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A Turnkey Update...



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Convergence 2008: The Community of Business – Recap

Each year, Microsoft hosts an event solely for their Microsoft Dynamics customers. The Turnkey Technologies team joined 11 of their clients in Orlando, FL in March to attend the event. This year Microsoft held 242 concurrent sessions for GP, a user experience lounge, structured networking, learning center, 101 interactive discussions, expo and daily keynotes. In addition to the activities during the day, Microsoft also reserved the Universal City Walk for a night of entertainment and Turnkey hosted a dinner for their clients at Fulton's Crab House at Downtown Disney.

We hope more of you can join us next year in New Orleans for Convergence 2009!

Need Support? Email consulting@turnkeytec.com

Business Ready Licensing: What does my company gain?

Microsoft has introduced the Business Ready Licensing (BRL) model. This new model offers greater value and increased productivity to Microsoft Dynamics GP users. It provides clients with a simplified and improved offering and is based primarily on the number of concurrent users who actually access the software rather than the functionality needed.

This new model has two simple offerings: Microsoft Dynamics GP Business Essentials and Microsoft Dynamics GP Advanced Management. They are based on common functionality and represent a price reduction for a typical entry-level configuration as well as eliminating much of the complexity of licensing enterprise resource planning software.

Current Microsoft Dynamics GP clients can transition to BRL from their current Module Based Licensing model. This new policy affords customers the opportunity to potentially extend the capabilities of their solution significantly at a reduced cost. Customers may find value in transitioning to BRL in one of two ways:

- New areas of your business can be impacted by extending your solution. Microsoft Dynamics GP offers a wide array of functionality around financials, distribution, manufacturing, field service, project accounting, business intelligence and collaboration. BRL can help you to automate new areas of your business to help increase efficiency gains and drive overall cost reduction.
- BRL can help you increase the capabilities of those already using the solution. This may mean enhancing financial management through better compliance, improved reporting capabilities or increased exposure internally to key data needed to drive decisions.

Business Essentials Edition – This offering is an integrated, powerful financial and supply chain management solution that is designed for companies that need a core financial management and trade solution that will enable them to easily scale as their business grows.

Advanced Management Edition – This is the preferred solution for growing customers who need complex, highly functional financial and accounting programs and who are looking for an adaptive solution to

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Access Unlimited Online Training Benefits

Customers enrolled in the Business Ready Enhancement Plans (formerly Enhancement, Standard A and Standard B Plans) now have unlimited organizational access to online training for Microsoft Dynamics GP. This training will enhance employee productivity, increase return on solution investment, streamline recruitment for new employees and improve staff motivation and rewards.

Training benefits for Microsoft Dynamics GP and the number of available items for each version include:

- Unlimited organizational access to training material downloads. These materials can be used as study guides or as a desktop reference.
 - Microsoft Dynamics GP 8.0 – 30 guides
 - Microsoft Dynamics GP 9.0 – 32 guides
 - Microsoft Dynamics GP 10.0 – 28 guides
- Unlimited organizational access to E-Learning. Classroom-equivalent online training on specific topic areas, such as a product module. These courses are available 24X7.
 - Microsoft Dynamics GP 8.0 – 85 courses
 - Microsoft Dynamics GP 9.0 – 77 courses
 - Microsoft Dynamics GP 10.0 - 97 courses
- “What’s New” training materials – Delta training between product versions.
- Access to learning plans - A training roadmap that helps you easily find the training you need. Outlines every training and certification option available for each product module.
- Link enabled certification exam prep guides

To access your training visit <https://mbs.microsoft.com/customersource> > training & certification. If you have an active customer service plan and are having difficulty accessing the training, please send an email to voice@microsoft.com. If you are not on an active service plan, you may purchase E-Learning a la carte at www.microsoftetelearning.com/dynamics.

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manage advanced processes for their financials, supply chain management, manufacturing and project accounting needs. It also helps them obtain the key business intelligence and reporting required to manage their organization.

A la carte – group of components (formerly called modules) that can be used to tailor your solution to your needs.

Be sure to refer to the promotions on page 3 to see what discounts your company qualifies for. For additional information, please contact Turnkey at (636) 777-4110.

Turnkey GP User Group Meeting June 12, 2008: to register visit www.clicktoattend.com with event code 128439

Jet Reports

Jet Reports is a reporting tool that allows you to create reports directly in Excel that pull data straight from Microsoft Dynamics GP in a customized format. Jet Reports allows for the creation of complex reports without the need of a programming background. In addition to all the standard tables in your database, Jet Reports can access data from all custom and 3rd party applications. Some other examples of the business benefits of Jet Reports include:

- 100% Real time access to your data.
- It's in Excel and all we use Excel.
- Multi-Company reports created easily and quickly
- Ability to schedule and email reports automatically.
- Jet works with all tables and fields within Microsoft Dynamics GP, including custom tables and add-on modules.
- Jet will connect to other SQL or Oracle databases for consolidation of reporting

Tools like the “Report Wizard” and “Drag and Drop” Designer that makes writing reports easy and fast.

Imagine getting all the information you want, when you want it, in the format you need. Financials, cash position, inventory, sales, customer reports, budgets, even project information is at your fingertips – all in Excel. Jet Reports gives you visibility into your business.

