Microsoft®

WHAT'S NEW?

Top New Features in
Microsoft Dynamics GP 2010 and
Microsoft Dynamics GP 2010 R2

Microsoft Dynamics GP 2010

Microsoft Dynamics GP 2010 and Microsoft Dynamics GP 2010 R2

Today's world demands a new way to do business. Organizations wrestle with the challenges of reducing operating costs while responding to greater customer needs—and ultimately increasing profitability. To stay competitive, conserve costs, maintain control, and grow, you need to get more out of your existing technology investments.

Based on extensive research into real-world business models and rich feedback from customers and partners, Microsoft Dynamics® GP 2010 extends the reach of insight, productivity, and collaboration across your entire business—and Microsoft Dynamics GP 2010 R2 continues that path. Our goal is to help ensure that people—and the different ways they work—are your most powerful asset.

This latest release makes it easier for people to make fast, informed decisions using business intelligence that's personalized to their roles and available through familiar Microsoft® Office applications. New capabilities continue to streamline and automate business processes, simplify setup and maintenance, and let you tailor your solution to meet specific user and business needs. Equally important,

Microsoft Dynamics GP 2010 takes full advantage of web services, integration with Microsoft Dynamics CRM, and a simplified platform to connect employees, customers, and vendors across applications and systems efficiently and cost-effectively.

Microsoft Dynamics GP 2010 and Microsoft Dynamics GP 2010 R2 offer innovation that enables your people to work with information and processes in ways that are familiar to them—today and into the future.

"Together with Microsoft Dynamics GP 2010, 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

BUSINESS BENEFITS SUMMARY

ENHANCE INSIGHT

Give everyone in your organization the ability to access, analyze, and share information in ways that make sense for their particular job. Whether they're drilling down on key performance Indicators (KPIs) from their role-based dashboards, accessing real-time reports through a web browser, or performing sophisticated analyses using new options for Microsoft Office Excel®, all your people can contribute more to decision making that fuels business performance.

MAKE IT EASIER

Drive productivity and results with a solution that's easier to use than ever before. New features streamline processes that include business operations and daily tasks, setup and IT administration, and personalization options that make it easy for people to meet individual business needs.

EXTEND CONNECTIONS

This latest release offers faster, more cost-effective portal deployment, integration with Microsoft Dynamics CRM, and enhanced web services that fuel rich, flexible integrations. Microsoft Dynamics GP 2010 brings together employees, customers, and suppliers—by connecting people, information, and processes across applications and systems.

Bring personalized business intelligence to key roles in your organization, get more out of Microsoft Office Excel, and extend access to information to everyone in your company.

Give people relevant insight

- Present targeted information for specific audiences with an enhanced library of more than 250 built-in Microsoft SQL Server® Reporting Services and 200 Excel reports.

- Help speed planning and deeper analysis with role-based, personalized dashboards and over 165 key performance indicators (KPIs) that include charts, graphs, and gauges. You can work directly from a KPI or chart to initiate tasks quickly or drill down into a specific record source. (See Fig. 1)

- Edit and view SQL Server Reporting Services reports directly in Microsoft Dynamics GP, and get consolidated data from charts and KPIs with the ability to filter by company and date.

- Get a holistic company view by combining data from Microsoft Dynamics CRM and Microsoft Dynamics GP with built-in SQL Server Reporting Services reports based on a predefined data connection.

- Speed cross-company reporting with 12 multicompany reports that allow you to pick companies to report on, on the fly.

- Give people the ability to access and update Microsoft Dynamics GP data without having full access by using Virtual Lists.

- Reduce the time to learn the navigation of Microsoft SharePoint® technology with the centralized report center, which gives users one place to view reports deployed to SharePoint.

Gain control and actionable insight with the Microsoft Dynamics GP Business Analyzer

- Get more out of your charts and graphs using Business Analyzer actions, such as the ability to edit reports, copy charts, and change dates. (See Fig. 2)

- Change how you interact with colleagues and assign tasks easily using enhanced instant messaging and real-time presence information from Microsoft Lync™ Server 2010.

- Simplify the deployment of Business Analyzer to workstations by creating report packages with predefined settings so that end users can work independently.

Fig. 1 Help speed planning with role-based, personalized dashboards that offer drill-down views into KPIs and charts.
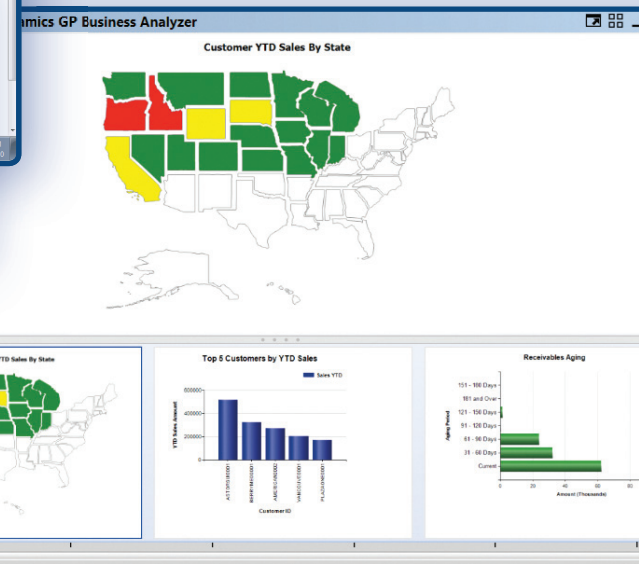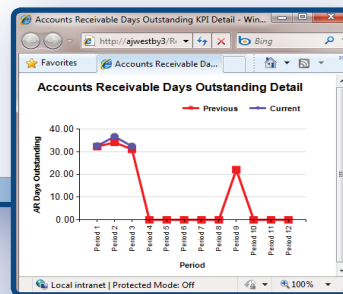
Fig. 2 Gain actionable insight from charts and graphs using the Microsoft Dynamics GP Business Analyzer.

