

TURNKEY

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A Turnkey Update...



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Convergence 2008: The Community of Business – Orlando, FL March 11-14, 2008

Convergence is the premier event to learn about Microsoft Dynamics business management solutions and how to improve your business results. At Convergence 08 Orlando, you can meet, mingle, talk and learn how Microsoft Dynamics solutions can benefit your business. You will get an up-close, hands-on experience with Microsoft Dynamics solutions, plus an opportunity to meet and learn from other Microsoft Dynamics customers who face the same challenges as you.

- There will be 242 concurrent sessions to build your skill set on GP.
- User Experience Lounge – see new technologies in action and talk directly with developers.
- Structured Networking – schedule meetings with peers and Microsoft team members.
- The Microsoft Learning Center – train one on one with Microsoft experts.
- 101 Interactive Discussions – share your experience and hear from others on Microsoft Dynamics products.
- Keynote Address from Steve Ballmer – the Chief Executive Officer of Microsoft will deliver the opening keynote.
- Product Pavilion – see the latest technology and product developments.

To register for Convergence 2008: The Community of Business please visit Microsoft.com/dynamics/convergence

**Turnkey is proud to announce their newly designed website.
Please visit turnkeytec.com and let us know what you think!**

Microsoft Dynamics GP 10x Enhancements

With Microsoft Dynamics GP 10x scheduled for release in Calendar year 2008, Quarter 2, Microsoft has announced a few areas where the new system enhancements will take effect. Some of the functionality that will be delivered will focus on business intelligence, analytical accounting, field service management, inventory management and workflow processes.

Business Intelligence

- Improved Microsoft Office PerformancePoint Server 2007 Integration with Microsoft Dynamics GP: A new data connection will support Office PerformancePoint Server 2007 planning functionality. Microsoft Dynamics GP currently utilizes Office PerformancePoint Server

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2007 scorecarding and analysis functionality through integration with and support for SQL Server Analysis Cubes.

- The Office Excel Report Builder: Create new Office Excel report and data connections for Microsoft Dynamics GP. The user interface is very similar to the user interface for SmartList Builder.

Analytical Accounting

- Analytical Accounting Data Warehouse/Cubes: Incorporate the Analytical Accounting module into the Analysis Cubes modules to support a much richer analysis experience. This new functionality will allow users to break their cubes data using Analytical Accounting categorizations for tailored analyses of Financial, Payables and Receivables cube data.
- The Analytical Accounting Alias: Create a grouping of Analytical Accounting Transaction Dimension codes as defaults when entering analytical information on a transaction similar to the account alias in General Ledger. A default combination of transaction dimension codes will help increase speed and accuracy for data entry and enable users to create more than a single set of defaults for the transaction dimensions.
- Analytical Accounting Reporting Forward Balances: Include transactions dimensions as part of the year-end close process. For P&L accounts, users can bring in the dimensions entered on original revenue and expense transactions, summarize the amounts by transaction dimension code, and create an entry (or multiple entries) to retained earnings that include the dimension code allocation. For Balance Sheet accounts, users can bring forward the summarized dimension code balances in combination with the account balances.

Field Service Management

- Sales Order link with Equipment Maintenance: Deliver fast drill-down access to the original sales order used for the time shipped.
- New Field Service Reconcile Report: This new report will include the ability to print after reconciliation.
- Depot Inquiry drill-back: Quickly change all Depot Inquiry drillbacks within the Work Order Inquiry window.
- Work Order Inquiry window: Add items from Sales Order Processing to an existing open contract.
- Consolidated service call billing: Create one invoice per customer that includes all service call invoices for a given range of time.
- Contract Move for "Quote" contracts: Improvements to Microsoft Dynamics GP 10.0 Contract Move functionality will allow users to work with Quote contracts as well as Open contracts.
- Contract Type functionality allows users to add the Contract Type field to the Service Call Entry/Update window.

Additional Enhancements

- Regardless of Inventory Valuation method, the Historical Inventory Trial Balance Report will enable users to tie the Inventory Sub-Ledger to the General Ledger.
- Approval Workflow history records storage will be transitioned from within Office SharePoint Server 2007 List Pages to SQL Server databases, helping improve system-wide data management.

Turnkey will provide customers more information on Microsoft Dynamics GP 10x as it is released.

Microsoft Announces Changes to Standard A & Standard B Support Plans

Customers who are current on a Standard A support plan will now receive four additional support incidents. In addition to the increased support incidents, the plan names for Standard A and Standard B have been changed to help reflect the increased value of these plans and to be more consistent with the "Business Ready" name used for the Enhancement Plan. The Standard B Plan will be known as the Business Ready Advantage Plus Plan and the Standard A Plan will be named the Business Ready Advantage Plan.

For information on these plans please contact Turnkey Technologies, Inc. at (636) 777-4110.

