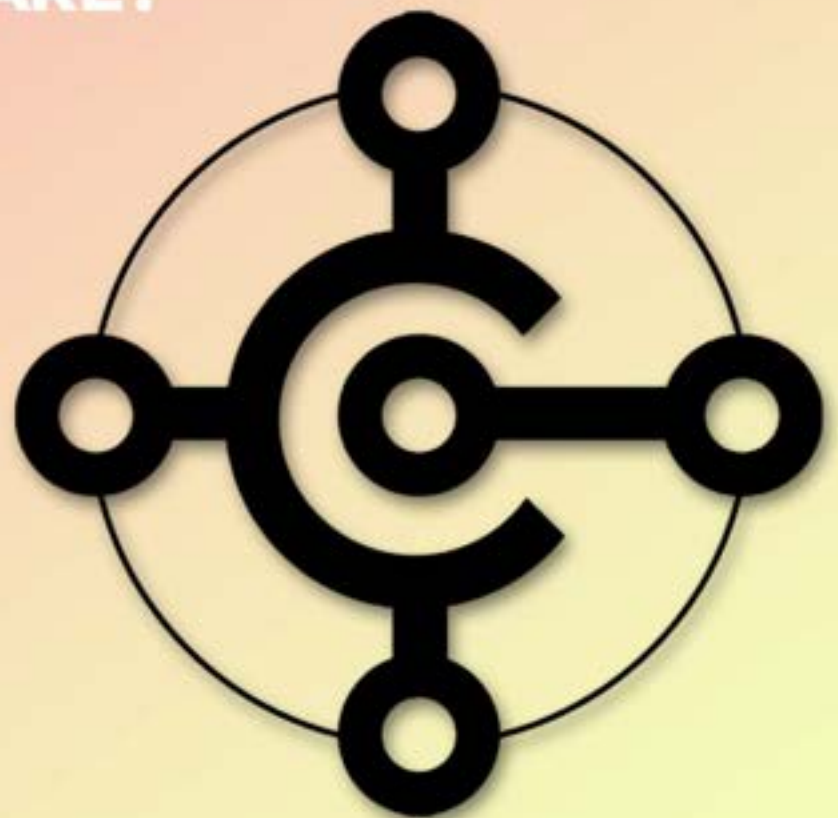


# HOW DOES SAGE, XERO & MICROSOFT DYNAMICS 365 BUSINESS CENTRAL COMPARE?

OUTGROWN SAGE OR XERO?  
HOW DOES BUSINESS  
CENTRAL COMPARE?

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# **WHAT ARE SOME OF THE DIFFERENCES BETWEEN THESE SYSTEMS?**

Sage, Xero and Microsoft Dynamics 365 Business Central are solutions for SME organisations, however the two are very different.

It is important to know where you are at with your company's needs to have a better grasp of which product would be best for you.

**COMPARING SYSTEMS ISN'T  
EASY AND WHEN DOES IT  
MAKE SENSE FOR YOU TO  
MAKE THE SWITCH.**

**THIS IS WHY WE HAVE  
CREATED THIS GUIDE  
TO HELP YOU COMPARE  
APPLES WITH APPLES.**





# STARTING YOUR BUSINESS

Sage & Xero are great when you are starting your new business or are self-employed and you just need something to track what money comes in and out of your organisation. It is an easy solution for someone to start with as you can pick it up off a shelf and do it yourself.

There are standard pre-defined processes that will take you through the different flows from purchase to pay or from quote to cash.

Where Microsoft Dynamics 365 can help is when your company starts needing more structure around fiscal policy and more complex processes.

