



HOW TO SUCCEED WITH FIREARMS OR EXPLOSIVES

ERP Migration

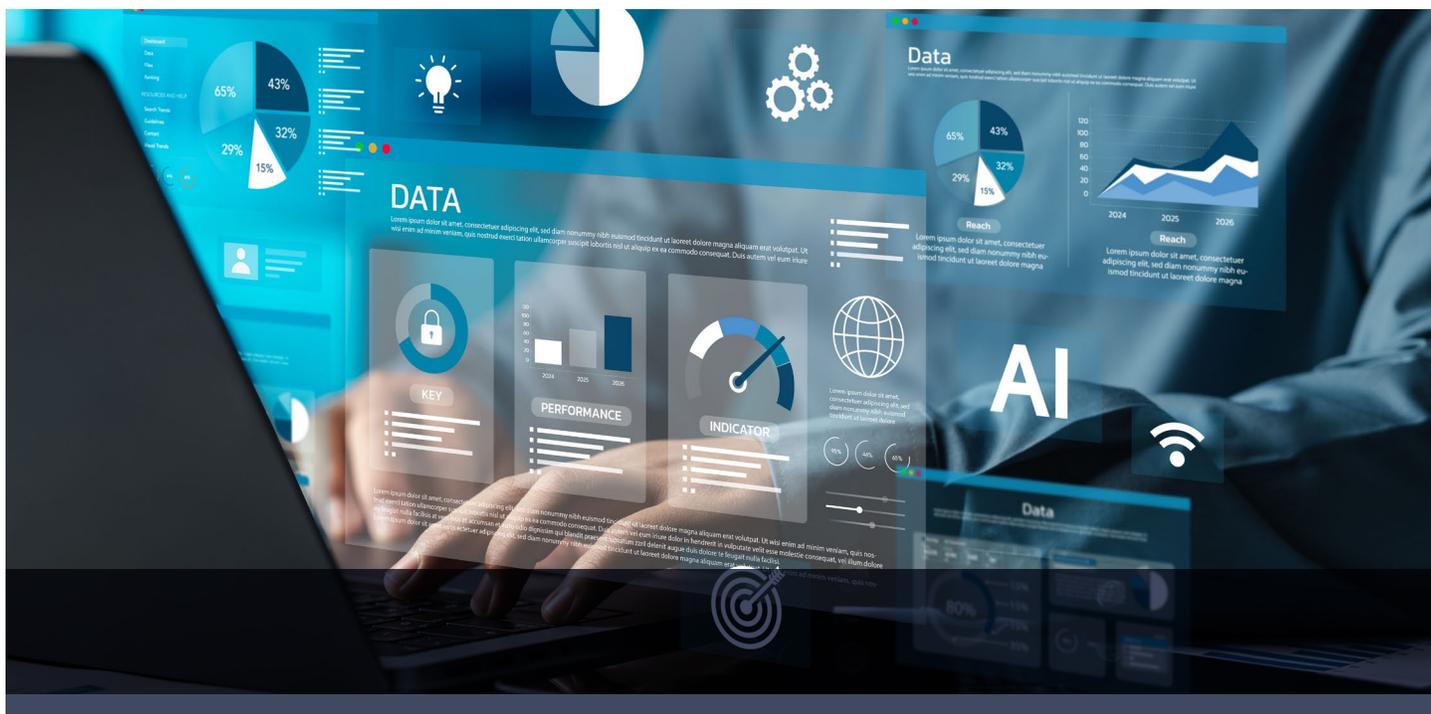


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TABLE OF CONTENTS

INTRODUCTION	1
- Why Should I Move ERP Systems?	2
- Signs It's Time to Move Your ERP System	3
- Signs It's Time to Move to an Embedded Bound Book	3
 HOW TO PREPARE FOR AN ERP SYSTEM MIGRATION	4
- Steps to Prepare for Migration	5
- User Adoption and Change Management Matter	7
- Best Practices	8
 FINAL WORDS	9
- Microsoft Dynamics 365 Business Central... ..	10
- Easy Bound Book	11
- Conclusion	12



INTRODUCTION

Firearms and explosives manufacturers, importers, and dealers face unique operational challenges that set them apart from other businesses:

- The biggest challenge is balancing efficient business practices with strict ATF compliance requirements.
- Legacy ERP and standalone bound book systems often create inefficiencies, data silos, and compliance risks in multi-contractor manufacturing systems.
- Managing serialized and date shift coded inventory is a unique challenge that can baffle ERP systems and the business partners who integrate them.
- ATF reporting requirements are not based on standard industry reporting rules, causing difficulty for IT departments.

