

# Microsoft Dynamics® GP Modular Functionality

---

## **Table of Contents**

<b>Financial Management.....</b>	<b>4</b>
Account Level Security .....	4
Additional Languages .....	4
Analytical Accounting.....	4
Bank Reconciliation.....	4
Cash Flow Management .....	4
Cashbook Bank Management .....	5
Collections Management .....	5
Concur Expense Integrator .....	5
Customer/Vendor Consolidations.....	5
Electronic Bank Management.....	6
Electronic Banking Suite.....	6
EFT for Payables Management .....	6
EFT for Receivables Management.....	6
Electronic Reconcile .....	6
Safe Pay.....	6
Encumbrance Management.....	6
Field Level Security.....	6
Fixed Asset Management.....	6
General Ledger With AFA.....	7
Grant Management.....	7
Intercompany Processing.....	7
Lockbox Processing .....	7
Multicurrency Management .....	7
National Accounts .....	7
Payables Management.....	8
Process Server .....	8
Receivables Management.....	8
Refund Checks.....	9

# Microsoft Dynamics® GP Modular Functionality

---

Revenue/Expense Deferrals.....	9
Risk Management Suite .....	9
<b>Business Intelligence and Reporting.....</b>	<b>9</b>
Enterprise Reporting.....	9
Key Performance Indicators.....	10
Management Reporter .....	10
Microsoft Forecaster.....	10
SmartList Builder.....	10
Distribution Suite .....	10
Available to Promise: .....	10
Bill of Materials .....	10
Extended Pricing .....	10
Inventory Control.....	11
Invoicing.....	11
Landed Cost.....	11
PO Generator .....	11
Purchase Order Processing/Receivings.....	11
Returns Management .....	11
Sales Order Processing With Advanced Invoicing.....	11
<b>Manufacturing.....</b>	<b>12</b>
Manufacturing Bill of Materials .....	12
Manufacturing Order Processing.....	12
Master Production Scheduling.....	12
Materials Requirements Planning.....	12
Manufacturing Suite .....	12
Project Accounting.....	12
Time and Expense .....	13
<b>Customer Relationship Management.....</b>	<b>13</b>
Microsoft Dynamics CRM Professional Server.....	13
Human Resources .....	14
Human Resources – Advanced.....	14

# Microsoft Dynamics® GP Modular Functionality

---

Payroll (US).....	14
Payroll – Advanced.....	14
Position Control .....	15
PTO Manager .....	15
Payroll Connect .....	15
Payroll Direct Deposit .....	15
Business Portal .....	15
Microsoft® SharePoint® Server.....	15
Dynamics Client for Office .....	16
External Connector .....	16
Workflow.....	16
<b>Configuration and Development .....</b>	<b>16</b>
Modifier with Visual Basic For Applications.....	16
Customization Site License .....	16
Dynamics GP Extender .....	16
Customization Suite .....	17
Integration Manager – Conversions .....	17
Integration Suite .....	17
Developer Toolkit for Microsoft Dynamics® GP.....	17
Microsoft Dynamics® CRM Adaptor .....	17
<b>Database .....</b>	<b>19</b>
Microsoft SQL Server 2008 Enterprise Runtime Edition.....	19
Microsoft SQL Server 2008 Standard Runtime Edition .....	19

# Microsoft Dynamics® GP Modular Functionality

---

## ***Financial Management***

### ***Account Level Security***

Account-level security enhances security and account views. Users can enter, edit, and view information from a reduced account set based on the access granted for accounts.

### ***Additional Languages***

Allows for setting up the local client code with one of 10 languages.

### ***Analytical Accounting***

Analytical Accounting is a tool that helps you to analyze, interpret, and create reports based on your company's chart of accounts. Using Analytical Accounting, you can better assess your company's accounts. You can also store information which cannot be computed in monetary terms such as labour hours. You can enter detailed analysis information without resorting to segmental accounting. You can create budgets using analysis dimensions and compare your actual figures with budgeted figures. With Analytical Accounting, you can:

- Set up unlimited analysis dimensions.
- Enter analysis information for a group of analysis dimensions.
- Create budgets using the analysis dimensions you've set up.
- Perform comprehensive reporting by exporting analysis queries to Excel®.

### ***Bank Reconciliation***

You can use Bank Reconciliation to enter and maintain checkbooks used to pay vendors, employees, distribute petty cash, and to reconcile bank statements. If you're using Payables Management and Payroll, checks printed and posted from those modules update checkbooks in Bank Reconciliation. You also can use Bank Reconciliation to complete the following tasks:

- Write checks without having to set up a vendor record or complete a computer check run
- Control reconciliation processes by creating default settings and choosing between transaction types, including checks, receipts and adjustments
- Begin reconciling one checkbook before finishing the reconcile process in a different checkbook
- View details needed to reconcile, including deposit number, transaction number, type, payment amount, and description

### ***Cash Flow Management***

You can use Cash Flow Management to predefine an opening balance for a forecast, based on a single cash management transaction or a specific General Ledger account balance. You also can base a forecast on one or more checkbook balances with or without work/adjust transactions, such as deposits, payments, and reconciliation adjustments that are not part of the checkbook balance.

Cash Flow Management is installed automatically when you install Microsoft Dynamics™ GP. You must have the appropriate registration keys to use it, however. For additional information about entering registration keys, refer to the Installation Instructions manual.

