



Investing in the Future: Migrating from PeopleSoft to Microsoft Dynamics GP

With the acquisition of PeopleSoft, Oracle Corporation has shifted the landscape of the Enterprise Resource Planning (ERP) software industry. Many existing PeopleSoft customers are facing difficult decisions regarding their future relationship with Oracle. PeopleSoft customers are asking questions such as:

- **“What is the future support environment for our current software investment?”**
- **“What does Oracle’s Project Fusion strategy mean to our organization?”**
- **“What does Oracle offer in terms of a technology platform roadmap and how does that align to our goals?”**

While these questions are important, there are existing PeopleSoft customers who have been asking another important question even prior to the Oracle takeover. This question is:

- **“Are we spending too much on an annual basis in terms of Total Cost of Ownership for Peoplesoft?”**

Mid-sized companies and divisions of larger organizations are finding that using Peoplesoft software, which was originally designed for large enterprises, can create a set of issues that they did not expect. PeopleSoft is built with an extensive array of technical and functional capabilities to meet the demands of a diverse global enterprise. However, some mid-sized organizations do not have the same functional requirements as a Fortune 500 entity causing them to rethink the value of maintaining the enormous ongoing cost of the software. In short, some mid-sized organizations may be burdened with a complex software environment that is difficult to justify when looking at total cost of ownership.

Mid-Market Accounting Software -- Common Misperceptions

“A decade ago, large enterprise organizations had little choice but to purchase Tier 1 products known as Enterprise Resource Planning (ERP) solutions to meet their accounting system needs. These ERP solutions typically cost millions of dollars and often took years to implement. Today there are many comparable solutions available that are just as powerful, yet easier to use and far less expensive to implement. This article describes the current trend towards these newer, less-expensive accounting solutions.”

Accounting Software Advisor -- J. Carlton Collins, CPA --- June 2005

Similar to the trend of significant declines in the cost of hardware, the power and functionality of mid-market financial systems like Microsoft Dynamics GP has risen to the extent that they can provide a viable option for larger organizations. There are several common misperceptions about mid-market financial systems that have been established over the years by the market and analyst community. Here is a list of the most common misperceptions regarding mid-tier financial software:

- 1. Lack of Scalability** – The most common misperception about mid-tier applications, such as Microsoft Dynamics GP, is that they will not be able to scale to the transactional volume needs of a large organization. Microsoft has benchmark tested the scalability of Microsoft Dynamics GP and has published the results in a whitepaper. The results are proof that Microsoft Dynamics GP can meet the transactional needs (1,000 Concurrent Users running several thousand transactions per hour) for most large firms.

Microsoft Dynamics GP Scalability Whitepaper:

http://www.microsoft.com/dynamics/gp/product/scalability_whitepaper.mspx

- 2. Enterprise Reporting** -- Historically, only Tier 1 ERP solutions offered powerful consolidation capabilities including strong allocations, multi-currency and multi-language. Today several mid-market financial systems such as Microsoft Dynamics GP offer these same capabilities. Microsoft Dynamics GP leverages the power of both Microsoft Office Excel and Microsoft FRx Reporter.
- 3. Functional Capabilities** – A decade ago, there was a larger gap between the functional feature set of a Tier 1 vs. Tier 2 financial system in areas such as Workflow, Human Resources & Payroll, and Supply Chain Management. These gaps have closed significantly and applications such as Microsoft Dynamics GP have exceeded the functional usability of Tier 1 systems.

Microsoft Dynamics GP – A Viable Alternative to Consider

Microsoft Dynamics GP, formerly known as Microsoft Business Solutions – Great Plains, offers a cost effective alternative to PeopleSoft. Microsoft Dynamics GP is a comprehensive business-management solution built on the highly scalable and affordable platform of Microsoft technologies. As a full-scale ERP solution it provides tools for managing and integrating finances, e-commerce, supply chain, manufacturing, project accounting, field service, customer relationship management, and human resources.

Microsoft Dynamics GP works with, and like, Microsoft Office, which is well known throughout businesses worldwide. This familiar, Office-like user interface allows for people across the organization to utilize their existing skills with products such as Microsoft Office Excel, Word, Outlook, and SQL Server, to access and communicate information managed within the system. This expedites data sharing across applications because all of the components are integrated, and the information is therefore automatically shared, which helps eliminate time wasted on redundant administrative tasks. In addition, it's easy to deploy, easy to configure, and its modular approach allows clients to only implement the functions they currently need with the option of adding users and additional capabilities in the future.

