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A Turnkey Update...

Microsoft Dynamics GP 10.0

Scheduled for release Q2 2007, Microsoft Dynamics GP 10.0 helps businesses increase the penetration of business data throughout the organization, empowers them to incorporate industry specific, roles-tailored business processes into their business management solution system and enables advanced collaboration, search and business analysis capabilities for all the people who make a business run – regardless of where they function in the organization.

With over 120 enhancements, Microsoft Dynamics GP 10.0 development focuses on the following areas: ease of use, workflow, business intelligence and advanced search capabilities.

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Statement of Direction for Microsoft Dynamics GP

The release of Microsoft Dynamics GP 9.0 and the release of 10.0, planned for Q2 2007, have represented the first steps into a new technological era for Microsoft customers. They contain many technology breakthroughs and innovative application features and together complete the delivery of Microsoft Dynamics Wave 1 release innovations. This wave has primarily focused on the technical development of Microsoft Dynamics GP.

Microsoft Dynamics GP 11.0, scheduled to begin shipping in 2009, is the beginning of Wave 2. This second wave will concentrate mainly on business processes. With the release of 11.0, Microsoft GP will transition from a 12-18 major release cycle to a 2-year major release cycle, with an extension release between versions.

Microsoft Dynamics ensures that each release of GP will be supported for a minimum of 5 years from the release date.

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.

Just Announced: Support for Microsoft Dynamics GP 8.0 will stop on October 10, 2007.

New Human Resources and Payroll Functionality for GP

Microsoft announces the availability of Payroll Extensions, Advanced Payroll, Advanced Human Resources, Paid Time Off (PTO) Manager and Benefit Self Service modules for Microsoft Dynamics GP. These modules will benefit organizations that want to leverage powerful integration, routine task automation and instant availability of employee data to help maximize efficiency, reduce costs and make it easy to comply with government reporting requirements.

Payroll Extensions is for customers with the following needs:

- Set up multiple overtime rates and multiple overtime calculation methods, as well as calculate overtime using the employee's weighted average wage
- Create payable vouchers for payroll deductions, federal, state and local taxes
- Track and collect uncollected payroll deductions during subsequent pay periods

Advanced Payroll is for customers with the following needs:

- Organizations with hourly workers earning multiple pay rates due to working in different departments, positions and shifts
- Organizations that need to calculate and post payroll accrual and reversing entries
- Organizations that need to budget and forecast based on payroll hours, rather than dollar amounts

PTO Manager is for customers with the following needs:

- Organizations in which employees accrue time each pay period and can have pro-rated accruals based on actual hours worked
- Organizations that need multiple accrual schedules for

vacation and sick time

- Organizations that want to ensure that paid time off plans are administered, recorded and reported properly
- Organizations with internal and external needs that require detailed and ad hoc employee reports

Advanced Human Resources is for customers with the following needs:

- Organizations that track employee certifications, licenses and training data
- Organizations that need to track data related to employee health and wellness
- Organizations that need to create future effective dates for benefits and deductions

Benefit Self Service and HRM Self Service Suite are for customers with the following needs:

- Organizations that want to deploy online benefit enrollments to employees and conduct open enrollment through Business Portal

For more information on this functionality, contact Turnkey Technologies, Inc. at (636) 777-4110.

GP 10.0: Continued from Page 1

The table below summarizes functional enhancements to Microsoft Dynamics GP 10.0:

