

Comparing Acumatica vs Microsoft Dynamics GP

Take a look at how Acumatica compares with Dynamics GP:

Functionality	Acumatica	Microsoft Dynamics GP
True cloud (built for cloud)	+	-
Full function ERP	+	+
Full relational database export	+	+
Customization using industry standard tools	+	-
Upgrade on your schedule	+	+
Flexible licensing options (subscription and perpetual)	+	+
Multiple deployment options (cloud, on premise, hybrid)	+	○
Scale as you grow	+	○
Lower Total Cost of Ownership (TCO)	+	-

Microsoft Dynamics GP (formerly Great Plains) is a mid-market ERP product that integrates financial management, manufacturing, distribution, and CRM.

Some of Dynamics GP's strengths are:

- Strong feature set out-of-the-box
- Third-party software support
- Support for vertical industries

Acumatica has rich ERP functionality, is highly customizable, and enjoys strong third-party software support. However, while Dynamics GP still relies on old client-server technology, Acumatica was designed from the start to be accessible through the cloud using current technology. This means Acumatica can offer more features and functions than Dynamics GP and at a lower long-term price.

Significant differentiators between Acumatica and Dynamics GP

True cloud: "True cloud" means all functionality is accessible through the internet using a standard browser without the need for additional software installation on the user's device or additional software licensing. Acumatica can be deployed on premises or in the cloud without additional equipment or software. Dynamics GP is a traditional client-server product and was NOT built for the cloud. GP can be HOSTED on a remote server but is not a true cloud ERP product. Currently, the only true cloud option offered by Microsoft for GP users today is to give up GP entirely and reimplement (at significant expense) with Dynamics 365 Business Central (formerly Dynamics NAV).

Customizations using industry standard tools: Acumatica is highly configurable and is built using industry-standard C# and .NET. Dynamics GP offers limited customizability and uses a proprietary development language, making customizations more difficult and expensive.

Multiple deployment options (cloud, on premises, hybrid): Technically, both products support cloud, on-premises, and hybrid configurations. However, Acumatica supports all three deployment options natively using a web browser to access the system. Dynamics GP, on the other hand, requires SharePoint as a front-end to enable a cloud configuration. In addition, SharePoint requires user licensing, increasing TCO.

Scale as you grow: When choosing an ERP solution, you must consider your future requirements, not just your company's current needs. Both products allow you to scale resources to support a growing company, but because Acumatica only charges by the by computing power required and not by users, you can scale your equipment as you grow, allowing an unlimited number of users to access the system regardless of their job function. Dynamics GP, on the other hand, is licensed per user and incurs greater costs as your company grows and more employees, customers, and suppliers need access to the system. Be aware of these costs and consider them in your final evaluation.

TCO: Acumatica charges by computing power used, not by user. Dynamics GP charges per user and these costs increase as your company grows. Also, Acumatica works natively in the cloud, while Dynamics GP requires a separate license for SharePoint for it to work in the cloud.

Contact us to learn more!

Nancy Bielke
952-476-7153
nancy_bielke@copelandbuhl.com