Expand access to information

- Give everyone access to information relevant to their role—even if they're not a Microsoft Dynamics GP user—by using Microsoft SharePoint technology to directly access and share information.

- Give people a centralized, web-based source for viewing consolidated resources—and reduce administrative work—by deploying SQL Server Reporting Services Reports to Microsoft SharePoint Server.

- Get more information—with less effort— by connecting multiple data sources, such as independent software vendor (ISV) applications or custom fields, within easy-to-use Action Panes and List Pages. (See Fig. 3)

- Share information with less effort by exporting SQL Server Reporting Services reports to XML, CSV, PDF, HTML, Excel, Microsoft Word, or TIFF files from Microsoft Dynamics GP without having to generate them first.

- Give third-party vendors the ability to automate report deployments and provide customers with a smooth experience.

- Tailor information access and delivery to meet specific user and business needs with enhanced web services.

- Make it easier to retrieve data and simplify report creation with SQL Server views—for example, use the built-in Extender tool to create SQL Server views that link data from Microsoft Dynamics GP, ISV applications, or custom solutions.

Deliver advanced BI that works tightly with Excel

- Provide people with the latest business intelligence (BI) through the application you use most often. We now offer more than 200 built-in Excel reports that can be refreshed with a single click, whether they're accessed through Microsoft Dynamics GP, a network file share, or a SharePoint Server site.

- Use the Excel Report Builder to create refreshable Excel reports that include multiple sources of data, including ISV and custom applications. Reports can include data from multiple companies, with the ability to filter for selected companies.

- Get even more from the Excel Report Builder with the ability to generate Microsoft PivotTable views and automatic totals within reports in Excel.

- Connect built-in SQL Server data-mining tools with Microsoft Dynamics GP so that people can perform advanced analytics in Excel, including what-if scenarios and predictive modeling and forecasting. (See Fig. 4)

- Make it easier to retrieve and share data from any module, window, or ISV application. With Drill Down Builder, you can quickly define your drill-down location in Microsoft Dynamics GP, and then embed the field in Microsoft Office Word documents, Microsoft Office Outlook® e-mail messages, Excel and SQL Server Reporting Services reports, and SharePoint pages.

"The new dashboard reporting in Microsoft Dynamics GP 2010 will be very helpful for our management team. They rely on live and accurate management information at any particular time. One of the mantras we have here in management is…if you don't know it, you can't manage it."

—DAVID THOMPSON
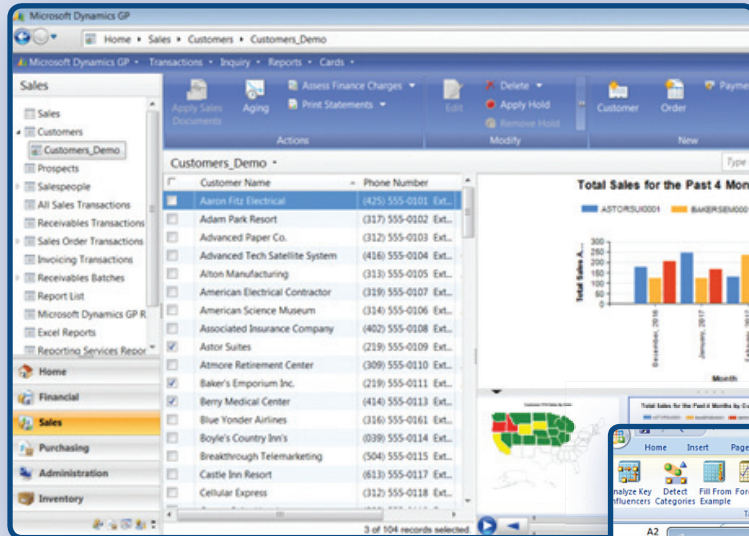*Corporate Services Director,
Central YMCA London*

Fig. 3 Get more information by connecting multiple data sources, such as ISV applications or custom fields, within easy-to-use Action Panes and List Pages.
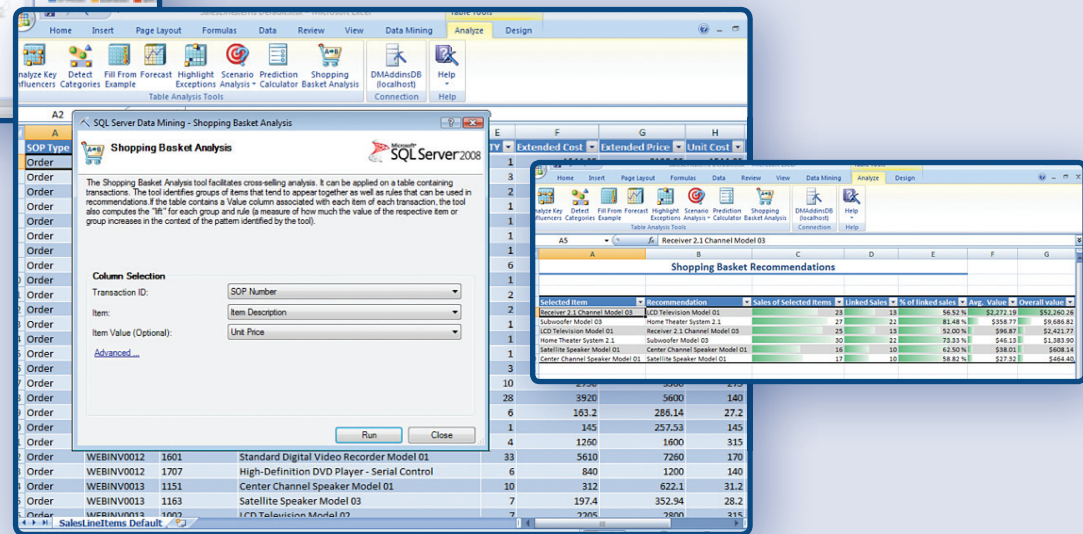
Fig. 4 Perform advanced analytics in Excel, including what-if scenarios and predictive modeling and forecasting.

