



Korcomptenz

Total Technology Transformation

From Microsoft Dynamics to SAP S/4HANA

A C-Suite Decision Guide for NAV, GP, SL, and Business Central Customers

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The Decision in Front of You

If you're running Microsoft Dynamics NAV, GP, SL, or Business Central, you've probably already had the "what's next?" conversation. The obvious answer — move to Dynamics 365 Finance and Supply Chain — isn't always the wrong one.

But for growing manufacturers, distributors, CPG companies, automotive suppliers, and multi-entity enterprises, the real question is bigger:

That's where SAP S/4HANA enters the conversation. Not as a default replacement for Dynamics. Not as a signal that Microsoft has failed you. But as a genuine strategic option for organizations that have outgrown fragmented systems, manual reporting, bolt-on applications, and disconnected supply chains.

This guide is designed to help CFOs, CIOs, COOs, and transformation leaders make that call with clarity — and confidence.



Is your ERP still keeping up — or quietly holding you back?

2027

GP mainstream support ends

2028

NAV & SL extended support ends

10+

Years S/4HANA can scale with you

“What ERP platform can support the operating model we need for the next decade — not just the one we have today?”

Your ERP Is Working. Your Business Has Changed

Legacy Dynamics environments have a funny quality: they keep working long after they stop supporting the business effectively. The symptoms rarely show up on an ERP screen. They show up everywhere else.

These aren't IT problems. They're operating risks. And they compound over time.

Sound familiar?

- | Finance teams rebuilding reports in Excel because the ERP can't consolidate across entities.
- | Month-end close stretching to two or three weeks.
- | Different charts of accounts across divisions or acquisitions.
- | Supply chain planning happening in spreadsheets, not systems.
- | WMS, CRM, MES, and eCommerce platforms bolted on and barely integrated.
- | ISV add-ons so deeply embedded they're now too risky to touch.
- | Customizations that make every upgrade feel like open-heart surgery.
- | A recent acquisition that brought another ERP instance — with no common data model in sight.

“

When your ERP requires workarounds to run the business, the ERP isn't doing its job anymore.



Let's Be Honest About the Dynamics 365 Path

Dynamics 365 Finance and Supply Chain Management is a real, capable platform. For many organizations, it is the right next step — and we'll be the first to say so.

Dynamics 365 makes strong sense when:

- | Microsoft cloud continuity is a board-level priority.
- | Business processes are relatively standard.
- | Your team already runs deep on Microsoft skills.
- | ERP complexity is moderate, not enterprise-scale.
- | Power Platform and Azure data investments are central to your roadmap.

But here's the honest question that most Dynamics evaluations skip:

Does the Microsoft path solve the operating model you're becoming — or only modernize the system you already have?

For organizations managing global operations, acquisition-driven growth, advanced manufacturing, complex supply chains, or multi-entity financial controls, upgrading the ERP may not be enough. You may need to redesign the foundation.



When SAP S/4HANA Deserves a Seat at the Table

SAP S/4HANA isn't for every company. But for the right company, it's transformational.

Consider it seriously when you're dealing with:



Global or multi-country operations that need a single process standard.



Acquisition-led growth where entity consolidation is a constant headache.



Advanced or process manufacturing with batch, lot, quality, and traceability requirements.



Regulatory complexity that demands real audit trails and controls.



Board pressure for stronger margin visibility, cost controls, and business resilience.



Disconnected WMS, MES, TMS, EDI, CRM, and planning systems that don't talk to each other.

SAP S/4HANA Cloud Public Edition brings modular architecture, built-in AI for core processes, and a scalable cloud ERP foundation that grows with the enterprise.

The value isn't just replacing Dynamics. It's building a cleaner, more standardized backbone for how your entire enterprise operates.

The Platform Decision Framework

Neither platform is universally right. The right answer depends on where your business is headed.

Decision Factor	Dynamics 365 May Fit Better When...	SAP S/4HANA Fits Better When...
Ecosystem fit	Microsoft alignment is a board-level priority	Platform capability outweighs vendor continuity
Growth stage	Complexity is manageable and stable	Scale, M&A activity, and global ops are accelerating
Finance & controls	Standard finance modernization is the goal	Multi-entity consolidation, audit, governance are critical
Manufacturing depth	Requirements are moderate	Batch, costing, quality, traceability are core to the business
Supply chain	Current planning model covers the business	Planning, WMS, procurement, and production need tight integration
Transformation goal	Modernize and upgrade the existing ERP	Redesign the enterprise operating model from the ground up

The CFO Case: Where S/4HANA Pays for Itself

A CFO won't sign off on an ERP migration because the technology is modern. The business case has to connect to real, measurable value.

1. **Faster Close. Stronger Controls**

A standardized finance model reduces manual consolidation, improves auditability, and creates consistent controls across every entity — even after acquisitions.

2. **Better Working Capital Visibility**

When inventory, procurement, production, and planning data are integrated, you can actually see excess stock, supplier performance gaps, and demand-supply mismatches in real time — not at month-end.

3. **Real Margin Visibility**

Reliable costing and profitability data lets leadership understand performance by product, customer, plant, and channel — not just revenue.

4. **Reduced Technology Debt**

Replacing fragile customizations, aging integrations, and unsupported ISVs lowers operational risk and eliminates the upgrade anxiety that plagues every legacy Dynamics environment.

5. **Faster M&A Integration**

A common ERP template means acquired entities can move into a standard operating model in months — not years.