Migrating from a legacy, on-premises ERP system to a modern, cloud-based solution like Microsoft Dynamics 365 Business Central offers significant advantages for growing businesses.

Enterprise Resource Planning (ERP) systems are critical tools that help FELs and FFLs manage core processes, such as finance, operations, and supply chain, from a centralized platform. As companies grow, legacy ERP systems can inhibit natural growth due to lack of flexibility, scalability, and modern features. Preparing for ERP migration involves evaluating current needs, aligning stakeholders, and choosing a solution that supports long-term goals and digital transformation.

But an ERP is not enough to ensure business efficiency. You must also consider your bound book. Easy Bound Book, based on Microsoft Dynamics 365 Business Central, provides an all-in-one ERP/bound book solution that eliminates double entry and makes compliance simple. Every sale, purchase, manufacture, destruction, or transfer transaction in Easy Bound Book® ERP is immediately recorded in your Bound Book so that your record keeping is always timely.

WHY SHOULD I MOVE ERP SYSTEMS?

Cloud ERPs reduce IT costs by eliminating the need for physical infrastructure and simplifying maintenance through automatic updates. It is not uncommon in today's world to spend tens of thousands of dollars on servers, operating systems and databases – without counting the technical resources required to implement and support them. And then, you will need to spend more time and money to implement sophisticated security systems to protect your system.

Cloud solutions provide greater flexibility and scalability, allowing access from anywhere and easy adaptation as business needs evolve. Real-time data, advanced analytics, and seamless integration with tools like Excel and Power BI enable firearms manufacturers and distributors like you to make faster, more informed decisions. Cloud solutions also offer enhanced security, built-in compliance, and support for remote collaboration while positioning your business to adopt future innovations like AI and automation with ease.

Easy Bound Book's built-in ERP offers a remarkably simple method to reconcile physical firearms to the Bound Book. Your all-in-one straightforward process allows you to see instantly what your issues are without toiling through lists of 100s or 1000s of firearm serial numbers. And if you use our barcode system, you can easily reconcile an inventory of tens of thousands of firearms in a matter of hours rather than days.

65%
of companies
interested in
ERP software
chose cloud-
based systems.

*(Panorama Consulting
Group)*



SIGNS IT'S TIME TO MOVE YOUR ERP SYSTEM



THERE ARE MANY REASONS FIREARMS MANUFACTURERS AND DISTRIBUTORS CHOOSE TO MIGRATE TO A NEWER, MORE MODERN ERP SYSTEM, INCLUDING:

- + Outdated technology, difficulty in integrating with essential tools, and security concerns.
- + Business expansion into new markets, increased data complexity, or changing regulatory requirements.
- + Rising maintenance costs or inefficient systems that increase operational overhead.
- + Low user adoption, lack of customization, and user frustration.
- + Lack of scalability for growing organizations needing a more flexible ERP solution.
- + Separate ERP and bound book solutions that don't communicate in real time.

SIGNS IT'S TIME TO MOVE TO AN EMBEDDED BOUND BOOK

THERE ARE MANY REASONS FFLS AND FELS MOVE TO EASY BOUND BOOK, THE ONLY EMBEDDED ATF RECORD KEEPING SYSTEM ON THE MARKET.



- + Every acquisition, disposition, manufacture, destruction, import, export, or transfer is instantly recorded.
- + No double entry. No delays. No mismatched data between ERP and bound book.
- + Built-in reconciliation workflows allow large inventories—tens of thousands of serial numbers can be reconciled in hours, not days. One client reported reconciling over 6,000 firearms before noon.
- + It's designed in collaboration with ATF experts, ensuring alignment with ATF Rulings 2016-1, 2012R-5F and 2023-1.
- + Biggest reason? You build compliance into your business processes rather than tacking it on beside or on top of your other business systems.