Automate and personalize business processes with rich new features designed to help people work faster and smarter.

Increase productivity

- Take advantage of Office Word to quickly create well-designed invoices, packing slips, remittances, and other customer-facing and vendor-facing documents that draw information directly from Microsoft Dynamics GP.

- Connect with your customers and vendors more efficiently by creating personalized, professional-looking reports, invoices, orders, and more using merge tabs for substitute fields. Then, send the documents via email, either individually or batched.
(See Figs. 5 and 6)

- Choose from a range of predefined Word Forms for sales and purchasing, including orders, invoices, and returns to quickly create and customize the documents that you need.

- Replace your preprinted forms by taking virtually any Report Writer report and converting it into a professional-looking, external-facing document.

- Simplify setup processes by copying email messages from one document type to another, such as converting a sales quote to a sales order.

- Use built-in credit card processing for sales order and cash receipts through Microsoft Dynamics Online Services to offer basic credit card processing at a low price.

- Improve budgeting efficiency and accuracy with the ability to quickly pinpoint and track detailed information when budgets change.

- Streamline log-on processes and reduce "password fatigue" with default log-on settings.

- Simplify security management for SharePoint, web services, and Business Portal using the Microsoft Dynamics Security Synchronization Utility.

- Take advantage of enhanced tools for fast installation, setup, and data migration from applications such as QuickBooks and Peachtree, or from Office Excel.

- Reduce the impact on IT with new report deployment for Excel and SQL Server Reporting Services combined with Microsoft Dynamics Utilities, which automatically selects a series of reports for easier maintenance.

"Microsoft Dynamics GP 2010 gives us the ability to set up all our forms in Microsoft Office. The integration between them is perfect. We can email invoices [and] statements straight out of Microsoft Dynamics GP with nothing else in the way."

—PAUL SMITH
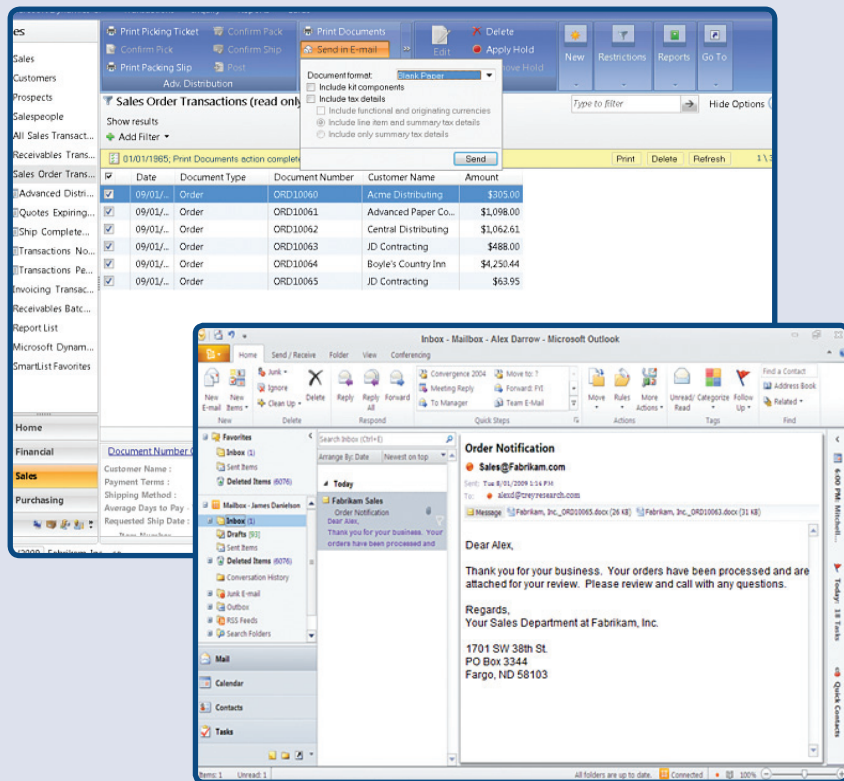*Business Systems Manager, Central YMCA London*

