

A Turnkey Update...

Use Microsoft Dynamics GP and the 2007 Microsoft Office System Together for Best Results

Employees often need to use multiple programs in addition to their financial software to complete daily tasks. Companies have found that this causes productivity disruption because different software systems have often presented disparate interfaces and navigation. Microsoft Dynamics GP and the 2007 Microsoft Office system have eliminated that barrier.

Both Microsoft Dynamics GP and 2007 Microsoft Office system applications not only share similar design concepts, they also offer many points of integration. Integration between Microsoft Dynamics GP and the Microsoft Office system helps you realize a prompt return on your technology investment and extend the reach and impact of software tools in your organization.

Because Microsoft Dynamics GP and the Microsoft Office system programs offer the same interface, employees can extend existing software skills to become productive in very little time, which also means that organization-wide software adoption can happen quickly. Your business will have the potential to register tangible productivity benefits shortly upon implementation.

The use of SmartLists and smart tags has broken down barriers between Microsoft Dynamics GP and the Microsoft Office system for years, but now there are more touch points between the two realms than ever before. Workers can now export Microsoft Dynamics GP forms and information directly to Microsoft Office Excel 2007, including Office Excel PivotTables and Office Word 2007. They can also perform standardized, automated exports from Microsoft Dynamics to Office Excel 2007 and Office Word 2007. Or they can use the Microsoft Dynamics Snap applications to bring data from Microsoft Dynamics into Office Excel 2007, Office Outlook 2007 or Office Word 2007. Your employees can use these applications to search and browse business information, manage worker's time, or run reports in Office Excel 2007, without leaving the Microsoft Office system software environment.

Microsoft Dynamics GP integrates with Microsoft Office SharePoint Server 2007 to enhance effective teamwork and collaboration within the organization and between employees, customers and business partners using business portals on the company's intranet. Information from Microsoft Dynamics GP can become immediately available to people, anytime or anyplace.

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Compliance: Audit Trails and Electronic Signatures

Increase compliance and business productivity and feel confident in the integrity of your data by implementing Audit Trails and Electronic Signatures for Microsoft Dynamics GP. Having integrity and control over business information and processes helps you to ensure that your business software performs well in a review by auditors, inspectors and regulatory agencies.

Many regulations and quality standards require you to implement audit trails to document any changes to information and processes. Audit Trails for Microsoft Dynamics GP enables you to:

- Track, trace and report any designated processes in the system. This can be especially important when dealing with financial information that must be reported to board members or industry regulators.
- Gain productivity in your processes. By using Audit Trails to automatically track information for you, you can streamline your processes to save time and costs.

Improve customer responsiveness and loyalty through better organization of business processes. Your customers can benefit from consistency and accountability in your business processes. You can access customer information in less time and with more ease to provide exceptional customer service.

With Audit Trails, you decide what information is important to capture. Then select a table in Microsoft Dynamics GP, and Audit Trails will provide a screenshot with that table information. Audit Trails also captures all of the changed

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Turnkey Welcomes New Staff:

Turnkey would like to welcome the following new employees to our team:

Dan Greer—Consultant
Julie Miller—Consultant
Alan Epps—Technical Development Manager

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Advanced search capabilities within Office SharePoint Server 2007 allow people to find documents and information on company portals with ease and confidence. With Microsoft Dynamics Web services, Microsoft Dynamics GP is registered within the Business Data Catalog in Office SharePoint Server 2007, making it easy to search at the same time for structured financial or other information within Microsoft Dynamics GP as well as unstructured information that resides within Office Excel 2007 or Office Word 2007.

For more information on Microsoft Dynamics GP and the 2007 Microsoft Office systems, please contact Turnkey Technologies, Inc. at (636) 777-4110.

**Turnkey Technologies, Inc.
Moved!!!**

Please update your records with our new information:

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Chesterfield, MO 63005

Phone: (636) 777-4110
Fax: (636) 777-4117

NOTICE: Discontinued Support Announcements:

The following operating systems and Office product will no longer be supported with Microsoft Dynamics GP 10.0:

Microsoft Windows 2000 Workstation
Microsoft Windows 2000 Server
Microsoft Window 2000 Terminal Server
Microsoft Office 2000

Please take the time to evaluate your current hardware and Office installations and make any needed changes to be compatible with Release 10.0.

Microsoft Business Solutions ceased support for Microsoft CRM 1.2 on January 9, 2007. Customers are encouraged to upgrade to CRM 3.0.

Please contact Turnkey Technologies, Inc. at (636) 777-4110 for more information.

