


Microsoft

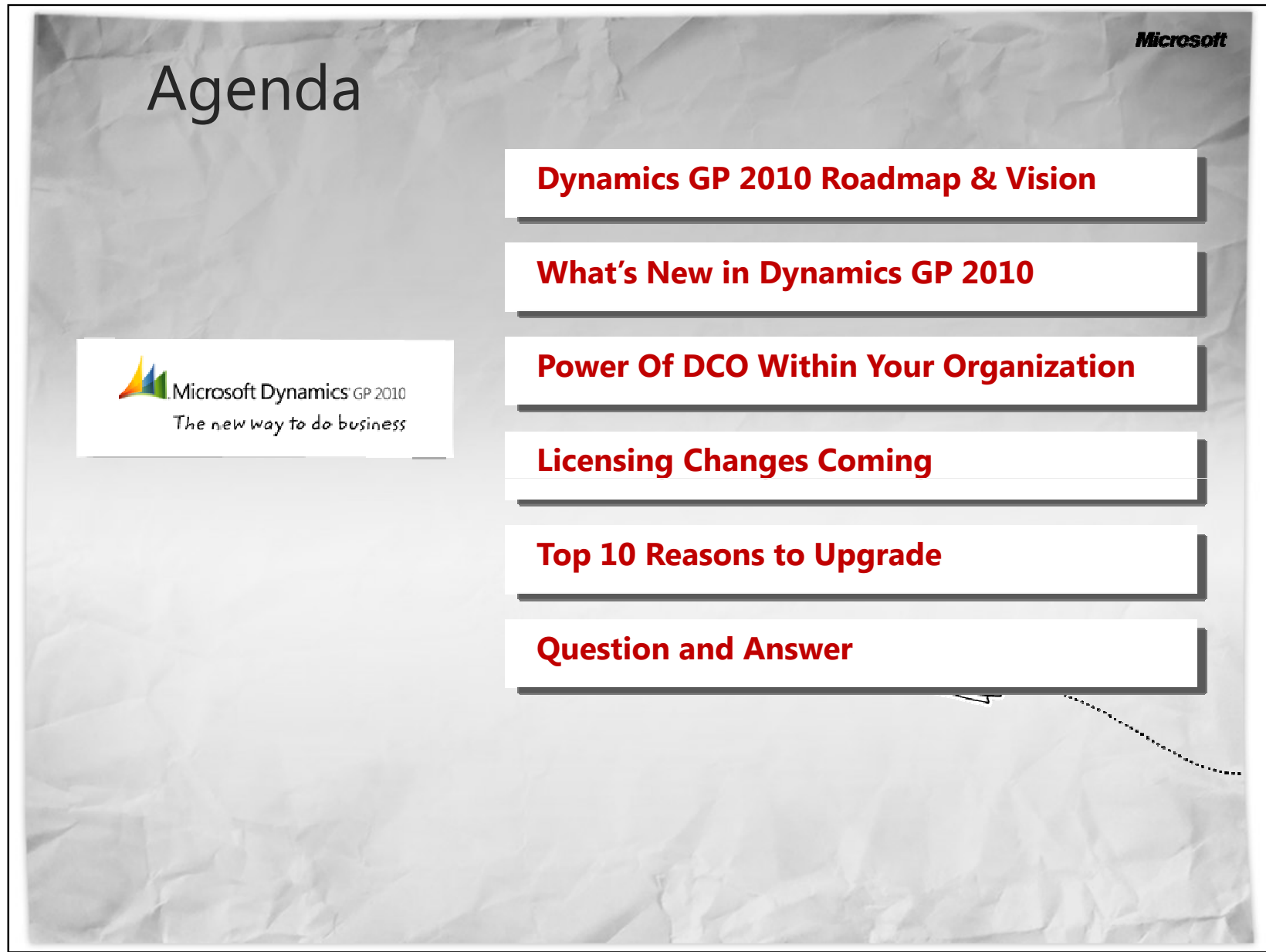
 Microsoft Dynamics GP 2010
The new way to do business

Microsoft Dynamics GP2010

Enhance Insight/Make it Easier/Extend Connections

MARCH, 2010

A hand-drawn paper airplane icon with a dotted line trail pointing towards the main title.




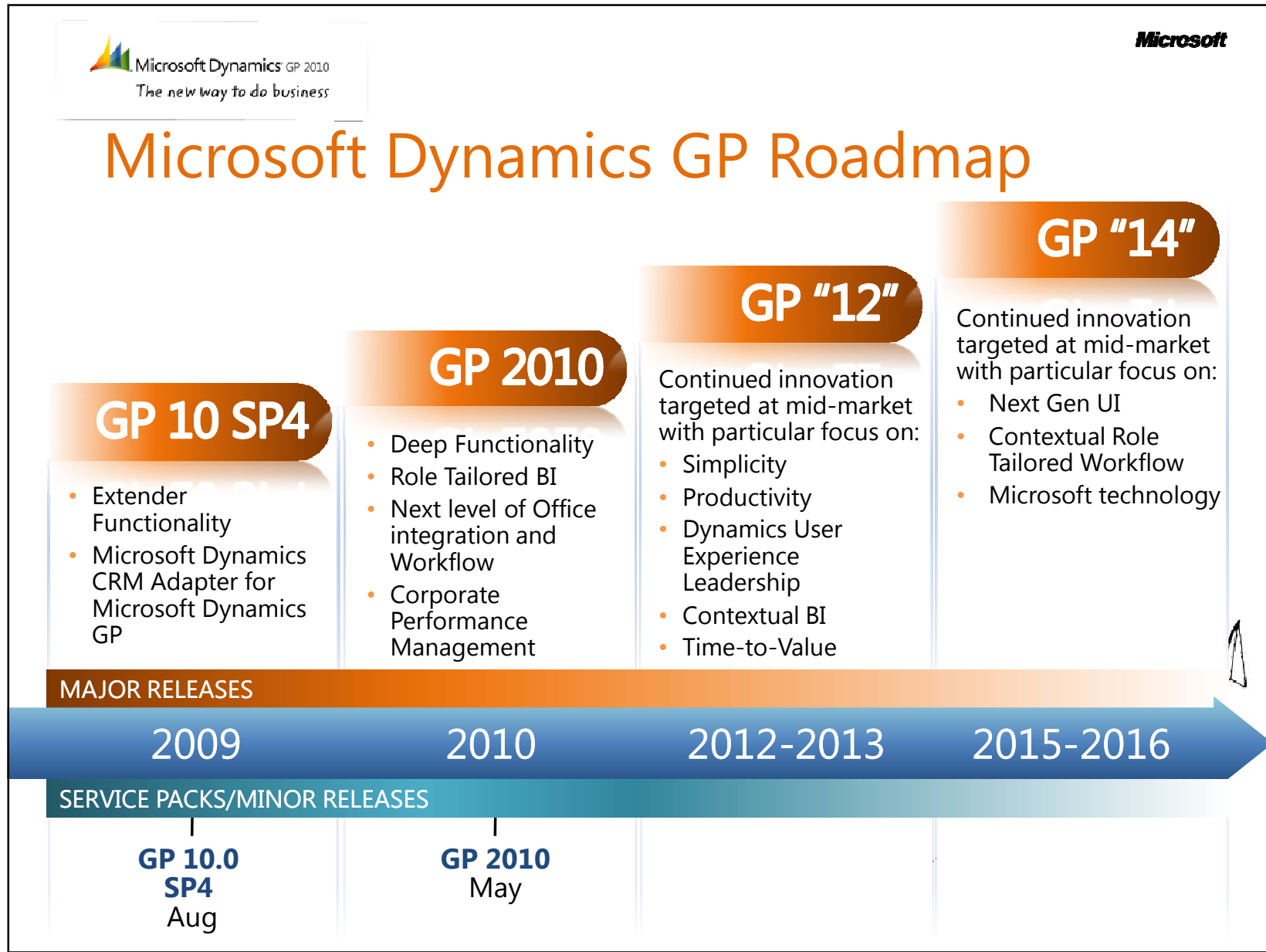
The slide features a crumpled paper background. In the top right corner, the Microsoft logo is visible. The word "Agenda" is written in a large, dark font on the left side. On the right side, there are six white rectangular boxes with red text, each containing an agenda item. On the left side, there is a white box containing the Microsoft Dynamics GP 2010 logo and the tagline "The new way to do business".