HOW TO PREPARE FOR AN ERP SYSTEM MIGRATION

THE DECISION TO MIGRATE TO A NEW ERP SYSTEM IS NOT MADE LIGHTLY. AT THE END OF THE DAY, WHILE COMMONLY REFERRED TO AS AN “UPGRADE” OR “MIGRATION,” IT IS MORE THAN THAT. IT IS A COMPLETE REIMPLEMENTATION THAT OFTEN INVOLVES BUILDING A NEW SOLUTION FROM THE GROUND UP.

STEPS TO PREPARE FOR A SUCCESSFUL ERP MIGRATION

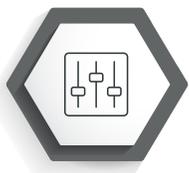


1. Work with Your ERP Partner:

If you haven't yet seen your new cloud ERP in action, book a demo with your ERP partner. They can show you exactly how the solution could work for your business and highlight top features that may be important to you.

2. Define Clear Business Goals:

Clearly define your business requirements and goals for migration. Identify any additional functionalities needed, as well as current must-haves like reporting or compliance needs.



3. Review & Compare Third-Party Solutions:

Replace fragmented ISV solutions with native ERP features, such as a built-in bound book, when possible.

4. Evaluate System Compatibility:

Determine which connections (EDI, e-commerce, shipping, payment, manufacturing equipment) need rework.



5. Define Core Reporting Requirements:

Identify dashboards and KPIs required for finance, operations, compliance, and leadership.



6. Assemble an Implementation Team:

- Assign a champion leader.
- Executive commitment is crucial.
- Involving key stakeholders and end-users early in the planning process keeps everyone on the same page and guarantees needs are met.

7. Budget Realistically:

Consider costs for software, implementation, training, and ongoing support.



8. Clean & Prepare Data:

This is the time to clean house. Remove duplicate, inaccurate, or obsolete data; decide what history needs to migrate.

9. Prepare to move ATF Bound Books:

- ATF requires that your original records be retained permanently.
- Each firearm must be dispositioned from the old system before the Acquisition into your new bound book.
- Acquisitions must retain the original Acquisition data in your new book.

