



“7 Weeks of Hell”

**A Dynamics GP Customer's Painful Year with
Business Central — and the Relief of Returning Home**



“We flushed six figures and a year of effort down the drain.”

Case Study | NewStar Sourcing

The Challenge

Feeling the pressure caused by Microsoft's messaging, NewStar migrated from Dynamics GP to Business Central. The move stripped out critical functions, disrupted operations, and caused seven weeks of chaos after going live.

- ✗ Pressure from Microsoft and Partner to abandon GP
- ✗ Local partner provided little training or business process expertise
- ✗ Loss of Cavallo SalesPad Desktop, a business-critical tool
- ✗ BC couldn't handle NewStar's inventory costing, fulfillment, or batch invoicing needs
- ✗ 7 weeks of chaos in the business after going live on BC

The Solution

Returned to Dynamics GP—hosted on PowerGP Online with Njevity's proactive support.

- ✓ Supported by a Partner focused solely on Dynamics GP for the next decade
- ✓ Returned to GP in the PowerGP Online cloud for a secure, modern cloud experience
- ✓ Gained exclusive PowerGP PowerSuite tools: PowerGP Banking + PowerGP Connect
- ✓ Introduced automation and modern reporting

The Result

- ★ Business stabilized in days. Chaos eliminated.
- ★ Business Processes went from 15 clicks in BC back to 3 clicks in GP
- ★ Renewed confidence in their future on GP
- ★ Focus shifted back to growth, not survival

"Microsoft did loyal GP customers a disservice with their scare tactics. They pushed us into a system that didn't fit. If you're still on GP, don't panic. Your systems won't just stop working.

What you really need is a partner who knows GP and understands your business."

—Tony Colanino | NewStar Sourcing

1 Year

lost to failed implementation

\$100,000+

flushed in sunk costs

7 weeks

of operational chaos after going live on BC

10+ years

of GP stability regained

2–3x faster

workflows after returning to GP

Dynamics GP isn't obsolete. With Njevity and PowerGP Online, it's powerful, reliable, and built to scale. Talk to Njevity today about securing your GP future: info@njevity.com

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*I went to our board,
fell on my sword,
and took full
responsibility. We'd
flushed six figures
and a year of effort
down the drain. But I
knew we couldn't
afford to keep
pushing.*

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Why GP Customers Struggle with BC

- Neither product was written by Microsoft, and BC was never designed to replace GP
- BC (formerly known as Navision) was written by a European company for European accounting standards and processes
- BC is oriented around adapting to customer needs through Custom Development
- GP is oriented around adapting to customer needs through its robust ISV Ecosystem
- Hundreds of GP add-ons (ISVs) have no BC equivalent and partners are filling those gaps with expensive custom development projects
- Processes that once took 3 clicks in GP can take 15+ in BC

The Broken Promise of Business Central

For NewStar, pressure to leave GP was relentless. Microsoft's message was clear: move to Business Central or get left behind. Competitors echoed it. Partners reinforced it. The demos dazzled with dashboards, Power BI, and Microsoft integrations.

"We heard it everywhere: If you wait too long, you'll run out of time and resources," recalled Tony Colanino, President of NewStar. ***"The demos looked great—dashboards, reporting, Power BI. It seemed like a no-brainer. Microsoft-to-Microsoft—how hard could it be?"*** recalls Tony Colanino.

But when go-live came, the reality was brutal. Fulfillment broke. Invoices disappeared. Critical workflows collapsed. Cavallo SalesPad Desktop — the backbone of their order management — was gone.

In Tony's words, what followed their eventual go-live on Business Central was ***"seven weeks of hell."*** Having been through ERP transitions before, Tony knew that even the best ones are traumatic experiences for the business and the people. He thought they could push through. But soon he realized that there was nothing they could do to solve this "square peg, round hole" issue.

"I thought this transition just meant training my team to do things a little differently, but it wasn't just a learning curve. BC simply couldn't do what we needed."

Coming Home to GP with Njevity

“That old GP pickup truck just starts every time you turn the key. And now we’ve got Njevity showing us where the turbo switch is.”

Just before they lost access to their GP data forever, NewStar called Njevity. Within days, their Dynamics GP system was back online—this time hosted securely in PowerGP Online and supported by Njevity’s team of Dynamics GP experts. Stability returned. Confidence restored. Team morale soared.

“Smiles returned to my team. We weren’t just back on solid ground; we were stronger.”

“We’re not looking over our shoulder anymore. We’ve got the right team behind us.”

Looking Ahead— with Confidence

Today, NewStar isn’t looking over their shoulder. With GP restored, enhanced, and cloud-ready in PowerGP Online, their team is focused on growth again—not survival.

Njevity Delivered



Support by a Partner focused solely on GP for the next decade



Return to GP in the PowerGP Online cloud for a secure, modern cloud experience



Automation and modern reporting



Exclusive PowerGP PowerSuite tools: PowerGP Banking + PowerGP Connect



Whether on premise or hosted in the PowerGP Online cloud, Njevity is the Ride or Die GP Partner who will provide support, new features and even payroll tax updates for as long as you choose to run your business on Dynamics GP.

VAR

We love and support GP. It's our sole focus.

ISV

We invest in extending and enhancing GP.

CLOUD PROVIDER

We secure, protect, and deliver GP to users worldwide.



720.870.9700



njevity.com



info@njevity.com

The Truth About Dynamics GP

- GP remains the backbone of financial and operational decision-making for tens of thousands of companies
- For GP customers with ISV solutions, the transition to another system could cost hundreds of thousands of dollars in custom development
- ERP Transition projects are traumatic for the business and the employees
- GP won't stop working when Microsoft stops supporting it
- Njevity will provide support, new features and payroll tax updates for years after Microsoft stops
- If GP is working for your business, you don't have to transition to something else

Customer Advice

Go Slow.

"Don't get dazzled by fresh and flashy demos. Ask exactly how your processes—inventory, costing, fulfillment—will work in BC. And don't assume just because it's Microsoft, it'll fit your business."

Beware Hidden Costs.

"Even where BC claimed to match GP's features, it took two to three times longer to do simple tasks. Efficiency matters."

Choose the Right Partner.

"Don't pick a partner just because they're local. Make sure they deeply understand your industry and are committed to GP."

Don't Panic.

"Dynamics GP isn't obsolete. With a partner who really knows GP, it's powerful, reliable and built to scale."



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—Tony Colanino | NewStar Sourcing

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**Njevity Provides Dynamics GP Support,
New Features & Payroll Tax Updates**

Beyond 2031