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information such as time, date and user information along with any associated before and after change values. The information is tracked at both the Microsoft Dynamics GP application level and the Microsoft SQL Server database level.

Just as it's important to have controls that track your changes, you need a way to meet the requirement of authorized signatures when certain changes and transactions happen. Electronic Signatures for Microsoft Dynamics GP makes this process easy with automatic controls that help you meet regulatory and standards-driven requirements. The electronic signatures applied by this capability are authorizations based on characteristics that make them unlikely to be discovered, such as alpha and numeric values and repeat-frequency controls. Electronic Signatures helps you:

- Reduce risk and potential errors. By using Electronic Signatures, you help to ensure that the person who made the change is authorized to do it and accountable for it.
- Reduce paperwork by electronically storing document changes. This means you're reducing the time employees spend doing manual paperwork, and you're helping to decrease the potential risk of manual errors.
- Comply with regulations when used together with Audit Trails. Audit Trails and Electronic Signatures are designed to work together so you can capture, track and report changes as well as comply with preventive controls that require authorized signatures. Attach Electronic Signatures to any of your documents.

With Electronic Signatures, you decide where you need to apply the pop-up window that requires an individual to enter a signature, password, reason code and note related to the change being made.

For more information on Audit Trails and Electronic Signatures for Microsoft Dynamics GP, please contact Turnkey Technologies, Inc. at (636) 777-4110.

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and purchasing. A Pivot Table tool sits on the GP menu allowing the user to pick a cube, dimensions, and measures. After clicking the Excel button, the user would have a pivot table that is a live link to the GP Data Warehouse. These Cubes can be easily be created, graphed and grouped into dashboards or web pages and interacted with through Excel or Business Portal.

Advanced management is being offered under a Business Ready Licensing transition promotion that runs from February 19th to June 22nd 2007. Under this promotion, GP Professional users can transition to Advanced Management for \$7,500 (regular price is \$500 per user, minimum \$10,000). This transition will give your organization all the applications that are included as part of the Advanced Management user license. For details on what is included with Advanced Management, email me at cgherardini@turnkeytec.com.

Microsoft Dynamics Promotions:

Microsoft Dynamics ERP Business Intelligence Offer

October 1, 2006 through March 23, 2007
Existing customers on GP can "Buy 2 get the 3rd Free".
Contact Turnkey Technologies, Inc. for a list of eligible modules.

Convergence 2007 Existing Customer Attendee Offer

March 11 through May 25, 2007
Existing GP customers who attend Convergence 2007 in San Diego are eligible to receive a special promotional discount when acquiring additional licenses. For customers spending \$5,000 or more on additional licenses, they'll receive a \$1,000 discount or for customers spending \$10,000 or more, they'll receive a \$2,500 discount.

Deluxe Support Services Upsell

December 4, 2006 through June 15, 2007
GP customers can upgrade their maintenance plan to the new Deluxe Support Plus Plan and receive 10% off the Support fee cost of upgrading. Or 5% off the Support fee of upgrading to Deluxe Support Standard.

FY07 Multi-Year Service Plan Renewal Pricing

July 3, 2006 through June 15, 2007
New & existing customers on GP or SBF can take advantage of a 3 year enhancement plan and save. 2% discount per year on a 3 year plan. Lapsed customers are not eligible.

FY07 Win Back Offers for Lapsed ERP Customers

July 6, 2006 through June 15, 2007
Customers whose maintenance plan has been lapsed for less than 2 years may have their lapsed re-enrollment fee waived with the purchase of a 3-year agreement. For customers who lapsed within the first 30 days past their plan expiration date, the lapsed re-enrollment fee is waived with an annual agreement.

Microsoft Dynamics GP Business Productivity Offer

January 1 through June 22, 2007
Customers can receive 25% off of Business Portal Employee Users (minimum 50) and 25% off of the following modules—HRM Self Service Suite, Requisition Management, Project Time & Expense, Electronic Document Delivery, and Order Management.

Business Ready Licensing for existing customers – Transition Offer

February 19 through June 22, 2007
Existing customers are eligible to receive a limited time offer when transitioning from Module Based Licensing to Business Ready Licensing. At the time of transition, customers can acquire additional users at up to a 35% discount off of the Business Ready Licensing price.

Business Ready Licensing for existing customers – Standard to Advanced Management Edition Offer

February 19 through June 22, 2007
Existing customers on the Standard Edition of GP are eligible to receive a discount when transitioning to the Advanced Management Edition under Business Ready Licensing. These customers can transition their current solution to Advanced Management for a fee of \$7,500 as opposed to the normal License Model Transition Fee of \$500 per user licensed with a minimum of \$10,000.