You also can use Cash Flow Management to complete the following tasks:

- Create an unlimited number of cash flow forecast definitions
- Forecast cash flows in different ways
- Create scenarios without actually recording transactions
- Summarize daily inflows and outflows of cash in the calendar window
- View the summary of any given day's cash inflow and outflow
- Obtain weekly—detailed or summary—and monthly calendar reports

# Microsoft Dynamics® GP Modular Functionality

---

## ***Cashbook Bank Management***

Cashbook Bank Management (CBM) allows you to attach unlimited chequebooks to your bank, make bank transfers, enter General Ledger, Receivables Management, and Payables Management transactions, post batches, and build deposits for your bank transactions. You can also import your bank statements into Microsoft Dynamics™ GP, and reconcile transactions at any time.

Cashbook Bank Management also integrates with Microsoft Dynamics GP so that transactions entered in Payables Management and Receivables Management update the Cashbook Bank Management reconciliation. Various reports are also available in Cashbook Bank Management, such as Setup reports, Cashbook report, Bank Reconcile report, Posting Journals, Tax Analysis report, Voided transactions report, Transaction log, Build Deposit history report etc.

Cashbook Bank Management also integrates with Analytical Accounting to provide you with detailed analysis information for transactions posted through Cashbook Bank Management.

## ***Collections Management***

You can use Collections Management to create a list of customers that meet specific user-defined criteria. For example, you can run a query on Monday to generate a list of customers that have an overdue balance on that day. When you run the same query on Tuesday, customers who have made a payment will be removed from the list and other customers with newly overdue payments will be added to the list.

You also can create customer notes and tasks, mark tasks completed or paid, print a task list, and use the tasks list to locate customer contact information.

You also can use Collections Management to complete the following tasks:

- Enter customer information
- Create an action ID to keep track of an activity
- Transfer customer accounts to different credit managers
- Enter new customer notes and tasks
- Add descriptions to the predefined letters that are provided
- Create new collections letters, such as reminder letters
- Send letters to customers using e-mail
- Calculate the average sales per day
- Calculate the average number of days that payments are outstanding in a rolling period

## ***Concur Expense Integrator***

The Concur Expense Integrator allows Customers to integrate their approved expense report data from Concur Travel & Expense into the Microsoft Dynamics GP Payables Management module with a simple import tool designed to reduce manual data entry and increase the ability to quickly pay their employees and vendors.

## ***Customer/Vendor Consolidations***

Over the course of a business relationship, some customers become vendors and some vendors become customers. You can use the customer/vendor consolidations feature to transfer information between Receivables Management and Payables Management, so you can create a customer card using information that's already in your system in a vendor card, and vice versa.

Using customer/vendor consolidations, you can consolidate balances in payables and receivables for a single company when you work with that company as both a customer and a vendor. You can assign relationships between existing customers and vendors and then apply open debit and credit documents against each other to consolidate the current balances.

# Microsoft Dynamics® GP Modular Functionality

---

## ***Electronic Bank Management***

Electronic Bank Management is designed to be one module in which all transactions appearing on your bank statement can be entered manually or imported. These transactions include payments to creditors, cash receipts from debtors, bank charges, refunds to debtors, bank transfers, and refunds from creditors.

These transactions are then matched in Electronic Bank Management with the transactions in the holding account, or posted to the General Ledger Bank/Cash account. This also makes sure that the General Ledger Bank/Cash account balances to the bank statement balance.

Electronic Bank Management also integrates with Analytical Accounting to provide you with detailed analysis information for transactions posted through Electronic Bank Management. Refer to the Analytical Accounting documentation for more information.

## ***Electronic Banking Suite***

You can use Electronic Banking to complete electronic banking activities. Electronic Banking includes electronic funds transfer (EFT) payments for Payables Management and Receivables Management, both inside and outside North America, as well as Electronic Reconcile and Safe Pay, for customers that use EFT transactions in North America.

## ***EFT for Payables Management***

Transferring funds electronically to pay vendors

## ***EFT for Receivables Management***

Set up EFT for Receivables Management so you can receive electronic payments from customers and send electronic refunds to customers.

## ***Electronic Reconcile***

You can update Bank Reconciliation information and adjustments based on downloaded data.

## ***Safe Pay***

Use Safe Pay to confirm the authenticity of a check with your bank before paying the check.

## ***Encumbrance Management***

Encumbrance accounting module specifically designed for Not for Profit and Public Sector organizations to ensure that actual expenditures and related commitments do not exceed available funds.

## ***Field Level Security***

Field level security restricts access to any field, window, or form in Microsoft Dynamics GP. It allows you to apply a password, or to make a window or form unavailable. It also allows you to hide, lock, or apply passwords to fields.

## ***Fixed Asset Management***

Create, define and manage an unlimited number of assets. Features standard fields and up to 15 user-defined fields with graphical user interface. Numerous depreciation methods available to automate depreciation routines. Integration into General Ledger to post depreciation journals and into Payables Management to pull in purchase information to fixed assets. Location IDs to aid inventory management: matching actual with recorded location. Information-sharing enabled with standard and custom reports.

# Microsoft Dynamics® GP Modular Functionality

---

## ***General Ledger With AFA***

Automates key accounting tasks to improve accuracy (includes automatic correction of posting errors) and streamlines your budget planning and financial decision-making with comprehensive reports and easy-to-use inquiry tools (features Excel wizard interface). The setup of the chart of accounts features up to 66 alphanumeric character codes, up to 10 segments and user-defined fields with 50-character descriptions.

Ignore the AFA, Advanced Financial Analysis. This technology has been replaced with Management Reporter.

## ***Grant Management***

Tracks grants, demonstrates accountability and compliance and also assists with future funding applications. As grant transactions are entered, the Analytical Accounting module will automatically validate them against the budget. Affords real-time views of budget status and of grant transactions and allocations. Particularly useful in the public and Not for Profit domains.