Payables Management	Improved flexibility for defining 1099 information
	New Sub ledger Reconciler
	Workflow: General Ledger Batch Approval; Receivables Management Batch Approval, Payables Management Batch Approval
	Improved flexibility for Electronic Funds Transfer to Payables Management
Analytical Accounting	Analytical Accounting Checklinks
	SmartList objects for Analytical Accounting
	Support for multiple-year budgets
Collections Management	Enhancements to Collections Aging report with notes
	Additional query option for balance due greater than credit limit
	Ability to list invoices on letter by aging period
Encumbrance Management	Integration of encumbrances with Analytical Accounting Budgets
	Updates to Encumbrance Summary inquiry to included totals for Pre-Budget, Pre-encumbered and Encumbrances as separate columns
General Ledger	Ability to budget based on start/end date, not tied to fiscal year
	Enhanced traceability of costs and data
	Improved simplicity and usability, including new reporting tools for General Ledger (GL) inventory reconciliation and item value dynamics
Distribution	Two-Step Transfers
	Workflow: Purchase Orders, Sales Quotes and Credit Limit Overrides for Sales Order Processing
	Lot Number Expiration Notifications
Manufacturing	Support for MRP site-specific planning
	Improved MRP Pegging window
	MRP Projected Available Balance Inquiry Window
	Ability to reverse (undo) a posted Manufacturing Order Receipt
Field Service	More than 15 enhancements include:
	Ability to add preferred services times to a service call
	Ability to change customer records based off an effective date
	Support for assigning multiple technicians to one service call
Payroll and Human Resources	Retroactive Pay, Sequencing Tax Sheltered Annuities and Garnishment management for U.S. Payroll
	Setup checklist for Human Resources

In addition to the above functional features, Microsoft Dynamics GP 10.0 also has new technical enhancements, such as the additional integrated innovation with Microsoft Dynamics Customer Relationship Management (CRM), Microsoft Dynamics Retail Management System (RMS) and Demand Planner to ensure customers get the most of the products they use.

For more information on these and other enhancements to Microsoft Dynamics GP, contact Turnkey Technologies, Inc. at (636) 777-4110.

New Business Ready Enhancement Plan

The new Business Ready Enhancement Plan has added benefits on CustomerSource. If you are having difficulty accessing your new benefits, please contact Turnkey Technologies, Inc at (636) 777-4110.

Business Ready Licensing Has Arrived!

Current customers on module based licensing now have the opportunity to transition to the new Business Ready Licensing. For more information contact Turnkey Technologies, Inc. at (636) 777-4110. Ask about transition promotions!!!

Microsoft Dynamics Promotions:

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.

Upgrade Your Business ERP Promotion

April 16 through May 25, 2007

All Sage and Intuit users may save when transferring to Microsoft Dynamics GP. Purchase 4 BRL users and receive 1 free user. Purchase 8 users receive 2 free. Purchase 12 users receive 3 free.

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.

QuickBooks Migration Offer to Microsoft Dynamics GP

February 1 through June 22, 2007

Microsoft Services will migrate QuickBooks Professional or QuickBooks Premier data to Microsoft Dynamics GP BE 9.0 for only \$1,000 per QuickBooks database.

Complete the Suite Offer

Now through June 22, 2007

Customers receive a 20% discount when purchasing GP & CRM seats. Requires a minimum order of 5 ERP Advanced Management user licenses and 5 CRM Professional user licenses.

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.

From the Presidents Desk...

Catch the wave...or wait for the next one?

There is a great deal of excitement around the new wave of Microsoft products that began releasing in Fall 2006 and is continuing with Dynamics GP 10.0 schedule to release over the next 60 days. Let us review: SQL Server 2005, Exchange 2007, Sharepoint Office Server 2007, Office 2007, Dynamics GP 10 and more.

As we begin to review the many benefits of these numerous product releases, customers are faced with many decisions on what to license now and when to implement. Many factors are tied to these decisions such as: platform, licensing, current products implemented and budget.

Platform encompasses an organizations network infrastructure: servers, switches, firewalls, workstations, printers, operating systems, mail servers, etc. Before beginning to implement the new Microsoft 2007 wave of products, a detailed inspection must be done to identify compliance gaps between the current platform and the required platform for the latest product versions.

The licensing review involves determining the status of entitlement to new product versions; which products need to be upgraded or relicensed. Furthermore, some of the new features in Dynamics GP 10 require the purchase and implementation of new Microsoft server products that may not have previously been licensed, utilized or implemented by a business.

I mentioned budget, I have to stress this overall process requires a high level planning and budgeting phase. The 5 minute Microsoft product demonstrations that get all of us excited about the new wave don't begin to identify the numerous steps and costs associated with having these solutions successfully implemented in your business. Turnkey offers business planning and project management as part of our Microsoft implementation and deployment services. For more information contact Chris at cgherardini@turnkeytec.com or (636) 777-4110 x14.



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