Fig. 5 Work efficiently with customers and vendors by sending batch and individual email messages for invoices, orders, check remittances, and more.
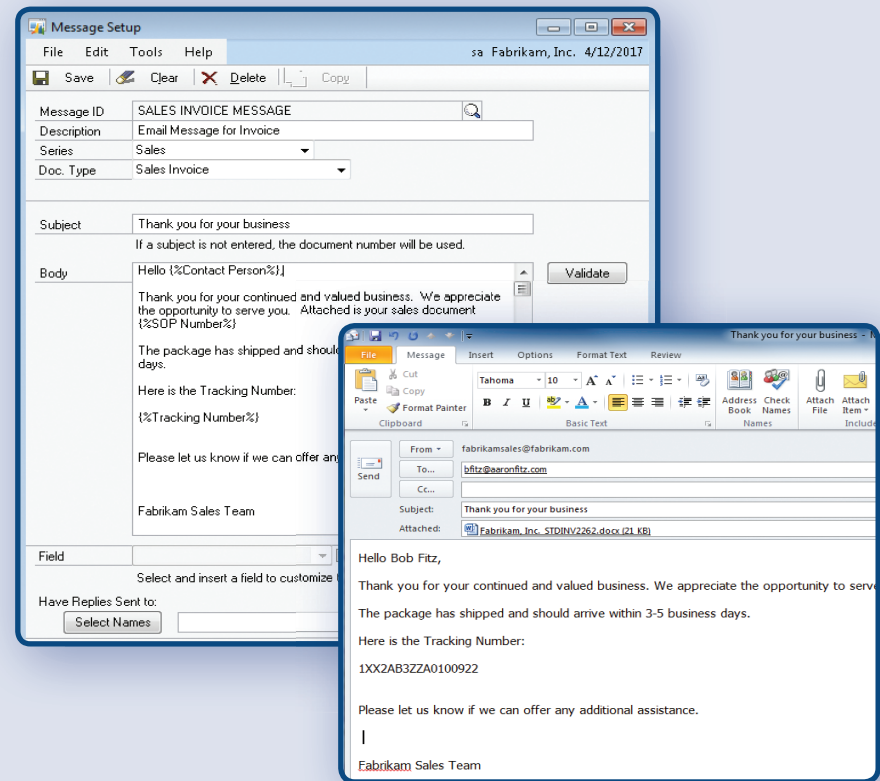

Fig. 6 Improve customer and vendor communications by creating personalized, professional-looking emails using merge tabs for substitute fields.

MAKE IT EASIER

Impact your bottom line with Concur Premier Travel and Expense

- Save time and control spending with an on-demand travel booking and expense system that handles everything—from travel procurement to payment and reporting. (See Fig. 7)

- Fuel productivity while booking policy-based business travel at a discount through the online travel booking system.

- Eliminate paper expense reports and gain visibility into spending using an online expense management solution.

- Get better equipped to negotiate with suppliers, forecast travel budgets, and prevent fraud with actionable intelligence into your spending patterns.

Simplify personalization

- Stop juggling multiple sources of information in Microsoft Office Access® and Excel. Using the built-in Extender tool, you can link windows—either existing or new ones—to create a business-specific application.

- Track specific issues related to tasks by attaching multiple notes to any Microsoft Dynamics GP window. Connect notes from one document to another, so that people can quickly consolidate information for sharing and communication around tasks, action items, and escalation of service calls.

- Take advantage of Navigation Lists, now 380 percent faster when working with larger data sets.

Foster efficiency and teamwork with enhanced workflows

- Reduce steps for routine tasks with enhanced workflow, including new workflows for onboarding employees, terminating employees, and vendor approvals. (See Fig. 8)

- Create consistent processes and tracking documentation using new workflow steps for approvals, helping ensure that people take the right actions at the right time.

- Use Electronic Signatures to approve simple data changes for any field or document in Microsoft Dynamics GP 2010. Enable users to sign off on changes from within Microsoft Dynamics GP 2010 or through SharePoint.

- Simplify approvals with improved notifications and postpone approval capabilities for Electronic Signatures.

"The upgrade was remarkably uneventful. We started at about 2 P.M. on a Friday afternoon, finished up the last client and all the user testing Saturday afternoon, and Monday 8 A.M. we were off to the races."

