6-week implementation
- TruNorth led migration
- Project Management
- AP Check formatting
- EFT Export Formatting
- Bank Statement Import Mapping
- Module configurations
  - GL, Banking, SOP/AR, POP/AP, Inventory
- 10 hours of UAT assistance

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## **Recommended Training**

### Distribution Package

- General Navigation
- General Ledger & Banking
- Purchases & Payables
- Sales & Receivables
- Basic Inventory Management

Please refer to the Training Guide for more details

# Fixed Fee Dynamics 365 Business Central Implementations

# Explorer

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Pre-defined scope, varying implementation packages based on need, budget, and timeline, managed by a TruNorth Dynamics project manager and led by TruNorth Dynamics consultants.

- 8-week implementation
- 1 EFT Export Mapping, 1 Bank Statement Mapping & 1 AP Check Format Adjustment
- Module configurations
  - GL, Banking, SOP/AR, POP/AP
- GL Beginning Balances
- 4 hours UAT Assistance

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## **Recommended Training**

Finance AP/AR Core Package

- General Navigation
- General Ledger & Banking
- Accounts Payables
- Accounts Receivables

Please refer to the Training Guide for more details

# Adventurer

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Pre-defined scope, varying implementation packages based on need, budget, and timeline, managed by a TruNorth Dynamics project manager and led by TruNorth Dynamics consultants.

- 8-week implementation
- 1 EFT Export Mapping, 1 Bank Statement Mapping & 1 AP Check Format Adjustment
- Module configurations
  - GL, Banking, SOP/AR, POP/AP
- GL Prior Year Ending Balances
- GL Current Year Detail Entries
- 4 hours UAT Assistance

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## **Recommended Training**

Finance AP/AR Core Package + Fixed Assets

- General Navigation
- General Ledger & Banking
- Accounts Payables
- Accounts Receivables
- Fixed Assets

Please refer to the Training Guide for more details

# Trailblazer

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Pre-defined scope, varying implementation packages based on need, budget, and timeline, managed by a TruNorth Dynamics project manager and led by TruNorth Dynamics consultants.

- 10-week implementation
- 1 EFT Export Mapping, 1 Bank Statement Mapping & 1 AP Check Format Adjustment
- Module configurations
  - GL, Banking, SOP/AR, POP/AP, Fixed Assets, Inventory
- GL Prior Year Ending Balances
- GL Current Year Detail Entries
- Open AR & Open AP
- 4 hours UAT Assistance

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## **Recommended Training**

Distribution Package + Fixed Assets

- General Navigation
- General Ledger & Banking
- Purchases & Payables
- Sales & Receivables
- Basic Inventory Management
- Fixed Assets

Please refer to the Training Guide for more details

# Time and Materials Dynamics 365 Business Central Implementations

# Essentials Roadmap

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At TruNorth Dynamics, the Essentials Roadmap is a vital first step for organizations embarking on a transformation project. Designed as a low-commitment, fixed-fee engagement, this offering provides clients with clarity and confidence about what lies ahead. It answers three critical questions every stakeholder asks:

- When will the project be implemented?
- What will be accomplished during that timeframe?
- How much will it cost?

The Essentials Roadmap helps your team align with ours from the outset. Through structured sessions, your end users share current business processes, key pain points, and future requirements with a TruNorth Solution Architect. From this input, we craft a comprehensive recommendation tailored to your environment—giving you a clear picture of scope, effort, and investment.

This engagement is not a proof-of-concept or technical build-out. Rather, it is a strategic planning engagement designed to mitigate risk, uncover hidden obstacles early, and set the stage for a successful full-scale implementation. For clients unsure of where to begin, or those seeking internal alignment before a major initiative, the Essentials Roadmap is a smart and scalable way to get started.

# Full Roadmap

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The Full Roadmap is a comprehensive, time-and-materials engagement that takes planning to the next level. While it answers the same key questions as the Essentials Roadmap—When will your project be implemented, What will be delivered, and How much it will cost—it goes deeper into process design and strategic planning.

This engagement includes detailed discovery sessions with your team, exploration of configuration options, review of integration opportunities, and alignment with industry best practices. You'll receive tailored recommendations that help you visualize your future state with clarity and confidence.

Unlike the fixed-fee Essentials Roadmap, the Full Roadmap allows for flexibility and deeper exploration, making it ideal for clients with complex environments or evolving needs. Think of it as moving from a basic blueprint to a fully rendered architectural plan—equipping you with the insight and foresight needed for a successful transformation.

# Time and Materials Implementation

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A Time and Materials (T&M) project with TruNorth Dynamics is designed to provide flexibility and customization for organizations with unique processes, evolving priorities, or complex requirements. Rather than fitting your needs into a predefined mold, our team works collaboratively with you to build a solution that aligns with your specific goals, timeline, and resources.

In a T&M engagement, you pay only for the actual time spent and materials used—allowing the project scope to adapt as new insights emerge. This approach is ideal for companies that value iterative progress, continuous input, and the ability to pivot based on evolving business needs.

Compared to a fixed fee project—where scope, budget, and deliverables are tightly defined upfront—T&M provides a more agile and responsive experience. While fixed fee projects work well for clearly scoped, standardized efforts, T&M engagements support deeper exploration and innovation without the constraint of pre-set boundaries.

The key benefits of a T&M approach include greater transparency, control, and the ability to co-create a solution that reflects your organization's uniqueness. With TruNorth as your partner, you'll gain a trusted advisor who evolves with your business—not just a project vendor.

# Pricing

## Fixed Fee Implementations

GP to BC Migration Assessment.....	\$2,000.00
GP to BC Migration – Explorer.....	\$10,000.00
GP to BC Migration – Adventurer.....	\$18,000.00
GP to BC Migration – Trailblazer.....	\$32,000.00
Fixed BC Implementation – Explorer.....	\$32,000.00
Fixed BC Implementation – Adventurer.....	\$38,000.00
Fixed BC Implementation – Trailblazer.....	\$45,000.00

## Time and Materials Implementations

Essentials Roadmap.....	\$3,000.00
Full Roadmap.....	Scoped
Time & Materials Implementation.....	Scoped

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