

TURNKEY

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A Turnkey Update...

Convergence 2009 New Orleans: The Power of Possibilities

Why Attend Convergence?

Convergence is the premier Microsoft Dynamics event. It brings customers, partners, team members and industry experts together to discuss ways your current Microsoft Dynamics solution can help your company cut costs, improve operational efficiencies, increase employee productivity and maximize your current platform investments, which in turn, can foster long-term, profitable growth.

This is your opportunity to participate in an exceptional program which includes a variety of tracks, speakers, detailed product demonstrations and hands-on

learning sessions. This program is designed to help you to better understand how you can further leverage your existing business solution to tighten supply chains, deepen customer relationships, empower your workforce and sustain profitability.

Sessions: Convergence 2009 features more than 420 sessions covering Microsoft Dynamics and the latest Microsoft-based products.

Hands-on experiences: Grab the opportunity to evaluate products from Microsoft and our most important industry partners.

Community and Learning Center (CLC): Considered the hub of Convergence, this area is designed to be a one-stop shop for networking and learning outside of conference sessions – while only having to visit one room! Microsoft offers free technical support, research activities and opportunities to meet fellow users and product experts.

Connections with the community: An event that brings 10,000 Microsoft Dynamics customers, partners, team members and industry experts together translates into an endless number of opportunities to make lasting connections within the Microsoft community.

Join us at Convergence 2009 New Orleans! Our objective is to help you maximize your Microsoft Dynamics business management solution, optimize your business and develop a plan for strategic technology growth. Additionally, you can take advantage of valuable networking and knowledge sharing opportunities with access to Microsoft experts and executives. So join us, as your host, we'll help you get the most value out of your Convergence experience.

In addition to the seminars and events that Microsoft has arranged, we will be hosting a dinner for our clients and prospects. Please contact Michelle Giebe at (636) 777-4110 x17 if you plan on attending Convergence so we can make dinner arrangements. For additional information on Convergence or our special event plans please contact Michelle or visit <https://www.microsoft.com/dynamics/convergence/neworleans09/default.aspx>.

Microsoft Dynamics CRM Wins Six CRM Magazine Awards

CRM Magazine awarded Microsoft Dynamics CRM two Elite Awards for outstanding customer implementations, three Leader Awards in the Enterprise CRM, Midmarket CRM and Business Intelligence categories and one Influential Leader Award for Brad Wilson, GM of Dynamics CRM.

Elite Awards – Two out of the four customer awards were given to Microsoft for outstanding CRM implementations.

Leader Awards – Microsoft earned a spot in the Midmarket CRM category and for the first time, was included as a leader in the Enterprise CRM and Business Intelligence categories.

Influential Leader – Brad Wilson earned an Influential Leader Award for the fourth year in a row.

Coming Turnkey Events:

FRx I Training Session—February 25 & 26, 2009 8am-4:30pm

Microsoft Dynamics GP: Helping you do more with less—February 25, 2009 1-2pm

Microsoft Dynamics Convergence—March 10-13, 2009

FRx II Training Session—March 18 & 19, 2009 8am-4:30pm

Helping companies that have outgrown Quickbooks—March 18, 2009 1-2pm

GP User Group Meeting—March 23, 2009, 1-4:30pm

Excel Training Webinar—March 31, 2009, 3-4pm

Project Accounting Discussion Group—April 2009

For more information on these events or if you would like to register, please contact Michelle Giebe at (636) 77-4110 x17 or mgiebe@turnkeytec.com.

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Do More With Less Effort Using Microsoft Dynamics GP - Part 1

Increase Operational Efficiencies: Microsoft Dynamics GP gets you up and running quickly and offers a proven, stable solution that helps you fuel your operational efficiency by automating your business-critical operations and adapting to fit into your type of business.

Provide insight into the most relevant, business-critical information for everyone in your organization, for effective decision making:

- Enable your employees to have role-based access to the information they need to do their jobs in a format that makes sense.
- Automated alerts proactively notify when problems needing immediate action arise.

Automate and integrate your processes so your people can be more effective:

- Free your employees to focus on what matters most by allowing them to take routine tasks online, reducing paperwork and data re-entry.
- Automate relevant processes across teams for streamlined business processes.