Watch your Mail! Quarterly Microsoft Dynamics GP User Group Meeting March 20, 2008!

Microsoft Releases Next Generation CRM Solution

The new version of Microsoft Dynamics CRM has been completed and released. The latest CRM is offered under two product names: Microsoft Dynamics CRM 4.0 for on-premise and partner-hosted deployments and Microsoft Dynamics CRM Live for Microsoft-hosted deployment. Microsoft Dynamics CRM enables customers to choose the right deployment model for their specific business and IT needs, with the flexibility to change deployment models over time if their needs or preferences change.

A few of the significant new benefits and capabilities of this new release include:

- An advanced multitenant architecture that supports multiple customers per server.
- Extended global capabilities including user choice of more than 25 languages and pervasive support for multiple currencies.
- New business intelligence capabilities including cross-entity views and an end-user ad hoc reporting wizard.
- Advanced business process automation based on Microsoft Windows Workflow Foundation.
- New collaboration capabilities with Microsoft Office Communications Server 2007 including real-time presence indicators within the CRM application.

Microsoft Dynamics Promotions:

Business Intelligence Offer:

October 1, 2007 through March 21, 2008
Purchase any two of the Business Intelligence modules and receive a third at no additional cost. Contact Turnkey for a complete list of included modules.

Right Size Offer:

January 1, 2008 through March 27, 2008
New Advanced Management customers can receive 1 free user with the purchase of 8 users or receive 2 free with the purchase of 11.

Service Plan Reenrollment Financing Offer:

January 1, 2008 through June 13, 2008
Customers lapsed 1-5 years can reenroll with a 3 year agreement and receive special financing—\$50/month for the first 6 months.

Financial Management Offer:

January 1, 2008 through June 20, 2008
Buy one module at full price, from a list of selected modules, and receive a 30% discount on additional modules purchased from the list.

LMT Sales offer:

January 1, 2008 through June 20, 2008
Existing customers are eligible to transition to Business Ready Licensing and take advantage of the following promotions:

- 1) receive a 10% discount
- 2) Purchase additional BRL users at a 20% discount
- 3) Purchase A la Carte modules at a 30% discount

Renewal Loyalty Offer:

January 1, 2008 through June 20, 2008
Customers with 3 years or more in tenure and currently on a service plan can avail themselves of a \$500 loyalty coupon that can be applied to any license purchase at the time of renewal. Minimum purchase of \$2500 is required.

Microsoft Financing SmartPay:

July 2, 2007 through June 27, 2008
SmartPay from Microsoft Financing lets customers pick the payment that fits their budget. For the first 12 months, customers can choose one of these monthly payment options: \$50/month, \$100/month, \$200/month, \$500/month or \$1,500/month. After the 12-month promotional period, the remainder of the loan is paid in regular monthly payments aligned with the terms of the loan agreement.

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

IMPORTANT NOTE:

The next Turnkey Update will be sent electronically. To ensure you will continue to receive these important notices please go to www.turnkeytec.com and register for the Turnkey e-Community.

From the Presidents Desk...

What does your business measure? As I work with many growing and increasingly complex organizations, I am continuously asking what they measure. The word measure means to evaluate, to assess, to quantify, to appraise. The answers I receive are varied. Companies that are not very mature in their development might answer with, 'we measure stuff'. Other businesses might answer with very precise descriptions of measures, 'we measure scrap off production line 5 to make sure the amount is between 5.5% and 7.5%'.

The truth is many business owners, executives and managers may have limited real-time visibility of information being collected and rolled-up into summary or graphical views. Moreover, the information available may not be able to be reviewed in comparison to some business goals or benchmark values. Here is a simple example, when CFO John produces a financial statement; he typically generates a report that includes current and prior year results. This allows John to calculate an additional report column that displays a variance (percent and/or amount) between the current year and the comparison year. Many companies enter budget information into their financial systems so they can produce report that present actual results, the budget and variance between values. To take this to the next step, identify every account with a variance of greater than 5% and change the color of the value to red.

As we carry the Microsoft Dynamics GP message to our customers, a major benefit of Dynamics GP is abundant Analytics, Business Intelligence and Reporting. Analytics is a term that refers to a variety of Microsoft Dynamics components that help us define, measure and report on business activity. These measures can also be referred to as Metrics or Key Performance Indicators (KPI). Metrics fall into many categories: financial, sales, inventory, production, service, satisfaction, usability, and more. Metrics can be a basis for proving a return on investment (ROI) when formally utilized.

We evaluate metrics by: 1) identifying comparison data – prior actual or budget values; 2) continued execution of current business processes or altered processes; 3) collecting data at the end of a period; 4) evaluating the results – graphically then numerically. Business managers are challenged to articulate the metrics that are applicable to their business and then to continually evaluate the results against business performance. For more information on this topic, please email cgherardini@turnkeytec.com.



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