Microsoft

Agenda

- Dynamics GP 2010 Roadmap & Vision**
- What's New in Dynamics GP 2010**
- Power Of DCO Within Your Organization**
- Licensing Changes Coming**
- Top 10 Reasons to Upgrade**
- Question and Answer**

 Microsoft Dynamics GP 2010
The new way to do business



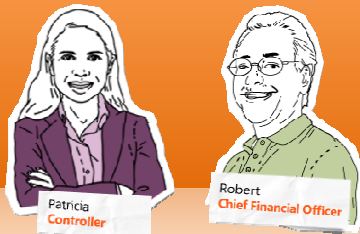


Microsoft Dynamics GP 2010 and Microsoft Office

Enhance Insight

- 119 Role based dashboards and KPI's
- 90 Built-In SRS and 220 Excel reports
- Enables advanced BI

More Visibility



Make It Easier

- Microsoft Office Word forms, invoices & more
- Enhanced workflow capabilities
- Easily send individual or

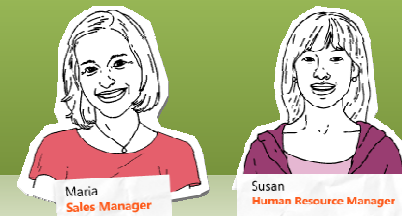
Less Effort

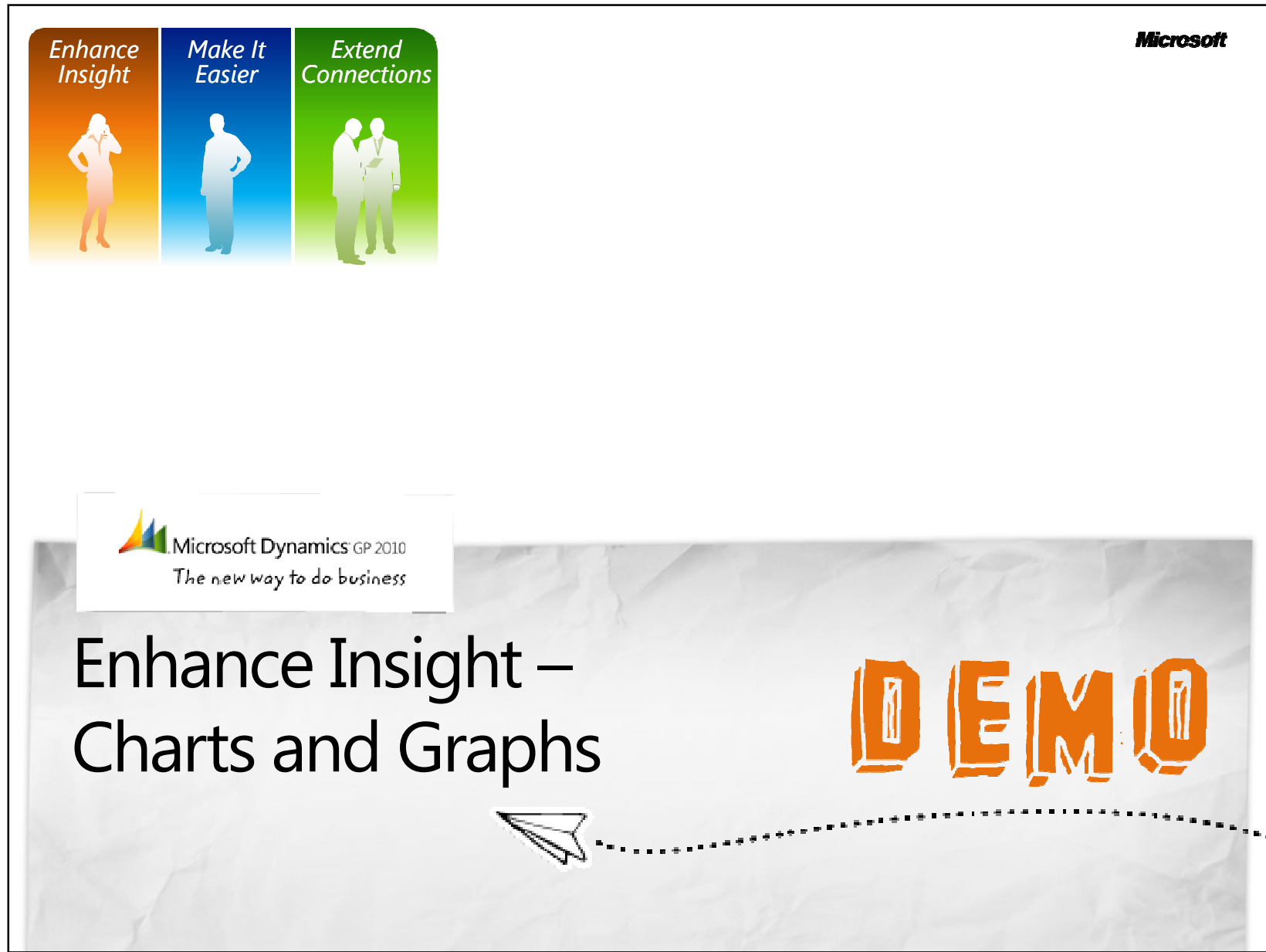


Extend Connections

- Enhanced Web Service capabilities
- Go beyond presence to initiate purchase and sales orders right from

More Collaboration





The slide features a header with three colored boxes: an orange box with a woman on a phone labeled "Enhance Insight", a blue box with a man on a phone labeled "Make It Easier", and a green box with two men reviewing a document labeled "Extend Connections". The Microsoft logo is in the top right. Below this is a white box with the Microsoft Dynamics GP 2010 logo and the tagline "The new way to do business". The main content area has a crumpled paper background with the text "Enhance Insight – Charts and Graphs" in large black font. To the right, the word "DEMO" is written in large, orange, 3D block letters. A white paper airplane icon is positioned below the main text, with a dotted line trailing from it towards the "DEMO" text.