Easily customize the solution for your unique business needs:

- Extend your solution without the need for a developer or programming.
- Integrate with non-Microsoft applications using simple connectivity tools.
- Incorporate your existing websites and applications, even if they are built on non-Microsoft platforms.
- Match your unique business needs with an ecosystem of industry-specific offerings that enable you to satisfy your business needs with broadly adopted solutions.

Part 2 of this article will follow in the next issue of A Turnkey Update.

ISV Spotlight: Liaison Software

Liaison Software is a leading developer of Enhanced Electronic Document Delivery and Intelligent Workflow Automation solutions for Dynamics GP. Liaison's Messenger family of products contains three solutions - Messenger, Messenger EFT and Messenger Direct Deposit.

Messenger -

Liaison's flagship product, automates the generation and transmission (email, fax and/or printing) of business forms (Invoices, Sales Orders, Acknowledgments, Statements, Purchase Orders, Bills of Lading, Packing Slips, Picking Tickets, Int'l Shipping Documents, etc.) in Batch mode, On-Demand or Scheduled/Unattended. The triggering of these forms can be accompanied by conditional filtered routing, that can be based either on line item, header and/or customer master file data on the order being processed. It has the ability to distribute in batches (batch email and batch faxing) to the preferences of customers, vendors, management, salespeople, locations, etc.

Messenger EFT –

If you are utilizing the EFT for payables module in Dynamics GP, Messenger EFT might be a benefit to you. Messenger EFT automates the distribution of EFT notifications based on your vendor's preference - email fax and/or print. In addition, it offers built in archiving and creation of internal copies.

Messenger Direct Deposit (DD) -

If you are utilizing the Payroll module in Dynamics GP, Messenger Direct Deposit (DD) could be a good fit. Messenger DD automates the distribution of Direct Deposit Statements to employees in a secure password protected PDF.

For information on Liaison Software please contact Turnkey Technologies at (636) 777-4110.

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CEBR's chief executive. He added that companies' cash flow could be hit by delayed payments as a result of the disruption and this could mean that an additional 2,000 to 3,000 businesses may fail as a result of the bad weather. "Many of the businesses that are close to failing are in the retail and construction sectors that are likely to be most affected by the snow and transport disruption," he said." BBC News: <http://news.bbc.co.uk/2/hi/business/7864804.stm>

Chance favors the prepared. Secure deployment of Microsoft Dynamics GP and Dynamics CRM – Financial Management, Analytics, Supply Chain Management, and Customer Relationship Management can enable a work from anywhere, anytime workforce for your benefit. Putting people on task with Microsoft Dynamics; Turnkey Technologies is the largest Microsoft Gold Certified Dynamics GP professional services provider in the Missouri and Western Illinois Region.
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Microsoft Dynamics Promotions:

Microsoft Dynamics 0% Financing Promotion

Now through March 20, 2009

0% Financing available to new Microsoft Dynamics ERP and Microsoft Dynamics CRM customers. Help maximize your budget or use of capital funds by financing the IT solution you require now and help your drive to productivity.

Microsoft Financing SmartPay! Zero Payments for Six Months

Now through June 30, 2009

SmartPay from Microsoft offers total IT financing with no payments for six months, so you can address your IT infrastructure while retaining critical cash flow. Get the solid expertise of Microsoft along with the rest of your IT solutions in one streamlined package with SmartPay.

Gain A Real adVantage Offer

Now through March 20, 2009

Microsoft is offering up to 25% discount off of standard list prices for Microsoft Dynamics GP users when a customer purchases between 11 and 75 user licenses. This offer is valid only for new customers wishing to move from an Epicor solution or who are currently considering an Epicor solution and who have received a binding quote from Epicor.

Outgrown QuickBooks Trade-In Offer

Now through March 19, 2009

This promotion is comprised of an escalating trade-in value based on Microsoft Dynamics product edition and number of users purchased that can be applied to the purchase of Microsoft Dynamics user licenses. Purchase a minimum of 2 BRL BE or AM user licenses and receive a trade in value up to the following:

Trade in Values	2-5 Users	6-10 Users	11-25 Users
BE	\$400	\$450	\$500
AM	\$750	\$850	\$1,000

Manufacturing Makeover Offer

Now through March 20, 2009

This offer is for manufacturers either looking for a new or replacement solution. This offer provides a 25% discount off of the standard list price for each user above 11 users.

