



4th Quarter
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Microsoft Dynamics GP Newsletter

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Customers Love the New Dynamics GP 2010

Based on extensive research and feedback from existing customers and partners, Dynamics GP 2010 delivers over 150 enhancements to help you streamline processes, cut costs, improve efficiency, and get more out of your existing technology investment. Let's take a look at a few of the reasons you might consider an upgrade.

Role-Based Dashboards and Analysis

You probably find yourself spending a lot of costly, unproductive time accessing and analyzing information relevant to your role in the organization. Microsoft Dynamics GP 2010 helps solve this issue by providing "Role Centers" that allow you to create your own visual dashboards that display only the information you need, whether from Dynamics GP or other applications. Dashboards can include information such as KPI's (Key Performance Indicators) with drill-back capabilities providing a path to specific source records and details when needed. Your analysis and findings can easily be shared with others in your organization through portal-based access without the need for a full additional user license – a real time and money saver.

Dynamics GP 2010 also contains over 220 refreshable Excel reports that can include multiple data sources as well as a Report Builder to quickly create an analysis from scratch. All this provides you with tools that are personalized and familiar while going well beyond basic reporting to deliver more meaningful analysis.

Greater Personal Productivity and Workflow

You're able to work smarter and faster when business processes are automated and Dynamics GP 2010 provides just that. With this new release, you can easily draw information from Dynamics GP directly into Microsoft Office Word to streamline communication with your customers and vendors. Then, you can easily send batch or individual email messages from Outlook that contain invoices, orders and check remittances. Workflows have also been enhanced to foster efficiency, teamwork, and reduce the steps required for routine tasks. In addition, you can create workflows to ensure that everyone in your organization is consistently following standard procedures and taking the right steps at the right time.

The Revenue Side

Dynamics GP 2010 leverages simple and cost-effective Web portals that provide your customers with visibility and access to the information they need – offering convenience and a positive customer experience without a complicated technology implementation. Even better, it's easy to see when your customers are online and provide them with fast communications and services via instant messaging. You can quickly answer questions about a recent quote or details about when a product will ship. For your salespeople, there is a two-way integration with Microsoft Dynamics CRM where sales information flows directly to the back office and provides them with a complete customer view. They can also quickly access important customer contact information as well as details about pricing and product availability.



[Contact Us](#) to request a copy of **What's New in Dynamics GP 2010** with all the details.

Microsoft
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Free Credit Card Module for GP

Microsoft recently announced a new Credit Card processing module for your Dynamics GP system. And best of all, it's FREE to customers on a current Business Ready Enhancement Plan. Let's take a closer look at Payment Services for Microsoft Dynamics GP.

What is it?

Payment Services allows you to accept and process credit or debit card payments directly in your Dynamics GP system. You can process payments online through a web storefront or in your traditional data entry screens in the back office. You can take payments over the phone, in person, or online.

Out of the Box, No Hassles

Some businesses discover that credit card processing can be a labor-intensive challenge. Without the right system in place, they find it difficult to capture credit card details without extensive data entry, duplicating that data entry into the accounting system, and spending countless hours each month manually reconciling transactions. But you'll be happy to learn that Payment Services for Dynamics GP eliminates those hassles with a seamless integration right out of the box.

You'll be up and running in no time. There are no customizations, cumbersome set up procedures, extra hardware, or third-party software required.

Choices That Fit Your Business

Payment services is supported by many of the top payment-processing agencies including First Data, CyberSource, and Paypal (or you can use your existing merchant account). That means you can choose the provider that meets your needs today, and then easily switch providers down the road as your business changes.

Payment Services also supports most major credit and debit cards including Visa, MasterCard, American Express, and Discover).