## ***Intercompany Processing***

You can use Intercompany Processing to set up, enter, and maintain relationships between companies so revenues or expenses incurred in one company (the originating company) can be tracked as “due to” or “due from” amounts in other companies (destination companies).

## ***Lockbox Processing***

If you're using Lockbox Processing and you have lockboxes set up at any bank, you can automatically import cash receipts transaction files from your banks, so you don't have to enter each of the transactions individually. You must set up import specifications for each bank that you import lockbox files from. You can specify information such as apply methods for each of these lockbox files.

## ***Multicurrency Management***

You can use Multicurrency Management to set up an unlimited number of currency IDs, rate types, and exchange rate tables. After setting up Multicurrency Management, you can enter multicurrency transactions using the originating amounts for the transaction or the equivalent of the amounts in your company's functional currency.

You can revalue General Ledger accounts, based on current or estimated exchange rates, and revalue Sales and Purchasing transactions. Multicurrency information can be printed on reports, as well as printing reports specific to multicurrency. You also can view and compare open-year or historical multicurrency information in detail or summary form.

## ***National Accounts***

A national account is a combination of related customers that make up a single organization. The parent customer is the controlling organization of the national account. This parent customer has child customers and is usually the customer that distributes payments on behalf of the child accounts.

A national account provides the ability to restrict payments for child customers, apply credit checking, place holds, and assess finance charges at a consolidated national account level. You also can pay the parent customer of a national account when creating a refund check for the child customer, depending on the options you select when you set up the national account using the National Accounts Maintenance window. Reports and inquiries throughout Receivables Management can provide consolidated information about the activity of a national account or provide details for an individual customer.

To become a member of a national account, a customer must meet the following criteria:

- The customer must be an open item customer.
- The customer can be part of only one national account, as a parent or as a child.

# Microsoft Dynamics® GP Modular Functionality

---

## ***Payables Management***

You can use Payables Management to maintain information about vendors, enter and post purchase transactions, and track payments to vendors. Individual posting accounts can be assigned to each vendor and you can store up to four types of transaction history for each vendor. Payments and credit documents can be applied to invoices and debit documents automatically, or individually. Payments can be generated using computer check runs or tracked after-the-fact as manual payments

You also can use Payables Management to complete the following tasks:

- Create payment schedules that help automate the process of making installment payments. In addition, you can calculate interest, amortize amounts and forecast the impact of variable interest rates, payment amounts, and installment charges.
- Specify vendors that 1099 information must be tracked for. You can print 1099 statements at any time.
- Manage disputes with vendors by placing a Hold status on selected vendor records. The Hold status prevents vendors from being paid until the hold is removed. Individual transactions also can be placed on hold. Transactions that are on hold can't be applied or paid.
- Manage payables accounts by reporting segments, such as cost center, division, department, program or fund. You can display a breakdown of your control payables account by account segment.
- Create one or more sets of reports that can be sorted by calendar or fiscal year. You can search within reports that are printed to the screen. You can create new reports, or customize predefined reports Report Writer or Crystal Reports.

## ***Process Server***

Distributed processing is the ability to send processes to other computers on a network. The Distributed Process Server, or DPS, helps you maximize the use of network processing power by allowing you to perform certain tasks that require a large amount of processing power on separate computers. This reduces the workload of client computers and improves Microsoft Dynamics GP performance. The client computer used for data entry will be immediately available to perform other tasks, so you don't have to wait to continue working while the task is completed, or work more slowly while the task is completed in the background.

The computers where you'll complete these processes are **process servers**, computers with high processing power. To take advantage of DPS, it's important that your process server be a computer with a fast processor and sufficient RAM, so that tasks can be completed as quickly as possible.

A computer you use as a process server can be a dedicated process server—a computer used only for remote processing—or a client computer that's also used for data entry or other tasks. However, to use the power of the process server as efficiently as possible, we recommend that process servers be dedicated. You can set up as many process servers as necessary, but may be limited by your network protocol.

To set up a computer as a process server, install the standard Microsoft Dynamics GP client applications. (Refer to the Installation Instructions documentation for more information.) Then you'll specify which computers in your system are process servers, and which tasks will be completed on those process servers. Sending a task to a process server is called processing a task remotely, or **remote processing**.

## ***Receivables Management***

You can use Receivables Management to set up, enter, and maintain customer records, salesperson and sales territory information, national accounts, and transactions. When necessary, you can enter beginning balances for open item and balance forward customers and set up customer classes.

You also can use Receivables Management to complete the following tasks:

- Create, modify, and post payment schedules
- Post transactions individually or in batches
- Allocate transaction amounts to posting accounts
- Enter, modify, and split commissions for your salespeople
- Enter transactions for payments received from customers

# Microsoft Dynamics® GP Modular Functionality

---

- Import bank lockbox transactions automatically

If you use Bank Reconciliation, cash transactions and payments posted in Receivables Management automatically update Bank Reconciliation. If you use Multicurrency Management, you can view functional and originating information.

## ***Refund Checks***

If you're using Receivables Management, Payables Management, and Refund Checks, you can use the refund checks feature to create receivables debit memos for customers who have credit balances, and print refund checks for those customers using Payables Management.

## ***Revenue/Expense Deferrals***

Revenue/Expense Deferrals simplifies deferring revenues or distributing expenses over a specified period. Revenue or expense entries can be made to future periods automatically from General Ledger, Receivables Management, Payables Management, Sales Order Processing, Purchase Order Processing, and Invoicing.