Enhance Insight

Make It Easier


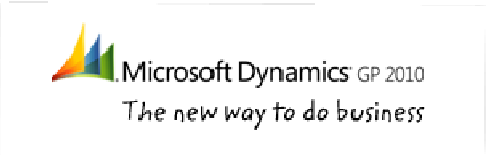
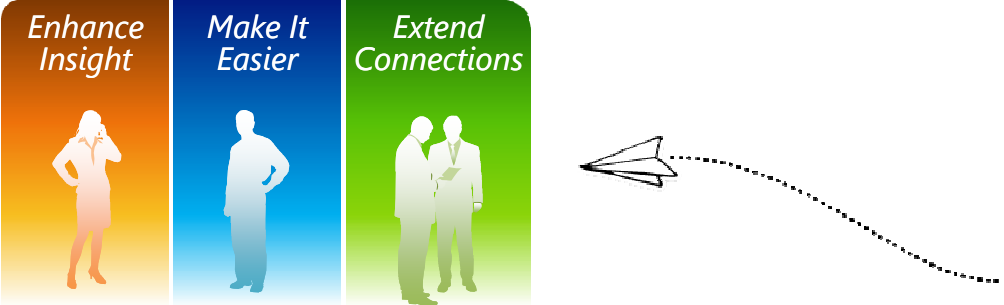

Extend Connections

Microsoft

Microsoft Dynamics GP 2010
The new way to do business


Enhance Insight –
Charts and Graphs

DEMO



*"The dashboard reporting in Microsoft Dynamics GP2010 will be very helpful for our management team. They rely on live and accurate information that is easy to access. The Central YMCA has many different divisions doing many different things, and our **management team needs to be able to personalize their dashboards to be able to make decisions using live information** because one of the mantras we have here is 'if you don't know it, you can't manage it."*

David Thompson – Corporate Services Director, Central YMCA London



*"Together with Microsoft Dynamics GP, we are building a better future, a more secure business, and **a better way to keep our business running more efficiently.**"*

Phil Hodges – IT Director, Clean Burn



The slide features a white background with a crumpled paper texture at the bottom. At the top left, there are three vertical colored boxes: orange with a woman on a phone, blue with a man standing, and green with two men shaking hands. The Microsoft logo is in the top right. A white box in the middle left contains the Microsoft Dynamics GP 2010 logo and tagline. The main title 'Make It Easier – Navigation List Builder' is in large black font. To the right, the word 'DEMO' is written in large, blue, 3D block letters. A white paper airplane icon with a dotted line trail points from the bottom left towards the 'DEMO' text.

Enhance Insight

Make It Easier

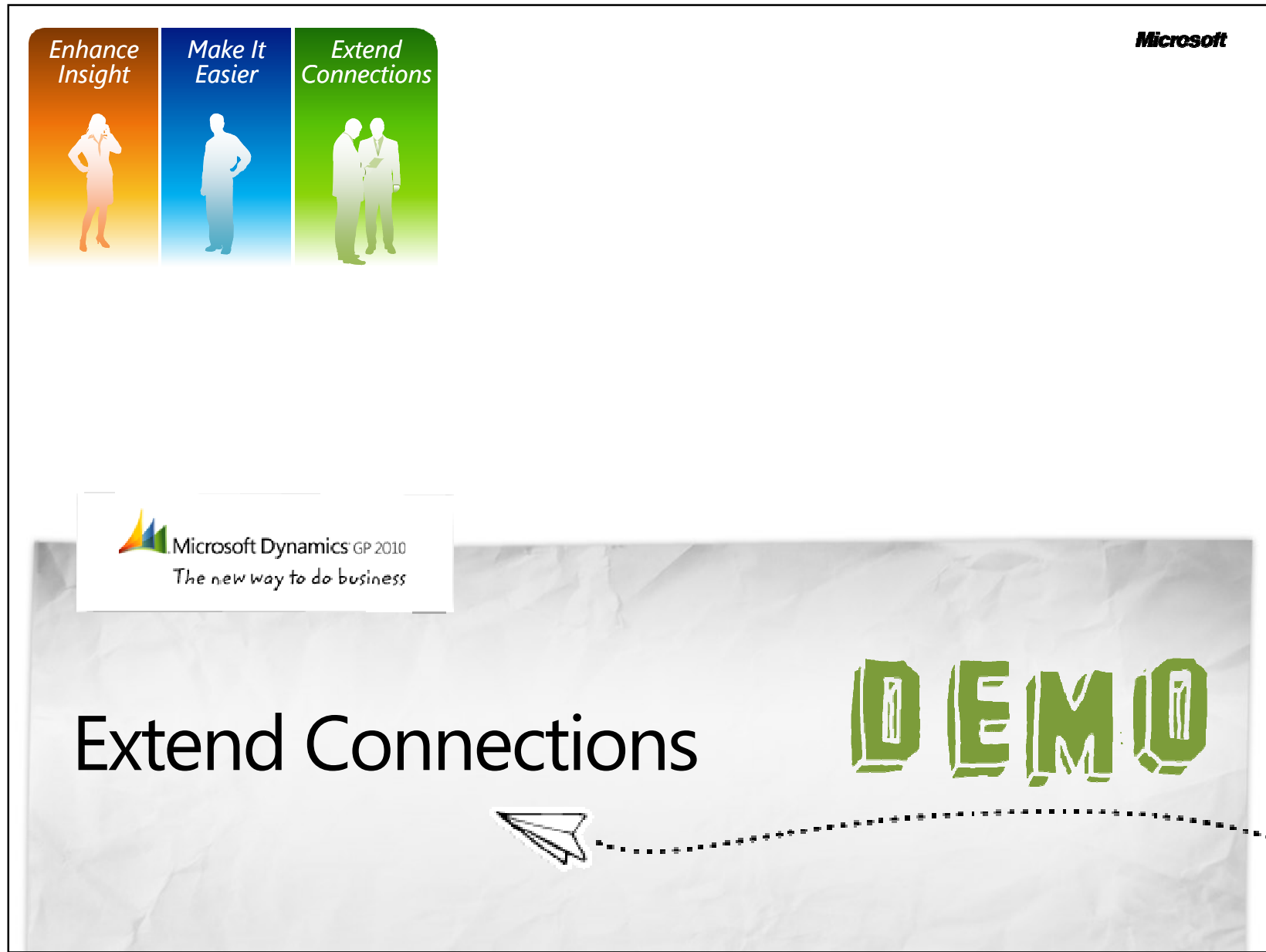
Extend Connections

Microsoft

 Microsoft Dynamics GP 2010
The new way to do business

Make It Easier – Navigation List Builder

DEMO



The slide features a white background with a crumpled paper texture at the bottom. At the top left, there are three vertical colored boxes: orange with the text 'Enhance Insight' and a woman on a phone; blue with 'Make It Easier' and a man standing; and green with 'Extend Connections' and two men in suits. The Microsoft logo is in the top right. A white box in the middle left contains the Microsoft Dynamics GP 2010 logo and the tagline 'The new way to do business'. The main text 'Extend Connections' is in large black font, and 'DEMO' is in large green block letters to its right. A paper airplane icon with a dotted line trail points from the bottom left towards the 'DEMO' text.