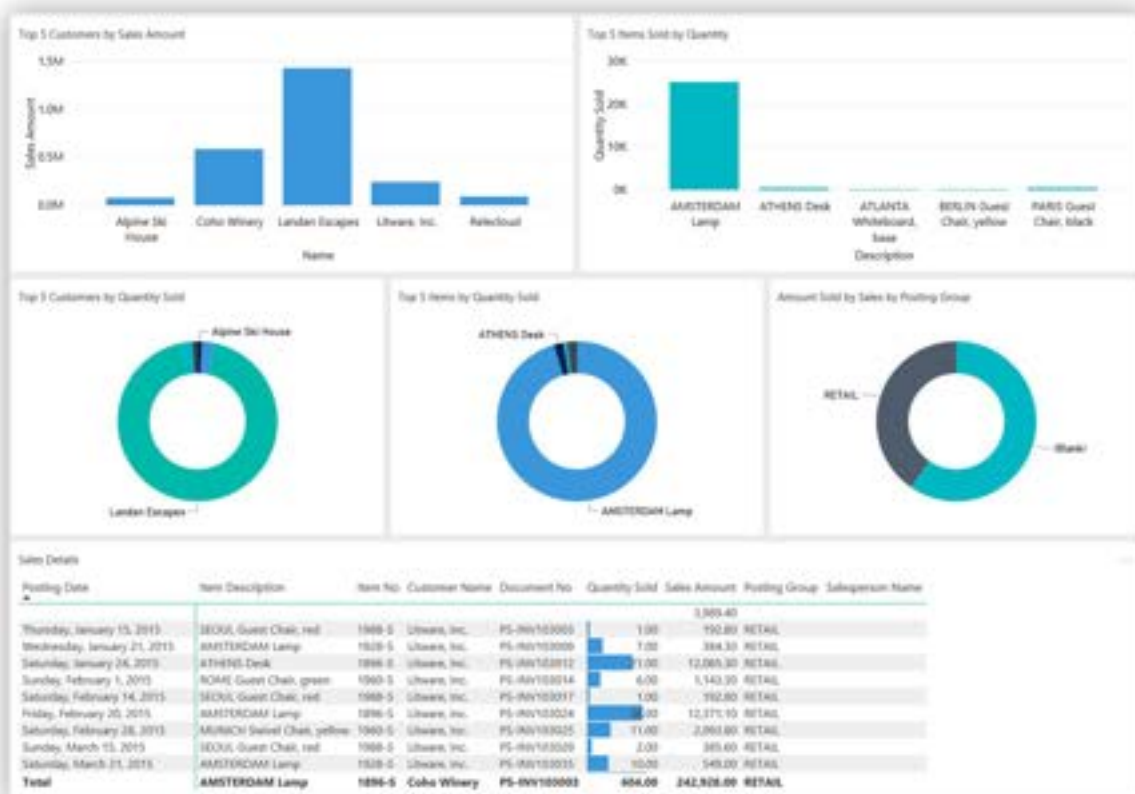
As your company continues to grow, and more accounting processes are put into place, such as month-end closes, you have the ability to increase the control around correcting historic data. As your company grows, audit trails become more important as more and more people have access to the data.

# REPORTING

**With Sage & Xero, you will have the standard out-of-the-box which is great for someone who is starting out, you don't have to spend time (and money!) trying to build them out.**

As more people have access to the data, there are different ways that the different members of the team will want to review this information, and this is why you need a more flexible reporting system that will let you slice and dice the information as you need it.

This is when Microsoft Dynamics 365 makes more sense as you can have it directly connected to Microsoft 365 (formally Office) and have updated information whenever you need it.





# **INTERNAL PROCESSES AND FISCAL POLICY**

Not always fun to talk about but becomes important as you have more people work in the company.

Sage & Xero have an integrated payroll system which is great when you are a small company and need to keep your costs down.

As you grow, payroll becomes a more time-consuming process which is when you may start to look to outsource because you don't have the amount of employees to hire someone full-time.

Sage & Xero allow you to build your chart of accounts, but as your company grows, your chart of accounts has probably evolved as well.

This is when having someone who does this all the time and can offer you standard industry best-practices might be worth the time and costs involved to getting this done correctly with Dynamics 365 Business Central, additional subledgers for inventory and job costing are available to help you better manage your General Ledger and not have a never-ending chart of accounts.

# **OUTGROWN SAGE OR XERO?**

If you are a growing business that has been using Sage or Xero for some time, you may be experiencing business pains that you can no longer accommodate. You may be in the market for a system that will not only help with your current pains, but that can also grow with your company. If you are experiencing any of the following, you should start looking at what are your future possibilities when it comes to accounting software.

## **ARE YOU EXPERIENCING ANY OF THE FOLLOWING?**

### **TOO MANY MANUAL PROCESSES**

The system is lacking automations therefore causing entry errors and increasing the time to complete transactions.

### **REPORTING IS NOT CUTTING IT**

Your accounting team is relying on exporting to Excel and merging documents to get the information you need.

### **SECURITY ISSUES FROM OUTDATED SYSTEMS**

Your accounting system has not been staying up-to-date and this is starting to create security issues.



