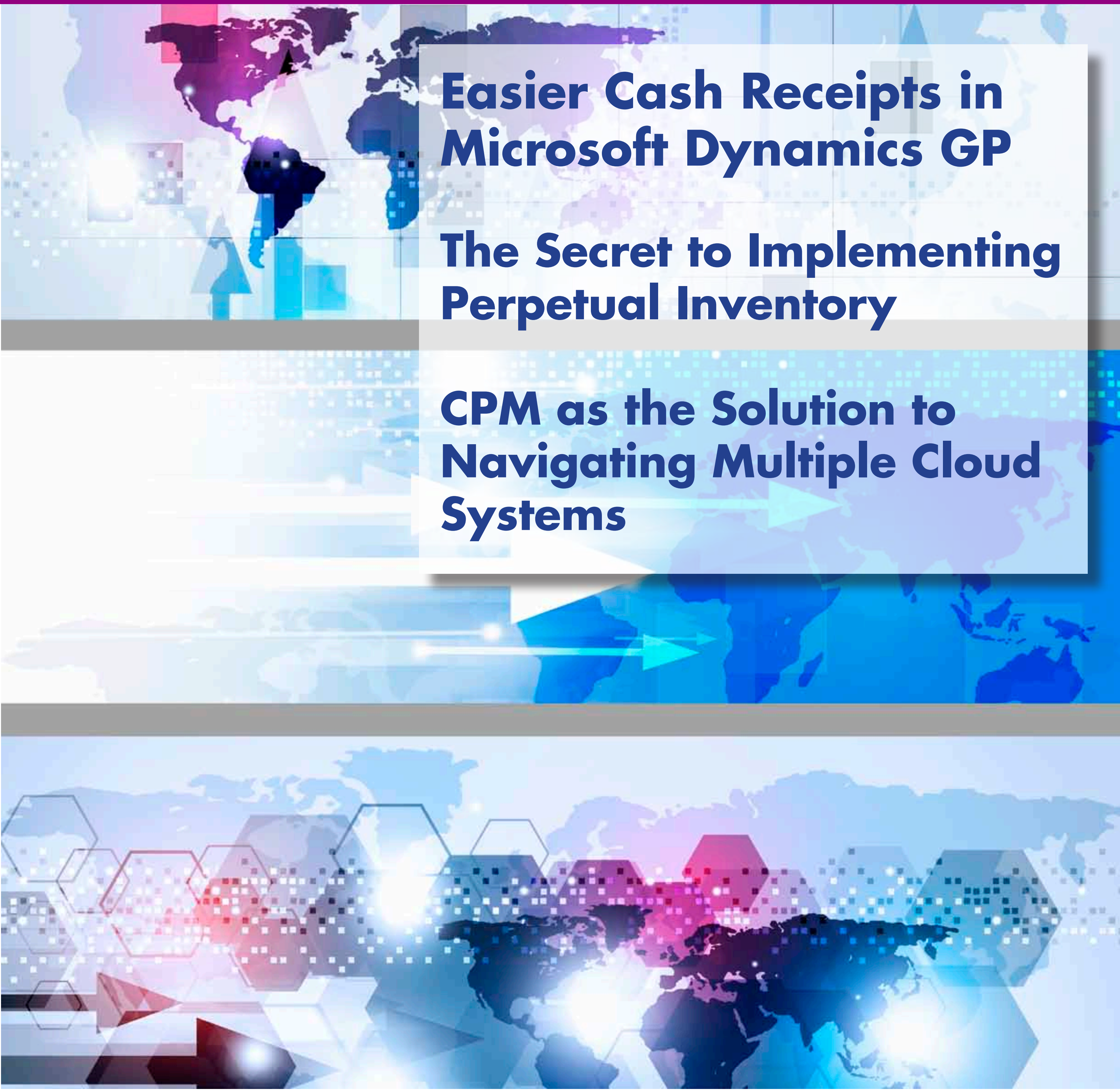
Summer 2017

GP OPTIMIZER MAGAZINE



Easier Cash Receipts in Microsoft Dynamics GP

The Secret to Implementing Perpetual Inventory

CPM as the Solution to Navigating Multiple Cloud Systems

GP OPTIMIZER MAGAZINE

Welcome to the Summer 2017 Edition of the GP Optimizer Magazine! Celebrating five years in circulation, we are proud to continue offering this valuable resource to Dynamics GP users everywhere. Not sure what exactly you're reading? The GP Optimizer is a digital magazine comprised of articles provided by Microsoft Dynamics GP Add-On Partners. Each article focuses on making your investment in Microsoft Dynamics GP more worthwhile by addressing issues that you may be experiencing, and providing ways to remedy them.

Over the years, I have heard of many requests for a solution catalog that lets Microsoft Dynamics GP customers know "what is out there" to solve real business needs and here it is! The Independent Software Vendors (ISVs) that contributed articles to this edition call on their years of industry expertise to highlight solutions to problems that GP users face in their daily routines.

Rockton Software has been in the Microsoft Dynamics GP Channel for over 18 years. We've established ourselves as fervent supporters of the greater Dynamics GP Channel, and we want you to excel in business by leveraging other tools and knowledge from our friends in the community.

We want to thank all participating ISVs—AvidXchange, Binary Stream, Blue Moon Industries, Horizons International, ICAN Software, Integrity Data, JOVACO, KEY2ACT, Metafile, Olympic Systems, Panatrack, Paramount WorkPlace, and Solver—for their help in producing this great magazine, as well as their commitment and support to the Microsoft Dynamics GP Channel. We also invite you to engage with one of our Featured Resellers, listed on page 5, when it comes time to purchase any of these outstanding products.

Take a look and let my team know what you think—*candid thoughts are always welcome*.

Mark H Rockwell

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President, Rockton Software

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On the Cover

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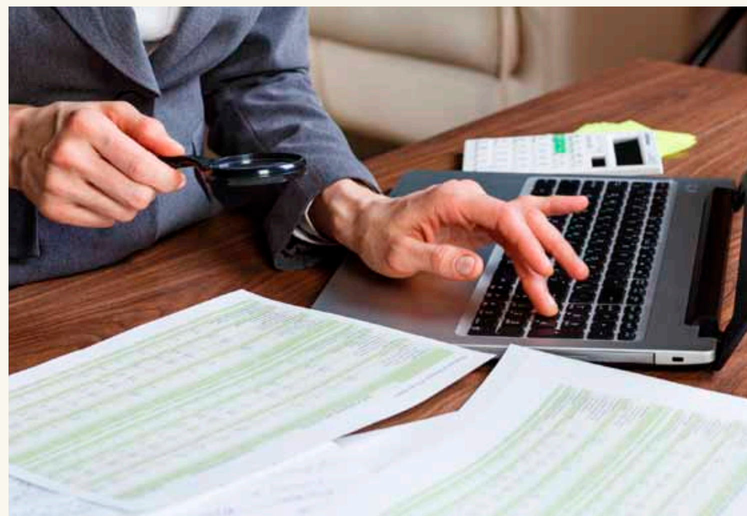

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Will 2017 be the year that your payables make their way into the 21st century?

Written by Jennifer Ittenbach, AvidXchange

It's 2017. Is your payables process stuck in a different decade? As more and more businesses make the shift, it has become increasingly apparent that automating accounts payable processes can significantly improve an organization's overall financial operations. AP and payment automation create major benefits to your AP department, including real-time visibility into performance and financial status, increased accuracy, improved compliance with tax laws and industry regulations, and integration with your Microsoft Dynamics GP accounting software.

If your organization is still receiving paper invoices or paying with paper checks, then you're not capitalizing on today's best practices. Your business is also missing out on the unlimited potential for savings after relieving your AP team of time-consuming tasks such as opening the mail, data entry, and filing paper.

Dynamics GP users can reduce payables processing costs up to 60% with automation by eliminating the manual tasks associated with paper invoices and checks. Through automation, companies can track invoices electronically, streamline workflows, and have a central repository for invoice data that can be accessed anytime, anywhere.

Here are a few case studies that illustrate the value of utilizing AvidXchange™ and Dynamics GP together.

Case Study: SMS Holdings

Since 1988, SMS Holdings has set the standard for exceptional service, proven processes, and management excellence. Located in Nashville, TN, SMS Holdings is a holding company that provides services to multiple industries including healthcare, hospitality, retail, transportation, and aviation.

AP Manager, Lori Williams, was looking for a way to improve her company's accounts payable processes. As a Microsoft Dynamics GP user, Lori's biggest motivations for seeking out an automated solution included reducing costs, eliminating paper, increasing scalability, and improving processes.

"AvidXchange has helped us put accountability on the coders and approvers, and taken it off the accounts payable department. We have more visibility into our process, and the electronic audit trails have been great," commented Williams.

Case Study: Remedy Health Media

Remedy Health Media is a leading digital health platform that provides content, tools, and real stories in an emotionally engaging way to inspire millions of patients and caregivers to live healthier and more fulfilled lives. RHM improves consumer health engagement through the development of authentic communities of health information seekers who can interact and learn from relatable physician, pharmacist, public health, and patient experts.

As a Microsoft Dynamics GP user, Remedy Health Media encountered several business challenges that led the company to evaluate and ultimately select AvidXchange as their automation solution provider. The company needed a

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way to automate manual tasks such as data entry, scanning invoices, printing checks, and stuffing envelopes to operate more efficiently. RHM also wanted to improve supplier adoption of electronic payments while also ensuring the security of supplier data.

"The services that AvidXchange offers in conjunction with the software are what set them apart from competitors - and were a major factor in our vendor selection process," commented David Prussen, an Accounting Manager at Remedy Health Media.

By automating their accounts payable processes with AvidXchange, the company was able to reduce data errors associated with manual data entry, eliminate missing invoices, and improve visibility into payment statuses. The AvidXchange payment services team was able to help this organization by ensuring security and accuracy of supplier payment data and making sure that payments were applied in an accurate and timely manner.

AvidXchange impacted Remedy Health Media's employee roles too, allowing departments to scale for growth without hiring. Employees have more time to do more meaningful tasks now that manual tasks have been greatly reduced.

With automation, you can easily eliminate repetitive and time-consuming tasks like opening and sorting invoices, manual data entry, and waiting for interoffice mail or overnight courier for approvals. Think of all the things you could accomplish if you weren't busy copying and scanning files to archives, searching for lost or misplaced invoices, and fielding inquiry calls from suppliers.

Interested in automating your payables and creating efficiencies for your AP team? Our automation specialists will create a customized demo and walk you through the streamlined workflow of an automated AP process. Visit www.avidxchange.com or schedule a demo today!

About AvidXchange™

AvidXchange revolutionizes the way companies pay their bills. Serving more than 5,000 clients throughout North America, AvidXchange is an industry leader in automating invoice and payment processes for midmarket companies spanning multiple industries. Like us on Facebook, follow us on Twitter, and connect with us on LinkedIn.