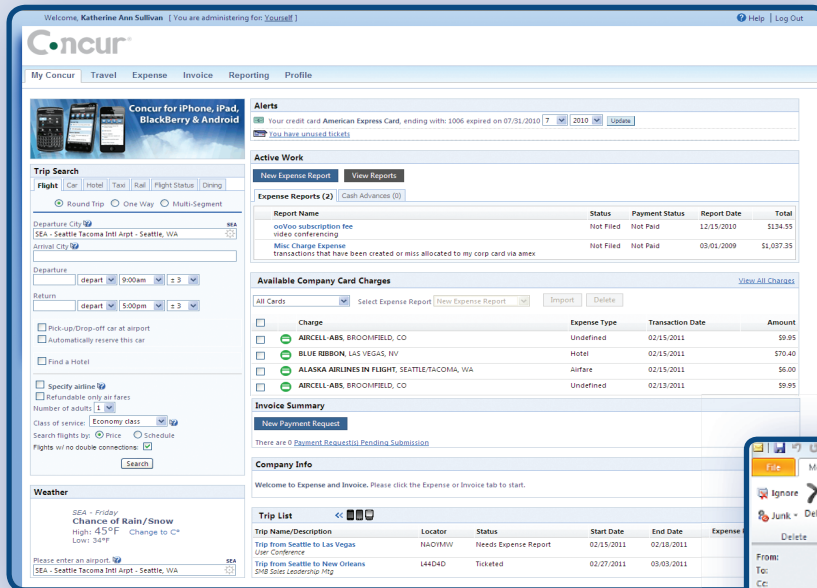—JASON JOHNSON
IT Director, Spy Optic

Fig. 7 Work quickly and manage spending with an on-demand travel booking and expense system that handles nearly all aspects of business travel.
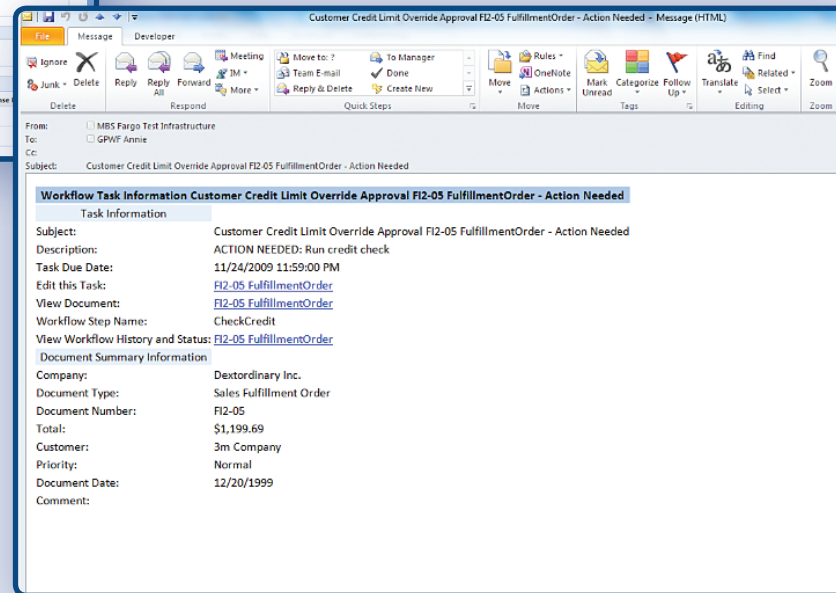

Fig. 8 Simplify routine tasks with new workflows for onboarding employees, terminating employees, and getting vendor approvals.

Dissolve traditional boundaries with solutions and services that connect applications and systems and make it easier to strengthen business relationships.

Connect applications and systems

- Equip salespeople and business management staff to build profitable customer relationships using built-in, two-way integration with Microsoft Dynamics CRM. Sales information flows directly to the back office and provides salespeople with a complete customer view. They can also quickly access detailed business information around contracts, pricing, product availability, and more. (See Fig. 9)

- Use a new, straightforward integration platform based on web services technology that connects applications to and from Microsoft Dynamics GP and enables internal or external developers to create independent integration adapters.

- Take full advantage of the new streamlined web services architecture that enables developers to quickly choose from more than 350 web services that offer better performance and easier integrations.

- Create two-way connections through web services that are not dependent on internet information services (IIS)—eliminating the need to buy separate servers and greatly simplifying infrastructure and IT management.

- Capture business-specific information that you've been maintaining in spreadsheets, separate databases, or other systems. Consolidate all details related to a customer, client, or vendor that you track separately now, without the need to write new code to bring together the information, so you can report on it and simplify tracking.

Strengthen business relationships

- Take advantage of fast, cost-effective portal deployments to connect people and provide fast visibility and access to applications, information, and processes—without complicated implementation efforts.

- Know when your business contacts are online and provide them with convenient, fast communications and services with instant messaging that's built into Microsoft Dynamics GP. Connect through ad hoc conversations and Microsoft Live Meeting. Share customer and vendor information. Create and deliver sales quotes, sales orders, and purchase orders—all within Microsoft Lync Server 2010. (See Fig. 10)

- Use External Lists to empower people to view and update information outside of Microsoft Dynamics GP—and free up your power users to work on more important tasks.

"We look at Microsoft Dynamics GP 2010 as being our 'one version of the truth' for the entire business. So when we're making direct store deliveries, we're creating transactions that trigger inventory, payables, receivables, and general ledger transactions; and we can share this activity back with our customers and vendors, so we're all working together from the same set of data."

—MICHAEL GUNTHAR
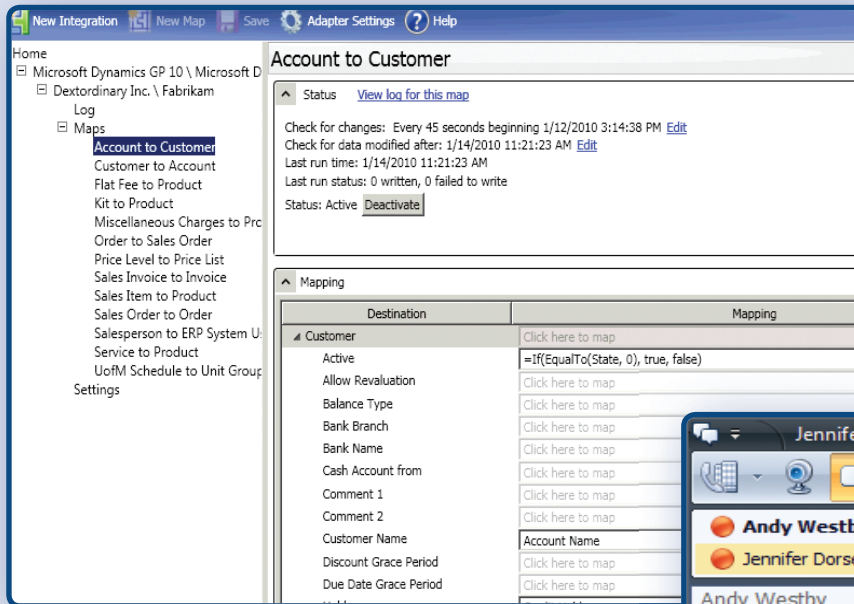*Vice President of Operations, Primo Water*