Enhance Insight

Make It Easier

Extend Connections

Microsoft

Microsoft Dynamics GP 2010
The new way to do business

Extend Connections

DEMO

Microsoft

CES - Contoso Electronics System

Marie – Customer Service Manager



Andy – Purchasing Manager



Theresa - Vendor "Audio Suppliers"



Contract Manufacturer



 **Microsoft Dynamics™**

Because it's everybody's business



*"We're in the middle of a big unified communications project at the moment using Microsoft Office Communication Services, so the integration [of Microsoft Dynamics GP 2010 with Office Communication Services] will really help us with our unified messaging goals. With the presence identification in Microsoft Dynamics GP 2010, **we can actually see when our vendors or customers are online, and then can instantly contact them regarding outstanding business issues.**"*

Ian Addis – Head of Internal Systems, EMIT Technologies



*"When we started our business we knew we needed to have systems that could help us reach our goals, and we went live on Microsoft Dynamics GP before we had any revenue. After five years we're now at \$50 million in revenue, and I can honestly say if we didn't have these systems, our business couldn't scale the way we're scaling. **Microsoft Dynamics GP is the nerve center of the business, and this new release makes it even more powerful.**"*

Michael Gunthar – Vice President Operations, Primo Water



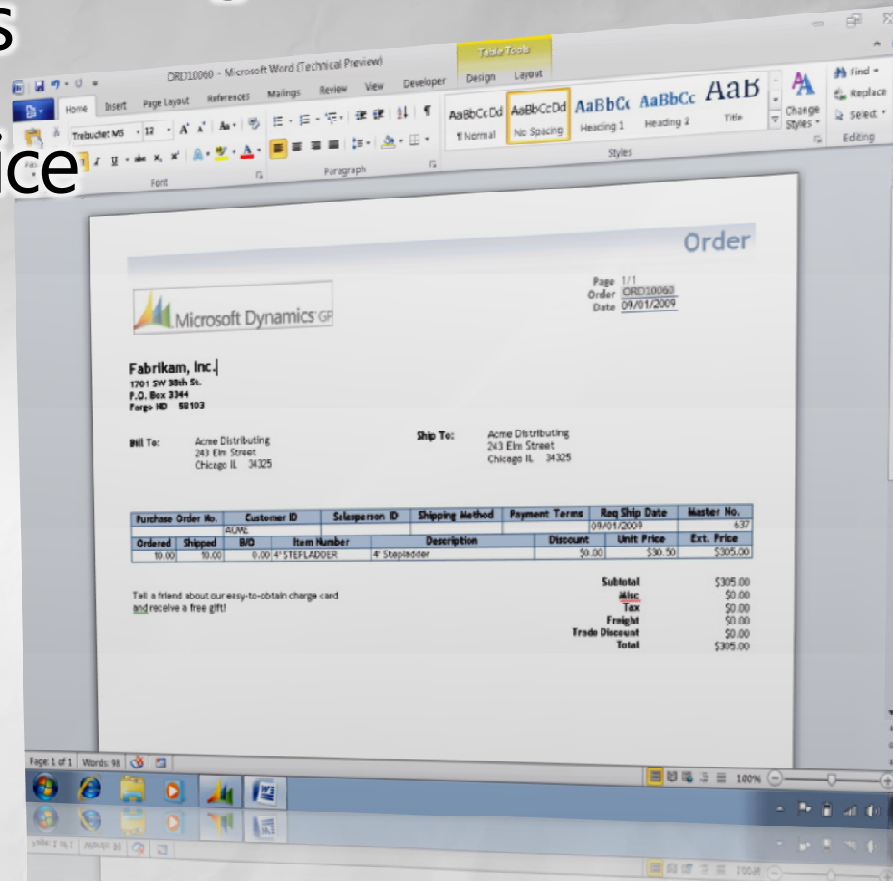
22	Word Forms	25	Financials Features
119	New Charts and KPI's	12	Distribution Features
20	New SRS Reports	20	Human Resources/ Payroll Features
11	New Excel Reports	15	Field Service Features
83	New Web Services	11	System Features
3	New Workflows	20	Business Intelligence Features

Microsoft Dynamics[®] GP 2010

20 Business Intelligence Features

15 Field Service Features

22 Word Forms



Microsoft Dynamics® GP 2010



The image shows a screenshot of the Microsoft Dynamics GP 2010 Financials Dashboard. The dashboard includes several key performance indicators (KPIs) and charts. Overlaid on the right side of the screenshot are three large blue numbers with corresponding text: 119 New Charts and KPI's, 20 New SRS Reports, and 11 New Excel Reports. At the bottom of the screenshot is the Microsoft Dynamics GP 2010 logo.

119 New Charts and KPI's

20 New SRS Reports

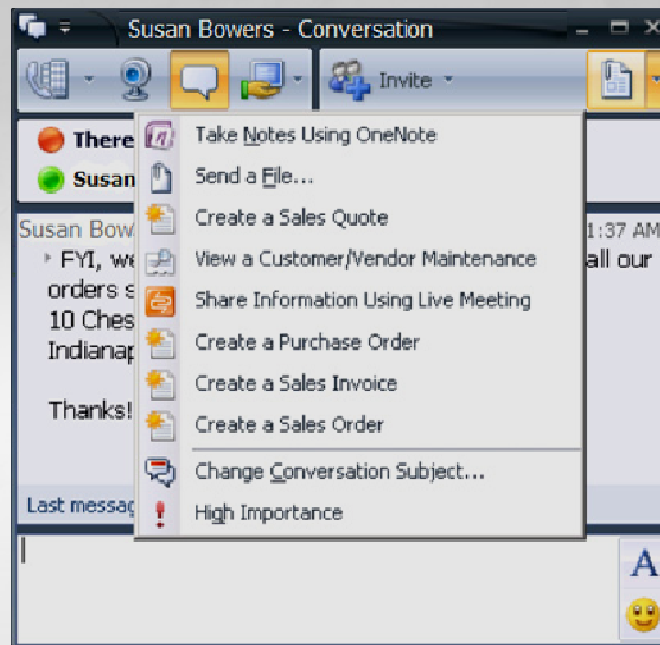
11 New Excel Reports

 Microsoft Dynamics® GP 2010

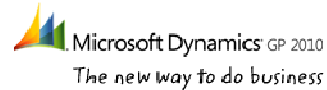
83 New Web Services

11 System Features

25 Financials Features



Microsoft Dynamics GP 2010



25 New Financial Features

Microsoft

General Ledger

- GL Budget Transactions
- Consolidate multiple budgets
- Reporting Ledger functionality
- Clear amounts in GL Recurring Batches