About TechValidate

Case study data was sourced directly from verified users of AvidXchange by TechValidate. TechValidate verifies the identity and organizational affiliation of all participants that contribute to published research data. To learn more, visit TechValidate. GP

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Making the most out of Microsoft Dynamics GP Payroll!

Written by Dan Doolin, Senior Account Executive, Integrity Data

Paying your employees is a little more complicated than just tracking their hours and cutting a check. There are a lot of different components involved that require close attention to detail. For example, if your employee signs up for direct deposit, you need to ensure they receive notification of payment. Or if employees participate in an investment plan, you need to closely track and report on those amounts. Microsoft Dynamics® GP Payroll helps streamline these processes to make sure your employees get paid the right amount at the right time. The functionality of Microsoft Dynamics GP Payroll right out of the box works perfectly for most organizations. But in many cases, payroll gets more complicated, and you start struggling with gaps in GP Payroll.

Here are some examples:

- Somebody entered their time incorrectly – they entered 40 hours worked but they actually worked 35. Or somebody planned vacation time but didn't let you know that they actually worked that day, so you need to make corrections. What is your process for doing that? To make a data entry correction in Microsoft Dynamics GP Payroll takes 17 steps. If you only have a few employees, that is not a big deal but if you have many employees, this can be an incredibly time-consuming process.

- Microsoft Dynamics GP Payroll out of the box accrues and tracks both vacation and sick time (two buckets). This is enough for most organizations, but some companies want to track vacation time, mandated sick time, personal time, FMLA, maternity leave, etc.

- Direct deposit in Microsoft Dynamics GP Payroll is a great benefit for employees. Instead of waiting for the physical check, your employees can be at ease knowing their bank account will be replenished on pay day. But wouldn't it be great if you could also streamline communications with direct deposit employees even more by automatically emailing paystubs as a password-protected PDF instead of snail mailing all of them out?

The functionality of Microsoft Dynamics GP Payroll right out of the box works perfectly for most organizations. But as you can see, in some cases, payroll gets even more complicated, and you start struggling with gaps in GP Payroll. If you are facing these challenges, think about adding Integrity Data GP Payroll enhancements that close these gaps and increase the flexibility that is needed in your organization. They seamlessly work with Microsoft Dynamics GP to help you save time, meet the needs of your employees and run a successful business. Their products are extremely easy to install and implement. In fact, it only takes as little as 15 minutes to install some products. This fast turnaround time is a huge perk for clients and gets them up and running fast.

To learn more about Integrity Data and the extensions they provide for Microsoft Dynamics GP, please visit www. Integrity-data.com or call 888-786-6162. GP

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Automating Accounts Payable & Accounts Receivable Processes

Written by David Eichner, ICAN Software

Dynamics GP users who deal with a large volume of payments, credit memos or returns within Accounts Payable & Accounts Receivable know the pain of having to manually apply a large number of those types of documents against debit documents like invoices.

Additionally, many users need an import tool for vendors, payables vouchers, manual payments, and credit memos. Mass Apply Payables provides the ability to import these as well as the apply relationships between them. No longer do users have to spend a lot of time clicking the apply checkbox for each document being applied. Import them, preview them, and click one button to have all of them applied against each other quickly and easily.

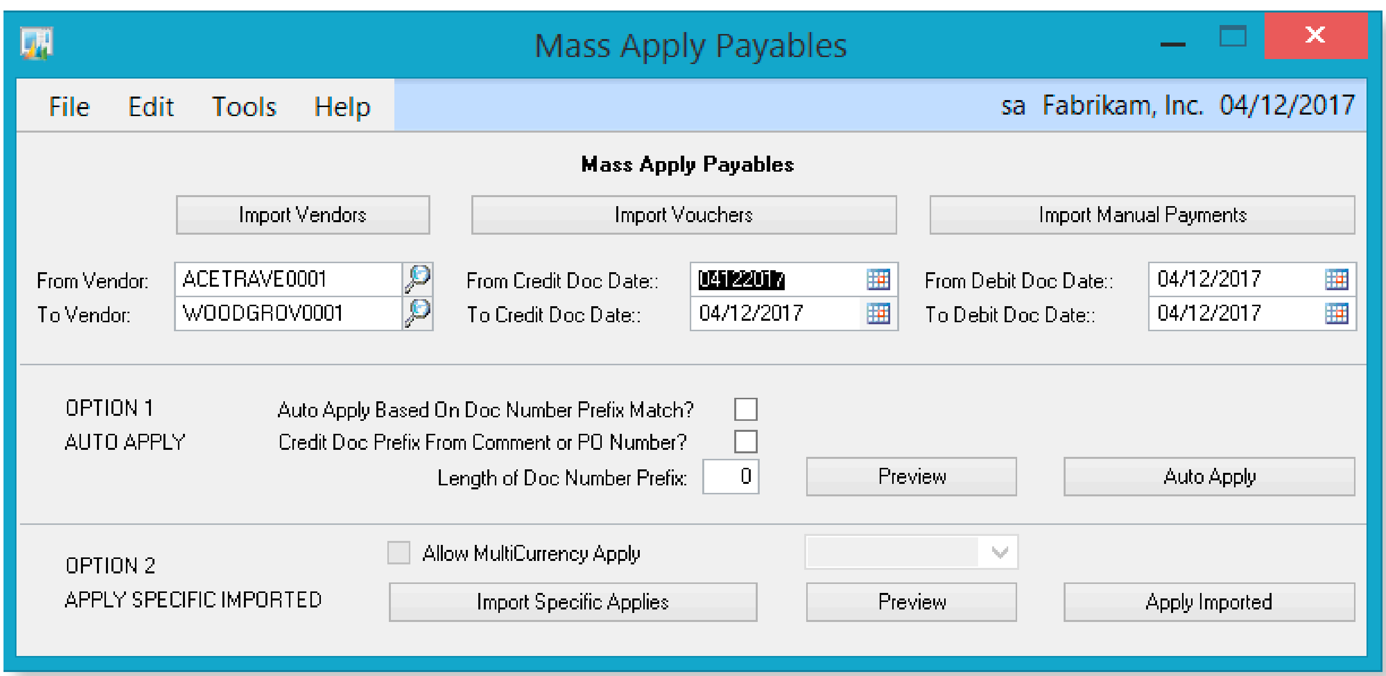
Other users of Dynamics GP often have many payments, returns or credit memos with amounts remaining that they wish to auto apply purely based on document date. Mass Apply Payables and Mass Apply Receivables allow users to auto apply all open documents across a range of vendors/customers and document dates.

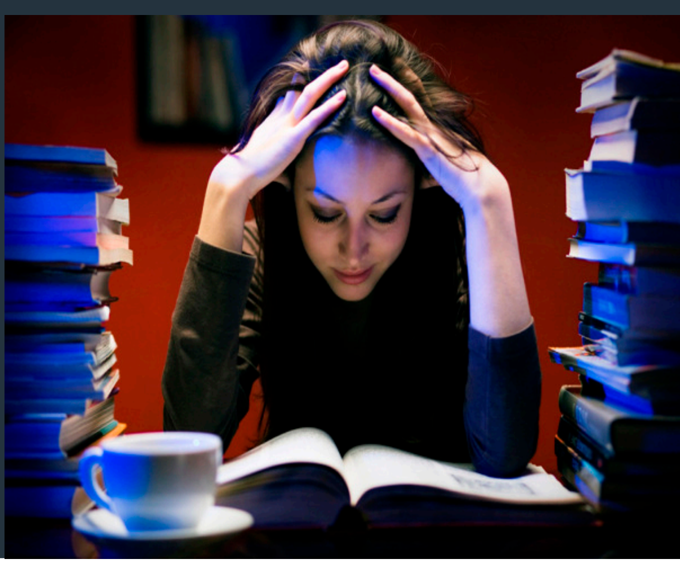
Mass Apply Payables also provides the ability to restrict the auto apply functionality so that it auto applies within documents with matching prefix (length of prefix is user defined). The prefix of the invoice can also be matched against prefix of the value stored in the comment/PO number field of the credit document if the user chooses.

Mass Apply Receivables provides the ability to restrict the auto apply functionality based on customer class and a maximum credit document amount threshold.

When customers have to deal with multicurrency payments, they are forced to use the manual apply window which can be time-consuming and tedious. Mass Apply Receivables allows for automation of the apply process in these cases by allowing import of apply information saving users time and effort.

And when customers would like to have returns automatically applied to the correct invoice, they can make this happen by using another feature of Mass Apply Receivables. If the invoice number, to which the return should be applied, is stored in the Customer PO Number field on the return, then Mass Apply Receivables can be run to automatically apply all such returns with one click. This feature can also be used to apply payments to invoices on a one-to-one basis when the invoice number is stored in the payment comment field.





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As part of the Microsoft Dynamics® GP community you rely on your peers to keep your business moving with frequent exchanges that boost your knowledge.

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- **Geek out over great content:** There's no better instructor than an actual Dynamics GP end user. Receive deep-level technical training in a focused environment on GP functions that you can utilize all year long.

- **Serve as a voice:** Speak with vendors and Microsoft representatives so they understand your product pain points and can grow your industry with their products and future development.

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Easier Cash Receipts in Microsoft Dynamics GP

Written by David Eichner, ICAN Software

Dynamics GP users who enter cash receipts that are to applied to a single invoice often wish that they could just enter the invoice being paid and have the entire cash receipt entry done for them.

One such Dynamics user had modified their sales invoice document to include a barcode for the invoice number on the invoice stub that would be returned with payment. With Automatic Cash Receipts, they are now able to barcode read or manually enter the invoice number on a floating window above the cash receipt window and have the entire cash receipt window populated and the apply to the specific invoice done automatically. They can change the cash receipt amount if full payment of the invoice was not received. Otherwise, they can simply hit ENTER key and move on to the next invoice being paid. This allows them to enter a large number of cash receipts in a very short period of time.

Other users of Dynamics GP need to be able to provide a cash receipt to customers when payment is received. Print Cash Receipts allows them to print a cash receipt document from the cash receipts window or from the AR transaction entry window. Users can also reprint cash receipt documents from the AR inquiry windows as well. The cash receipt document can be modified with Report Writer to include company logo or other changes necessary.

When entering a cash receipt for a large number of invoices, many Dynamics GP customers grow frustrated with the lag that occurs as each invoice is marked for apply. Mass Apply Receivables allows one customer to enter a cash receipt for a very large amount and then import the apply data for that payment against hundreds of thousands of invoices. Once imported, Mass Apply Receivables can be run in a mode that automatically applies the specific one-to-many apply records imported.

Many customers record returns in Sales Order Processing that need to be applied to a specific invoice. If they store the invoice in the Customer PO Number field, Mass Apply Receivables can be run in a mode that searches for and automatically applies any payments, returns or credit memos that reference a specific invoice.