## ***Risk Management Suite***

**Audit Trails** for Microsoft Dynamics™ GP allows you to track changes in selected tables from any Microsoft Dynamics GP module, the Dynamics system database, or a Dexterity®-based, third-party module, to audit. Audit Trails can help verify the integrity of your data. It also helps support compliance with regulations for securing, managing and controlling business data, such as Sarbanes-Oxley and FDA 21 CFR Part 11.

Audit Trails includes the following features.

- Works with any Microsoft Dynamics GP company table or Dexterity-based, third-party table.
- Captures change history with a time, date, and User ID stamp on each event.
- Captures before-change and after-change data values.
- Allows you to view change history using the SmartView (Audit Trail) window, a query and reporting tool similar to the Microsoft Dynamics GP SmartList window.
- Allows you to export change history to Microsoft® Office Excel®.
- Allows you to specify which users can view individual audit trails.
- Captures audit trail data in a separate database to help support “closed system” requirements of regulations.

**Electronic Signatures** for Microsoft Dynamics™ GP enables companies to increase control over their system changes. Electronic Signatures supports one or more electronic signature authorizations for system changes, as well as the ability to attach electronic signature reason codes and comments to change history. Electronic Signatures provides controls to help companies meet the requirements of data compliance regulations such as FDA 21 CFR Part 11 and the Sarbanes-Oxley Act.

Electronic Signatures includes the following features:

- Allows you to set up electronic signatures to approve important system changes.
- Works with any Microsoft Dynamics GP modules or Dexterity®-based, third party developed modules.
- Supports one or more password authorizations and the capture of electronic signature reason codes and comments on specified system changes.
- Provides control of individual electronic signature assignments and passwords.
- 

## ***Business Intelligence and Reporting***

### ***Enterprise Reporting***

A system for automating data collection (from multiple sources) and reporting processes to control consolidations, budgeting and financial analysis.

# Microsoft Dynamics® GP Modular Functionality

---

## ***Key Performance Indicators***

Indicators (for Business Portal): roles-based to define and deliver personalized views of key business information via Web based portal. KPIs include profitability, debt-to-equity, gross margin and many more.

## ***Management Reporter***

Microsoft SQL-based financial statement report writer. Replaces FRx with GP 2010.

## ***Microsoft Forecaster***

Extracts real-time data from General Ledger to create and manage accurate budgets and plans which can be shared across the management team via a Web-based interface. Easy to learn: has the look and feel of a spreadsheet.

## ***SmartList Builder***

Easy to use, yet powerful query tool to output data (no matter where records reside) based on virtually any specified criteria into a user-friendly format for screen view, for print or for saving in Excel or Word (auto-formatted). Combine and link data from up to 32 separate tables, including third-party dictionaries. Many common data-analysis functions are available in pre-configured SmartList objects that can be downloaded from Microsoft.

## **Supply Chain Management**

### ***Distribution Suite***

**Advanced Distribution:** A tool intended to streamline the distribution cycle, gain rapid access to accurate information (view inventory levels for specific items at a glance and get a snap-shot view of the supply chain cycle via Distribution SmartLists), reduce input errors and automate information-sharing through a configurable workflow, allowing the user to define up to 6 stages in the order-to-invoice cycle.

**Advanced Picking:** Offers the capability to issue consolidated (bulk) picking lists across numerous orders for common items; it can meet multi-site needs. It adapts to warehouse layouts by tailoring picking routines. This module requires Advanced Distribution to run.

### ***Available to Promise:***

Maintain up-to-date information concerning stock availability, current and future, so that accurate commitments are made to customers.

### ***Bill of Materials***

You can use Bill of Materials to create bills of materials, which are lists of components needed to build a finished goods.

You also can use Bill of Materials to complete the following tasks:

- Change the status of a bill
- Copy bill components to a new bill or to an existing bill
- Enter and post assembly transactions individually or in batches
- Substitute items for components that don't have sufficient inventory quantities
- Print reports and edit lists to verify the accuracy of entered transactions

You must register and set up Inventory Control before you can use Bill of Materials because Bill of Materials depends on Inventory Control for some features such as item maintenance and batch entry.

### ***Extended Pricing***

Extended pricing might be a better option for your company if any of the following conditions are true.

- You want to use date-specific pricing.
- You want to create promotions for special pricing, such as value-off pricing or for "buy one, get one free" situations.

# Microsoft Dynamics® GP Modular Functionality

---

- You have a complex pricing structure: you want to use more tiers or you want to apply multiple promotions simultaneously

## ***Inventory Control***

Provides access to detailed inventory information from a central location, has easy to use stock analysis tools and flexible reporting capabilities, improves picking efficiency with multi-bin tracking and enables the creation of personalized pricing schemes to meet customer demands. Blends well with other GP modules, such as Sales Order Processing, Invoicing and General Ledger to streamline inventory and sales processes.

## ***Invoicing***

It's more appropriate for most companies with parts and supplies to use Sales Order Processing with Advanced Invoicing rather than this module.

You can use Invoicing to enter and edit invoices and returns and print an invoice or return. You also can manage your invoicing documents once they're entered and print reports to analyze your invoicing activity.

You also can use Invoicing to complete the following tasks:

- Correct, delete, and void invoicing documents
- Print a quote, order, invoice, back order, or return for a customer
- Allocate and fulfill items.

## ***Landed Cost***

Landed costs are the additional costs that might be associated with purchasing a product. For example, if you purchase items from another country/region, the amount you must pay also might include freight costs, or duties.

To assign a landed cost to all the items on a receipt, use the Receivings Landed Cost Apportionment window. To assign a landed cost to an item on a receipt, use the Receivings Landed Cost Entry window.