Accounts Receivable

- E-mail Receivables documents(not statements)
- Updates to RM EFT
- Recurring Cash Receipt Batches
- Lockbox enhancement
- Negative cash receipt

Analytical Accounting

- Security for creating dimension codes on the fly
- Integration with US Payroll

Not For Profit

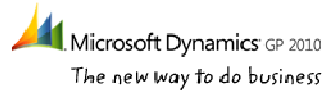
- Control Account Management for Receivables
- Encumbrance Options for Workflow/PO Approvals

Payables Management

- E-mail Vendor Remittances
- Select Checks Enhancements
- Additional Restrictions functionality
- Restrict invoices by expired discount date
- Vendor Workflow

Collections

- Display Unposted Cash on Collections Main
- Display Collections Reminders on Home Page
- Print Collections Letters by Address ID
- Collections Note display on Navigation Lists
- Reply to E-mail Address option
- Use E-mail Address from Customer Address ID
- Collections Go-To options in RM/SOP SmartLists
- Open Note or Create new from Inquiries



Microsoft

12 New Distribution Features

Inventory

- Inventory Auto Number Lot Numbers

Sales Order Processing

- E-mail SOP Documents
- Print Backordered items on Picking Ticket

Manufacturing

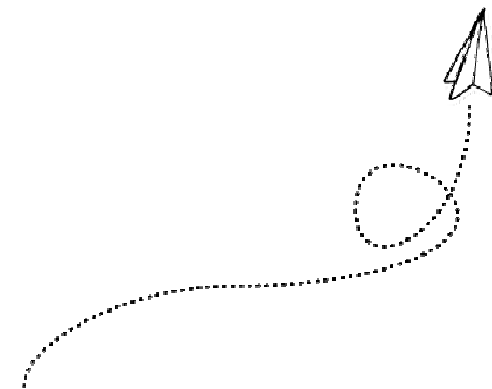
- MRP Move Out Enhancements
- Manufacturing Single Item
- Sales Forecasting

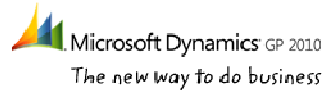
Purchase Order

- E-mail Purchase Order
- Line Item Date Roll – down
- Auto-Receive in-transit items
- PO Returns Enhancements
 - Replace Returned Goods
 - Invoice Expected for Returned Goods

Project Accounting

- SRS Reports





Microsoft

20 New Human Resources/Payroll Features

Human Resources / Payroll

- US Payroll Integration to AA
- Post with detail option
- Multiple W2 boxes for deduction/benefits
- Secondary Employee Status Code
- Additional Payroll and HR Reports
- Check Inquiry Reprint
- Garnishment single Maximum option
- Multi Build Functionality
- Certification Licensing Excel Reports
- Payroll Extensions Report Preferences
- HRP Suite Security Task integration
- PTO Manager – UI Refresh

Workflow

- Employee Onboarding
- Personnel Maintenance

Fiscal Year

- Track Payroll information
- Apply benefit/deduction maximum

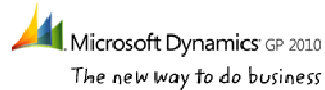
Position Control Phase II

- Budget
- Reports

Benefit Self Service

- Benefit Confirmation Statement
- Benefit Enrollment Summary





Microsoft

15 New Field Service Features

All modules

- Non-Inventoried Item Support
- Kit Item Support

Service Call Management

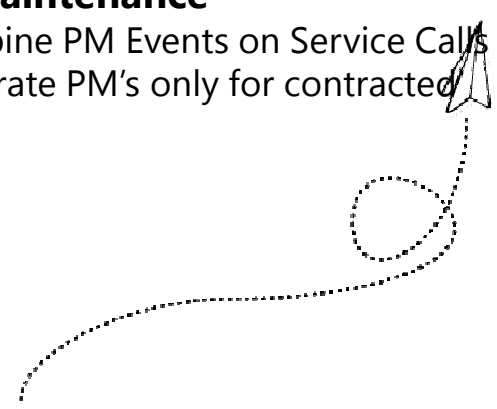
- Auto Move to History following billing
- Create AP Vouchers for Subcontractor Labor, Expenses, or Additional Charges
- Multi-Level Service Call Escalation
- Integrate to Payroll for labor or indirect labor

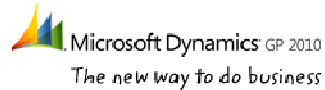
Contract Administration

- Multiple Service Hours on Contracts
- Contract Billing Frequencies
- Consolidate Invoice Billing
- Contract Sort and Find
- Multi-Site Invoices
- Checklinks
- Reconcile Contract to GL

Preventative Maintenance

- Choose to combine PM Events on Service Calls
- Choose to generate PM's only for contracted equipment





Microsoft

20 New Business Intelligence Features

Improved access to information

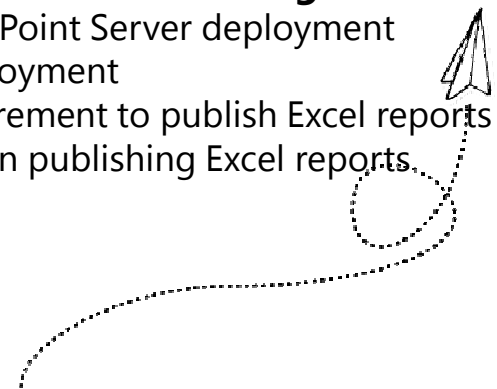
- Enhanced integration to non native Dynamics GP reports
- Default views for advanced lookups
- Drill through support
- Navigation List Builder
- Adding Extender as table type for SmartList Builder & Excel Report Builder
- Extender – Disable/hide fields on forms and windows

What's new in Business Intelligence

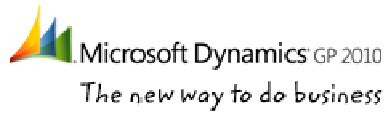
- Dynamics GP Word templates
- Home Page metrics
- Business Portal dashboards
- Business Portal KPIs
- Excel Report Builder
 - Pivot Table support
 - Totals on Reports

Report Deployment & Publishing

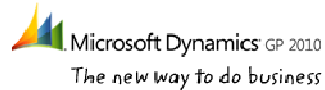
- Support for SharePoint Server deployment
- Charts & KPI deployment
- Remove 'sa' requirement to publish Excel reports
- Save settings when publishing Excel reports



Microsoft



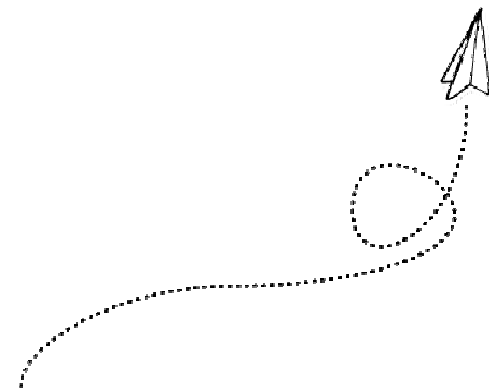
Management Reporter 2.0



Microsoft

Benefits of Management Reporter 2.0 for Users

- Easy Transition from FRx –
 - Converts Row's, Column's and Trees
 - Very similar User Interface
- Formatting Enhancements
 - Logos & Images in Headers and Footers
 - Page Breaks in Columns
- New Code Base and Architecture
 - 32 or 64 - Bit
- Greatly Improved Performance
- Undo
- XBRL



Row Definition - IncomeStatement - Management Reporter

File Edit View Format Company XBRL Go Tools Window Help

New

Default Microsoft Sans Serif 8.25 B I U

1190 +Natural = [410?]