Other customers just want to run an auto apply process across a wide range of customers and document dates… without having to do it one customer at a time. Mass Apply Receivables can also be run in a mode that auto applies open documents for a range of customers and document dates. It also can be restricted by customer class if needed.

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GP-Integrated Solution Creates Major Efficiencies for Energy Services Company

Written by Jill Rick, Content Marketing Manager, KEY2ACT

"The functionality and flexibility that KEY2ACT and Microsoft Dynamics GP provided was so much farther ahead of where we were at. We went from a Model T to a jet airplane."

Damuth Trane, a Virginia-based professional energy services company, specializes in providing building solutions to clients through the sale of HVAC equipment, controls, parts, service, access control/video security and energy solutions.

Summary

Damuth Trane was experiencing rapid growth and struggled with an outdated and archaic business management system when the company turned to KEY2ACT. With the ability to offer fully integrated systems that solved multiple problem areas, they now have a solution that will be able to take them confidently into the future as they continue to grow.

The Challenge

Since joining Damuth Trane as CFO in 2001, Bill Mitchell has certainly seen the company change. As the regional commercial franchise for Trane, the world's largest manufacturer of commercial and industrial air conditioning systems, the company has grown to more than 165 associates (employees) and more than 1,500 customers. Unfortunately, Damuth's business management system wasn't keeping up with the company's progress and was anything but "cool." As an independent Trane franchise, Damuth's system was controlled at Trane's corporate headquarters, and Mitchell and his team had little control over their own database.

"We were on a very archaic system," says Mitchell. "We couldn't import data at all, and we couldn't export data very well. From a reporting perspective, things were cumbersome, to say the least."

In 2003, Damuth felt the need to control its own destiny, and as Mitchell puts it, "take the company into the 21st century." Damuth was officially in search of a new business management system.

The Solution

High on Damuth's priority list in a new system was the fact that it needed to address the company's multiple areas, including equipment sales, service, construction and wholesale parts. Mitchell found that while many solutions addressed one or maybe two areas, it was nearly impossible to find a solution that addressed all areas without requiring intense integration efforts.

The initial frontrunner was KEY2ACT because a number of other Trane franchises had implemented their Signature solution. However, Mitchell reviewed several other solutions. "As CFO, I definitely needed to research the gamut of solutions and find the one that was best for the company as a whole," says Mitchell.

That best solution proved to come from KEY2ACT.

What set KEY2ACT apart, says Mitchell, "is that they had already done it." That is, their Signature solution integrated out-of-the-box with Microsoft Dynamics GP, a leading, richly featured business management solution. KEY2ACT's distinction as a Microsoft Gold Certified Partner was a deciding factor as well.

What sealed the deal, though, were the companies' shared values.

"At Damuth, the customer is at the top of our organizational chart, and the CEO is at the bottom," says Mitchell. "In my initial conversations with KEY2ACT, I could tell that they had the same corporate philosophy as us: the customer comes first."

That philosophy shone through during challenges in the new solution's implementation, which was an all or nothing conversion from the old solution. "It was like open-heart surgery," says Mitchell. "We needed to turn the old engine off and the new engine on." Completely moving from one system to another so swiftly undoubtedly can create difficult circumstances. Multiple issues were encountered with customizations during the conversion to the new enterprise system. However, the KEY2ACT and Damuth Trane teams worked through them one by one to ensure a successful implementation. "KEY2ACT truly stepped up to the plate to get us over the 'speed bumps' and ensure a successful conversion," says Mitchell.

KEY2ACT's Signature product is an end-to-end construction and field service solution that integrates out-of-the-box with Microsoft Dynamics GP.

What could have been a heated implementation instead became a cool, comfortable relationship built on trust, open communication and the belief that the customer always comes first.

The Benefits

Since implementing Signature Job Cost and Signature Service Management with Microsoft Dynamics GP, Damuth has increased access to important information, gained efficiencies and streamlined processes. Previously, access to data was limited to Damuth's accounting department. With Signature, more than 50 users now have immediate access to the information they need. Project managers, for example, can view jobs in real time to see how the job is performing. They can drill back to review related contracts and invoices. Open access to information has enabled them to manage jobs more effectively.

With the old solution, job data was downloaded at the end of the month and then manually keyed back into the system. Now, everything is done within the Signature solution, and the data integrates automatically to the general ledger within Microsoft Dynamics GP. "This is a major efficiency for us," says Mitchell, "and the tie to Microsoft Dynamics GP is simply great."

Another area where efficiencies have been realized is within parts-to-service functionality. For example, Damuth's service department's purchases no longer need to be processed through accounts payable and receivable when they buy parts and supplies through Trane HVAC Parts and Supplies locations. The transactions are seamlessly tracked and recorded within the system, eliminating the need for the Damuth accounting team to "touch" and approve them.

With the former solution, a Microsoft Excel spreadsheet was filled out whenever a new job or sale was initiated or completed. That information was then passed on to the accounting department to be set up in the system. Now, sales-administration team members input the information directly into Signature, eliminating one or more data entry points and lessening the possibility of errors prone to happen with multiple data points.

"Signature created a paradigm shift for us and empowered our sales team with more ownership and accountability," says Mitchell. "One of the great results of that shift is streamlined processes."

For more information, visit www.KEY2ACT.com or call 866-KEY2ACT (866-539-2228). GP

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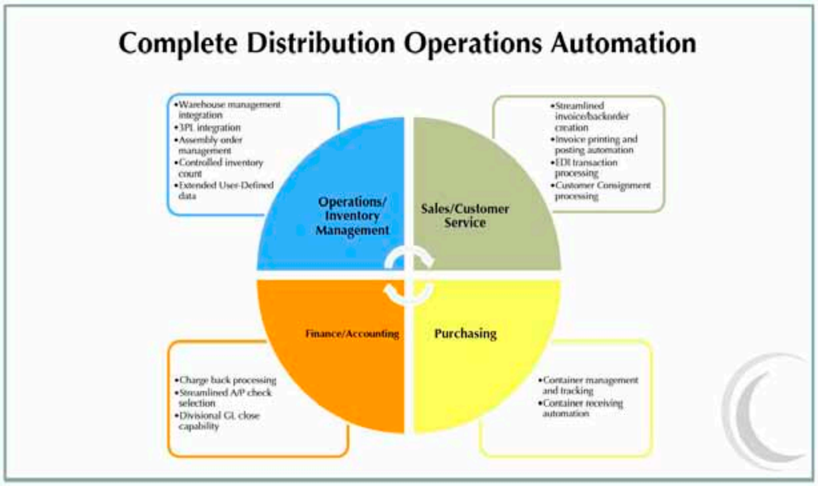
Creating a Complete Distribution Operations System with Dynamics GP and Blue Moon

Written by Janice Phelps, Senior Solutions Consultant, Blue Moon Industries

It seems like no matter what industry you are in these days, the buzzwords are "fast", "easy to use", "lots of bells & whistles". When it comes to your ERP system, you definitely have a great start if you are using Dynamics GP. It is a robust, feature-rich system with plenty of functionality. However, if you are like most customers, it may be missing a few industry-specific add-ons that will take it from good to great. Our goal at Blue Moon is to make your system "OUTSTANDING". So, let's talk about a few ways we may be able to accomplish this goal with you.



If you work in an industry that creates and tracks container shipments, whether they are incoming from your vendors, or outgoing to your customers, our Container Management/Load Planning modules will eliminate the need for disconnected spreadsheet tracking of shipment contents. Whether it is a single container of goods, or a shipment of multiple containers, this product will allow you to streamline this function from start to finish, with all of the reporting and analysis you expect.

Once the items have been received, our Quality Count product will give you the flexibility to continue processing sales and purchasing transactions while performing inventory counts. You can then run all the reports needed to confirm count quantities, analyze discrepancies and manage a recount —all prior to formally updating the inventory module. You can even preview the GL transactions that will be made once the count is finalized.

Many customers are trying to minimize inventory warehouse costs by sending items out to their customers on consignment. With our integrated Customer Consignment functionality, you will know where every piece of inventory is currently located and even be able to generate inventory checklists to confirm quantities. You can process sales of the consigned goods, or returns back to your warehouse for unsold items.

If you do have a warehouse, you are going to want to manage it properly. Whether it is your own, or you are working through a 3PL, our Operations Core module, in combination with your integrated warehouse system, will give you all the flexibility you need to send sales and purchasing transactions to and from your warehouse, fully integrating the receiving, fulfillment and shipment functions between the two systems. In addition, the functionality added to your Dynamics GP system to give customer service access to customer carton contents after shipping, the ability to send customer, vendor or item-specific notes to the warehouse and full visibility to the integrated transactions between the systems means that you have complete control of the entire process.

Whether you are integrating with a warehouse system or not, when you ship the items, you want the invoice to go out as quickly as possible. Shortening the order to cash cycle is one of the most requested items on the wish list. By automating the transfer, invoice generation and posting process within Dynamics GP's Sales Order Processing module using SOP Auto Invoice, you have eliminated a time consuming, manual process for your staff, which frees them up for other important tasks.

This gives you an idea of how you can take your system to the next level by adding critical business functionality from Blue Moon. Check out our website at www.bluemoonisv.com to see more of our add-ons for Dynamics GP and how they can work for you! GP

The Secret to Implementing Perpetual Inventory

Written by Frances Donnelly, C.Q.P.A., Horizons International

Why is implementing perpetual inventory, using an integrated software solution, so challenging to most users?

Photo by monkeybusinessimages/iStock/Thinkstock.com

I believe the answer lies in the failure to clearly identify the benefits of integrated perpetual inventory for the entire organization. Without that explanation, it is truly difficult to get everyone, and I mean everyone, on-board.

We should start by clarifying the difference between perpetual inventory and integrated perpetual inventory. Although the practice of perpetual inventory is common, the use of the term integrated perpetual inventory is not as familiar to us.

Perpetual inventory is the method of keeping track of your inventory continuously, by recording each and every transaction that either adds to or subtracts from your quantities.

Integrated perpetual inventory accomplishes the same goal, but has two added benefits:

1 – Using specialized software, it keeps track of all the costs associated with those inventory transactions. This means that the inventory asset value is maintained in real time, which reduces both cost and the time spent preparing financial reports. The need to duplicate transactions using multiple tools is eliminated.

2 - The event that directly effects inventory automatically updates the inventory records. The effort of supplying transaction data to another department so it can update inventory records is eliminated.

Historically, manufacturers and distributors have recognized the need for inventory control. For those without the budget of a Boeing or Dell, the first systems chosen for implementing perpetual inventory were based on stock-keeping cards. Completing the cards was a tedious and difficult solution, as it meant transactions had to be hand-written; the math was done in someone's head. If information on stock levels was needed, someone had to look at the card and trust that the card was truly up-to-date. Trying to figure out if an order for more material was needed meant looking at every card in the files or relying on someone to bring the card to the purchasing agent. What if they forgot? The other big limitation, of course, was that the valuation reported on the balance sheet for inventory had to be generated another way; the stock cards weren't a reliable tool for the financial side of the house.