## **MICROSOFT DYNAMICS 365 BUSINESS CENTRAL**

### **OUTGROWN SAGE OR XERO? HOW DOES BC COMPARE?**

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#### **SYSTEM CANNOT SUPPORT NEW ACTIVITIES**

You are adding new legal entities so consolidations must be done manually and entered as journal entries.

#### **NO ACCESS TO SUPPORTING DOCUMENTS**

The rest of your organisation is using Microsoft products such as Word and Excel which are not easily accessible in your system and not in the cloud.

#### **LACK OF INTEGRATIONS**

You are spending a lot of time sorting out discrepancies in your reporting between finance and operations since the systems are not connected.

**IF YOU HAVE YEST TO ANY OF THESE:**

**DON'T LET YOUR ACCOUNTING SOFTWARE  
BE THE OLDEST PIECE OF SOFTWARE THAT  
YOU HAVE IN YOUR BUSINESS.**

**YOU NEED TO HAVE A SOLID BASE TO BUILD THE REST OF  
YOUR ORGANISATION AROUND IT.**

DO YOU HAVE  
TOO MANY MANUAL  
PROCESSES?

IS YOUR  
REPORTING INTO  
CUTTING IT?

DO YOU  
WANT A MODERN  
SYSTEM?

HAVE YOU  
OUTGROWN YOUR  
SYSTEM?

DO YOU WANT  
EVERYTHING  
MICROSOFT?

DO YOUR  
SYSTEMS NOT TALK  
TO EACH OTHER?

# **GENERAL FEATURES**



Scalability and accessibility are some of the primary differences between the two systems. Implementing a new system within your organisation regardless of its size requires time, effort and resources.

This is why you do not want to be changing solutions every 3 years. Having a solution that can grow with your organisation allows your employees to adopt and exploit its details to its fullest, in order to get the most of our your investment.

# **EXTENDED CUSTOMISATION AND CAPABILITIES**

Your business requirements change as additional people need to enter the accounting system. Security and audit trails play a more important role as requirements around segregation of tasks and GAAP principles are increased.



# ADVANCED FEATURES

Reporting is an essential part of any business, but as activities and departments become more complex, it is important to be able to analyse information at a more granular level.

As your company continues to grow, the complexity of the transactions increases as well. These activities can be done manually outside of the system, but once they become more frequent, these types of transactions should be automated and available within the system.