## ***PO Generator***

If you are using the purchase order generator, you can automatically generate purchase orders to replenish inventory based on a reorder point you specify. If you are using Project Accounting, you can't generate purchase orders for projects. Use the purchase order generator to analyze inventory levels and suggest purchase order line items based on default settings and reorder levels; the suggested purchase orders can be modified before they are created.

## ***Purchase Order Processing/Receivings***

Enter purchase transactions earlier in the cycle to better manage costs and improve efficiency. Complete purchasing audit control with comprehensive selection of reports to track and analyze purchase activity (full historical and performance reporting). Option to print or e-mail purchase order documents. Other features include Auto-Receive, Auto-Invoice, VAT tracking, facility to handle price and quantity variances, approvals option, commitment reporting. Integrates smoothly with Payables Management, General Ledger, Sales Order Processing and Inventory.

## ***Returns Management***

You can use Returns Management to enter, set up, and maintain your Return Materials Authorization (RMA) and Return To Vendor (RTV) documents. If Returns Management is integrated with Service Call Management, an RMA is created automatically from a returnable parts line on a service call. If Returns Management is integrated with Sales Order Processing, you can select items directly from the historical Sales Order Processing invoice that was generated for a specific customer.

## ***Sales Order Processing With Advanced Invoicing***

Manages the whole sales process from A-Z: quote to order to invoice, and with pinpoint accuracy. Enter quotes, orders, back orders, invoices and returns from one central location without data re-entry to increase office productivity. Invoices are auto-generated. Customer Priority Ranking feature to quickly identify top customers, and distinguish prospects from customers. Customizable data entry, sales documents and sales process to accommodate

# Microsoft Dynamics® GP Modular Functionality

---

an organization's unique business needs. Has seamless integration with Inventory, Receivables Management and eCommerce modules.

## ***Manufacturing***

### ***Manufacturing Bill of Materials***

Insure materials are where they should be, when they are needed. Gain tighter control of costs, locations and routings of materials, components and assemblies to maximize production efficiency and lower inventory costs. Features intuitive, graphical “tree views” of Bill of Materials for entry and inquiry.

### ***Manufacturing Order Processing***

Tracks detailed production costs; manages work orders, routings, material requirements planning (MRP), work center definitions, work in progress (WIP), outsourced operations and production costings. Facility to “mass change” the status of multiple manufacturing orders at one time.

### ***Master Production Scheduling***

Produces a manufacturing schedule that MRP considers when planning manufacturing orders.

### ***Materials Requirements Planning***

For greater accuracy and control in matching material flows and production to current projected demand. MRP is a key resource planning instrument to help reduce stock outages, drive down inventory costs and streamline the production process. Views can be in time format and with full drill-downs to source any MRP quantity.

## ***Manufacturing Suite***

**Capacity Requirements Planning:** Provides daily, weekly, and monthly views of load versus capacity at each work center.

**Job Costing:** Analyze information maintained for each job against estimated costs—such as labor, machine use, material, overhead, and shipping—to help reveal unacceptable trends that contribute to costs.

**Sales Configurator:** Creates a finished goods-specific Bill of Materials based on interchangeable parts.

**Engineering Change Management:** provides the means to collect, organize, validate and authorize process and component changes before they are released to the shop floor to ensure that they are strategically sound before they become orders.

**Quality Assurance:** a tool to design and refine processes to test the quality of incoming raw materials to meet your manufacturing process. Flexible reporting to provide suppliers and customers with customized information on quality assurance testing and processes both quickly and accurately.

**Sales Forecasting:** allows you to create forecasts for a range of items or salespeople and to combine these forecasts into a master forecast. Integrates with Materials Requirements Planning module so that material requirements plans reflect existing sales forecasts and current sales orders. Create statistical forecasting and interactive simulation scenarios with integration into Demand Planner module.

## ***Project Management***

### ***Project Accounting***

Connects project activities with company financials and timelines so that projects get completed on time and within budget. Tracks unlimited contracts and projects. Has web-based time and expense entry, fixed or variable pricing, comprehensive revenue recognition methods, profitability and WIP reporting, budgets and forecasts, flexible categories.

# Microsoft Dynamics® GP Modular Functionality

---

## ***Time and Expense***

Business Portal facility to capture, review and approve project time and expense data/reports via the Web for prompt, accurate customer invoicing and efficient reimbursement for out-of-pocket employee expenses. Helps reduce paperwork and increases operational efficiency.

## **Customer Relationship Management**

### ***Microsoft Dynamics CRM Professional Server***

Microsoft Dynamics™ CRM is a full customer relationship management (CRM) suite with marketing, sales and service capabilities that are fast, familiar and flexible helping business of all sizes to find, win, and grow profitable customer relationships.

## **Depot Management**

You can use Depot Management to enter work orders, schedule, and track the activities within your internal repair facility and to keep track of the usage of parts and labor in the repair process.

If Depot Management is integrated to Returns Management, the depot repair process can be automated further by generating work orders directly from customer return documents. Depot Management also will post transactions to General Ledger for labor and parts use during the repair process.

## **Preventive Maintenance**

When integrated with Service Call Management, you can use Preventive Maintenance to automatically generate service calls for preventive maintenance work, with a minimum of user intervention.

You also can use Preventive Maintenance to complete the following tasks:

- Create a list of preventive maintenance requirements, called a Preventive Maintenance Edit List.
- Track preventive maintenance history on generated, cancelled, and completed preventive maintenance requirements.

## **Service Call Management**

You can use Service Call Management to enter customer service requests, dispatch technicians, and manage parts, labor, and miscellaneous charges. You also can bill customers for time and material services.

