PairSoft

Microsoft Dynamics GP
Microsoft Dynamics 365 Business Central

MICROSOFT ISV PARTNER

The AP Automation Buyer's Guide for Microsoft Dynamics

How Finance Teams on Dynamics GP and Business Central Are Eliminating Manual Work, Reducing Fraud Risk, and Closing Faster

For Dynamics GP & Dynamics 365 Business Central

Running Dynamics GP?

Modernize AP today and migrate your ERP on your schedule.

Running Dynamics 365 Business Central?

Unlock AI-powered AP automation, payments, and fraud protection.

Powered by PairSoft | Microsoft Dynamics ISV Partner

\$10→ \$2
Cost per invoice with automation

80%
Reduction in manual GL coding time

20+
Years of Microsoft ERP integration experience

Finance Teams on Dynamics Are Stretched to Their Limit

Whether you’re running a mature Dynamics GP installation or a growing Dynamics 365 Business Central environment, the story is the same: lean finance teams, rising invoice volumes, and AP processes that were never built for modern scale.

DYNAMICS GP

A Mature, Highly Customized ERP

- Mature, deeply embedded ERP
- Highly customized to fit the business
- AP processes still largely manual
- Upgrade and modernization decisions approaching

DYNAMICS 365 BUSINESS CENTRAL

A Modern ERP, Still Missing Modern AP

- Modern, cloud-based ERP
- Growing transaction volumes
- AP processes still manual
- Needs AI, payments, and workflow automation beyond the ERP

CFO LENS: Operational risk, audit exposure, and cost inefficiency at scale — regardless of which Dynamics ERP you run.

AP MANAGER LENS: Daily grind of chasing approvals, re-keying data, and month-end panic.

Microsoft Dynamics Is Your Financial System — Not Your AP Platform

Dynamics GP and Business Central are purpose-built for financial management, general ledger, and reporting. But out of the box, neither was designed to automate the full invoice-to-pay cycle — and that gap costs your team time, money, and audit risk every day.

Dynamics Does Well	The Gap	What PairSoft Adds
Core financial management & GL	**Invoice data capture & OCR**	13-way document capture + OCR with AI
Financial & management reporting	**Automated 2 & 3-way PO matching**	Native PO matching inside GP & Business Central
Audit-ready journal entries	**Approval workflow routing**	Out-of-the-box configurable workflows
Multi-entity & dimension accounting	**End-to-end encrypted document storage**	SOC 2 & ISO 27001 certified security
Vendor & customer records	**Integrated B2B payments**	10+ payment methods, virtual card + rebates
ERP Migration	**AP Continuity**	**Same AP platform before and after migration**

CFO LENS: Visibility gaps and compliance exposure when AP lives outside the ERP.

AP MANAGER LENS: Workarounds that eat hours — re-keying, emailing PDFs, manual matching.

5 Pillars of Modern AP for Microsoft Dynamics Organizations

01

Automated Invoice Capture & OCR

13 capture methods including email, scan, and upload. AI-powered OCR extracts line-level data and validates it directly into GP or Business Central — no retyping.

02

PO Matching & Workflow Automation

2 and 3-way PO matching with out-of-the-box workflows for invoices, vendors, purchase orders, journal entries, and bank accounts.

03

AI Agents for GL Coding

Truly autonomous AI learns from your historical accounting patterns and predicts GL distributions — reducing manual coding time by up to 80%.

04

Fraud Controls & Audit Trails

Complete audit trails on every document, SOC 2 & ISO 27001 certification, end-to-end encryption, duplicate detection, and full user access controls.

05

Integrated B2B Payments

Complete the invoice-to-pay cycle with 10+ payment methods — virtual card, ACH, wire, check — and earn rebates. Same-day or next-day supplier payments.

Protecting Every Dollar from Capture to Payment

Manual AP is a fraud and compliance liability. Without automated controls, growing organizations on GP or Business Central face duplicate payments, unauthorized approvals, and vendor fraud — risks that only compound as transaction volume grows.