Fig. 9 Empower your salespeople and management staff to build profitable customer relationships using built-in, two-way integration with Microsoft Dynamics CRM.
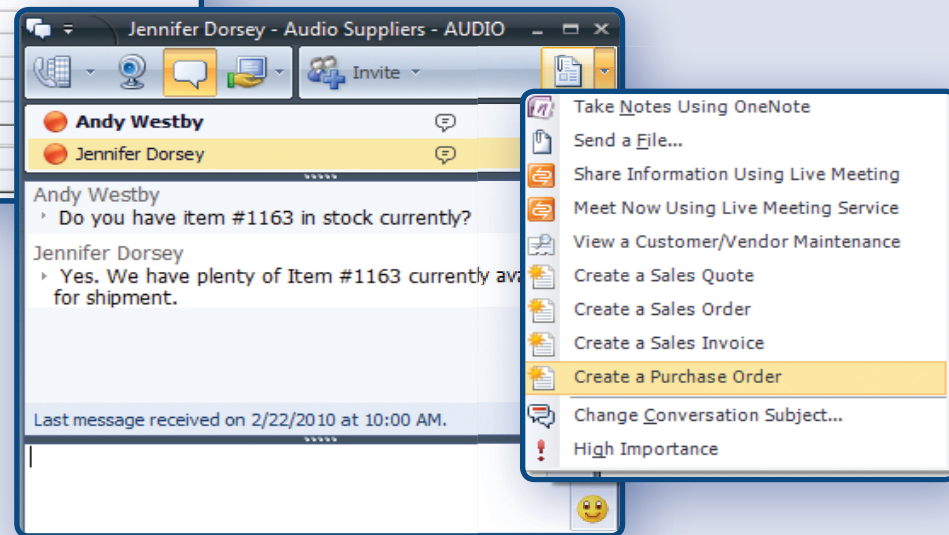

Fig. 10 Work quickly and conveniently with your business contacts using instant messaging that is built into Microsoft Dynamics GP.

Explore how Microsoft Dynamics GP 2010 helps specific roles access and analyze information, streamline processes, and take advantage of leading technologies.

Knowledge Workers

Excel Report Building

- Drill down on Excel Report Builder reports to Microsoft Dynamics GP.
- Simplify re-publishing reports with default settings.
- Create Excel Report PivotTable views and Report Totals using the Excel Report Builder.
- Create SmartLists that include Extender Data using the SmartList Builder.
- Help ensure easier access, administration, and sharing for Excel reports by expanding viewing publishing rights to users.
- Reduce the number of steps to create a usable report with default column ordering.

Queries

- Quickly gauge workload associated with specific activities: tasks are now presented visually as document cues.
- Quickly find and select records with filtered lookups for inactive/discontinued records.
- Access self-help support and services, join role-based communities, and get training directly from home pages and dashboards with Microsoft Dynamics Online Connect.

- Ensure tasks are completed on time with automated, customizable task reminders.

Finance Manager

General Ledger

- Designate IFRS or GAAP when posting ledger transactions using a new reporting ledger.
- Automatically clear debit and credit amounts after posting General Ledger recurring batches, including Analytical Accounting.
- Simplify reporting for Analytical Accounting data with enhanced Analysis Cubes functionality.
- Create financial statements with dimension codes through Management Reporter and Analytical Accounting integration.

Payables and Receivables

- Post recurring Cash Receipt batches.
- Enter a negative cash receipt in Receivables Management.
- Define unique Receivables Management Electronic Funds Transfer (EFT) file formats to match bank-specific requirements.
- Simplify processing checks with new Payables Select Checks functionality, administered through a single window.

- Take expired payment term discounts in Payables Select Checks.
- Control Account Management includes Receivables Management functionality, similar to existing Payables Management functionality.
- Enable lockbox import of a single payment that applies to multiple customers/invoices into Receivables Management.

Budgeting

- Track budget changes as transactions for detailed audit trails, including user, date, and budget change amounts.
- Consolidate multiple budget records into a single budget; specific account amounts are automatically summed for a consolidated view.
- Implement strong controls and specific task assignments with purchase order (PO) approvals, including the ability to prompt for encumbrance or set pre-encumber alerts for budget overages.

Collections Management

- Send collections letters to the Bill-to Contact or to the Primary Contact.
- Display collections tasks in the To-Do area on the Home Page.
- Display unposted cash receipts in the Collections Management window.

Human Resources Manager

Human Resources Management

- Monitor Position Control for Human Resources (HR) with additional budgeting controls and reporting, including 14 additional reports.
- Provide Benefit Enrollment Summaries for individuals and teams through Benefits Self Service.
- Streamline HR management with new Payroll and HR reports, including employee attendance, hours, and primary pay.
- Enable better reporting with Excel-based reports for Certification, Licensing, and Training in Advanced Human Resources, including six new reports. Give employees access to Benefit Confirmation Statements through Benefits Self Service.

Payroll Manager— U.S. only

Checks

- View and reprint payroll checks or remittance forms.
- Streamline payroll check processes by starting multiple payroll check runs simultaneously.

Benefits/Deductions

- Sequence garnishment deductions with a single maximum limit for federal and/or state limits for the garnishment amount.
- Map deductions and benefits to multiple W-2 form boxes in Payroll.
- Track deduction/benefit limits in Payroll by fiscal year amounts in addition to calendar year.

Administration

- Efficiently classify employees' status with a secondary employee status code that designates why a person is inactive within a specific company.
- Post labor and indirect labor hours to Payroll from Field Service.
- Set up Payroll to use Analytical Accounting transaction dimensions and codes.
- Quickly select how posting reports will print within the Posting Setup window. In addition, new report options are available when choosing Payroll Edit Report preferences.
- Simplify PTO Manager tasks with a new user interface and streamlined processing.

Operations Manager

Receiving and Purchasing

- Auto-generate lot numbers during the inventory receiving process.
- Print back-order items on picking tickets.
- Roll down transaction date changes into the line items in Purchase Order Processing.

- Use new options for managing returns and invoicing on a PO if the returned goods will be replenished.
- Create a quote, order, invoice, or purchase order, and view customer or vendor information, within a Communicator 2010 instant message.