While a card system was better than no system, it was a tool that was easily replaced when something better came along.

The arrival of desktop computers made the spreadsheet an easy and affordable replacement for the stock card. As needs evolve, simple spreadsheets became multiple complex spreadsheets. They are able to handle complex tasks for the manufacturer, like decrementing the counts for all the items used in a multi-level Bill of Material or product formula. Electronic spreadsheets are shareable, predictable, consistent, and they perform the heavy lifting with mathematical precision, so results are more reliable. Their flexibility makes

In spite of these obstacles, you know you need to make decisions based on fact or your business will not grow.

To effectively champion this project, you need to get the right information to the right people or you won't get everyone on board. The secret to successfully implementing perpetual inventory is helping your team understand how to identify the benefits to the total organization when concern about inconvenience or change to individual contributors arises.

adding additional information, like the date of a pending receipt, easier to handle. But you still have to receive a P.O. into your financial system and then duplicate the data onto the spreadsheet, so real time inventory valuation is still being managed in a different system.

So, let's say you have begun to notice the limitations of your spreadsheet systems. Errors are not easy to spot. Checking on-hand quantities for many items in a Bill of Material is really tedious. And, did we mention, there is still no reliable tie between your count data and your valuation data on the balance sheet? Today, with standalone spreadsheet-based tools, you are still spending plenty of money and time duplicating information in unconnected systems. But let's face it - your staff loves them. Each person is deeply familiar with their tasks and has developed a highly efficient set of processes for getting their job done.

Maybe you have reached the point where you understand that you are limiting the success of your business because you do not use a software solution with integrated perpetual inventory. You realize you are spending money on duplicating data entry and building islands of unconnected data. You might have tried looking for such a system, but you know your business processes are complicated and you will have a hard time getting staff to agree on requirements. You predict that your staff will feel threatened when, by implementing perpetual inventory, you replace their personal tools and spreadsheets.

Try sharing these benefits with your staff:

1. By eliminating duplicate activities that are needed to support different data systems, the overall work load on the organization is reduced. This is not just a cost saver - it allows scarce resources to be redistributed to other functions that can drive additional revenue.

2. Required financial and performance data is available sooner and upon demand, which means decisions can be made in a more relevant time frame and based on more accurate information.

3. MRP (Materials Requirement Planning) can be enabled as your inventory planning tool. Cash flow can be optimized by buying materials in the time and quantity required. Operating costs can be reduced by adjusting overall inventory levels and eliminating rush shipment costs.

4. Added benefits from your physical inventory can be obtained to improve quality and identify the effectiveness of your people and processes.

If you are a discrete or process manufacturer and the benefits of integrated perpetual inventory interest you, find out more about our solutions on our web site. GP

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Affordable Care Act (ACA) Employer Compliance:

Where are we at and what should employers be doing now?

Written by Tom Franz, Client Engagement Manager, CPP, CHRS, Integrity Data

Where are we at?

The Patient Protection and Affordable Healthcare Act (PPACA), also known as the ACA, was signed in to law on March 23rd, 2010. Since then, there have been many legislative amendments and exhaustive guidance from the IRS on the implementation of this law. The complexities in the law and the multiple delays in the implementation, created uncertainty for employers. Under the new administration, the Executive Order (EO) President Trump signed early on to "minimize the burden" of the ACA and the recent repeal efforts have further convoluted the situation.

Many employers have mistakenly interpreted this as their justification for non-compliance. However,

1) The EO omitted any references to "employers" and "businesses". As a result, the IRS has not changed any regulations related to employer compliance and is currently following up on employer compliance:

   They are checking which employers with at least 50 W-2s have not filed ACA forms, and are sending letters to ascertain the reason for non-filing.

   Their ACA Compliance Verification system is set to come online this month. This new system will open the door for the shared responsibility payment (aka penalty) notifications.

2) The proposed American Healthcare Act (AHCA) would repeal the penalties for not offering coverage to employees, but would not remove the need to report to the IRS any coverage actually offered to employees.

So, what should employers be doing now?

For now, employers remain exactly where they have been—under obligation to remain compliant with the ACA legislation still in place. This means any company with 50 or more full-time employees, must continue to comply with the ACA Employer Mandate:

- Be timely in offering affordable health insurance of a certain quality to full-time employees all year long.
- Prove the right offer was made to the right employee at the right time using IRS year-end reporting done through forms 1095-C and 1094-C.

Many employers are challenged with determining whether the ACA applies to them, which employees are eligible for coverage, whether the offered coverage is compliant and what their potential exposure is for penalties. Having a comprehensive ACA compliance software solution is key. Things to consider when evaluating solutions are:

- Will the solution work with their current HR/Payroll/ERP systems?
- Is there easy and quick implementation?
- Does the solution automatically generate the required forms and electronically file them to the IRS?
- As the law and IRS guidance changes, are there automatic updates to ensure the software stays current?
- Is there access to healthcare reform expertise?
- No long-term contract commitment

Despite all the turmoil going on right now, employers should be actively engaged in ensuring their organization is complying with the ACA.

Additional Information

- E-book: Master IRS reporting for ACA Compliance: www.integrity-data.com/aca-ebook/
- Infographic: ACA to do checklist: www.integrity-data.com/aca-balance/

To learn more about Integrity Data and their ACA compliance solution, please visit www. Integrity-data.com or call 888-786-6162. GP

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I Spy with My Little BI

Written by Jonatan Coutu, General Manager, JOVACO

Without the proper business intelligence tools, the sheer amount of data stored in your Microsoft Dynamics GP solution can be overwhelming. Previously, costly developments and heavy modules such as Analysis Cubes for Excel were required—now, both Dynamics GP users and key external resources have the proper tools to contextualize, extract and tailor the information to their specific needs without having to go through the administrative team to obtain it or sift through numerous or lengthy reports.

It's no wonder that a veritable business intelligence revolution is taking place. Read on to learn about some of the BI tools available so that everyone across your organization can make quick, informed business decisions and know at a glance what their priorities are.

I spy something, and it's customizable

Dashboards are a powerful BI tool that provide a visual display of data tailored to the specific needs of the user. The information is consolidated into a single screen that can be easily accessed and monitored. An alternative to traditional reports, dashboards offer a snapshot for a quick review of your information. Different types of dashboards are available to ensure that both GP users and external users can take advantage of the wealth of data stored in your ERP system, displayed and contextualized according to their needs.

Countless possibilities exist as far as dashboards are concerned: they can be integrated to your Dynamics GP homepage for quick reference, while the robust properties of the business intelligence solution Microsoft Power BI provide dashboards with both granularity and high-level data aggregation for advanced analysis, such as years over years or trends over years. Moreover, the dashboard capabilities offered by a CRM solution such as Microsoft Dynamics 365 can also be used to make the most of your ERP data. An integration specialist such as JOVACO can integrate your Dynamics GP solution to your CRM so that its dashboards and views can be leveraged to contextualize your project and financial data for quick insight.

The customization possibilities of management solutions also make it possible to develop personalized dashboards as needed. For instance, JOVACO has created project health cards that display data in the format that best suits the requirements of project managers. The same can be done with financial information extracted from Dynamics GP, allowing users to review financial data without having to request it from the financial team.

I spy something, and it's versatile

A robust business intelligence solution such as Power BI is becoming increasingly indispensable for data analysis. It puts a ton of tools at your disposal to visualize, organize and share information. The intuitive interface and cloud-based access also help the members of your organization access their data from anywhere to uncover insights that can take your business to the next level.

Power BI allows you to import data from a variety of sources, then visualize and manipulate it right away. Users have access to an incredible variety of graphs, charts and graphics, allowing for countless possibilities and a high level of detail. By displaying the information according to their roles and responsibilities, the different members of your organization can gain additional insights into their projects and activities.

From there you can slice and dice the information, link, merge, add or remove datasets and highlight relationships with minimal effort. Visuals from Power BI can be displayed directly into your Dynamics GP homepage, offering users a constant overview of their GP data displayed as rich reports.

These can then be shared with other users so that everyone has the information needed to perform their tasks with optimal efficiency and make more informed business decisions.

I spy something, and it's thorough

Just because dashboards and data visualization tools allow you to manipulate your data in new ways, it doesn't mean that traditional reports are going away. While dashboards offer you an immediate view on what you need to act on, consolidating your information on a single screen that can be monitored at a glance, reports are essential when you need to drilldown for an in-depth look at specific information. They can certainly be pulled using Power BI in Dynamics GP, but add-ons such as SSRS reports or Jet Reports (and until recently, Management Reporter) are also available to provide financial statements, paginated reports, and other reports that are required for more than basic detail.

But while robust reporting capabilities are vital, it's also necessary to know what reports will give you the information and oversight that you require. Project managers, for instance, usually require information from an operational standpoint and at a granular level. They also need to review data by individual, department or milestone. Project Profitability, Project Evolution, WIP Aging, Resource Productivity, Utilization by Resource—having the right reports on hand ensures enhanced visibility on the progress and profitability of your projects as well as the utilization of resources to optimize their productivity and better manage their workloads.

In short, the proper business intelligence tools allow you to democratize the information stored in your Dynamics GP solution and ensure that everyone across your organization has the right information on hand exactly when they need it—including Dynamics GP users and key external users. A complete BI solution, robust reporting capabilities, rich dashboard possibilities… these various tools will simplify processes and take your data analysis and manipulation capabilities to the next level. With better visibility comes better insight into numbers and priorities, in turn allowing for increased efficiency and control.

JOVACO has developed an expertise on building and customizing reports, dashboards and views that can be adapted to your specific processes and that leverage your business management tools and the data stored in your Microsoft Dynamics GP solution. For more information, visit our website or contact us. GP

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Got Pricing Woes? We're here with New Ways to B-O-G-O!

Written by Elise Rooney, Rockton Software

Everyone loves a good deal, but pricing in Microsoft Dynamics GP doesn't always make it easy to offer your valued customers that discount you promised. Perhaps you've tried to get creative with GP Standard pricing, but to no avail.

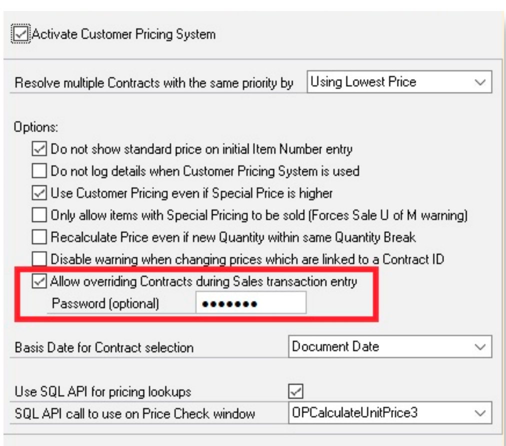
Our pricing solution, Omni Price, is designed to simplify these tricky pricing situations. Omni Price allows users to have multiple contracts with different pricing, plus it can determine which price to use. With our new 2017 product release, we've taken it one step further, giving Dynamics GP users the capability to change the contract on the fly when entering a sales transaction.