Microsoft Dynamics GP will empower an organization to better analyze financial data by whatever criteria they require. The core financial suite includes General Ledger, Payables Management, Receivables Management, Bank Reconciliation, and Cash Management. In addition, Microsoft Dynamics GP analytics provide a broad range of flexible, customizable analytical functions, reporting, and budgeting options to meet companies' needs, from advanced consolidation analysis to the simplest ad-hoc reporting requests. Its applications tap into the most powerful reporting, analysis, and budgeting tools available designed for Microsoft SQL Server, providing real-time insight into the critical information needed for smarter, faster business decisions.

The Resource Group – PeopleSoft Migration Experts

The Resource Group is a leading provider of Microsoft Dynamics GP for companies in the Western Region and can help organizations migrate efficiently from PeopleSoft to Microsoft Dynamics GP. Since 1988, The Resource Group has worked with Microsoft Dynamics GP business-management software to deliver a full range of systems and services to assist with all aspects of Enterprise Resource Planning including implementation, data migration, training, and support.

Focusing only on Microsoft Dynamics GP has allowed The Resource Group to excel at customer service through strong product knowledge. Knowing the product inside and out gives them a better understanding of its structure and ability to customize and integrate with exterior applications. Since 1994, The Resource Group has achieved President's Club status, an elite form of recognition for the top 10% of Microsoft Business Solutions Partners across the world. The Resource Group was also named one of the "100 Fastest Growing Private Companies" by the Puget Sound Business Journal for four years (1999, 2000, 2001, and 2005). As a Microsoft Gold Certified Partner, The Resource Group strives to offer the best services, tools and information to ensure that their customers obtain the best possible solution for achieving long-term success.

Customer Testimonials

Casey Family Programs, a not-for-profit foundation dedicated to improving the lives of children and youth in foster care, was faced with a decision to upgrade to the new version of Peoplesoft or lose their technical support. Finding the software costly to maintain and difficult to use, Casey Family Program decided to evaluate their options. After a careful evaluation process, Casey Family Programs selected The Resource Group to help them move from Peoplesoft to Microsoft Dynamics GP. As a result of the Microsoft Dynamics GP deployment, in the first year the foundation saved \$25,000 in maintenance agreement fees, \$180,000 in information technology expenses and approximately 25 to 30 staff hours each month by streamlining a complex recurring process.

"It actually cost less to implement our Microsoft Great Plains solution than it would have to upgrade to the next version of PeopleSoft. It was amazing what we achieved in five months."

Jim Fimiani, Director of Accounting Operations, Casey Family Programs.

Overall the foundation cut costs by more than \$200,000 with new financial management from Microsoft Dynamics GP.

Simpson Investment Company, the parent company of one of the oldest forest products companies in the northwestern United States, had similar results. After spending 14 months trying to deploy PeopleSoft financial software, Simpson faced significant annual IT system operating expenses and an additional major expense for a required upgrade. The company instead turned to Microsoft Business Solutions – Great Plains and to The Resource Group for help. Not only was the Great Plains solution deployed in half the time and for about one-third the deployment cost of the PeopleSoft software, but it continues to save Simpson \$500,000 per year over the ongoing cost of the former solution.

According to Bob Schroeder, Corporate Controller at Simpson Investment Company, they “can manage Great Plains with one person instead of four (which we needed for the PeopleSoft solution) because Great Plains is a more manageable, simpler system.”

He added that “with Great Plains, we see fewer of the technical problems we saw with PeopleSoft – the software just runs. That not only makes it easier to manage – it makes it more reliable, too.”

Overall, Simpson Investment Company has achieved significant savings on a continual basis largely due to the greater manageability, ease-of-use, and reliability of Microsoft Great Plains.

The following is a list of common issues and concerns that Casey Family Programs and Simpson Investment Company faced regarding their PeopleSoft investment

- **Oracle Acquisition -- Uncertainty of Long-Term Product Direction**
- **High Cost of Internal IT Support**
- **High Software Maintenance & Upgrade Costs**
- **Expensive Consulting Fees**
- **Complex and expensive upgrades**
- **Software was difficult to use – too cumbersome for basic processes**

For companies facing similar concerns with PeopleSoft, or who are just interested in learning how to improve business processes with a significant return on investment, they can contact The Resource Group to evaluate if a move to Microsoft Dynamics GP is right for their business.

For More Information

For more information about the The Resource Group products and services, call (425) 277-4760 or visit the Web site at: www.resgroup.com