| SAGE50C                             |   | BUSINESS CENTRAL   |
|-------------------------------------|---|--|
| Market                              | Accounting solution targeted at single company SMB  | All-in-one business management solution/ERP targeted at all SMBs   |
| Functionality                       | <ul style="list-style-type: none"> <li>- Chart of accounts</li> <li>- Sales Processes</li> <li>- Purchases &amp; Processes</li> <li>- Bank Management</li> <li>- Tax Management (MTD Compliant)</li> <li>- Credit Card Processing</li> <li>- Basic Inventory</li> </ul> | <ul style="list-style-type: none"> <li>- General Ledger</li> <li>- Sales Quote to Cash Process</li> <li>- Purchase Quote to Cash Process</li> <li>- Bank Management</li> <li>- Tax Management (MTD Compliant)</li> <li>- Cash Flow Forecasting</li> <li>- Budget Management</li> <li>- Fixed Asset Management</li> <li>- Job Costing</li> <li>- Inventory &amp; Planning</li> <li>- Warehouse Management</li> <li>- Assembly Management</li> <li>- Bill of Materials</li> <li>- Relationship Management</li> </ul> |
| Accessibility                       | - Remote Data Access (Sage Drive)   | - Full cloud solution, accessed through any browser  |
| Office 365 Integration              | - Yes additional cost   | <ul style="list-style-type: none"> <li>- Given Business Central sits in Azure, there's native integration with the rest of the Microsoft stack</li> <li>- Office 365, the other Dynamics 365 apps and the Power Platform</li> </ul>  |
| Volume & Transaction Capabilities   | <ul style="list-style-type: none"> <li>- 1.5 million</li> <li>- Server storage and can back up to the cloud at additional cost</li> </ul>   | - No transactional or user limitations. 80GB storage capacity (additional can be purchased)  |
| Software Updates                    | - Updates must be purchased and installed   | - Automatic updates. No action needed from the user  |
| Automation                          | - No solution for automation  | - Inbuilt approval workflows and native integration to Power Platform  |
| Customisations & Integrations       | - Can integrate with Microsoft 365 with additional charge   | <ul style="list-style-type: none"> <li>- Users can personalise screens</li> <li>- Use Microsoft Word to edit reports</li> <li>- Extensions (apps) for development</li> <li>- Integrated with the Power Platform</li> <li>- Excel integration (master data can be opened in excel and pushed directly back into BC)</li> <li>- Integrates natively with Outlook allowing for orders etc to be created directly from emails</li> </ul>   |
| Reporting                           | <ul style="list-style-type: none"> <li>- Pre-set reports for all system areas</li> <li>- Report Designer allows for some customisation</li> </ul>   | <ul style="list-style-type: none"> <li>- Pre-set reports for all system areas</li> <li>- Customisable views (like transaction filters, these filters can be saved and ran at the click of a button)</li> <li>- Account Schedules</li> <li>- Native integration with Power BI which can be imbedded with the BC landing page</li> <li>- Jet Reports</li> </ul>  |
| Security Roles                      | - High-level access permissions granted by admin user   | - Granular permission detail ie. Read/edit/create/delete to each object and record type granted by admin user  |
| Financial Audit Trail               | - Username tagged to every post, deleted transactions appear in red and cannot be deleted   | <ul style="list-style-type: none"> <li>- Both document and financial postings are audited</li> <li>- Erroneous postings must be credited/reversed, and cannot be deleted</li> </ul>  |
| Intercompany Consolidated Reporting | - No standard functionality   | - Standard capabilities to consolidate companies and databases without the need for manual journals  |
| Deferred Revenue & Expenses         | - No standard functionality   | - Deferred revenue expense capabilities as standard  |
| Bill-to Relationship                | - Bill-to relationship for customers and vendors  | - Bill-to/ship-to relationship for customers and vendors   |
| Multi-Currency                      | - Additional fees   | - Full multi-currency transactions capabilities Automatic currency rate updates through exchange rate services (some third-party exchange rates services may charge for this service)  |
| Multi-Lingual Functionality         | - English and French  | - Business Central offers support for multiple languages   |
| CRM Integration                     | - There are several popular CRM systems that already integrate with Sage 50, these include: Sage CRM, Infor CRM, Act! Growth Suite, Microsoft Dynamics 365  | <ul style="list-style-type: none"> <li>- Some sales &amp; marketing capabilities with Relationship Mgmt. module</li> <li>- Native integration to Microsoft Dynamics 365 for Sales</li> <li>- Open API can be used to integrate other CRM's (no middleware)</li> </ul>  |