Sometimes a salesperson wants to give a customer a one-time, special deal on a particular item, or provide a buy one, get one offer. For these situations, we've added a new feature that will allow you to override the Contract that Omni Price had previously selected.

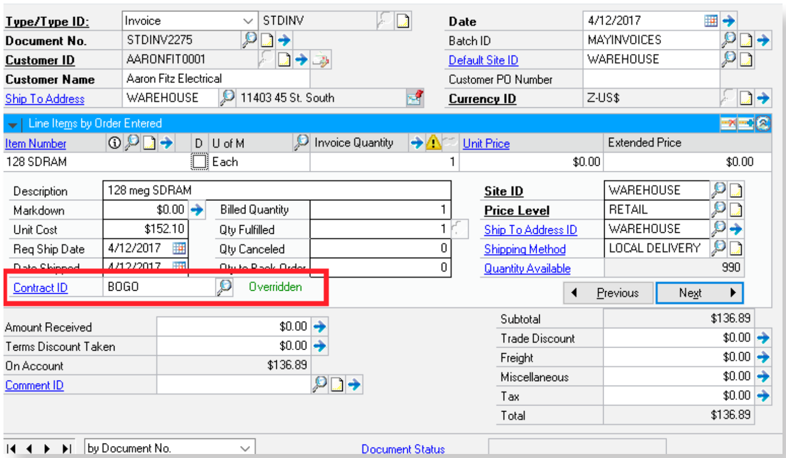
Not only does this new Contract Override offer users the opportunity to offer B-O-G-O, it will eliminate the need to exit out of the SOP Transaction entry window in order to change which contract should be applied to a customer's transaction.

Contract Override

Allowing Contract Override is optional. You can turn it on by selecting Allow overriding Contracts during Sales transaction entry on the Pricing Setup window:



Enabling this feature will allow you to select a new Contract from a lookup window or from the Price Check window, or if you know the Contract ID you want to use, you can even just type it in.



The Pricing Setup window lets you supply an optional password that the user must enter when performing an override. This lets you restrict the ability to override to only the people that know the password.

When a contract is changed, the word Overridden is added next to the Contract ID field to notify users of the adjustment. This note stays with the pricing information, so when users view the transaction in the Pricing Transaction Inquiry window, they can see the contract was overridden, as well as what the original contract and price was.

For step by step instructions on how to utilize the Contract Override functionality specifically to provide a B-O-G-O offering, please refer to this Knowledge Base article.

The Price is Right!

It's no doubt that pricing scenarios can vary and be difficult to accommodate, but with these new enhancements, our goal is to make versatility a reality within your pricing system. Say goodbye to transaction headaches, because with Omni Price, the price will always be right!

If you're interested in learning more about Omni Price and our new 2017 product enhancements, we invite you to watch this short video of the new features, contact our sales team for a one-on-one demo, or jump right in and try the product FREE for 30 days. GP

FASB ASU 606 Practical Expedients

Use Practical Expedients to Ease Revenue Recognition Effort

Written by Jim Beers, Olympic Systems, Inc.

Summary

The suggestions contained herein are likely to be considered aggressive by many public accounting firms. However, if your contract terms fit within these narrowly defined characteristics, these practical expedients could dramatically reduce your calculation and disclosure requirements.

Practical Expedients

ASU 606 implements new, more complex analyses to determine the amount and timing of revenue recognition for contracts. These new regulations give rise to recognition of significant assets and will cause more periodic cost accounting and financial statement disclosure. The standard provides four practical expedients to ease accounting and disclosure requirements.

1. The existence of a significant financing component

An entity should adjust the promised amount of consideration for the effects of the time value of money if the timing of the payments agreed upon by the parties to the contract (either explicitly or implicitly) provides the customer or the entity with a significant benefit of financing for the transfer of goods or services to the customer.

This practical expedient will benefit few organizations, since we rarely see large upfront payments without completion of any contract performance obligations in the following twelve months.

2. Incremental costs of obtaining the contract

An entity should recognize as an asset the incremental costs of obtaining a contract that the entity expects to recover. Incremental costs are those costs that the entity would not have incurred if the contract had not been obtained.

Sales commissions are one of the simplest examples of and incremental cost of obtaining a contract. The standard calls for the capitalization and recognition of the sales commission over the life of the contract, or the average period of customer retention if either is over 12 months. Since most contracts with significant incremental costs will have lives or average customer retentions over 12 months, most organizations will need to identify, capitalize, and amortize the costs over the appropriate period. This will be a big issue for contracts with upfront fees. See more about this in the section about contracts with large upfront fees.

3. Accounting for a portfolio of individual contracts or performance obligations

Many contracts have common provisions for returns, exchanges, or standard warranties. These type of liabilities are typically handled with a balance sheet reserve that is not contract specific. The following practical expedient may allow that practice to continue these accounting practices providing the terms are common across contracts and customers and that the cost experience is similar across contracts.

4. Simultaneous Receipt and Consumption of the Benefits of the Entity's Performance

Many common contracting activities such as support calls or training sessions are examples of performance obligations that are simultaneously performed and consumed. This

practical expedient allows for the revenue for these activities to be recognized when invoiced; providing the services are priced at standard amounts per unit. If the performance obligations are part of a larger contract that may have a discounted price, the revenue may still be recognized when invoiced, but the unit price will need to be adjusted to the allocated sale amount.

Contracts with upfront payments and the push to subscription pricing

This section does not address a practical expedient. Quite the opposite. Upfront fees will most certainly force many businesses to adopt full revenue recognition calculations. The only partial solution that would somewhat simplify revenue recognition calculations is to implement subscription pricing.

Many contracts call for upfront payments and a periodic maintenance fee. An example is the sale of a software program. Historically most call for an upfront purchase and require an annual maintenance fee. This fee structure allows for enough upfront payment to satisfy sales commissions and the vendor's startup costs. The standard now requires that the additional sales expenses and the upfront payment be capitalized and recognized over the term of the contract or the average expected life of the customer's use of the program.

The only way to simplify this requirement is to convert to subscription pricing without minimum contract periods, and to make the sales commission not contingent on any future event and has no claw-back provisions. (Even so, many public accounting firms will argue that the sales commission should be capitalized and the cost recognized over time.)

Practical Expedients Disclosure

An entity that adopts use of a Practical Expedient, will need to disclose the use of the practical expedient, and apply it universally to all contracts with similar characteristics and similar circumstances.

Contract Analysis

Contact Jim Beers at (206) 547-5777 x 111 to discuss your firm's contract terms.

More Background and Discussion

This article builds on our previous study guide available at: http://www.projectcost.net/revenue-recognition

The standard itself can be downloaded from fasb.org at: http://www.fasb.org/jsp/FASB/Document_C/DocumentPage?cid=1176164076069&acceptedDisclaimer=true GP

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Document Management: Your new multi-purpose solution

Written by Alyssa Putzer, Metafile Information Systems, Inc.

Have you ever been at your favorite store and found that pair of shoes that you just have to have? Then you look at the price tag and you cringe a little – it's definitely not on sale. Not even close.

"But those shoes are SO functional," you think. "I could wear them to the office and out for dinner and to the mall. And they'll go with everything and I'll have them forever!"

Or you're walking through the park and see a pen of puppies for sale. You don't need the puppy (or the vet bills), but you tell yourself, "This puppy will be the perfect family dog, he'll teach my kids about responsibility! And maybe he'll even be a good running buddy. Which means that I'll finally get into shape. Plus, dogs are great snugglers and this one looks like he would snuggle. Therefore, I need this puppy."

Sometimes, in order to take the leap and make that big purchase, you have to justify it. Whether it's a pair of shoes, a new car, a handsome suit or a pet that will make the perfect family dog/running buddy/snuggler/guard dog/garbage disposal, etc., it's important to you to figure out how the purchase can exceed expectations and be a multi-purpose solution.

The same goes for a document management solution. For many, a document management solution is strictly a tool to benefit the accounts payable team. If it only increases efficiency in one department at your company, is it really worth the investment? Maybe not, and that's why it's so important to realize that document management goes beyond accounts payable. In fact, your entire organization can reap the benefits of document management.

Accounts Payable

An AP automation solution is just that, a solution for streamlining processes in accounts payable departments. Also known as a document management solution, it makes previously paper-based processes more efficient with workflow approval automation, data extraction, routing and indexing. In doing this, it also eliminates the need for manual data entry and reduces the average cost per invoice, both sent and received. When your AP employees don't need to key-in information, they save time and minimize mistakes, making them more efficient and able to reallocate their time to more crucial tasks.

Customer Service and Your Vendors

When your customer service staff needs to search for invoices and other documentation while your vendors or customers sit on hold listening to elevator music, it means frustration for both the representatives and the customer. AP automation/document management saves time for both of them by electronically storing all documents and making them keyword searchable. This eliminates filing errors and provides near instant dispute resolution, in addition to much happier vendors and customers who didn't have to spend

their lunch breaks with your hold music on speakerphone. If invoices are filed more accurately, this also means fewer vendor and customer calls per week asking about missing or inaccurate information. Think about everything your reps could get done with that time they're gaining back!

Upper-level Management and Executives

As an executive, it's vital that you have insight into all areas of your company so you can see what is working efficiently and what isn't. AP automation/document management offers customizable charts so that you know which invoices are paid, pending and late. This allows you to avoid late fees and take advantage of early-payment discounts and have a clear view of available monies. Many document management systems also have a mobile solution, giving executives the ability to approve and view invoices on-the-go from a smartphone or tablet. Want to make your enterprise even more productive? AP automation is expandable to AR, HR and Legal for even more efficiency and productivity beyond just your accounting department.

Information Technology (IT)

Your IT department works hard to make sure that your technology is up-to-date and working smoothly. An AP automation/document management solution helps them be more productive by ensuring compliance with record retention regulations, audit control and integration with your Microsoft Dynamics ERP solution. Your IT staff also can take advantage of a variety of implementation options. Many document management solutions, like MetaViewer from Metafile, for example, can be implemented in the cloud, as a subscription or on-premises so that the system works best with the infrastructure of your enterprise.

Your AP automation solution is not a system for your accounts payable team to keep to themselves, it's a dynamic, multi-purpose, powerful tool that your entire enterprise can take advantage of to become more efficient, streamlined and compliant. This is just the multi-tool your company needs to meet the needs of each corner of your business. GP

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Requisitions Go Mobile

What it means, and why it matters

Written by Salim Khalife, Founder and CEO of Paramount WorkPlace

It is no longer sufficient for software to offer a stated list of features and prescribed functionality; software has to be intuitive, engaging and powerful. These attributes are even more important on mobile devices, where the screen is smaller, navigation potentially more challenging, and the user is presumably on the move. We've all used a mobile app where it was clear that the publisher was more concerned with being able to boast that they'd launched a mobile app, than with making the app truly functional and user friendly.

