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OVO Vision

Software as a Service

Key advantages and Total Cost of Ownership (TCO SaaS vs. on-premises)

Version 27

Key advantages and Total Cost of Ownership

The decision of whether or not to move to the cloud is no longer a question of “if”, but rather “when”.

Executive summary

For an organization running 50 to 150 Business Central users, moving to the cloud typically reduces the five-year total cost of ownership by an estimated 20% to 50%, alongside material gains in availability, security, and access to new Microsoft innovations. The sections below set out the key advantages, the cases in which on-premises still makes sense, and a structured five-year cost comparison; the figures shown are indicative and can be tailored to a specific situation.

We've outlined the arguments and provided a framework for making a financial comparison. Every business is unique, so the starting points may vary. We have a template available to perform a specific calculation tailored to your business.

Microsoft Dynamics 365 Business Central with OVO Vision as an extension in the cloud (SaaS) offers a number of key advantages over an on-premises installation in terms of cost, management, security, and flexibility.

No need for your own servers

Cloud

- Microsoft manages the infrastructure.
- No investment in servers, storage, or a data center.
- No need to worry about hardware replacement.

On-prem

- Purchase and maintenance of your own hardware.
- Responsibility for capacity, backups, and availability.

Automatic updates

Cloud

- Microsoft automatically performs multiple updates per year.
- Always have access to the latest features and security patches.
- No more major upgrade projects.

On-prem

- Upgrades must be planned and executed in-house.
- Often costly migration and testing processes.

Higher availability

Cloud

- Microsoft SLA with high availability.
- Redundant data centers.
- Automatic failover and disaster recovery.

On-premise

- You are responsible for redundancy and failover provisions.
- Additional investments required for high availability.

Security and compliance

Cloud

- Microsoft invests billions in cybersecurity.
- Continuous monitoring and security updates.
- Support for ISO certifications, GDPR, MFA, Conditional Access, and more.

On-premise

- Security is entirely your own responsibility.
- Higher risk of overdue updates or configuration errors.

Working from any location

Cloud

- Access via browser or app from the office, home, or on the go.
- Ideal for hybrid work.

On-premise

- Often requires a VPN or other external access.
- Greater management complexity.

Scalability

Cloud

- Easily scale users and capacity.
- No hardware upgrades required.

On-prem

- Capacity expansion often requires new hardware.

Lower IT management costs

Cloud

- Less internal management.
- No server maintenance, backups, or OS management.

On-prem

- Requires more time and expertise from the IT department or an external management provider.

Better integration with Microsoft 365

OVO Vision Cloud integrates seamlessly with:

- Microsoft Teams
- Outlook
- Excel
- Power BI
- Power Automate
- Copilot (AI features)

New Microsoft innovations almost always appear first in the cloud version.

When is on-prem still a viable option?

On-prem may still be attractive when:

- There are highly complex custom solutions that are not cloud-compatible.
- There are legal requirements that mandate data must remain strictly on-premises.
- There are extensive integrations with on-premises production systems or machines other than graders, scanners and weighing bridges.
- An organization wants to retain full control over the infrastructure.

SaaS vs. On-Premises in monetary terms

You can express SaaS vs. On-Premises fairly well in monetary terms, but it depends on your current infrastructure, management organization, and partner costs. For an organization with 50–150 Business Central users, we often see the following order of magnitude in practice.

Cost comparison over 5 years

Cost item	**On-prem**	**Cloud (SaaS)**
Servers & storage	€15,000 - €50,000	€0
Windows/SQL licenses	€10,000 - €40,000	Included
Backup & disaster recovery	€5,000 - €25,000	Included
IT management hours	€10,000 - €30,000 per year	€2,000 - €10,000 per year
BC Upgrades	€15,000 - €75,000 / upgrade	Virtually included
Security & monitoring	€5,000 - €20,000	Included
Downtime risk	High	Lower

In this setup we **do not** include MS Business Central and OVO Vision because the composition of both systems depends heavily on the desired functionality. There are also differences in the available features. New developments will be released sooner(and in some cases exclusively) in the cloud.

Scenario 1: **50 users**

On-prem (5 years)

- Hardware + SQL: €25,000
- Management: €12,000/year = €60,000
- Upgrade after 3–4 years: €20,000
- Backup/security: €10,000

Total: approximately €115,000

Cloud (5 years)

- No infrastructure costs
- Additional management and optimization: €5,000/year = €25,000

Total: approximately €25,000

Savings

€90,000 over 5 years

(approximately €18,000 per year BC and OVO Vision not included)

Scenario 2: **100 users**

On-prem (5 years)

- Hardware & SQL: €40,000
- Management: €20,000/year = €100,000
- Upgrade project: €40,000
- Security/backup: €20,000

Total: approximately €200,000

Cloud (5 years)

- Additional management: €7,500/year = €37,500

Total: approximately €37,500

Savings

€160,000 over 5 years

(approximately €32,000 per year BC and OVO Vision not included)

Scenario 3: **150 users**

On-prem (5 years)