Of Course It's Secure

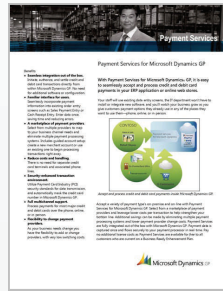
If you haven't already heard, the payment card industry passed a strict set of security standards earlier this year. As a merchant, you must be compliant with the new Payment Card Industry Data Security Standard (or **PCI-DSS**). Rest assured that Payment Services for Dynamics GP is fully compliant with PCI-DSS and automatically masks the credit card number in Dynamics GP.

Visit www.PCIsecuritystandards.org for details on the new security standards that went into effect as of July 1, 2010.

Free Module Offer Details

Microsoft is currently offering the Payment Services module for free under the Early Adoption Program. That means the sooner you act, the better your chances of grabbing this free module for your company. That's a \$10,000 value for nothing ... you can't beat that!

Note: You must be on a current Business Ready Enhancement Plan. You will still pay maintenance fees for the product however your first maintenance payment won't be due until May 2011.



Payment Services Brochure

[Contact us](#) if you'd like a PDF copy of the Payment Services Brochure with more details about this fantastic new module and free offer.



Microsoft Dynamics GP Promotions

Existing Customer Offers

3 Months, No Payments

Defer payments for 3 months when you add functionality to your Dynamics GP system. Offer valid until **Dec 23, 2010**.

Holiday Season User Offer

Customers on a current Enhancement Plan can save up to 20% on additional user licenses. Offer valid until **Dec 23, 2010**.

Lapsed Customer Re-enrollment

Customers whose Microsoft Dynamics Business Ready Enhancement Plan lapsed prior to 11/8/10 can get back on plan with NO lapse or re-enrollment fees. Must commit to 3 years on plan. Offer valid **Nov 8, 2010 - April 22, 2011**.

License Model Transition (LMT) - 30/30 Offer

Microsoft Dynamics GP customers can transition from Modular-based Licensing to Business Ready Licensing at up to 30% off. Discount valid for up to 30 users. Offer valid until **Dec 23, 2010**.

Production Edition Transition (PET)

Current Dynamics GP BRL BE licensees can upgrade to the Advanced Management (AM) Edition at a discount of up to 20% PLUS receive up to 20% off additional user licenses and modules. Offer valid until **Dec 23, 2010**.

Extending the Reach for Dynamics Customers

Growing businesses can get up to 100% discount on fees for Dynamics Business Portal user licenses and the Business Portal Module. Offer valid until **Dec 23, 2010**.

Re-enrollment Award

Renew your service plan and receive up to 20% off your next qualifying license purchase, add users, purchase new modules or transition to Business Ready Licensing. Details apply. Offer valid: **July 5, 2010 - June 30, 2011**.

Dynamics GP Upgrade Promotion

Receive a 20% discount on the NEW Express Update for GP 9.0 and receive a 10% discount on the GP Upgrade. Offer valid until **Dec 29, 2010**

New Customer Offers

3 Months, No Payments

Defer payments for 3 months when you purchase a new Dynamics GP system. Offer valid until **Dec 23, 2010**.

Advanced Management User Licenses

Special promotion for new customers purchasing licenses to the Advanced Management edition of Microsoft Dynamics GP. **Buy 4 get 1 free**. Offer valid until **Dec 23, 2010**.

Move Now - Legacy Customer Offer

Existing Microsoft Small Business Financials customers save **up to 100%** on their first 5 full system users and **up to 50%** on 6-10. Limited A La Carte functionality also available at up to 100% discount. Offer valid until **Dec 23, 2010**.

Some restrictions apply. Call your local NexTec office for details or email us at marketing@nextecgroup.com.

DYNAMICS GP 9.0 SUPPORT REMINDER

Mainstream support for Microsoft Dynamics GP 9.0 will end January 11, 2011 per the [Microsoft Support Lifecycle Policy](#). Customers on a current service plan can still access the following benefits through CustomerSource:

- Previously released Upgrades, Updates, Service Packs, Fixes and Regulatory/Tax Updates
- Self-Help Support through KnowledgeBase articles and online content
- Unlimited Online Training and access to CustomerSource Community and Tools

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