| XERO                                |   | BUSINESS CENTRAL   |
|-------------------------------------|---|--|
| Market                              | Accounting solution targeted at single company SMB  | AE-in-one business management solution/ERP targeted at all SMBs  |
| Functionality                       | <ul style="list-style-type: none"> <li>- Chart of accounts</li> <li>- Sales Processes</li> <li>- Purchases &amp; Processes</li> <li>- Bank Management</li> <li>- Tax Management (MTD Compliant)</li> <li>- Credit Card Processing</li> <li>- Basic Inventory</li> <li>- Fixed Assets Management</li> <li>- Cashflow Management</li> </ul> | <ul style="list-style-type: none"> <li>- General Ledger</li> <li>- Sales Quote to Cash Process</li> <li>- Purchase Quote to Cash Process</li> <li>- Bank Management</li> <li>- Tax Management (MTD Compliant)</li> <li>- Cash Flow Forecasting</li> <li>- Budget Management</li> <li>- Fixed Asset Management</li> <li>- Job Costing</li> <li>- Inventory &amp; Planning</li> <li>- Warehouse Management</li> <li>- Assembly Management</li> <li>- Bill of Materials</li> <li>- Relationship Management</li> </ul> |
| Accessibility                       | - Full cloud solution, accessed through any browser   | - Full cloud solution, accessed through any browser  |
| Office 365 Integration              | - Can integrate with Office 365 with Outlook to save emails and attachments to Xero HQ  | <ul style="list-style-type: none"> <li>- Given Business Central sits in Azure, there's native integration with the rest of the Microsoft stack</li> <li>- Office 365, other Dynamics apps, and the Power Platform (Power Apps, Power BI &amp; Power Automate)</li> </ul>   |
| Volume & Transaction Capabilities   | - File storage 1GB  | - No transactional or user limitations, 80GB storage capacity (additional can be purchased)  |
| Software Updates                    | - Automatic updates. No action needed from user   | - Automatic updates. No action needed from the user  |
| Automation                          | - No solution for automation  | - Inbuilt approval workflows and native integration to Power Platform  |
| Customisations & Integrations       | <ul style="list-style-type: none"> <li>- Xero marketplace</li> <li>- Can customise sales orders / invoices etc</li> </ul>   | <ul style="list-style-type: none"> <li>- Users can personalise screens</li> <li>- Use Microsoft Word to edit reports</li> <li>- Extensions (apps) for development</li> <li>- Integrated with the Power Platform</li> <li>- Excel integration (master data can be opened in excel and pushed directly back into BC)</li> <li>- Integrates natively with Outlook allowing for orders etc to be created directly from emails</li> </ul>   |
| Reporting                           | <ul style="list-style-type: none"> <li>- Pre-set reports for all system areas</li> <li>- Custom reports can be built in system</li> </ul>   | <ul style="list-style-type: none"> <li>- Pre-set reports for all system areas</li> <li>- Customisable views (like transaction filters, these filters can be saved and ran at the click of a button)</li> <li>- Account Schedules</li> <li>- Native integration with Power BI which can be imbedded with the BC landing page</li> <li>- Jet Reports</li> </ul>  |
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| Intercompany Consolidated Reporting | - No standard functionality   | - Standard capabilities to consolidate companies and databases without the need for manual journals  |
| Deferred Revenue & Expenses         | - No standard functionality   | - Deferred revenue expense capabilities as standard  |
| Bill-to Relationship                | - Bill-to relationship for customers and vendors  | - Bill-to/ship-to relationship for customers and vendors   |
| Multi-Currency                      | - Premium licence only  | - Full multi-currency transactions capabilities Automatic currency rate updates through exchange rate services (some third-party exchange rates services may charge for this service)  |
| Multi-Lingual Functionality         | - English only  | - Business Central offers support for multiple languages   |
| CRM Integration                     | <ul style="list-style-type: none"> <li>- Basic CRM within Xero</li> <li>- Can integrate with Salesforce</li> <li>- Monday</li> </ul>  | <ul style="list-style-type: none"> <li>- Some sales &amp; marketing capabilities with Relationship Mgmt. module</li> <li>- Native integration to Microsoft Dynamics 365 for Sales</li> <li>- Open API can be used to integrate other CRM's (no middleware)</li> </ul>  |

# **WHAT IS COOL WITH DYNAMICS 365 BUSINESS CENTRAL?**

It's a scalable platform with seamless access to Microsoft 365 (previously Dynamics 365), other Dynamics 365 apps and all the latest technologies for insight and automation, including the Power Platform to help extend your reach across the organisation.

It is more than just an accounting system; it offers all the functionalities from an operational and reporting standpoint to help you stay on top of your current and future business needs.

Business intelligence solutions help you to support stakeholders across your entire business. The platform also has major updates twice a year to keep you up to date from a security and new business requirements perspective.

The platform integrates with the full Microsoft Office stack, including Outlook, Excel and Teams. Dynamics Fanatics are an approved Microsoft Dynamics Partner.

It's functionalities include a wide range of accounting features to help with project costing such as inventory management, cash flow forecasting, customer relationship management and real-time insights.

The variety of capabilities makes Microsoft Dynamics 365 Business Central a great solution for many business applications.



# **WE KNOW IT'S A BIG STEP... THAT'S WHY WE ARE HERE TO HELP.**

What we offer are low risk, low-cost implementation projects so that you know what you are getting before you even sign.

We want to make sure you have the right product in place from the beginning so that we help put your best practices in place and one step at a time to make this switch simple and by stage in order to make this transformation possible.

This is a complete ERP system, but you don't need to implement everything right away. You can start small and grow as business requirements evolve.

## **WANT TO LEARN MORE?**

See the possibilities around the features and functionalities with Microsoft Dynamics 365 Business Central.

Check out some of our frequently asked questions before implementing. Start planning your budget to move to an ERP solution, without the budget of a classic ERP solution.

Check out our different implementation packs to get you on your way.

# MICROSOFT DYNAMICS 365 BUSINESS CENTRAL

OUTGROWN QUICKBOOKS? HOW DOES  
BUSINESS CENTRAL COMPARE?



## Dynamics Fanatics

**WANT TO EXPLORE FURTHER?**

**WE'RE HERE TO HELP.**

**CONTACT US**

**HELLO@DYNAMICSFANATICS.COM**