6. **AI and Automation Readiness**

Clean, standardized ERP data is the foundation for automation, advanced analytics, and AI-driven decision-making. You can't build a smart business on fragmented data.

The COO Case: When Your ERP Can't Answer the Questions That Matter

For manufacturers and distributors, ERP modernization isn't just a finance initiative. It's an operations initiative.

If your current system makes it hard to answer these questions in real time, that's not an IT gap — it's a business risk:

- Where is inventory across all sites right now?
- Which customer orders are at risk of missing their delivery date?
- Which suppliers are creating bottlenecks?
- Which plants are underperforming — and why?
- Where are quality issues showing up before they become recalls?
- Where exactly is margin leaking — by product, site, or customer?
- Are production, warehouse, and finance actually working from the same data?

If the answer to most of those is “we'd have to pull it from spreadsheets,” then your ERP modernization decision should be tied to operational scale — not just application replacement.

SAP GROW Fast: The “SAP Is Too Big for Us” Objection, Answered

The most common reason mid-market companies rule out SAP without a proper evaluation? “It's too complex, too expensive, too long.”

SAP GROW Fast directly addresses that.

Built for mid-market companies ready to start their SAP journey, GROW Fast delivers a Minimum Viable Scope for cloud ERP — implemented by certified partners for predictable, rapid deployment. For organizations with fit-to-standard readiness and a controlled first-wave scope, it reframes the SAP conversation entirely:

Not “SAP is too big for us.” But “SAP can be a controlled first step toward enterprise-scale capability.”

A Practical Migration Roadmap

A successful Dynamics-to-S/4HANA migration doesn't start with configuration. It starts with executive alignment on what the business actually needs.

Phase	Executive Question	Outcome
Assess	What is holding the business back today?	Current-state pain points, risks, and readiness gaps
Compare	Should we move to Dynamics 365 or SAP S/4HANA?	Platform-fit decision framework with clear criteria
Business Case	What value can we quantify for the board?	CFO-ready value model and investment case
Future Model	What should we standardize, simplify, or automate?	Future-state operating model design
Plan Migration	How do we reduce risk throughout?	Data, integration, process, change, and cutover roadmap
Realize Value	How do we keep improving after go-live?	Analytics, automation, AI, and continuous improvement plan

The goal isn't to move every historical inefficiency into a new ERP. It's to use this moment to simplify how the business operates.

A Practical Migration Roadmap

A successful Dynamics-to-S/4HANA migration doesn't start with configuration. It starts with executive alignment on what the business actually needs.

Question	Yes/No
Are we facing NAV, GP, or SL support deadlines?	<input type="checkbox"/>
Do we run multiple ERP instances across entities or acquisitions?	<input type="checkbox"/>
Do we rely on Excel for consolidation, planning, or reporting?	<input type="checkbox"/>
Are ISVs and customizations blocking upgrades?	<input type="checkbox"/>
Do we lack real-time cross-site inventory or production visibility?	<input type="checkbox"/>
Are audit, compliance, or control requirements increasing?	<input type="checkbox"/>
Is manufacturing, quality, batch, or traceability complexity growing?	<input type="checkbox"/>
Has a Dynamics 365 evaluation exposed functional or operating model gaps?	<input type="checkbox"/>
Do we need a standard global process template?	<input type="checkbox"/>
Do we need a board-ready business case before selecting a platform?	<input type="checkbox"/>

Score	Recommended Next Step
0-3	Optimize or upgrade within Dynamics. A full platform change may not be necessary yet.
4-6	Run a platform-fit assessment. Compare Dynamics 365 and SAP S/4HANA against your actual operating model.
7-10	Build a board-level SAP S/4HANA migration business case. The signals are clear.

Why Korcomptenz? Cross-Platform Fluency You Won't Find Everywhere.

Most system integrators are committed to one ecosystem. Korcomptenz is one of the rare firms that has operated deeply in both Microsoft Dynamics and SAP for over two decades.

That matters because we're not trying to sell you a platform. We're trying to help you choose the right one.

We help leaders answer the questions that actually matter:

- | Should we stay on Dynamics and optimize — or is that just delaying the inevitable?
- | Is Dynamics 365 the right upgrade, or are we trading one set of limitations for another?
- | Does SAP S/4HANA fit our complexity and growth trajectory?
- | What's the real ROI — and what's the real risk?
- | What roadmap can the board actually approve and fund?

We bring cross-platform expertise, deep industry knowledge in manufacturing and distribution, and the ability to map your Dynamics processes, data models, and ISV functionality directly to SAP equivalents — so nothing gets lost in translation.

Make the Platform Decision Before the Migration Decision

Dynamics 365 Finance and Supply Chain is a logical path for many companies coming off legacy Dynamics. But logic shouldn't replace strategy.

For organizations facing global growth, acquisition complexity, advanced manufacturing, supply chain fragmentation, or multi-entity financial control challenges, SAP S/4HANA may offer a stronger long-term foundation than any upgrade path can deliver.

The goal isn't to switch platforms for the sake of switching. The goal is to choose the ERP foundation that best supports the business you're becoming — not the one you were five years ago.



Request a Dynamics-to-SAP S/4HANA Migration Readiness Assessment from Korcomptenz — and receive a boardroom-ready roadmap covering platform fit, risk, business value, migration approach, and next steps.





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Thank you for reading

A Client-First Approach to Transformation Value

At Korcomptenz, we believe meaningful transformation begins with upfront investment, shared understanding, and a client-first mindset.

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