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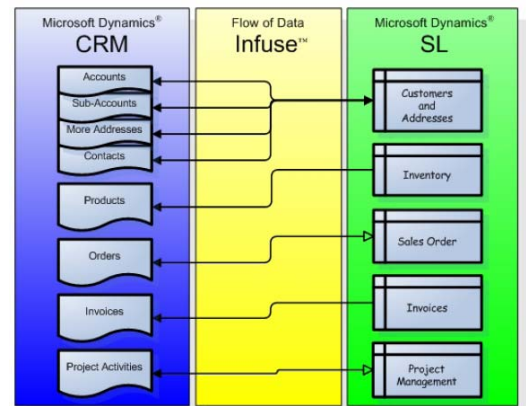
Need a Good Backup Plan?

Customers and Projects Fused Together

As a Microsoft Dynamics SL customer, you're already familiar with the fantastic project management tools it offers. You may also recognize that Dynamics CRM is one of the most powerful customer relationship management applications available. Both are great products - but they're even better when they work together to help project-driven companies bridge the gap between project management and customer management. That's where **Infuse for Dynamics SL** comes in. It intelligently integrates and synchronizes customers, orders, products, and projects between Dynamics SL and Dynamics CRM to eliminate duplicate data entry and provide much better customer and project visibility. Let's take a closer look.

What is Infuse?

Infuse for Dynamics SL is a connection between Microsoft Dynamics SL and Microsoft Dynamics CRM that eliminates information gaps between your customer and project databases. This integration eliminates the need for duplicate data entry and provides a consolidated view of your projects and customers. With a consolidated view of your projects and customers, you can answer critically important questions like who are my target customers? Where am I most profitable? Where can I save money? Where should I invest?



Infuse is a connection between Dynamics SL and Dynamics CRM that integrates customer information with project details.

One View = Better Customer Service

From the outside, your customers look at your business as a single entity even though they may deal with various personnel in different departments. If your sales team is working with outdated information or the project management team lacks visibility to recent quotes and customer activity, you may be setting the stage for an unpleasant customer experience.

With Dynamics CRM and *Infuse for Microsoft Dynamics SL*, all customer interactions are unified into a single database - both front and back office. That means everyone in your company is working from the same data, following the same workflow, and breaking down departmental barriers and empowering everyone in your organization to deliver a fantastic customer experience. For a project-driven company, think of the possibilities if you could initiate a project in Dynamics SL automatically as the sale closes in Dynamics CRM. And going forward, Infuse for Dynamics SL ensures that your sales people have visibility to project status and other important information that can be helpful in nurturing an ongoing customer relationship and up-selling additional services.

The Right Information in the Right Hands

Infuse delivers the right information to the right people at the right time. Contact us if you'd like to learn more about this fantastic add-on for your Dynamics SL and Dynamics CRM system.

Microsoft
GOLD CERTIFIED
Partner

Sourcing Candidates in a Down Job Market

Common wisdom tells us that when there's an abundance of people looking for employment, finding candidates is easy: post a job on Monster or CareerBuilder and sit back while great resumes fly into your inbox. The problem is that while this will undoubtedly result in resumes, especially in a job market like today's, the great majority (98%?) won't even come close to being qualified (even on paper!). Of the 2% that seem to be qualified, half of them will turn out not to be, and many of the remainder won't be interested in working for you. So what's a person to do if you're intent upon finding qualified candidates?

Don't Sit Back, Go and Find Em'

One answer is to go out and find qualified candidates rather than letting unqualified candidates find you. If you're depending on the Internet to do this (as opposed to the labor intensive and uncomfortable task of "headhunting"), you can use one or two approaches: **(1)** purchase expensive licenses to various resume databases and search them, and **(2)** learn how to source candidates FOR FREE on Google, LinkedIn, Pipl, and other sites using various search methods. For example, you can perform advanced searches using Boolean logic in Google to find a wealth of resumes and consultants with experience with Dynamics SL and Dynamics GP in your city or town. For a detailed explanation of these techniques, please visit our blog at:

<http://www.NexTecRecruiting.com/blog/tabid/105/default.aspx>.

NexTec Recruiting Services

NexTec Recruiting Services helps organizations hire senior level consultants, developers, end-users and other IT and accounting professionals, with a particular focus on Microsoft Dynamics ERP solutions, Sage MAS 500 as well as other ERP applications.

[Contact us](#) to learn more about how we can help you source fantastic, qualified candidates.

Does your organization have good backups of your critical databases? Are you SURE?

We wanted to take a few minutes to highlight an important issue regarding the safety of your accounting data. We worked with several clients over the last few months, who have suffered system outages and have discovered that they either had only old backups -- or worse, no backup at all.

In one case, our client found they were having backup failures only after a vendor working on the system inadvertently corrupted their accounting data. They thought they had a backup but when they tried to do a restore they found their most recent good backup was over three days old. This data failure resulted in them having to manually reconcile and rekey three entire days work for two divisions. The cost of this, plus down time for the two offices was significant. The cost to create and manage a good backup scheme in the first place is minor compared to these issues. We've recently deployed new backup schemes and a disaster recovery plan to offset the risk of this happening again.

Another of our clients discovered that their backup software (which had never been tested by their IT Staff) did not in fact work as designed. When a drive failed and they went to restore their database backups, they found that they had none. They lost ALL of their HISTORICAL Data and were forced to start from scratch. We've since implemented approved backup software and procedures to prevent this happening again..

In order to minimize these occurrences, I'd like to offer the services of our help desk team, who see these issues regularly. For a fixed price of \$150, they will examine your system, talk to your IT team, and make recommendations about what, if anything to change.

We are happy to help you implement any recommendations, but our primary concern is that you keep your data safe. If you have any questions, please contact:

support@nextecgroup.com

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