Generate Report

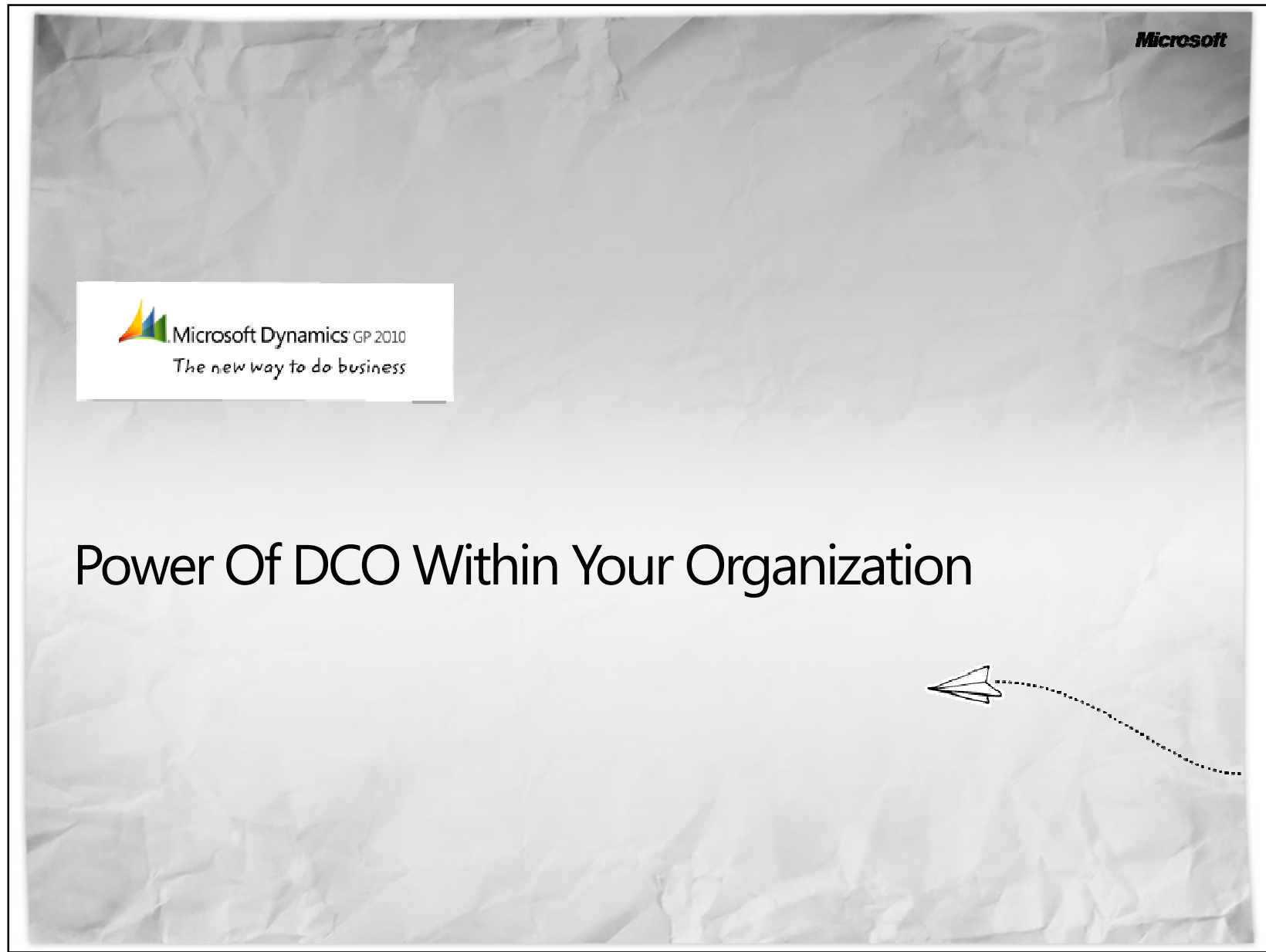
Row Code	Description	Format Code	Related Formulas / Rows / Units	Format Override	Normal Balance	Print Control	Column Restriction	Row Modifier	Link to Financial Dimensions
100		CBR	310						
130	Revenue	DES	310						
160		DES	310						
190	Sales				C				+Natural = [410?]
220	Sales Returns								+Natural = [4110]
250	Sales Discounts								+Natural = [4250]
280		---	310						
310	Net Sales	TOT	190-220-250		C				
340		DES	430						
370	Cost of Goods Sold								+Natural = [4500]
400		---	430						
430	Gross Margin	TOT	310-370		C				
460		---							
490		DES	430						
520		CBR	910						
550	Operating Expenses	DES	910						
580		DES	910						
610	Salaries and Wages								+Natural = [50*]
640	Depreciation Expense								+Natural = [5100]
670	Office Expense								+Natural = [5200]
700	Supplies Expense								+Natural = [5225]
730	Maintenance Expense								+Natural = [5240]
760	Rent Expense								+Natural = [5250]
790	Travel Expense								+Natural = [5300]
820	Advertising Expense								+Natural = [5350]
850	Commission Expense								+Natural = [5400]
880		---	910						

Row Definitions

- Row Definitions
 - BalanceSheet
 - IncomeStatement
 - Row Variables
 - Wizard1
 - Wizard2
 - Wizard3
 - Wizard4

Report Definitions

Row Definitions






Microsoft Dynamics GP 2010
The new way to do business




Microsoft

What is DCO?