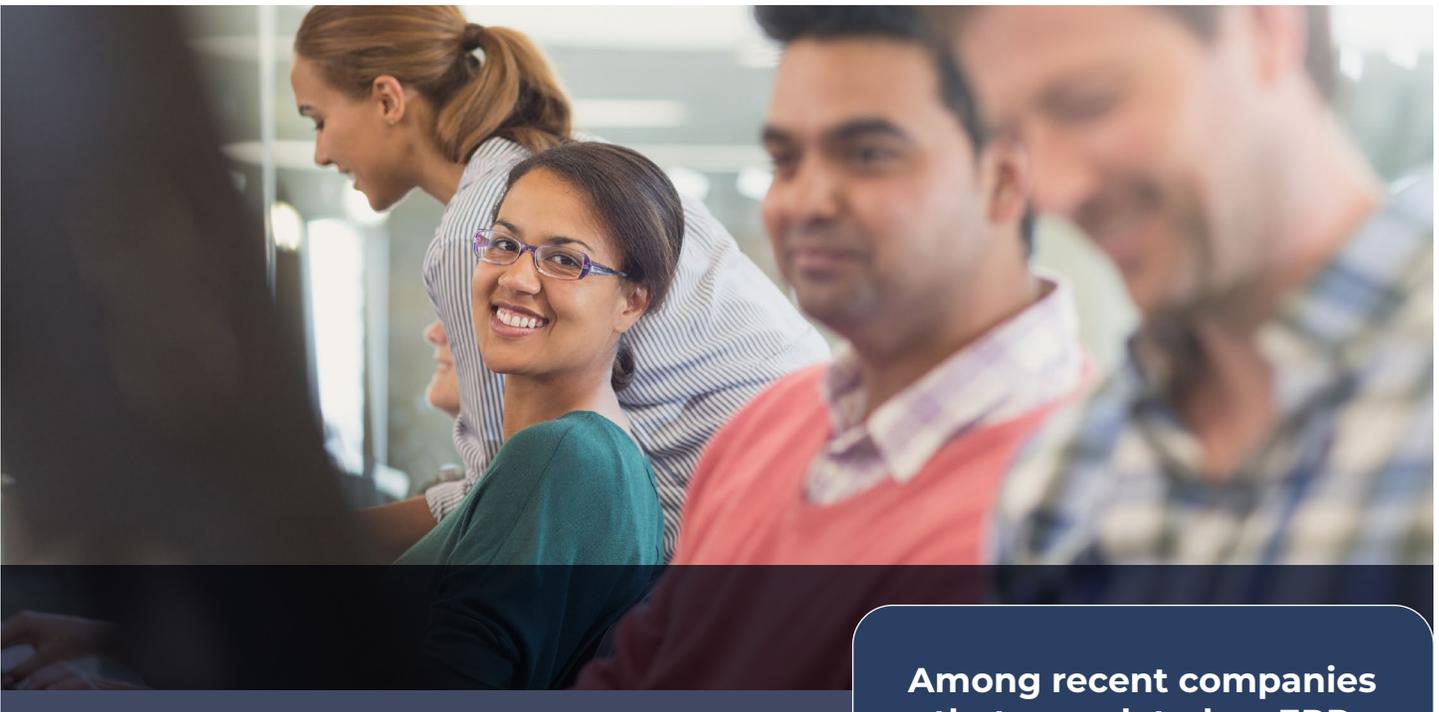


USER ADOPTION AND CHANGE MANAGEMENT MATTER

Even the best ERP system fails without user adoption. In a regulated environment, adoption is even more critical. Your success depends far more on people and processes than on technology itself.

HERE'S WHY USER ADOPTION AND CHANGE MANAGEMENT MATTER:

- 1** **Minimizes Resistance:** ERP systems often drastically change workflows. Without proactive change management, users may resist the system, reducing ROI and system effectiveness.
- 2** **Ensures Data Integrity:** Poor adoption often results in incomplete or incorrect data entry, which undermines the ERP's core value. If certain users don't adopt the new system, your compliance is at risk.
- 3** **Accelerates ROI:** The organization achieves a return on investment only when the system is fully and properly utilized.
- 4** **Reduces Downtime:** Well-managed change reduces disruptions to business operations during the transition.
- 5** **Ensure Long-term Success:** Your business success and growth are directly affected by the foundation you put in place right now. One client reported being able to pick, pack, and ship more firearms with two employees than previously possible with five and said they wouldn't have survived the Covid rush with Easy Bound Book.



BEST PRACTICES:

WHILE ASSEMBLING AN IMPLEMENTATION TEAM AND TECHNOLOGY “CHAMPIONS” DURING THE ERP MIGRATION IS A GOOD PLACE TO START IN ENSURING A SUCCESSFUL IMPLEMENTATION AND ADOPTION, HERE ARE A FEW MORE BEST PRACTICES.

- ✓ Secure support from executive leadership. Management should champion the process and actively communicate the “why” behind the new ERP change.
- ✓ Use multiple channels (emails, meetings, etc.) to clearly explain the benefits, impacts, and timeline to all those affected.
- ✓ Offer different forms of hands-on training before, during, and after go-live.
- ✓ Utilize dashboards to track usage rates, data accuracy, process completion, and training participation to show progress.
- ✓ Establish a forum for employee feedback and be patient with the learning curve; it can take time to learn a new system.

Among recent companies that completed an ERP implementation,

77%

said the most critical success factor was institutional leadership support.

(Educause)



FINAL WORDS

A RECENT REPORT BY TECHNOLOGY EVALUATION CENTERS STATES THAT THE TOP THREE REASONS BUSINESSES CITE FOR BUYING NEW ERP SYSTEMS ARE:

- Replacing outdated legacy systems
- Consolidating disparate applications
- Updating to more recent technologies

For expanding FFL and FEL businesses who need better visibility across operations and are tired of costly, time-consuming upgrades and patching cycles, moving to a cloud ERP system can help ensure future business growth and success. Access to native AI, automation, and cloud capabilities is a game changer for those who struggle to make data-driven decisions or are burdened with manual workflows.