By implementing Service Call Management with Contract Administration, service requests can contain specific billing and service terms as stated in your customer maintenance contracts. If Service Call Management is integrated with Preventive Maintenance, service calls can be automatically generated based on the time-in-service or use of a piece of equipment. You also can implement Service Call Management with Returns Management. By doing so, you can allow returnable parts from a service request to be seamlessly returned from the field technician into your returns warehouse. The process can improve your bottom line by capturing more warranty returns and lowering your cost of doing business.

## **Human Resource Management**

### **Benefit Self Service Suite (US)**

Personalized, secure portals to review expenses, pay and benefits, personal profiles, attendance records, recruitment, promotion and training opportunities, enter holiday requests as well as share selected data across the organization. Reduces administration costs and eliminates need for paper.

## **Federal Magnetic Media**

Enables the electronic filing of employee W-2's.

# Microsoft Dynamics® GP Modular Functionality

---

## ***Human Resources***

A module to build comprehensive records of employees to include attendance tracking, run “what if” scenarios with salary adjustment projections, access to numerous standard and customizable templates to streamline the recruitment process, standardize the process for performance reviews, facilitate information-sharing with seamless integration to GP payroll and general ledger applications.

## ***Human Resources – Advanced***

Comply with regulated licensing requirements. Automate tracking of expiration dates for licensing and certification requirements, so that you never miss a renewal again.

Empower employees to stay current. Using Microsoft Business Portal, employees and managers can see which certifications and license and training requirements have been assigned to them, and when they need to be renewed.

Track health and wellness data thoroughly and easily. Monitor tests and immunizations utilizing categories, codes, and results, including incident date, results, and renewal dates.

Automate follow-up tasks for injury and illness records. Assign next steps. Create a single record for multiple employees affected by the same incident.

Provide flexibility in employee setup. When creating employee-level records, create benefit and deduction setup records with delayed effective dates.

## ***Payroll (US)***

You can use U.S. Payroll to set up, enter, and maintain employee payroll records and transactions. Employee cards are the foundation of your U.S. Payroll system and they are used to keep your U.S. Payroll information up to date. You can view current and historical payroll information and pay activity for one employee or a group of employees.

You also can use U.S. Payroll to complete the following tasks:

- Set up employee classes to create default entries that can make data entry quicker for new employee records because the payroll information is grouped according to common factors, such as pay codes and positions
- Create batches that you use just one time, or create recurring batches for transactions that you enter on a regular basis, such as weekly payroll
- Use the reconciling process to check for discrepancies in employee financial information and for differences between detail records and summary records
- Prepare U.S. Payroll reports to analyze payroll activity and identify errors in transaction entry
- Use routines to create customized checklists for processing month-end, quarterend, or year-end tasks, such as preparing government-required W-2 and 1099-R statements

If you are using Human Resources, you can enter and maintain your employee information in Human Resources and those transactions will automatically update your Payroll records.

If you are using Direct Deposit, you can transfer funds directly to employee bank accounts when processing payroll transactions.

If you are using Bank Reconciliation, your checkbook is automatically updated when you post Payroll transactions.

## ***Payroll – Advanced***

Manage employee pay policies with maximum efficiency and streamlined processing. Enhance employee pay definition by calculating different pay rates per employee based on company, department, position, or shift. You can also automatically split employee costs.

# Microsoft Dynamics® GP Modular Functionality

---

Produce more accurate reports. Calculate accrued hours and earnings by calendar date. Just select accounting periods and pay runs, and verify your results before posting.

Create journal entries and reversing entries for accrued payroll expenses. Automatically reverse entries in the next period after verifying that the accrual results are accurate.

Post payroll hours to General Ledger. Post hours to assigned unit accounts for specific departments and positions, which gives you a quick and easy way to compare actual versus budgeted payroll hours.

Increase labor reporting capabilities. Multiple report formats provide breakdowns for employee and department data, including hours, FTEs, and earnings.

## ***Position Control***

Correlates pay rates with position via a salary matrix.

## ***PTO Manager***

Manage complex vacation and sick time policies automatically

## ***Payroll Connect***

A limited edition of Integration Manager providing for the import of payroll transactions into a general ledger batch.

## ***Payroll Direct Deposit***

Provides for creation of a file in a format compatible with bank import programs for transmission of net payroll deposits.

## **Workspace Collaboration**

### ***Business Portal***

Business Portal gives you access to business information and allows you to participate in business processes using a web-based portal. Business Portal is built on Microsoft SharePoint Server technology. It is included with Business Ready Licensing – Advanced Management or the older module-based licensing for Professional, and with GP 2010 can be purchased for a limited amount of time in 2010 as an A la Carte module with Business Ready Licensing – Business Essentials. Business Portal is the launch point and base for several other modules: Dynamics Client for Office, HR Benefit Suite modules, KPI's, Project Management Time and Expense, and others. Business Portal provides the following features:

- Role-based desktop Business Portal information and applications are organized by role. The information you see in Business Portal is only the information that is relevant to your job.
- Ad-hoc query capabilities Query pages provide the ability to search for and organize back office data through Business Portal. Links in the query results enable you to find related information quickly.
- Web browser access to Microsoft Dynamics GP windows With Business Portal, you have access to Microsoft Dynamics GP through Internet Explorer (using Windows® Terminal Services technology). You can browse directly to a Microsoft Dynamics GP window without leaving Business Portal.
- Integrated web-based applications In Business Portal, web-based applications share data, a common login, a common look and feel, and uniform navigation. Business Portal applications expand the business tasks users can perform without having access to a full Microsoft Dynamics GP client installation.