The industry research powerhouse Forrester Research often cites the importance of building mobile experiences that drive customer engagement[1], not simply helping someone complete a task. It's precisely that customer experience that we kept in mind during the design and development of Paramount WorkPlace Mobile, our latest Requisition and Procurement solution offering.

Deeper functionality

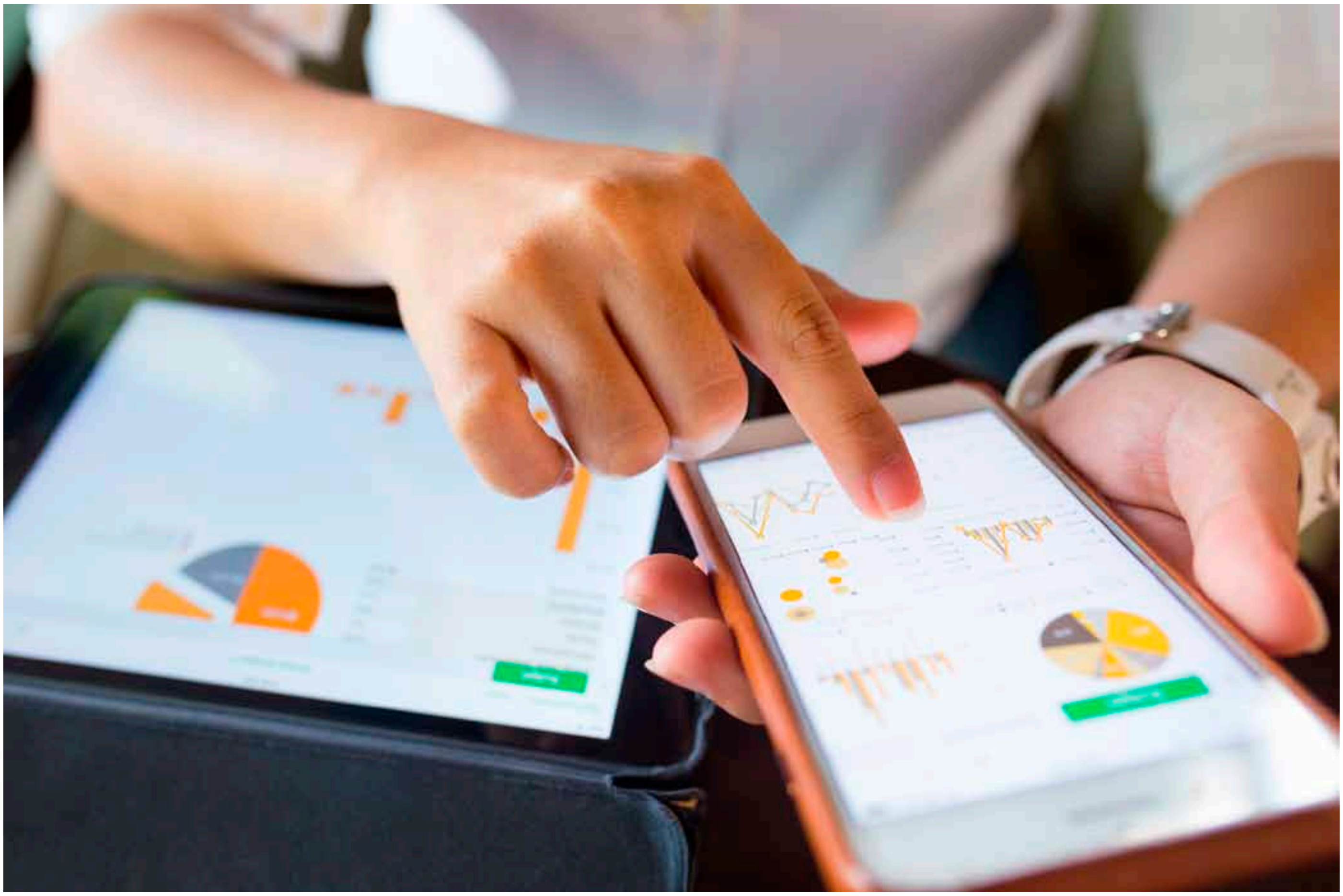
Paramount WorkPlace Mobile provides full mobile requisition entry, including both free-form and catalog based requisitioning. Users can browse and shop their Catalogs, save items to a shopping cart to process, or submit as a requisition directly from the mobile app. Busy managers and executives can approve or disapprove pending requisitions with a single touch. And employees can view the status of open mobile requisitions from their mobile devices, anywhere, anytime.

Keeping your data safe

Data security is a primary concern, and mobile apps that seek to access data on your live servers present a potential new threat. To eliminate that threat, we developed a unique technology that allows all mobile users to operate outside your company's firewall. Instead we route requests to an On-The-Go server, and not your company's live server. Utilizing this innovative technology, we allow mobile users to operate outside the firewall, but have the experience that they are connected to corporate by having real-time data updates and synchronization.

Continue even when offline

No internet? No problem. Paramount WorkPlace has pioneered and perfected innovative sync technology that allows your mobile users to enter all their transactions offline and have the system automatically sync when they reconnect. This allows your employees to be productive regardless of their connectivity—a big step forward in mobile functionality.



Multi-platform support

Paramount WorkPlace Mobile Procurement, Expense, and Project-Time apps run on all mobile platforms, from Apple iOS, various versions of Android phones and tablets, and even support for the oft-neglected Blackberry user.

Part of the big picture

Paramount WorkPlace shares Forrester Research views[2] that mobile experiences are part of a larger strategy to deliver customer-focused solutions. Mobile apps like WorkPlace Mobile, are at their best when they interface with back office applications to deliver fully-functional, powerful and convenient solutions to the challenges modern businesses face. We've been doing this for a long time. Paramount WorkPlace pioneered the first web-based spend management app back in 2002, and have been innovating ever since.

To learn more about WorkPlace Mobile, or see it in action, click here. GP

References:

1. Forrester Research, Inc. Build Mobile Experiences That Drive Engagement, Executive Overview: The Mobile App Development Playbook, Jeffrey S. Hammond and Michael Facemire

2. Forrest Research, Inc. The Future Of Mobile Experience Development, Vision: The Mobile App Development Playbook, by Jeffrey S. Hammond, Michael Facemire, and Julie A. Ask

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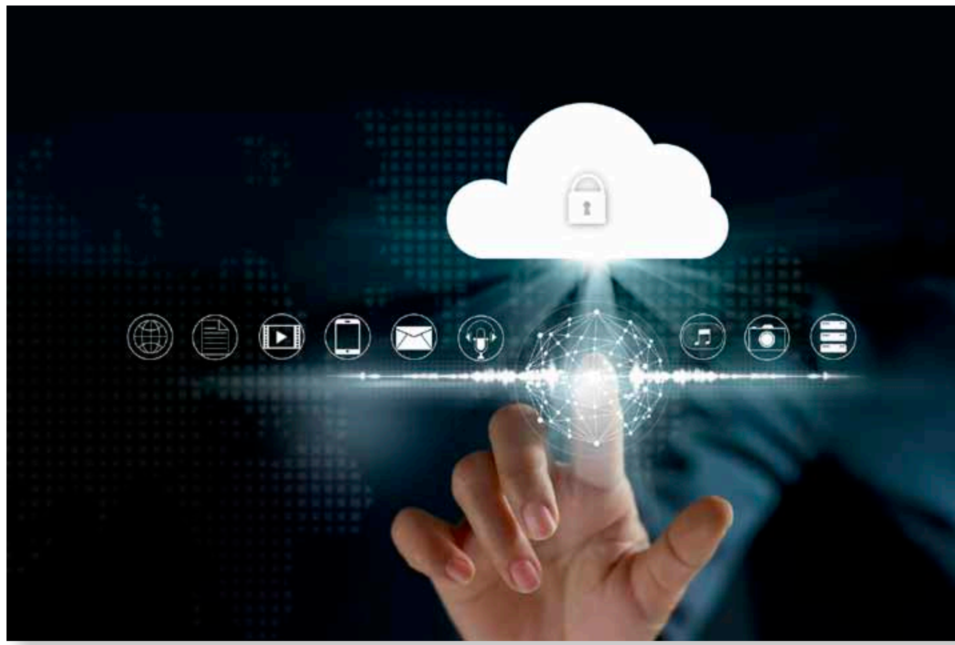
CPM as the Solution to Navigating Multiple Cloud Systems

Written by Matt Felzke, Communications and Event Marketing Manager, Solver, Inc.



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It seems like the Dynamics GP space is all abuzz about everything cloud – online articles defining related terms, explaining how the cloud works, and the motivation behind such a technological shift. But if you do a systems check, whether you're an end user, a power user, or an IT professional, you are probably already engaging with multiple cloud systems. In general, modern companies are already leveraging the power of multiple cloud services and solutions, in addition to on-premise software, to run their business. This can prove challenging in regard to consolidating all of your data sources for comprehensive, actionable analytics to inform decision-making. A complete solution to life in a multi-cloud world can be found when deploying the right Business Intelligence (BI) and/or Corporate Performance Management (CPM) system.

Take a minute and count the number of data sources and systems that are cloud-based. When you think about the programs you rely on to run your business, you will probably discover that more than one are in the cloud. It's not too surprising. With cloud representing a new normal in technology platforms – because of the ease of rollout and support for the consumer and the vendor, it seems logical that some enterprise systems you are utilizing to do your job are cloud-based. That said, with software available on disparate platforms, in regard to generally managing data and systems, this can be problematic when you want to aggregate data for financial and operational reporting, analysis, and budgeting. Let's consider a use case.

An accounting professional at a mid-size company confessed that their workflow was definitively multi-cloud. This organization is running Microsoft Dynamics GP and a project tracking system on-premise, but they also utilize ADP in the cloud to manage payroll and HR activities, cloud-based Salesforce for Sales team tasks, and Google Analytics in the cloud for ad tracking and web statistics. Each system is transaction-based and provides a proprietary, typically not user-friendly and limited report writer. Since some are on-premise and others are in the cloud, information is spread out in a way that makes consolidation for more complete, richer reporting and budgeting a noteworthy challenge. In other words, integrating between systems is met with more hurdles than ever because this organization is moving in different directions because of their hybrid cloud and on-premise configuration for their necessary enterprise solutions. If you're like most businesses, you can probably relate. What is the solution, aside from moving all of your data to Excel and manually compiling it into reports?

Successful multiple cloud management involves deep integrations, either between applications, which is a tough obstacle, or a unified system that provides robust integrations to all of your tools. This is where BI and CPM can offer you a solution.