However, planning a move to a new ERP system and/or Bound Book is a massive undertaking for any business, no matter the size. When choosing a new ERP system, it's important to, first and foremost, work with a knowledgeable ERP partner who can guide your business through every step of the way and who is invested in making the decisions that work best for your business. We're happy to help you through preparation steps such as data preparation and change management.



MICROSOFT DYNAMICS 365 BUSINESS CENTRAL

Microsoft Dynamics 365 Business Central is often considered an ideal solution for businesses to move off a legacy, on-premises ERP system for strategic and operational reasons. It balances the familiarity of Microsoft tools with the scalability of modern cloud-based solutions, making it especially appealing for growing small to mid-sized businesses.

- ✓ Fiscal management
- ✓ Inventory and warehouse management
- ✓ Supply chain operations
- ✓ Sales and customer service
- ✓ Manufacturing and production control
- ✓ Multi-location and multi-company support
- ✓ Integration of email orders, webstores, and more
- ✓ Power BI, Teams, Office, Excel integration and more
- ✓ Built in CoPilot AI assistance (agents, help and evaluations)
- ✓ Built in analysis (pivot tables) for lists

ONE CLIENT REPORTED MANAGING THEIR INTERNAL COMPLIANCE AUDIT ACROSS FORTY LOCATIONS FOR EXPLOSIVES AND FIREARMS IN ONE DAY.



THE INDUSTRY'S ONLY ERP-EMBEDDED ATF COMPLIANCE SYSTEM

BASM provides the only ERP with an embedded electronic bound book. As ERP software and firearms industry experts, we have a unique capability to enable fully compliant ERP with built-in A&D transactions. BASM continues to collaborate with ATF experts to ensure the highest degree of compliance.