## ***Microsoft® SharePoint® Server***

Microsoft Office SharePoint Server 2007 is an integrated suite of server capabilities that can help improve organizational effectiveness by providing comprehensive content management and enterprise search, accelerating shared business processes, and facilitating information-sharing across boundaries for better business insight.

# Microsoft Dynamics® GP Modular Functionality

---

Additionally, this collaboration and content management server provides IT professionals and developers with the platform and tools they need for server administration, application extensibility, and interoperability.

## ***Dynamics Client for Office***

Microsoft Dynamics Client for Microsoft Office and SharePoint® Server, contains a collection of up to 12 self-service applications that are built into the Microsoft Office release and SharePoint products and technologies, as well as a license for the recently released Office SharePoint Server 2007. These applications, such as Time and Attendance for Microsoft Dynamics GP, and FRx® WebPort and DrillDown Viewer™, will simplify access to business information and help connect employees more closely with their company's business processes. Also included in this new offering are licensing rights for customers or industry partners to build their own Office Business Applications, a new category of programs where Microsoft Office becomes the front end for accessing the back-end ERP functionality of Microsoft Dynamics.

## ***External Connector***

The External Connectors are licenses that allow any 3rd party individual or device to access the system database, provided that the individual or device user is not employed by the customer organization. Only one External Connector license is required for each system database

## ***Workflow***

Workflow is not a module, but a deployment of technologies using Microsoft® Office SharePoint® Server, Business Portal, and various modules within Microsoft Dynamics™ GP including: Sales Order Processing, Purchase Order Processing, Payroll, or Human Resources. Incorporating workflow automation into business-specific processes can help organizations maximize efficiency, practice proactive management, and respond quickly to changing conditions. When deployed with Microsoft® Office SharePoint® Server 2007, Microsoft Dynamics™ GP delivers straightforward, flexible workflow capabilities that automate alerts and notifications for key tasks.

## **Configuration and Development**

### ***Modifier with Visual Basic For Applications***

The tool you can use to customize the appearance of applications like Microsoft Dynamics™ GP. The Modifier offers a variety of features that allow you to modify the look and feel of Microsoft Dynamics GP without affecting the integrity of the accounting system.

With the Modifier, you can change the appearance of individual windows, make global changes that affect the entire interface, and add new controls to windows. The ability to add new controls is most useful if you are also using Visual Basic® for Applications (VBA), Visual Studio® Tools for Microsoft Dynamics GP, or the Continuum API to extend the functionality of the accounting system.

### ***Customization Site License***

Allows you to use forms altered by the use of Modifier With Visual Basic For Applications without the purchase of that module. Typically, your value-added reseller has modified the forms for you.

### ***Dynamics GP Extender***

A simple yet powerful tool to extend the functionality of Microsoft Dynamics® GP. Extender allows you to create additional data entry windows to extend the information that can be captured in Microsoft Dynamics GP. There are five ways that Extender can be used to add new data entry capabilities to Microsoft Dynamics GP:

1. Extender Windows are used to link new data to existing Microsoft Dynamics GP windows. You should use an Extender Window when an existing Microsoft Dynamics GP window does not

# Microsoft Dynamics® GP Modular Functionality

---

contain all of the data that you need to track. For example, you could use Extender Windows to create a new window to track additional information against inventory items.

2. Extender Detail Windows are used to link new detail records to existing Microsoft Dynamics GP windows. You should use an Extender Window when you want to track multiple records against an existing Microsoft Dynamics GP. For example, you could use an Extender Detail Window to create a new window to track multiple contacts against a customer or vendor.
3. Extender Notes window allow you to attach multiple notes to a Microsoft Dynamics GP window. For example, you could use an Extender Note to record correspondence details against a customer or vendor. An Extender Form creates a standalone data entry form. Unlike Extender Windows, Extender Forms do not have to be attached to an existing Microsoft Dynamics GP window. Extender Forms can be used to track any type of master file or transaction information that is not already stored in Microsoft Dynamics GP. For example, you could use an Extender Form to store worksheet or job details.
4. An Extender Detail Form allows you to create a standalone data entry form with a header record and detail line items. Extender Detail Forms can be used to track any type of master file or transaction information that requires line items. For example, you could use an Extender Detail Form to store sales budgets with line items on each budget for each salesperson or sales territory.

## ***Customization Suite***

**Developer Toolkit:** The Developer Toolkit consists of three components that developers can use to build Microsoft .NET-based solutions, customizations, and extensions.

**Dexterity:** A Visual Basic-like software tool used to develop Microsoft Dynamics GP.

## ***Integration Manager – Conversions***

A 120-day license of Integration Manager.

## ***Integration Suite***

**Integration Manager** for Microsoft Dynamics™ GP is a data integration software tool that you can use to extract, transform, validate, and transfer data among your business applications, so that you won't need to re-key data. Integration Manager provides a cost-effective way to integrate data without a need for specialized knowledge of databases or programming interfaces.

