SAP Business One VS. Microsoft Dynamics

The Ultimate Comparison Guide

SAP Business One | Microsoft Dynamics

PRICING

SAP Business One has simple, all-inclusive pricing that makes budgeting easy. Future enhancements are included as part of software maintenance.

With SAP Business One, it's a one-off license fee for the entire package and is based on the type of role you have in your business and level of access you need.

Microsoft Dynamics pricing is complex and inflexible. For full back-office functions, customers must license Dynamics 365BC and Dynamics 365FO, plus Power BI analytics. Licensing options vary greatly within and between solutions.

Dynamics 365BC prohibits customers from blending licenses for limited functionality and full functionality users. You must license Essentials or Premium users, but you do not have the flexibility for both user types.

SALES READINESS

SAP Business One has always incorporated CRM with full features and functions, including opportunity/pipeline management and activities.

The comprehensive and high-performance SAP Business One mobile app gives sales professionals fast, intuitive access to customer information wherever they need it.

Microsoft Dynamics 365BC and Dynamics 365FO require a separate CRM implementation to gain complete CRM. Even then, it runs on a separate database, slowing performance.

The Dynamics 365 CRM mobile app has only limited functionality and is notorious for difficult user experiences that drag on sales productivity.

RAMP TIME

SAP Business One's UI makes business processes easy to understand, and non-technical users can perform common configuration tasks easily, right from the start.

Users create reports immediately in SAP Business One via its Crystal Reports and an innovative metadata layer that gives anyone access to information within the database.

Dynamics 365 has a steep learning curve. It bogs down users with confusing business processes and unclear role-based workflows.

The Dynamics data model is quite complicated and requires technical users to perform configurations. Software developers are frequently needed to create reports in Dynamics, further slowing business users.

PERFORMANCE

The SAP HANA advantage. SAP Business One users have access to the enterprise-grade HANA platform at an SME price. The volume of data for SMEs is increasing, and SAP HANA can handle massive volumes while delivering reports and analytics at blazing-fast speeds.

Dynamics 365 is slow. Its sub-par database platform lacks in-memory capabilities and suffers from performance problems associated with legacy analytics. Dynamics 365FO has been consistently plagued by slow performance, forcing labor-intensive fixes to the problem.

FLEXIBILITY WITH UPGRADES

In addition to your choice of deployment and ability to add more horsepower, you also have flexibility to choose when you have your SAP Business One upgrades deployed. You have complete upgrade freedom, and there are no upcharges to set up a test environment.

Dynamics 365 uses the Microsoft cloud and forces you to upgrade on their timetable, even if that means disrupting your business.

Dynamics has no notion of adding power and performance to your service as you evolve and demand more.

BUSINESS SCENARIO PORTALS

Vision33 self-service portals for SAP Business One give your customers, vendors and employees secure, web-based access to multiple self-service tools.

Using any device, your ecosystem gains self-service access to real-time information in SAP Business One anytime, anywhere.

Dynamics lacks any notion of preconfigured portals based on business scenarios. Customers must set up custom interfaces to Dynamics 365BC and Dynamics 365FO separately and only gain access to limited information.

PLEASE NOTE: this comparison guide requires the use of acronyms for Microsoft Dynamics products, because customers must license multiple Microsoft Dynamics products to gain standard ERP functionality, in order to provide a succinct comparison.

MICROSOFT PRODUCT NAMES AND THEIR ACRONYMS IN THIS GUIDE:

Microsoft Dynamics 365 Business Central is referred to as 'Dynamics 365BC'

Microsoft Dynamics 365 Finance & Operations is referred to as 'Dynamics 365FO'

Vision33

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