Business Ready Licensing for existing customers – Distribution Offer

February 19 through June 22, 2007
Existing customers on GP who transition to Business Ready Licensing, or who are already licensed under Business Ready Licensing are eligible to receive up to a 50% discount on the Advanced Management Edition Modules (Components) associated with Distribution (Advanced Distribution, Advanced Picking, eReturns, Extended Pricing).

6/50 Financing Promotion

July 1 through June 30, 2007
Customers may now receive financing of \$50/month for 6 months, followed by 36 regular monthly payments. All Microsoft products and licenses are eligible as well as partner services and other products required to implement a Microsoft technology solution including Microsoft Software Assurance and MBS Service/Enhancement Plans. Microsoft Financing requires that there is at least one Microsoft component in the total financed solution to be eligible.

Upsell Campaign: Missed Guarantee Support Coupons

July 1, 2006 through June 30, 2007
Customers utilizing telephone technical support are guaranteed a 1-hour or a 3-hour turn-around response time. If the times are not met, the customer receives a missed support coupon worth the value of one call, \$125. Customers may use their coupons towards the purchase of a Standard B renewal plan.

Upsell Campaign: Standard B Plan

July 1, 2006 through June 30, 2007
Customers may upgrade their maintenance plan to the Standard B plan at a pro-rated cost, where the value of the remaining time on contract can be applied toward the cost of upgrading to the Standard B plan. Example: Cost of Standard B plan: 25% of list price. Cost of Enhancement Program: 16% of list price. Additional cost to customer for unlimited support and other benefits = 9% of list price.

MICROSOFT CONVERGENCE 2007: READY TOGETHER

Join Turnkey Technologies, Inc. March 11-14, 2007 in San Diego, CA for the annual Convergence event.

At Convergence 2007, you can meet, mingle, talk and learn how Microsoft Dynamics solutions can benefit your business. Also, gain an up-close, hands-on experience with Microsoft Dynamics solutions.

Convergence 2007 offers:

- 247 Breakout Sessions—Build your skill set on Microsoft Dynamics products.
- User Experience Lounge—See new technologies in action and talk directly to developers.
- Structured Networking—Schedule meetings with peers and Microsoft team members.
- The Microsoft Learning Center—Train one-on-one with Microsoft experts.
- Chalk & Talk—Share your experience and hear from others on Microsoft Dynamics products.

For more information on Convergence 2007 visit www.msconvergence.com or contact Turnkey Technologies, Inc. at (636) 777-4110.

For more information on any of these promotions, contact Turnkey Technologies at (636) 777-4110.

From the Presidents Desk...

Financial Reporting... used to mean a Balance Sheet and Profit & Loss statement. Today, financial reporting falls under the category of **Analytics**. Analytics is a term that describes a variety of Microsoft applications that enable executives and managers to interact with and analyze business measures and dimensions. **Dimensions** are things like: customer classes, locations, sales reps, territories, item classes or type, GL account type and others. Examples of **Measures** that could be analyzed by the above dimensions could be: total quantity, extended cost, extended price, profit, margin, margin%, etc. Different roles in the organization would need varied access to this information in detail, summary, graphically, or by location, department, etc. viewable through a web browser, in MS Business Portal, as a pivot table in excel, in a drill-down view, or on paper. Security determines who, what, when and how access would be allowed.



Microsoft Dynamics GP Advanced Management now includes a portfolio Business Intelligence and Analytical tools with every user license purchased.

Another analytical tool is Frx. Frx has become a favorite name for financial reporting and budgeting for tens of thousands of corporations. Frx scales to serve organizations that have simple and/or very complex multi-entity financial reporting requirements. Now, every Advanced Management user license includes a license for Frx Professional, Frx WebPort and Frx Forecaster. Frx Professional includes Designer and Drill Down Viewer. Frx Webport is used for Frx web based report publishing and distribution when multiple locations are in play. Frx Forecaster is a web based budgeting and collaboration tool. The license also includes Frx Report Manager and Report Server to facilitate scheduled execution and deployment of financial reports through the Frx WebPort or GP Business Portal.

The other part of the Advanced Management Analytics offering is the Business Intelligence components. This suite includes the Dynamics GP Analysis Cubes for Excel and the Advanced Analysis Cubes Library. This off-the-shelf business intelligence library includes ready to use cubes for financials, banking, inventory, receivables, sales, payables

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