## ***Developer Toolkit for Microsoft Dynamics® GP***

**eConnect** is a programmable Enterprise Application Integration (EAI) solution for Microsoft Dynamics GP. eConnect offers fast and accurate accessibility to Microsoft Dynamics GP back office document transactions through the use of several programmable interfaces including a managed code .NET. The utilization of eConnect allows development teams to focus on custom application development in the data source or front office with the ability to snap-in eConnect for valuable back office transactional access. Web Services

## ***Microsoft Dynamics® CRM Adaptor***

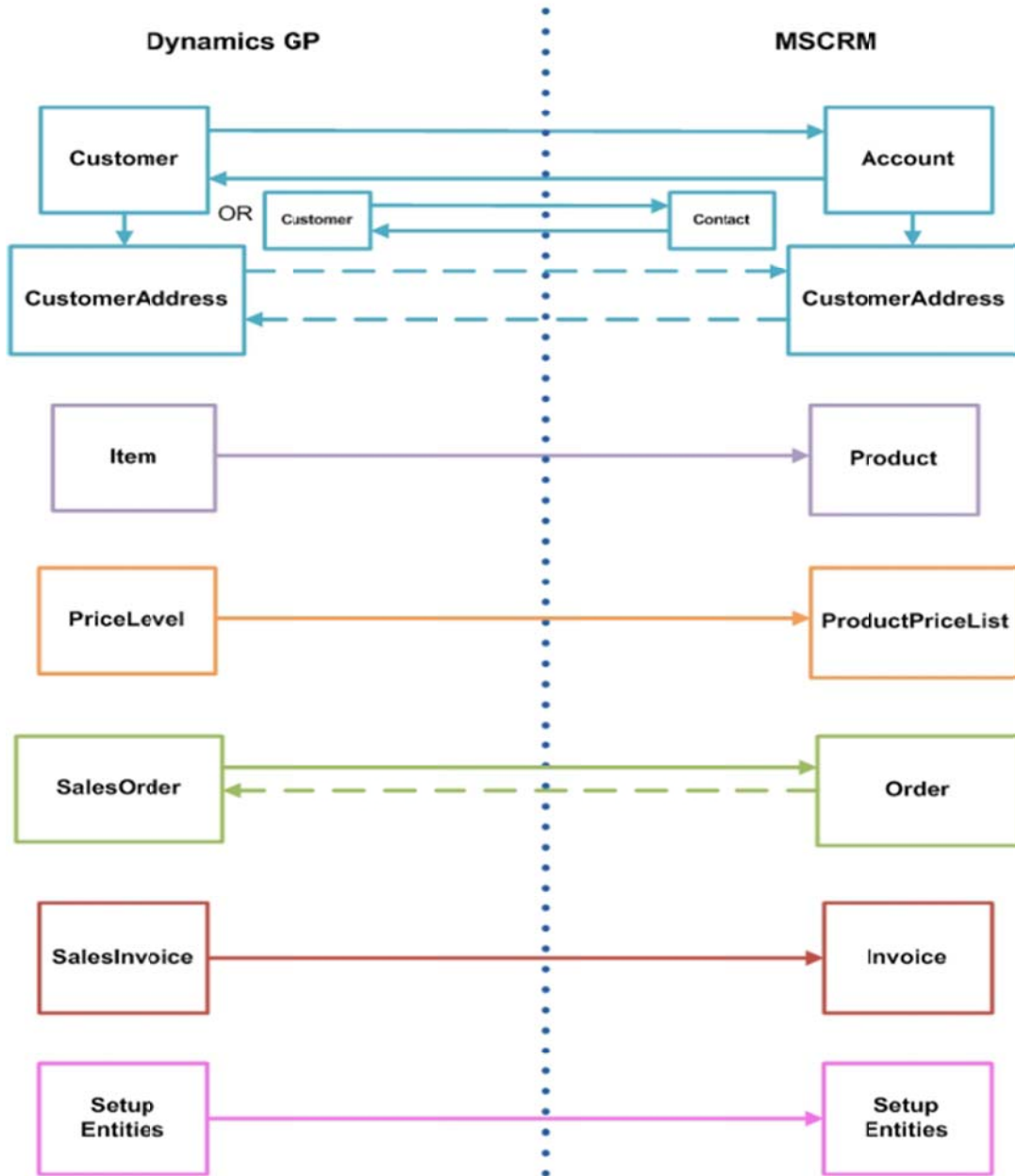
Microsoft Dynamics CRM gives you the applications and capabilities you need to easily create and maintain a clear view of customer interactions from first contact through purchase and post-sales. With tools to enhance your company's marketing, sales, and customer service processes, along with native Microsoft Office Outlook® messaging and collaboration client integration, Microsoft Dynamics CRM helps you drive consistent and measurable improvement in everyday business processes. The CRM to GP Adaptor is free of charge to licensed, current GP users.

# Microsoft Dynamics® GP Modular Functionality

MICROSOFT DYNAMICS CRM 4.0 ADAPTER FOR MICROSOFT DYNAMICS GP 10.0

## OOTB (Out-of-the-Box) ENTITY MAPPINGS

### Dynamics GP / MSCRM Integration Entities Flow Overview



# Microsoft Dynamics® GP Modular Functionality

## **Database**











### **Microsoft SQL Server 2008 Enterprise Runtime Edition**

### **Microsoft SQL Server 2008 Standard Runtime Edition**

Runtime Editions of Microsoft SQL Server are available only through select Microsoft Value Added Resellers for Microsoft Dynamics™. The Runtime Editions allow for the purchase of single user licenses rather than a base server license plus packs of Client Access Licenses (CAL's) available in 5 and 10-packs. The Runtime Editions allow for a lower total cost of ownership until you reach a user count of approximately 20.

While the Runtime Editions have the full capability of SQL Server Standard and Enterprise, the Runtime Editions is limited to use with the accompanying Dynamics ERP software or products related to its use and operation.

KEY:  = Full  = Partial/Limited  = Not Available

	SQL Server 2008 Enterprise Edition	SQL Server 2008 Standard Edition
<b>Number of CPUs</b>	OS Maximum	4
<b>Scalability &amp; Performance</b>		
<b>High Availability (Always On)</b>		
<b>Enterprise Security</b>		
<b>Data Warehousing</b>		
<b>Business Intelligence</b>		
<b>Enterprise Manageability</b>	