- Hardware & SQL: €60,000

- Management: €30,000/year = €150,000
- Upgrade project: €60,000
- Security/backup: €30,000

Total: approximately €300,000

Cloud (5 years)

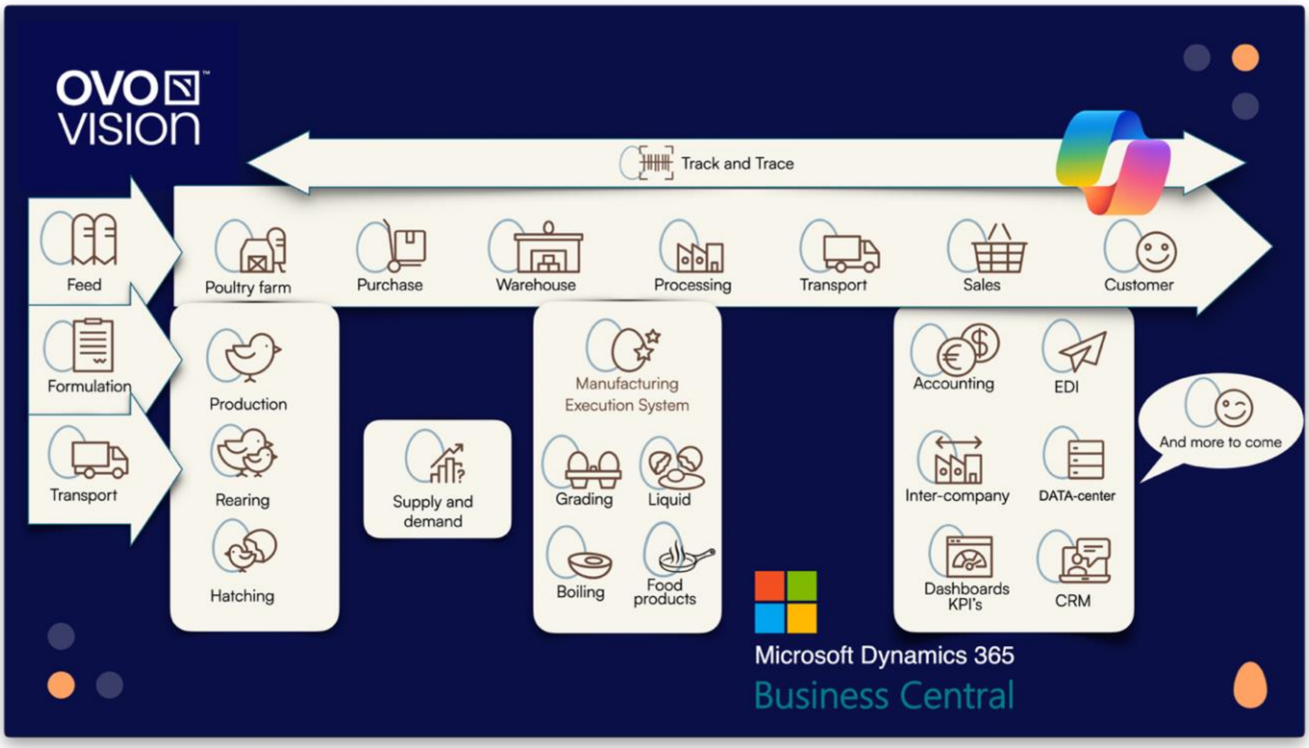
- Additional management: €10,000/year = €50,000

Total: approximately €50,000

Savings

€250,000 over 5 years

(approximately €50,000 per year BC and OVO Vision not included)



Often underestimated financial benefits

In addition to direct IT costs, there are indirect benefits:

Benefit	Indicative value
Less downtime	€5,000 - €25,000/year
No upgrade projects	€20,000 - €75,000 every 3-5 years
Less IT capacity required	0.1 - 0.5 FTE
Availability of IT staff	difficult in rural areas
Faster rollout of new functionality	difficult to quantify
Better security (lower risk of incidents)	potentially very significant
Physical space	No climate-controlled server room
Redundancy	30-50% initial hardware investment

Management summary

For an organization with 50–150 Business Central users, a migration to the cloud often yields **TCO savings of 20% to 50%** over a five-year period*. In absolute terms, this usually amounts to:

- 50 users: €75,000 – €100,000 in savings
- 100 users: €125,000 – €175,000 in savings
- 150 users: €200,000 – €300,000 in savings

* BC and OVO Vision not included

These ranges are indicative. To turn them into figures more tailored to your specific organization, we use a calculation template that models the actual infrastructure, management, and licensing costs side by side for cloud and on-premises.

Conclusion:

For most organizations, the benefits of Business Central Cloud currently outweigh the drawbacks:

- No server management
- Automatic updates
- Higher security
- Lower management costs
- Accessible anywhere
- Better Microsoft 365 integration
- Faster innovation (Copilot, AI, Power Platform)
- **TCO savings of 20% to 50%**

On-premises solutions still offer advantages primarily when there are specific technical, legal, or customization requirements that make a cloud migration difficult.