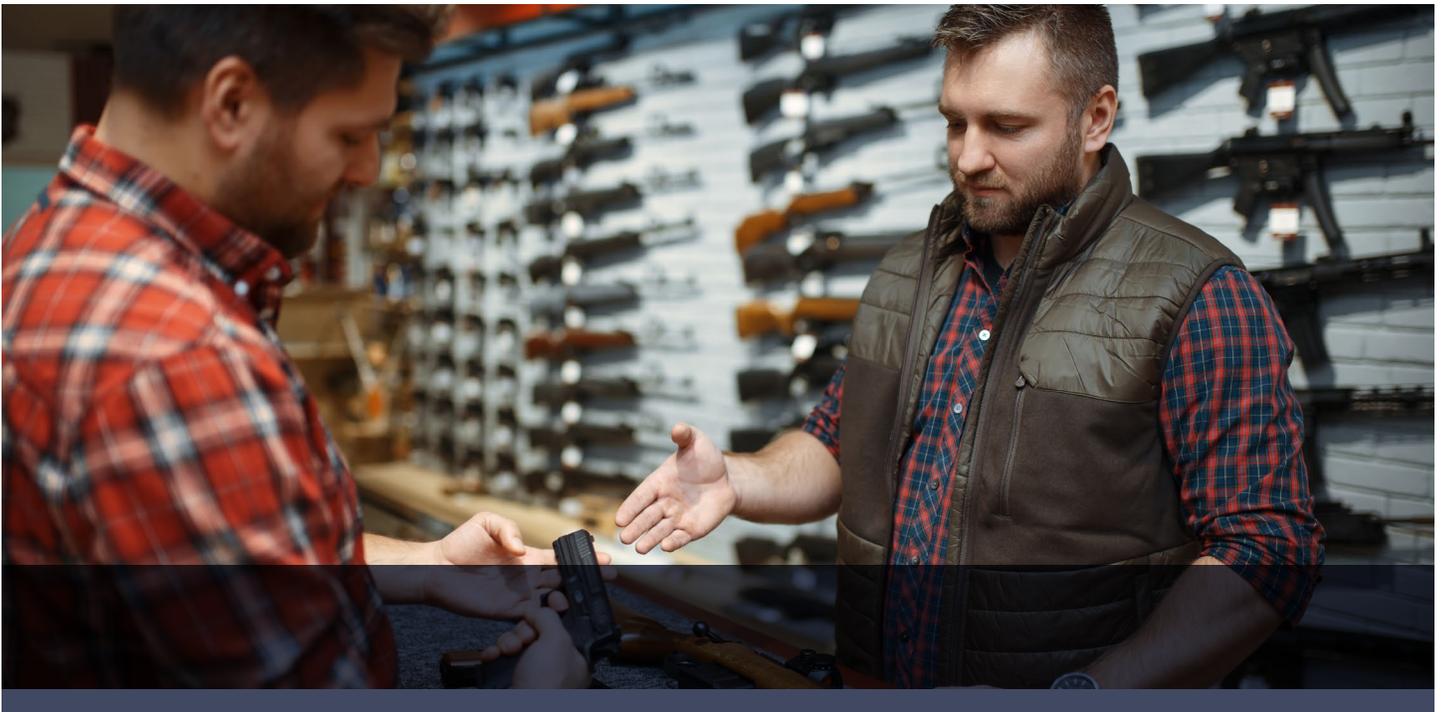
- ✓ Fully compliant with ATF Ruling 2016-1 and 2021R-5F
- ✓ Automated audit trails
- ✓ Proven compliance accuracy in ATF audits since 2008
- ✓ The industry's only ERP embedded ATF A&D system
- ✓ Electronic 4473 for retail sales
- ✓ NICS integration
- ✓ Full subcontract manufacturer control
- ✓ Assure you don't duplicate a serial number.
- ✓ Assure serial numbers are in stock for conversion to finished firearms
- ✓ Manage firearms at subcontractor sites to track processes with Purchase Orders
- ✓ Control sale of firearms to restricted states
- ✓ Easily verify FFLs validity with Easy Bound Book
- ✓ Full document storage integrated throughout Easy Bound Book records
- ✓ Track bound book entries with purchases, sales, customer returns, vendor returns, gunsmith transactions and more – all automatically, assuring timely book entry
- ✓ 4473 integrations to Sales Orders or Point of Sale to prevent firearm sales without NICS or other approval
- ✓ Automatic tracking report of NFA sales or usage for reporting to NFA
- ✓ Track customer and vendor FFL license expiry

What's more, we created the first compliance software for the explosives industry. Once again, BASM offers explosives and destructive device record-keeping software for FELs of ALL types, sizes, business models, and budgets from defense contractors to blasters.

- ✓ Fully compliant with ATF Ruling 2023-1
- ✓ Automated audit trails
- ✓ Proven compliance accuracy in ATF audits since 2019
- ✓ The industry's only ERP embedded ATF Explosives ATF record keeping system
- ✓ Automated DSMT reporting
- ✓ Bills of Lading
- ✓ Error reduction and time savings
- ✓ Single entry of Destructive Device Munitions for explosives and firearm records.
- ✓ Track customer and vendor FEL license expiry
- ✓ Compatibility tracking for Federal and DOD purposes
- ✓ Automatic Date Shift Code generation
- ✓ Manage Date Shift Code, Serialized and Lotted explosives, and DD-Munitions
- ✓ Automated Net Explosive Weight tracking by magazine
- ✓ Magazine compatibility warnings and restrictions
- ✓ Full ATF required reporting set
- ✓ Picture-enabled inventory to eliminate user mistakes in picking
- ✓ Full document storage throughout explosives records



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Using Easy Bound Book products will increase your accuracy and decrease the time required for record keeping, thus resulting in a higher degree of confidence as you face ATF inspections. You can join the hundreds of FFLs and FELs that have improved their profit margins and reduced operating expenses by using Easy Bound Book software. Whether you are a manufacturer, exporter, importer, or dealer, there is an Easy Bound Book product designed for you.

READY TO TRANSFORM YOUR BUSINESS?

Don't let outdated processes hold you back. Our team is here to help you streamline operations, optimize your supply chain, and drive growth with the right solutions.

Contact us today to learn how we can support your success.



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