Business Portal



- Requisition management
- Project Time and Expense
- HRM Self Service Suite
- Field Service Suite
- Order Management



Business Intelligence



Models

- Graphs and KPI's
- Analysis Cubes
- Management Reporter Viewer







Module Discounts For BRL Customers

– Before May 1, 2010

Risk Management Suite

Module	Old Total	New Total
Audit Trails	\$9,000	\$5,000
Electronic Signatures		
\$4,000		

Integration Suite

Module	Old Total	New Total
Integration Manager (All)	\$8,000	\$5,000
eConnect / Web Services		
\$3,000		

Customization Suite

Module	Old Total	New Total
Developer Toolkit	\$10,500	\$5,000
Dexterity		
\$3,000		

Manufacturing Suite – AM Only

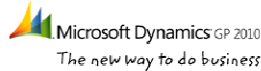
Module	Old Total	New Total
Capacity Requirements Planning	\$21,000	\$6,500
Engineering Change Management		
Job Costing		
Quality Assurance		
Sales Configurator		
Sales Forecasting		
\$3,000		

Distribution Suite – AM Only

Module	Old Total	New Total
Advanced Distribution	\$10,000	\$6,000
Advanced Picking		
\$3,500		

*Suites are available with Dynamics GP 10.0 or GP 2010 – **BRL** Customers

*Listed above is suggested retail pricing please contact your partner for final pricing



Business Portal DCO For BRL Customers – Before May 1, 2010

Business Portal User

Module	Old Total	New Total
Business Portal Employee and Customer Users <i>* Value* \$40 Per Named User</i>	<p>\$40 Per Named User</p> <p>\$23,590 Based on module cost, first user only!</p> <p>Limited Time Offer!!! Existing Customers Only Pay Enhancement fee each year, offer expires December 22, 2010</p>	<p>\$195 Per Name User</p>
Analysis Cubes <i>* Value* \$9,500</i>		
BI Components -Executive Centers & New Dynamics Dashboards -Out of the box Excel Reports -SRS Reports -KPI's <i>* Required Under New Licensing</i>		
Field Service Suite <i>* Value* (e Service, e Returns)</i>		
HRM Self Service -Time and Attendance -Employee Profile -Employee Pay -Recruitment -Skills and Training <i>* Value* \$4,000</i>		
Order Management <i>* Value* \$7,500</i>		
Requisition Management <i>* Value* \$1,500</i>		
Project Time and Expense <i>* Value* \$750</i>		
Management Reporter Viewer <i>* Value* \$300</i>		

*Business Portal Price Increases to \$195 For Module Based Customers after May 1, 2010

*Listed above is suggested retail pricing please contact your partner for final pricing

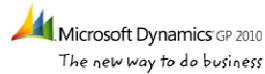


Business Essentials Customers – After May 1, 2010

Business Essentials – Foundation Pack

Included:	Price
Account Level Security	n/c
Field Level Security	n/c
Electronic Banking Suite <ul style="list-style-type: none">• Electronic Funds Transfer for RM• Electronic Bank Reconciliation• Electronic Funds Transfer for PM	n/c
Available at Reduced Price	Price
Modifier	\$3,000

*Listed above is suggested retail pricing please contact your partner for final pricing

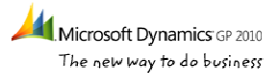


Microsoft

Standard and Professional Changes –After May 1, 2010

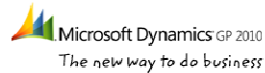
- Business Portal Price Increase
- SmartList Builder: Now \$1550 increasing to \$1950
- Standard Only – FRx Viewers Now \$210 increasing to \$300
- Special BRL Incentives





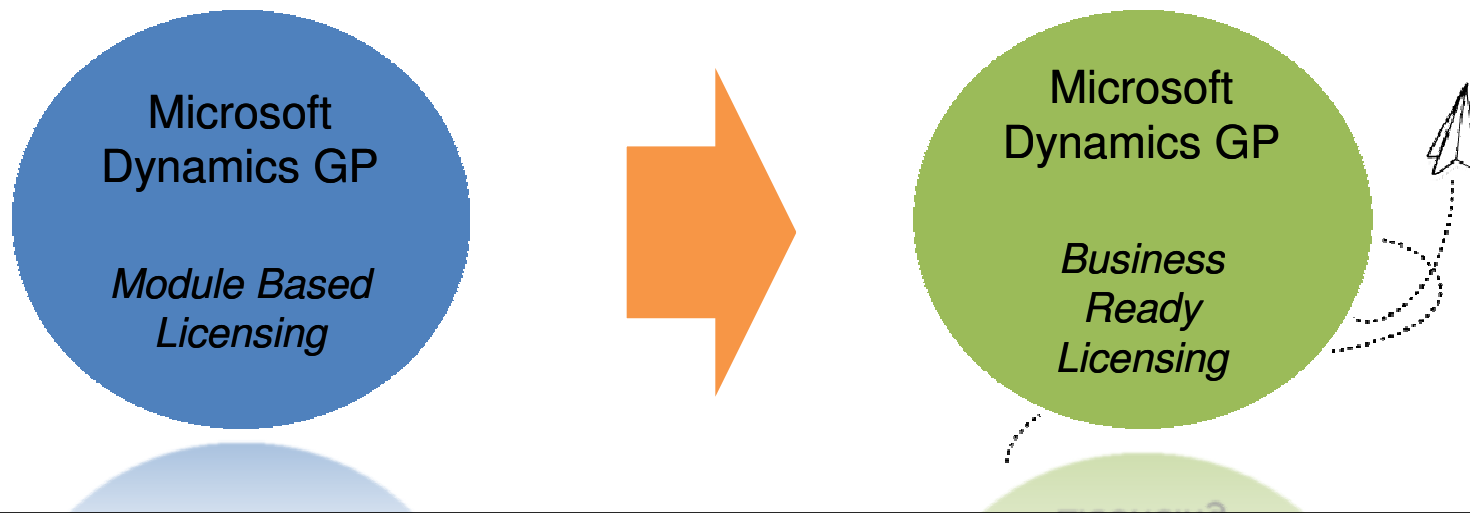
Value Of Switching To BRL - Before May 1, 2010


- Leverage Special Module Pricing on Suite Modules
- Can leverage DCO's, DCO is not available on Pro and Standard Module Pricing
- External Connector For Customer Access
- Microsoft LMT Discounts
- Additional Functional Enhancements Included With Transition
- MR Designers users included with Full User
- Can purchase BP users that will convert to DCO users after May 1st.
- Smartlist Builder Price Increase (New Navigation List Builder)




How Do I Get There?

- Commonly referred to as an “LMT” – License Model Transition
- A “LMT” is a move from Module-Based Licensing to Business Ready Licensing [Within the same product line]
- Contact your Microsoft Dynamics Partner for Additional Details





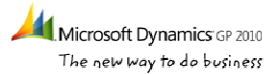
Basic License Comparison



Basic GP Customer Module Pricing Example

Advanced Management

<ul style="list-style-type: none"> GP System Mgr Report & System Manager General Ledger With AFA Payables Management Receivables Management FRx Drilldown Viewer FRx Report Designer User FRx Report Launcher Inventory Control Invoicing PO Processing/Receiving's Sales Order w/ Adv. Invoicing Collections Management Cash Flow Management 	<ul style="list-style-type: none"> GP System Mgr Report & System Manager General Ledger With AFA Payables Management Receivables Management FRx Drilldown Viewer FRx Report Designer User FRx Report Launcher Inventory Control Invoicing PO Processing/Receiving's Sales Order w/ Adv. Invoicing Analytical Accounting Bank Reconciliation Encumbrance Management Fixed Asset Management Intercompany Multicurrency Management Safe Pay Account Level Security 	<ul style="list-style-type: none"> Cash Flow Management Collections Management Customer/Vendor Consolidations Electronic Bank Management Electronic Bank Reconcile Electronic Funds Transfer For PM Electronic Funds Transfer For RM Field Level Security Grant Management Lockbox Processing National Accounts Process Server Refund Checks Revenue/Expense Deferrals Advanced Analysis Cubes Library Analysis Cubes Library FRx Currency Translation FRx Report Manager FRx Report Server FRx WebPort User 	<ul style="list-style-type: none"> Microsoft Forecaster Key Performance Indicators Landed Cost Available To Promise Bill of Materials Order Management PO Generator Requisition Management Returns Management Manufacturing Bill of Materials Manufacturing Order Processing Master Production Scheduling Materials Requirements Planning Project Accounting Time and Expense Dynamics CRM Professional Server Contract Administration BP Named Employee User Business Portal Customization Site License Integration Manager - Conversions
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What does it cost?