WITHOUT AUTOMATION: THE RISKS	WITH PAIRSOFT: THE CONTROLS
Duplicate Payments Without automated matching, the same invoice can be paid twice — a common and costly mistake in high-volume AP environments.	**Automated Duplicate Detection** PairSoft flags duplicate invoice numbers, amounts, and vendor combinations before they reach payment.
Unauthorized Approvals Email-based approval chains have no enforcement. Invoices can bypass required sign-offs, creating audit gaps and compliance violations.	**Enforced Approval Workflows** Every invoice moves through a configurable, enforced workflow — with a complete, tamper-proof audit trail attached to every document.
Vendor / ACH Fraud Manual vendor changes — bank account updates, new vendor onboarding — are a primary fraud vector without validation controls.	**Payment Validation & Fraud Screening** Data validation on all B2B payments, security screening against known fraud patterns, and full dynamic payment reporting.

CFO LENS: Fraud controls protect company funds and reduce financial statement risk.

AP MANAGER LENS: Automated controls catch errors before they become problems — less cleanup at month-end.

From Invoice to Payment — Without Leaving Dynamics

Most AP automation stops at approval. PairSoft completes the full invoice-to-pay cycle with integrated B2B payments — right from your Dynamics environment, with automatic reconciliation back to GP or Business Central.

1	2	3	4	5
Capture	**Match**	**Approve**	**Pay**	**Reconcile**
Invoice received & OCR extracted	PO matching & GL coding by AI	Workflow routes to right approvers	10+ payment methods, same-day	Auto-posts to GP or Business Central

PairSoft Pay — Payment Methods Available:

✓ **Virtual Card + Cash Rebates**✓ **ACH / eCheck**✓ **Wire Transfer**✓ **Check**
✓ **Same-Day Settlement**✓ **Works with Any Bank**

Auto-reconciles to Dynamics GP or Business Central — real-time cash position, faster book closing.

Generate Rebate Savings

PairSoft Pay optimizes payment method selection to maximize rebate earning opportunities on every supplier payment.

CFO LENS: Real-time cash position, faster close, and rebate revenue offset AP operating costs.

AP MANAGER LENS: One click to approve and pay — no manual check runs or portal-switching.

AP Automation That Moves With You

Modernize AP today. Migrate your ERP tomorrow — on your timeline. PairSoft stays with your organization before, during, and after any ERP transition, because AP automation is an investment that outlives your ERP.

Stay on Dynamics GP

Keep your current environment and modernize AP now — no pressure to migrate on anyone else’s timeline.

Upgrade to Business Central

Move to the cloud with your AP workflows, approvals, and vendor data carried forward automatically.

Move to Sage Intacct

PairSoft reconnects to your new ERP, preserving historical invoices and AP history.

Move to NetSuite

The same AP platform, AI, and payment rails follow you into your next ERP.

- **No retraining**
- **Existing workflows remain**
- **Historical invoices retained**
- **Lower migration risk**
- **Faster ERP implementations**

CFO LENS: Protect your AP automation investment regardless of which ERP roadmap you choose.

AP MANAGER LENS: Same screens, same workflows, same suppliers — even if the ERP underneath changes.

The Business Case in Four Numbers

$10	**80%**	**404%**	**90%**
Average cost to process one invoice manually	Reduction in manual GL coding time with AI	5-year ROI for document management implementations	Reduction in time spent searching for documents
vs. $2 with PairSoft	*PairSoft AI Agents*	*Industry benchmark*	*PairSoft document vault*

AP Automation Readiness: How Does Your Team Score?

- ☐ Do you spend more than 2 hours per day on invoice data entry?
- ☐ Have you ever paid a duplicate invoice in the last 12 months?
- ☐ Do you lack a real-time view of outstanding payables in GP or Business Central?
- ☐ Do invoice approvals happen over email or Teams?
- ☐ Does month-end close take longer than 5 business days?
- ☐ Are your GL coding decisions made manually by staff for each invoice?

If you answered YES to 2 or more — it’s time to automate.

Organizations Like Yours, Results Like These

MANUFACTURING · DYNAMICS GP

Eliminated 3 Days of Manual Work at Month-End

A mid-size distributor running Dynamics GP was processing 400+ invoices per month entirely by hand. After implementing PairSoft AP Automation with AI-assisted GL coding, the finance team eliminated manual re-entry, reduced coding time by 80%, and cut month-end close from 8 days to 4 — with no changes required to their GP environment.