Returns

- Create an encumbrance when creating a PO return.
- Speed up receiving and invoicing processes for returned goods and replenishments with new options for returns.
- Add flexibility in your returns process with the ability to print and re-print return-to-vendor packing lists filtered by shipping date.
- Save valuable time during the Sales Order Processing auto-return process: if an RMA is created, the traveler document is automatically printed to attach to the returned item.

Manufacturing

- Enhance ease of use for Sales Forecasting with sorting capabilities, lookup boxes, reporting dates, and tool tips.
- Efficiently move to a lean or Just-in-Time (JIT) inventory model with the ability to set a range between order point and order up to level, where Material Requirements Planning (MRP) generation will not render a Manufacturing Order.
- Changing the cost for manufacturing items now includes additional controls for rolling up the cost.

Service Manager

Reporting

- Project Accounting now offers eight additional built-in SQL Server Reporting Services reports, including aged trial balance by project, expenses versus retainer, profit and loss by project, and more.

Service Calls

- Automate and simplify preventive maintenance escalations with workflow.
- Generate preventive maintenance service calls only for contracted equipment.
- Add non-inventory items to a service call.
- Choose to combine or not combine preventive maintenance service calls if multiple requirements are marked for service call generation.
- Automate the transfer of service calls to history during the billing process.
- Gain control over your warehouses and technicians' inventory levels by proactively restocking using templates that initiate in-transit transfer, pick tickets, and inventory transfers.
- Reduce the number of steps it takes to manage Preventive Maintenance schedules by assigning them in ranges of items or item classes.
- Make sure your parts movements are in synch with your service calls by not allowing supersession on equipment when it is on an active service call.

Contracts

- Assign multiple service hour ranges on contracts—for example, 8–10 A.M. and 9–11 P.M.
- Enable flexible and specific billing frequency (day and month) in Contract Administration.
- Reconcile contracts procedures in Field Service.
- Add kit items to contracts and service calls in Field Service.
- Consolidate multiple contracts into one invoice.
- Bill on separate invoices for contract lines that use multiple sites.
- Prevent incorrect billing or revenue recognition on contract lines by placing line items on hold in cases where pieces of a contract have multiple timelines.

IT Manager

Security Management

- Copy user security from one user to another.
- Sort security windows by access rights.
- Business Portal Administration Pages have moved from SharePoint site settings into application administration pages, enabling more robust, easier monitoring of security controls.
- Automate the log-on process with system ability to "remember" user and password combination and/or company.
- Help users get started quickly after security-enabled activation with automatic display of navigation panes.

TAKE ADVANTAGE OF YOUR SOLUTION: FEATURES TO EXPLORE

Customizations

- Manage and organize customization projects effectively with the new Team Foundation Server provider.
- Automate the synchronization of security between web services, SharePoint, and Business Portal with the Microsoft Dynamics Security Synchronization Utility.
- Give your developers faster ways to find information by using the Names window to view global values, components, procedures, functions, commands, and constants.

Administration

- Business Portal can now be upgraded from version to version, saving valuable time for future upgrades.
- SharePoint version tracking now identifies when sites have changed, including web parts and customizations.
- Optimize development processes with right-click support for common actions.
- Utilize 64-bit compatibility for Dexterity-based applications in emulation mode. Work with full 64-bit mode for external applications such as Business Portal.
- Strengthen Field Service administration and table stability with new Checklinks maintenance.
- Free up valuable IT resources by storing the locations of the Excel and SQL Server Reporting Service reports in setup files to automate end-user deployment and reduce technical knowledge needed in future deployments.

Web Services

- Enable faster, easier deployment with multiple contracts in web services, organized by series rather than by the entire group.
- Choose from more than 350 web services, all designed to work with a streamlined architecture that helps improve performance and simplify integrations.

Integration and Personalization

- Populate multiple 1099 form amount fields with data.
- Integration Manager now uses Windows Reporting; dependency on Crystal Reports has been removed.
- Automated updates for error logging drive efficiency for key development and administrative tasks in Integration Manager.
- Quickly create, read, update, and delete applicant information using a new eConnect node.
- Disable or hide Extender fields on forms and windows.
- Add multiple identification key fields on Extender forms and windows—for example, customer ID key and address ID key—with Integration Manager.
- Connect applications to and from Microsoft Dynamics GP through web services technology, including the ability to create independent integration adapters.
- Boost productivity by adding forms in Microsoft Dynamics GP to Extender menus that reduce the number of clicks to perform a function—and make your power users even more powerful.

- Expand communication and collaboration with Lync 2010, including the ability to add presence information to Extender windows.
- Track data based on unique needs using drop-down lists of predefined selections, and copy lists between windows to save time and reduce errors.
- Personalize the system by building drilldowns to Extender Windows for more flexibility and choice to meet your needs.

Rapid Data Migration

- Migrate data from Peachtree or QuickBooks to Microsoft Dynamics GP.
- Automatically assign General Ledger account numbers in QuickBooks for users who do not have account numbers.
- Edit the chart of accounts from Peachtree or QuickBooks with the Rapid Migration Tool.

Want to know what business benefits you might be missing from prior product releases? The following section highlights the key functionality available with the latest major releases that will open up new opportunities for your business.

MICROSOFT OFFICE EXCEL: A LEADER IN AD-HOC QUERIES AND IN-DEPTH ANALYSIS

With Microsoft Dynamics GP and Microsoft Office Excel, you can go beyond basic reporting and use familiar tools and formats to make decisions that can take your business further, faster.

- Choose from more than 200 built-in, refreshable Excel reports with real-time data that are designed to meet a wide range of specific reporting needs. Reports can be accessed from Microsoft Dynamics GP, a secure network location, SharePoint Server, or even Outlook.
- Reduce the time required from IT with a simple, automated deployment process.
- Gain relevant access to information—even without access to Microsoft Dynamics GP—through connected Excel reports.