Microsoft

\$10,000 Flat Fee

Up to 20 users

21 Users or More

\$500 X Users =

Example

\$500 X 25 users = \$12,500 Total

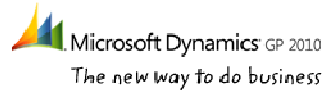
Current Offers Expire June 25, 2010:

[LMT Sales offer](#) – Save 20-40% on the transition PLUS 20% on additional users and a la carte

[Reenrollment Award](#) – customers can save 10-20% discount on additional license purchase with their renewal

*Restrictions apply

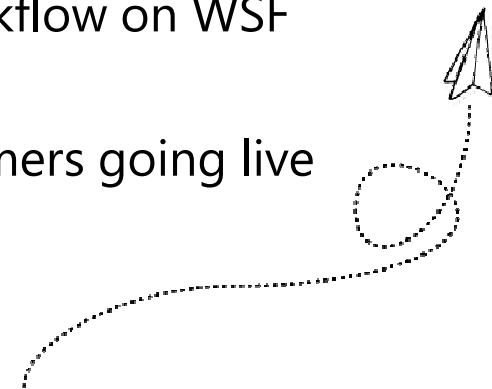


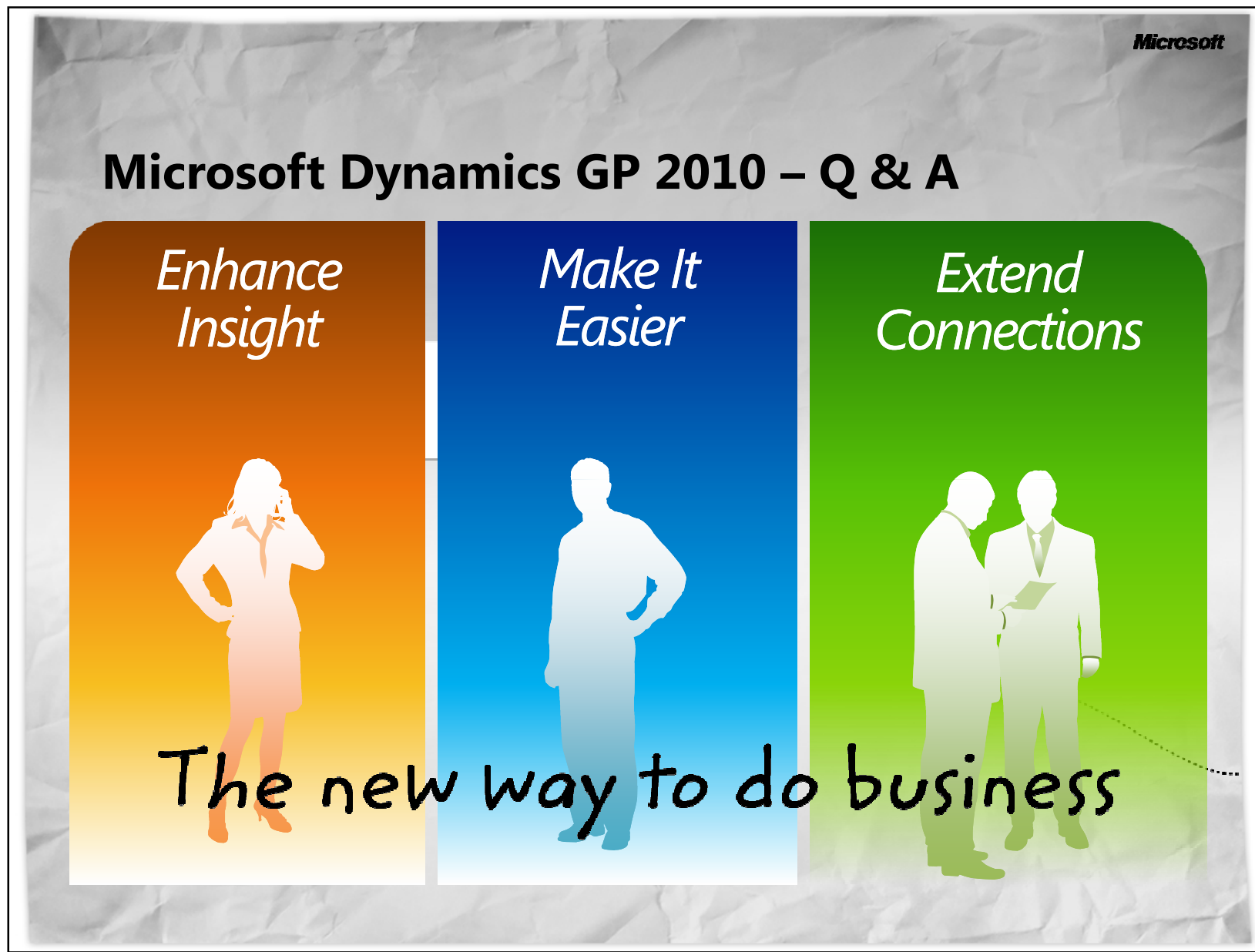


Microsoft

Top 10 Reasons to Upgrade

- 1) Better Insight: Dashboards and KPI's with Drill-Back
- 2) Get More Out of Excel: Predictive Modeling and Analysis
- 3) Work with Over 90 Built-In SRS Reports
- 4) Word Forms Create Professional External Documents
- 5) Tailor Your List Pages: Navigation List Builder
- 6) Connect Easier with People: Communicator Integration
- 7) Integrate Systems Better: Web Services, OCS, BP, CRM
- 8) Leverage Other Technologies: 64 Bit, Workflow on WSF
- 9) Create mini-applications: Extender
- 10) Upgrades are Easy: Proven by beta customers going live





Microsoft

Microsoft Dynamics GP 2010 – Q & A

*Enhance
Insight*

*Make It
Easier*

*Extend
Connections*

The new way to do business

The slide features a crumpled paper background. At the top right is the Microsoft logo. The main title is centered. Below it are three vertical panels: an orange panel with a woman on a phone, a blue panel with a man standing, and a green panel with two men looking at a document. A dotted line connects the bottom of the green panel to the text 'The new way to do business' at the bottom.