Some BI and CPM tools are on-premise, while others are pure cloud, and there are also hybrid options when it comes to deployment. However, a modern, complete CPM tool provides a data warehouse module that can deliver a singular space with integrations to your data sources. If the CPM or BI software does not offer a true data warehouse, you are just adding another cloud tool. You need a system that can serve as a consolidator of your disparate data, particularly as we refine the utilization of our various data types to tell the story of your company's health. But again, the integration technology needs to be strong – in order to successfully perform the extraction, transformation, and loading of all data source information, from distinct cloud and on-premise applications.

Illustrating the interactions between systems with a CPM solution for reporting, budgeting, dashboards, and a data warehouse is pretty simple. CPM suites offer integrations to your customer relationship management (CRM or Salesforce), human resources (ADP), task assignment (Basecamp), web site analytics (Google Analytics), and other applications like Marketo for marketing automation and any systems or databases you might host on a cloud platform like Amazon Web Services (AWS). These integrations pull the information from all of these systems, in addition to Microsoft Dynamics GP, and store this data in accessible, organized ways. From here, you're able to report from a single database and automate your KPI reports, dashboards, budgeting process, and other analyses.

The significance of a data warehouse cannot be stressed enough. You can't just add any CPM or BI tool and stir. This tool should be complete, as in not just another cloud-based tool to add a feature or functionality, such as dashboards, to your reporting and budgeting solutions. To offer a true solution to the hurdles you face in this multi-cloud world, a CPM tool must come with a data warehouse to provide the pre-built, configurable, and consolidated space for high performance reporting, budgeting, and dashboards.

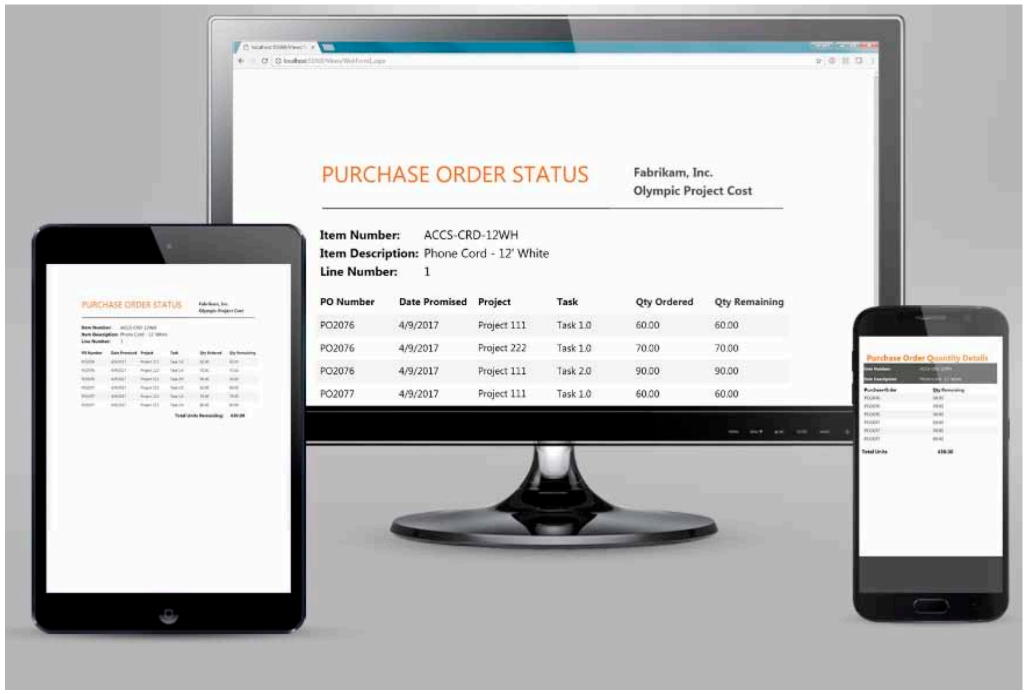
Reporting and analysis is only becoming more important, especially with the amount and diversity of data types. As the business realm evolves, there will be more opportunities and reasons to aggregate different data sources into one analysis (or more) for a rich understanding of company health. As you navigate the current and increasingly more cloud-y enterprise technology culture, you need a tool that functions as a central space with deep integrations to the data sources you depend on to run your business. You might have some questions as you navigate the search for a proper solution, and Solver, Inc. is happy to answer any questions and review BI360's easy-to-use, Excel- and web-based budgeting and reporting solution that enables collaboration, streamlined decision-making capabilities for your BI experience, available for on-premise and cloud deployment. GP

Simplify Reporting with DevExpress

Written by Kari Bullard, Marketing Communications and Media Assistant, Olympic Systems, Inc.

Organizations seeking a modern report writing solution should consider using DevExpress. Designed to simplify reporting for developers and end-users alike, the DevExpress Reporting Suite goes beyond document creation with components designed to facilitate end-user access to reports.

At Olympic Systems, we've experienced firsthand the benefits DevExpress brings to the report writing process, and have compiled a few examples to demonstrate the ease with which reporting solutions can be created. The DevExpress XtraReports API enable developers to integrate DevExpress reports with existing applications, or develop standalone reporting tools for end-users.



The following sections provide an overview of several DevExpress features. At the end of each section, are links to online tutorials providing detailed instructions, as well as coded examples of the procedures discussed. In these tutorials you'll notice the mention of drag-and-drop components, wizards, and menus used to create and publish DevExpress reports. For those who prefer working directly with APIs, the DevExpress Reporting suite fully supports manual integration of DevExpress reports through code. However, the DevExpress components included in Visual Studio automate many processes for you, including:

- Referencing the required assemblies
- Registering HTTP Handlers, namespaces and configurations
- Attaching required scripts and style resources
- Overriding default Model Binders

Because these tools offer the quickest means to get started, we've included them in our guides.

Device-Responsive Reporting with DevExpress

The DevExpress web document viewer was built using HTML5/JS technology, and was designed to work with varying screen sizes. Because of this responsiveness, the document viewer allows reports to be easily accessed and viewed from any device.

The Document Viewers can be customized to offer differing functionality depending on a user's needs. This includes interactive document generation using reporting parameters, and additional distribution options such as the ability to download data to excel.

To see how we've incorporated DevExpress reports with an existing web application, visit the following link: Add Device-Responsive Reports to Web Applicationsusing the DevExpress HTML5 Document Viewer, follow this link: To see how we've incorporated DevExpress reports with an existing web application, visit the following link: Add Device-Responsive Reports to Web Applications.

Using DevExpress Reports in Dynamics GP

Worth mentioning is the similarity in report integration between web, mobile, and desktop applications. To add a report to a desktop application, document viewers can be embedded within a WinForms or WPF solution in Visual Studio. Reports can also be viewed by calling the XtraReports print preview method on a report object. As with other reporting options in Dynamics GP, data privileges can be granted at the individual level, ensuring Dynamics GP users only have access to the reports appropriate to their role.

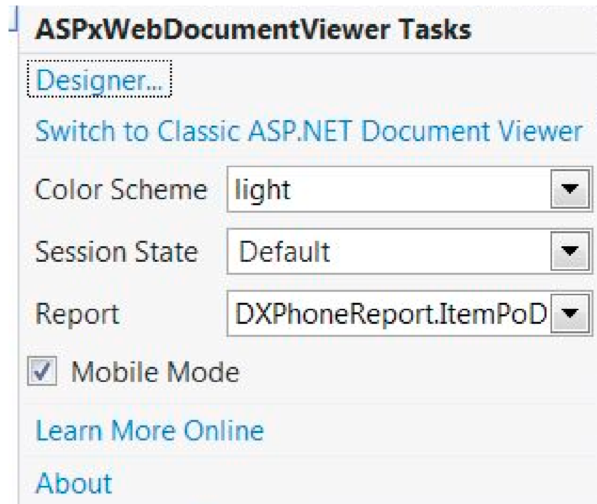
Additionally, DevExpress components can be used to build end-user report designer applications. These applications can be built in WinForms, ASP.NET, and WPF applications. The XtraReports Suite provides an API that allows developers to control reporting privileges for users and the extent of reporting capabilities included with these designers.

To see how we've integrated DevExpress reports with Dynamics GP, visit the following link: DevExpress Reporting for Dynamics GP.

Loading Reports to Document Viewers

The document viewers mentioned above can be bound to reports in a couple ways. A document viewer's smart tag contains a menu that includes design options for the viewer itself, and a report binding combo box. To bind a report using the document viewer's smart tag, add the report to your ASP.NET, WinForms or WPF project (see how to add an existing report to an application). The 'Report' combo box will be populated with any reports present in the application. Binding a report is as simple as selecting the appropriate option from the dropdown menu.

Document viewers can also be used to dynamically display reporting documents loaded from files or a database, and the data source for these reports can be set at runtime using the XtraReports API.



To see how to load a report in a DevExpress document viewer, visit the following link: Loading Reports to DevExpress Document Viewers

Consider DevExpress for Your Organization's Report Writing

While we've only touched on the reporting capabilities DevExpress offers, the functionality is unparalleled by today's most common reporting solutions. With DevExpress, employees have access to the data they need on any platform in use by your organization. This flexibility allows organizations using Dynamics GP, or any other ERP systems to make the most of its business data.

For more information on DevExpress XtraReports components, see their online documentation here: DevExpress Online Reporting Documentation GP

4 Signs that your Team is Ready for Super-charged Subscription Billing Software

Written by Scott Pledger, Marketing Director, Binary Stream

Your company has grown by leaps and bounds. That's the good news! The bad news? With success come challenges. What was once manageable with a collection of spreadsheets and some elbow grease now has your team members pulling their hair out. This is especially true when it comes to your billing and invoicing system and how it interacts with your Dynamics GP. Cash flow is the lifeblood of any organization but if the system used to bring cash in the door is a mess of spreadsheets and manual processes, you might be in trouble.

We are here to help!

From our decade of experience helping companies overcome subscription billing challenges we have assembled for you some signs to be on the lookout for. Tell-tale signs that indicate you might need to explore some new ideas for your team.

Welcome to the Spreadsheet Jungle!

A sure sign that you have a problem with the way you currently do your billing is that your team is buried in spreadsheets. This is certainly not fun and games. There are spreadsheets for the customers' billing details, spreadsheets for recognition schedules, spreadsheets to manage revenue allocations. Sure, your team beams with pride telling you of the latest complex macros they've created to manage this spreadsheet jungle. But, you know that this information does not belong in a jungle. It should be in the accounting system of record, Microsoft Dynamics GP.