- Consolidate information from multiple companies and applications quickly and easily using built-in reports that are readily available.
- Get answers from your data by enabling advanced analysis and mining of Microsoft Dynamics GP data with SQL Server add-ins for Excel.
- Get the answers you need, gain deeper insight into any business aspect, and compress your decision cycles with unmatched computational power using PowerPivot technology.

- Create new Excel reports—without calling on developers. Reports can include:
  - Data drawn from multiple sources and databases.
  - Automatically embedded totals, PivotTable views, and calculations.
  - The ability to drill down from the report directly into Microsoft Dynamics GP.

SQL SERVER REPORTING SERVICES: BUSINESS INTELLIGENCE FOR EVERYONE

Give more people secure access to the relevant information they need to gain insights and make more informed decisions. By continuing to build upon SQL Server Reporting Services—today and into the future— Microsoft Dynamics GP gives you the cutting-edge reporting tools you need to monitor your business trends using graphical charts and graphs.

- Give people the ability to view information and drill down to varied levels of detail with more than 165 graphical charts and KPIs, and over 250 built-in reports from SQL Server Reporting Services.
- View charts directly from the Home Page or Business Portal Centers and drill down into more detail to get more answers.

- Keep up with business trends and important business metrics with Executive Center Dashboards that cover key areas of your business, including finance, sales, and more.
- Easily create customized, targeted reports using the SQL Server Reporting Services Report Builder.
- View and edit reports without having to learn the navigation of SQL Server Reporting Services with one-click access from Microsoft Dynamics GP or the Business Analyzer.

- Use built-in report models to quickly add intuitive, user-friendly field names without having to know the exact table or column the data resides in.
- Take advantage of the Report Builder and Report Models to personalize graphical gauges, metrics, KPIs, and chart-based reports—or create new ones.

EASE OF USE

We give people a familiar, role-based experience that includes easy navigation and rich access to information.

Home Page

- Get started quickly with default Home Page templates based on role and industry—there are more than 21 roles that can be personalized to meet user needs.
- View real-time metrics and drill down quickly from a general view to specific details—including source records—when working from the Home page.
- Stay current with tasks and take fast action with automated reminders, such as those for overdue invoices or shipments due today, that offer instant drill-back to SmartLists for more information.
- Set up Quick Links on user-specific Home Pages to the windows you use most often.
- Get single-click, personalized access to frequently used reports with My Reports links.
- Create tasks for people in the organization directly from the metric to simplify task delegation.

Navigation

- Reduce training and ramp up quickly with a familiar user experience that looks and feels like Outlook.
- Gain centralized access to reports—whether they're stored in Microsoft Dynamics GP, on a network share, or a SharePoint site—with comprehensive Report Lists.
- Quickly find and open Microsoft Dynamics GP windows through the functional Area Pages, similar to pallets from previous releases.
- Reduce time spent on tasks with Action Panes and List Pages that bring together information, list filters, and related tasks. For example, you can view a list of customers and printing statements, process an aging statement, or assess finance charges from one window, for a single or multiple customers—all at the same time.
- Link tables from multiple data sources, including ISV applications, to List Pages and Action Panes. In addition, List Pages can accommodate large data sets without slowing performance.

Robust Functionality

- Improve and enforce business processes with nine built-in workflows for approvals and tasks.
- Reduce time reconciling Accounts Payable and Accounts Receivable to General Ledger with new reconciliation processes.
- Find information faster by searching from Microsoft Dynamics GP and other sources, like Excel, using the power of SharePoint.
- Track detailed information on changes to budgets, including who, when, and what have changed.
- Connect with your business contacts through instant messaging that lets you create quotes, orders, purchase orders, and more with Lync Server 2010.
- Add flexibility for Electronic Funds Transfers with the ability to accommodate more types of banking protocols.

FLEXIBILITY

We're committed to helping you simplify efforts and reduce costs for deploying your solution and connecting with other systems and applications.

Ease of Deployment

- Quickly configure company setup data with a wizard-based approach, or leverage one of the 13 available industry-specific configuration templates.
- Streamline new company configuration by copying company setup from one company to another.
- Get built-in Excel and SQL Server Reporting Services reports up and running quickly with a built-in deployment wizard.
- Get easier security setup, maintenance, and auditing with role-based security features, synchronization tools, and the option to remember user and company settings.

Integration and Personalization

- Speed processing time for routine or batch imports using Integration Manager.
- Choose from more than 350 web services that deliver streamlined processes for both simple and complex integrations, to simplify integration deployments and improve usability and performance.
- Eliminate the need to install separate servers for hosting web services—a new architecture means that web services are no longer dependent on IIS.
- Connect Microsoft Dynamics GP and Microsoft Dynamics CRM with a built-in integration adapter that offers two-way data integration.
- Build business-specific mini applications— without writing new code—using the Extender tool. You can use this tool to bring in data from disparate sources, create new windows and links, and much more.

SharePoint and Microsoft Office System Integration

- Enable people who don't work in Microsoft Dynamics GP to access data in SQL Server Reporting Services and Excel, without the need to purchase additional full user licenses.
- Access Excel reports while working in Outlook.
- Use Word forms to create and print invoices, packing slips, remittances, and other customer-facing and vendor-facing documents.
- Quickly populate Word communications with Microsoft Dynamics GP data with the Letter Writing Assistant.

FOR MORE INFORMATION

To find out more about Microsoft Dynamics GP 2010 or Microsoft Dynamics GP 2010 R2, contact your Microsoft sales representative or Microsoft partner or visit:

www.microsoft.com/dynamics/gp

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