If you would like to see a customized demonstration of Jet please contact Turnkey Technologies.

Microsoft Dynamics Promotions:

2008 Convergence Offer:

March 11, 2008 through May 22, 2008

Customers who attended Convergence are eligible to receive a \$1,000 discount off of the purchase of \$5,000 or more in additional licensing. Customers spending \$10,000 or more on additional licenses may receive a \$2,500 discount.

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.

LMT Fee Credit Sales Offer:

February 1, 2008 through June 20, 2008

Module Based Licensing Customers who purchased modules that are part of the Business Essentials or Advanced Management between July 1, 2007 and December 31, 2007 are eligible to receive up to a \$5,000 discount towards the License Module Transition Fee. Discount will match what customer spent. In addition they will receive approximately a 10% discount on additional user purchases at the time of transition.

Make the Smart Move Offer:

March 31, 2008 through June 20, 2008

New customers may purchase Microsoft Dynamics GP Business Essentials and receive one free additional user of the FRx Report Designer with a minimum purchase of 5 Microsoft Dynamics GP BE users.

Zero Percent Financing:

March 31, 2008 through June 20, 2008

The promotion is comprised of up to 0% on approved 36 month financing on purchase of:

New Microsoft Dynamics ERP Licenses of \$5,000 or more and up to 1 year enhancement.

License Model Transition

Additional product & services may be added at the "market rate" resulting in a blended rate.

User Sales Offer

March 31, 2008 through June 20, 2008

Microsoft Dynamics GP customers under Module Based Licensed Standard Edition and customers under Business Ready Licensing Business Edition:

Buy 2 System Manager Users, get one half price.

Microsoft Dynamics GP customers under Module Based Licensed Standard and Professional Editions and Business Ready licensing Business Essential & Advance Management Editions:

Buy 5 System Manager Users, get one free.

Offer available to existing Microsoft Dynamics GP customers who are licensed under Module Based Licensing and Business Ready licensing and purchased their solution more than 120 days prior. Limited to a total of 6 free users per customer.

Lapsed Customer Campaign

March 31, 2008 through June 20, 2008

Re-enrolling customers receive a free upgrade to Business Ready Advantage Plan, a \$500 credit applicable toward future license purchases (acquire additional users, acquire additional modules/granules, migrate from the Standard Edition to the Professional Edition or transition from Module Based Licensing to Business Ready Licensing) and waiver of the 3% re-enrollment fee.

Development Tools Sales Offer for Microsoft Dynamics GP

April 1, 2008 through June 20, 2008

Receive up to 15% off \$1,000 or more on Microsoft Dynamics Development Tools modules listed below for Microsoft Dynamics GP. As an additional benefit, customers of Microsoft Dynamics GP Professional edition and Microsoft Dynamics GP Advance Management edition can purchase the integration suite for an ERP of \$6,000, the Personalization Suite for an ERP of \$5,000 and/or the Customization Suite for an ERP of \$7,800.

Microsoft Dynamics GP modules include:

Integration Manager – Distribution, Integration Manager—Financials, Developer Toolkit (eConnect, Web Services, Visual Studio Tools), Modifier with VBA, Extender & Dexterity

Standard to Advanced Management License Model Transition Offer

April 1, 2008 through June 20, 2008

Existing customers on Microsoft Dynamics GP Standard are eligible to receive a discount when transitioning to the Advanced Management Edition under Business Ready Licensing. Customers can transition their current solution to Advanced Management for a fee of \$7,500. Customer must already have licensed a module that maps them to AM.

Microsoft Dynamics GP Business Essentials—20% Off

April 15, 2008 through June 20, 2008

New GP customers can purchase Microsoft Dynamics GP Business Essentials and receive 20% off each user for the first 5 users.

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

Please visit our newly designed website, Turnkeytec.com.

From the Presidents Desk...**FREE - one free gallon of gas with every service hour purchased...**

The price of oil and gas has the attention of every individual and business because we are all impacted by fuel price increases. Turnkey is in the business of selling and servicing Microsoft Dynamics GP, not buying and selling gasoline. However, in the course of delivering our solution, we consume oil and gas. We are required to travel to and from various destinations on a daily basis: work, customer locations, events, and more.

So, will it work? Can giving a gallon of gas away with each consulting hour motivate businesses to work with Turnkey and Microsoft Dynamics GP over other suppliers of similar products and services? I'm trying to turn a cost center into a revenue center, email me if you think this might work.

The other side of the equation is how we reduce or offset fuel related expenses organizationally. Identify cost areas related to traveling that could be improved: 1) identify essential versus non-essential travel; 2) improve delivery routes to reduce mileage and consolidate deliveries; 3) regulate speeds and aggressive driving to improve fuel efficiency; 4) possibly introduce fuel surcharges to customers, being aware of price competition; 5) utilize technologies to allow employees remote access to company business systems so they can work from home.

Virtualization of our work force will allow us to reduce the costs related to moving workers between home and work. This initiative will require some investment in remote access technologies, but the overall efficiency of putting people 'on task' will increase significantly.

With Microsoft technology available in servers, mobility and applications, the savvy worker can really 'work anytime and anywhere.' Many businesses already take advantage of these potential savings. Ask Turnkey how your business can improve the way workers access corporate information technology resources.



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