Imagine you could have all of your customers' billing and contract details right in Dynamics GP where you already have your customer cards set up, giving you a single set of AR records. Instead of keeping all of your revenue recognition schedules in hundreds or thousands of spreadsheets, you could have each schedule automatically generated and housed right in Dynamics GP. The same goes for revenue allocation. Define your standalone selling prices and let the system automatically generate the revenue allocations for each and every invoice or contract. This is especially important for the many companies that need to comply with ASC 606. And, because all of this information is already in Dynamics GP, the invoices flow directly to the appropriate accounts in the GL. Then, when you recognize the deferred revenue, it moves from the balance sheet to the P/L with ease. It's like magic but you don't need to be Houdini.

Leaving Money on the Table

Another sign that you need help is that every month you find yourself leaking revenue. You can't pinpoint exactly how much, but you know it's happening. Using

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spreadsheets leaves you susceptible to errors. And, these errors cost you money. It's way too easy to overlook a customer that needs to be billed. And, what about those mistakes on the invoice? Charge too much and the customer might bolt for the door. Charge too little and, well, you know where that leaves you. How long does your billing process take? A day? A week? More? If you are not counting in minutes, then it's too long. Any delay means more time waiting for cash to come in the door.

Now these are the obvious issues. What about the ones lurking under the surface? You know that there is a better way to charge your customers. One that maximizes your profitability and gives customers the flexibility they seek. You want to offer customers the option to, say, pay monthly or quarterly or annually. And, you've found that motivating them to buy more by offering volume-based price breaks works well. Sadly, however, the sheer complexity of managing these methods is simply daunting. So, you don't offer them.

Wouldn't you be better off with a billing system that speeds up the billing cycle, reduces errors, and handles any level of complexity? One that bills at whatever frequency (monthly, annual, milestone, and anything else) makes the most sense. One that supports metered and consumption or usage-based fees. One that charges different prices based upon volume tiers and not by crudely applying the price of the highest tier reached. One that can do all of this at the line-level, supporting any number of billing types and at any frequency on each customers' single invoice.

Cumbersome and time-consuming manual processes

If your team is spending time typing information into Dynamics GP, it's a bad sign. Manually entering data whether it's customer order and contract information from the CRM or consumption and usage data from the metering system, any way you cut it, is a major pain. Another grueling manual process is the invoicing of clients. This arduous task takes hours, if not days, to plow through. Also, at month-end when you need to account for recognized revenue, your team spends hours reconciling and posting journal entries. Ugh!

Why settle for this when there is a solution that can suck all the data from external systems into your Dynamics GP for easy access. No more slaving over a hot keyboard. This system automates invoicing and has been clocked at a speed of 100,000 invoices in just 21 minutes. Or, perhaps you'd like to set up your clients on auto-renewing, or evergreen, subscriptions eliminating steps in the process. Also possible is providing customers access to the password-protected portal

where they can self-serve online to view their contracts, update their information, and even pay their bills. Finally, when it comes time to deal with the revenue deferrals, the system automatically applies the revenue allocations and posts the recognized revenue to the GL for the current period only (and not future periods). This helps you comply with the upcoming recognition standards – ASC 606 and IFRS 15.

Reporting: There is No Easy Button

You want to have your finger on the pulse of all the financial goings-on at your company, but it's just not that easy. Your revenue deferral schedules are in dozens of spreadsheets so how can you possibly generate your forecast numbers. Similarly, keeping on top of key performance indicators such as monthly recurring revenue (MRR) and churn rate is critical to the success of your business, but how can you do that without a serious spreadsheet intervention.

Wouldn't it be better if you had a billing solution with a robust reporting feature that provides deep insight into your subscription revenue, tracks key financial data in real-time, and produces performance reports? You can quickly produce your GL reconciliation reports to satisfy audit requirements with ease and revenue and expense reports with improved accuracy and transparency. Accurately forecasting becomes a breeze. You can even manage your balance sheet in real-time with Work-in-Progress contract recognition.

Binary Stream's Subscription Billing Suite

Binary Stream's subscription and usage-based billing and deferrals suite handles any simple or complex billing scenario while ensuring that the accounting of any revenue and expense deferrals is done quickly and accurately and in compliance with all regulations. To find out more, please visit binarystream.com/gp-optimizer/ GP

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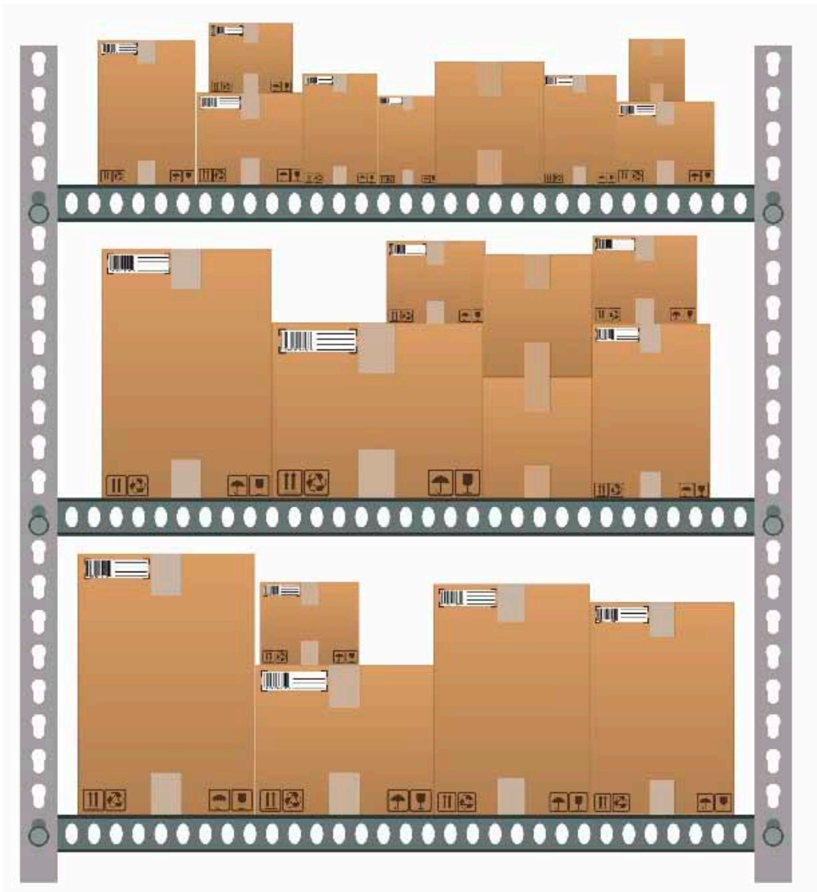
Multiple Bin Tracking - A Key Feature to Transform GP to your WMS

Written by Pam Burnham, Director of Product Strategy, Panatrack



Instead of an investment in an independent Warehouse Management System (WMS), consider the functionality already available in your current Dynamics GP investment. In this article, we want to introduce you to one of the features that can transform your GP environment into an embedded WMS: Multiple Bin Tracking. A feature that will allow you to maintain GP as your single system of truth.

We get moans from partners and customers both when we initially bring up this topic. Understandable since it does carry a lot of extra overhead if you do not have the tools in place, such as our PanatrackerGP solution, to support it. But those looking for a WMS solution are looking for this specific function which allows you to know where exactly the inventory is located and how much you have. When you add the ability to record the inventory transactions at the time and point the inventory is handled, it isn't necessary to use a separate system that requires reconciliation overhead.

General Bin Setup Overview

When you enable multiple bin tracking (Panatracker tips on bins), you then enable the ability to setup bin locations under each of your sites. You need at least one bin defined per site. If you have sites that are virtual or you don't need multiple bin locations configured, you simply set a single bin, we recommend to name the same as the site. Bin setup in GP is flexible. If you determine later that a site requires more bin locations, there is nothing stopping you from adding more.

The additional bin setup in GP includes the ability to set a default bin. These default bins can be configured on either a Site or Item+Site level. Transactions Impacted include:

- Purchase Receipts
- Purchase Returns
- Sales Order Fulfillment
- Sales Returns
- Assembly Receipts
- Material Issues
- Manufacturing Receipts
- Repair Issues

Setting up these defaults can save you the time required to manually select bins when inventory transactions are entered directly in GP. Using a solution like PanatrackerGP will put the ability to capture and enter transactions on the warehouse floor; inventory control has never been easier.

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Priority Bin Setup Adds Min and Max Logic

In addition to the bin default assignments, there is also setup for the Priority Bins. The priority bin setup is on the Item + Site level. In addition to defining what bins to setup as priorities for each item, a min and max quantity assignment can be setup. Great tool for restock reporting. You can set up as many priority bins as you need for each item and site combination. We recommend setting Priority 1 to match the item Sales Order Fulfillment default since this would represent your primary stock bin location.

Obtain Access to Real-Time Available Inventory

Another great advantage of moving to multiple bin tracking in GP is more true reporting on your available quantity. If you use Sales Order Processing in GP and allocate your inventory, you know that the On Hand – Allocation = Available inventory. But it doesn't really represent what you truly have in stock at any given point and time. On a site level, it is typically a number between the On Hand and Available at any given point. This is primarily due to delays in the posting of the sales order invoices. So the order may be picked and shipped, but GP is still showing the inventory as On Hand until the invoice (or any other inventory transactions) are posted.

By using a separate fulfillment process on sales orders with multiple bin tracking, the inventory is taken out of available at the bin level … when the inventory is removed for fulfillment and shipping. Bin level quantities end up being true to real time giving you great inventory management. This is an added bonus to the fact that you also give the order pickers access to see exactly where the inventory is and the respective bin inventory levels. If using PanatrackerGP, bins with available inventory are automatically defaulted for the user for a 'guided' pick process making it even more streamlined.

Add More Tracking Logic with Advanced Bin Management

We feel that GP provides a great foundation for inventory location tracking with the multiple bin infrastructure. We have built on that foundation to take it to a WMS level with our Advanced Bin Management module. This extends the bin setup infrastructure to support defining a bin type. Bin types include:

- Stock
- Overstock
- Staging
- License Plate

With bins defined to these categories, we can add more advanced logic. For example, you may not want order pickers to be defaulted to an overstock bin if it requires a lift truck to reach the items. If inventory is 'staged' for another order, you don't want those bins available to other order pickers. The license plate bin is a 'moveable' bin that represents grouping inventory to be moved as a single unit. By defining the bin as this type allows us to enable this additional logic for WMS-like inventory control.

More Precise Reconciliation for Physical Counts

Another advantage of multiple-bin setup in GP is set up and managing stock count functions. By having more specific locations to count against. If you count against an item in one general site, you need to complete the count against the entire site before you can reconcile. With bins, inventory transaction activities can be resumed faster since your count is against the Site + Item + specific Bin.

Turn MSDGP To Your Fully Integrated WMS

Multiple bin tracking is a coveted feature of a WMS and already exists within your Dynamics GP environment. Panatrack can guide you in setup and the migration path to using this feature. The PanatrackerGP solution turns multiple bin tracking into an efficient tool to streamline your inventory tracking and adding the control you need.

Contact Panatrack for more information or to schedule a demo! GP