- ✓ **80% less GL coding time**
- ✓ **4-day month-end close**
- ✓ **One-click audit export**

PROFESSIONAL SERVICES · BUSINESS CENTRAL

AI Agents and Payments Live in Weeks, Not Months

A fast-growing services firm on Dynamics 365 Business Central combined PairSoft’s AP automation with integrated B2B payments. Invoice approvals that previously lived in email are now enforced workflows, and supplier payments are made same-day — all reconciled automatically back to Business Central.

- ✓ **100% digital approval workflows**
- ✓ **Same-day supplier payments**
- ✓ **Automatic reconciliation**

ERP MIGRATION · GP → BUSINESS CENTRAL

One AP Platform, Before and After the Move

A regional organization migrating from Dynamics GP to Business Central kept PairSoft in place throughout the transition. AP workflows, approval chains, vendor records, and historical invoices carried forward — with no retraining and no disruption to daily invoice processing.

- ✓ **Zero disruption during migration**
- ✓ **Historical invoices retained**
- ✓ **No retraining required**

What Does the Journey Look Like?

The #1 objection to AP automation is ‘it sounds complicated.’ With PairSoft’s Rapid SWIFT deployment packages, you’re live in as little as 3 weeks — with no disruption to Dynamics GP or Business Central, today or after your next ERP move.

TODAY

01

Connect

PairSoft connects natively inside Dynamics GP or Business Central. No separate application, no new login. Works on Microsoft Azure cloud.

WEEK 1–2

02

Configure

Set up AP workflows, approval chains, GL coding rules, and payment methods. Out-of-the-box workflows cover Invoice, Vendor, PO, Journal Entry, and Bank Account.

WEEK 3

03

Automate

Go live. Invoices begin flowing through automated capture, OCR, AI-assisted GL coding, and enforced approval workflows. Team training is minimal — it’s built into Dynamics.

TOMORROW & BEYOND

04

Stay Future-Proof

When you migrate ERPs, reconnect PairSoft and keep the same AP workflows, AI, suppliers, payments, and reporting — no starting over.

✓ **Mobile-ready** ✓ **No separate application** ✓ **3-week SWIFT deployment** ✓ **Works with GP & Business Central** ✓ **SOC 2 & ISO 27001 certified**

For the CFO & Finance Leader

- ✓ **Protect Company Funds**
  Automated fraud controls, duplicate detection, and SOC 2-certified security protect company dollars from misuse or error — on GP or Business Central.

- ✓ **Drive Down Cost Per Invoice**
  Reduce processing cost from $10 to $2 per invoice through automation — and generate rebate revenue through PairSoft Pay’s virtual card program.

- ✓ **Close Faster, Audit Easier**
  Real-time cash position, automated reconciliation, and one-click audit exports turn month-end from a crisis into a routine.

- ✓ **AI Is Ready — Right Now**
  PairSoft’s AI Agents for GL coding are live, proven, and reduce manual coding by up to 80%. No training required — it learns from your existing data.

- ✓ **Future-Proof Your AP Investment**
  PairSoft supports you before, during, and after any ERP migration — so your automation investment outlives the ERP it started on.

For the AP Manager & Finance Team

- ✓ **Reclaim Your Day**
  Automated invoice capture, OCR, and AI GL coding eliminate the manual data entry that consumes hours of your team’s time — freeing you for higher-value work.

- ✓ **Approvals That Actually Work**
  No more chasing sign-offs over email. Enforced workflows route every invoice to the right approver — with automatic escalation and a full audit trail.

- ✓ **Pay Suppliers in One Click**
  From approval to payment without leaving Dynamics. Same-day or next-day supplier payments via virtual card, ACH, wire, or check — all reconciled automatically.

- ✓ **Month-End Without the Panic**
  Real-time dashboards show exactly what’s approved, held, and pending. One-click exports for quarter-end and year-end close.

- ✓ **Modernize Now, Upgrade When You’re Ready**
  Get the benefits of AP automation today, without waiting on an ERP migration decision.

PairSoft

Ready to See It Inside Your Microsoft Dynamics Environment?

PairSoft is a Microsoft Dynamics ISV Partner with 20+ years of native ERP integration experience. Schedule a personalized demo to see AP automation, fraud controls, AI Agents, and integrated payments working inside your Dynamics GP or Business Central instance.

Schedule Your Demo →

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Microsoft ISV Partner | SOC 2 Certified | ISO 27001 Certified | 20+ Years Integration | Azure Cloud Platform