Distribution Dynamo Offer

Now through June 26, 2009

Receive up to a 25% discount off of the standard list prices for Advanced Management user licenses when purchasing of between 11 and 75 user licenses. This offer applies only to new customers in the distribution industry for Microsoft Dynamics Advanced Management.

35 Employees for \$34K Offer

Now through June 26, 2009

Receive a 20% discount on the Advanced Management user licenses and a 50% discount on the Dynamics Client for Microsoft Office and Windows SharePoint Services with the purchase of 11-25 AM user licenses and 24-50 Dynamics Client for Microsoft Office and Windows SharePoint Services licenses.

Deltek Compete Offer

Now through June 26, 2009

All customers that are currently on a Delteck ERP system, considering purchasing a Deltek ERP system or have an eligible professional services SIC may take advantage of a 25% discount off of the standard list prices for new customers of Microsoft Dynamics GP AM or BE user licenses that purchase 5 to 30 user licenses.

Step Up to Microsoft Dynamics GP License Offer

Now through June 26, 2009

Microsoft Dynamics GP Migration from Microsoft Small Business Financials Promotion. This promotion is comprised of up to a 90% discount on user licenses and select A La Carte functionality for up to 10 users in the first purchase of Microsoft Dynamics GP.

Microsoft Dynamics Distribution Offer

Now through March 20, 2009

Take advantage of a limited time offer to expand your Microsoft Dynamics GP solution with additional distribution functionality.

- Receive a 5% discount on selected distribution modules when the total purchase price is under \$4,999.99
- Receive a 10% discount on selected distribution modules when the total purchase price is \$5,000-\$9,999.99.
- Receive a 15% discount on selected distribution modules when the total purchase price is over \$10,000.

Business Intelligence and Collaboration Sales Offer

Now through June 26, 2009

Receive 20% off selected Microsoft Dynamics Business Intelligence modules on purchases over \$3,000. Receive 10% off selected Microsoft Dynamics Business Intelligence module purchases over \$3,000.

LMT Sales Offer

Now through June 26, 2009

Receive 20% off the License Model Transition fee. Receive a 20% discount on BRL users and/or BRL modules.

**Turnkey Microsoft Dynamics GP User
Group Meeting: March 23, 2008 1-4:30pm
To register visit www.clicktoattend.com
and use event code 134986**

From the Presidents Desk...**Businesses counting cost of snow**

Reflecting on the recent snow where St. Louis received 6 to 9 inches between Tuesday January 29th and Wednesday the 30th: What did it cost your business? Perform some simple calculations so you understand the costs and develop an appropriate policy to mitigate weather related cost to the business.

Did your business measure the cost of the recent snow?

Count lost production by documenting some statistics: lost run-time of an equipment based operation; lost service revenue due to loss of labor hours from employee or contractor; lost production of finished goods; delayed customer order processing; delayed shipments—inbound and outbound; delayed vendor orders—placement, receiving; delayed cash received, payments; etc.

As a business owner, I am impacted by weather related events but due to planning & preparation not as severely as most companies. Turnkey is fully remote on all our in-house applications and a majority of our major accounts so we have a great deal of flexibility on where we are working from. This approach allows Turnkey to deliver our services independent of transportation related obstacles (distance, snow, etc.).

Any of my readers follow European news? They are in very difficult shape related to our topic. On February 2, 2009, 6 inches of snow had fallen on Greater London and they were expecting more. Furthermore, the UK has been one of the hardest hit European countries in the global recession:

“The Federation of Small Businesses (FSB) said that 20% of the UK's working population, or 6.4 million people, would not make it to work. The Centre for Economic and Business Research said that UK economic output or gross domestic product per day was about £4.5bn...So if 20% of the population have zero productivity for the day, there is a loss of £900m,” said Douglas McWilliams, the

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