

GP OPTIMIZER

MAGAZINE

**Is your Transportation
Solution Shipping Money
Out the Door?**

**The Secret Ingredient in
the Success of a Project:
Having the Right Tools**

**Mobile Solution Maximizes
Efficiencies for Field Service
Companies**

GP OPTIMIZER

MAGAZINE



Welcome to the Winter 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 use 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, FASCOR, Horizons International, ICAN Software, Journyx, JOVACO, k-eCommerce, KEY2ACT, Metafile, Olympic Systems, 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 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 Rockwell
President, Rockton Software



www.rocktonsoftware.com • 877.476.2586

On the Cover

GP Optimizer Magazine

Published by **Rockton Software**
PO Box 921
Lafayette, CO 80026

Editor: Mark Rockwell
MarkR@rocktonsoftware.com

Design: Lori Hartmann, Feline Graphics
feline@sandpoint.net

Advertising and Editorial Inquiries:
Elise Rooney
EliseR@rocktonsoftware.com

The GP Optimizer Magazine is published by Rockton Software, with principal offices in Lafayette, CO. If you wish to be removed from the mailing list, please contact the ISV who sent you the publication.

The information provided in this publication of GP Optimizer Magazine is maintained by Rockton Software. It is intended as a general guide of information and products available for Microsoft Dynamics GP. The publisher makes no warranty or guarantee whatsoever of the effectiveness, or other characteristic of any methods or products described herein. Neither does the publisher assume any liability for information published in any Web site or other advertisements to which reference may be made herein.

Announcing the launch of www.gpoptimizer.com! This digital magazine now has a digital home! Visit the brand new www.gpoptimizer.com website for additional content from our contributors, including extra Dynamics GP tips, info on our webinar series, blog posts, and more!



9 **Is your Transportation Solution Shipping Money Out the Door?**

35 **The Secret Ingredient in the Success of a Project: Having the Right Tools**

46 **Mobile Solution Maximizes Efficiencies for Field Service Companies**

Table of Contents

- 7 ASC 842 - The New Leasing Standard
- 9 Is your Transportation Solution Shipping Money Out the Door?



- 14 Managing Long-Term Investment Assets in Dynamics GP
- 16 Do You Have The Sharpest Tools in Your Dynamics GP Shed?
- 19 Managing Inventory at Customer Locations using Customer Consignments
- 21 Are You Getting the Most Accurate Time Data in GP?



- 24 Is Your Accounts Payable Process Stuck in the Past?
- 26 Electronic Procurement Roadmap for Healthcare
- 29 Mass Apply Documents Easily
- 30 Why You Need to Care about ASC 606



32 Physical Inventory— The Foundation for Quality Management



41 Taking the Inventory Count Process to the Next Level

43 Revenue Recognition Under FASB ASU 606



35 The Secret Ingredient in the Success of a Project: Having the Right Tools



46 Mobile Solution Maximizes efficiencies for Field Service Companies

49 Eating up the Benefits of Document Management

50 How to Justify an eCommerce Solution to Your Management Team

38 How Every Department Benefits from BI for Dynamics GP



GP Optimizer Sponsors

5	Featured Resellers	25	Paramount WorkPlace www.paramountworkplace.com
6	Binary Stream www.binarystream.com	28	Horizons International www.hzs.com
8	FASCOR fascor.com	34	JOVACO www.jovaco.com
11	ICAN Software Solutions www.icansoftware.com	37	k-eCommerce www.k-ecommerce.com
12	GPUG www.gpug.com	40	Metafile Information Systems www.metaviewer.com
15	Rockton Software www.rocktonsoftware.com	42	Olympic Systems www.OlySystems.com
18	Blue Moon Industries bluemoonisv.com	45	KEY2ACT www.key2act.com
20	Journyx www.journyx.com	48	Solver www.solverglobal.com
23	AvidXchange www.avidxchange.com		

GP Optimizer **Featured Resellers**

These experienced and knowledgeable resellers are ready to assist you with any of your Microsoft Dynamics GP product needs. Click on their logo to get in touch and learn more!

Your Business Technology Team®



Advanced
INTEGRATORS

www.advancedintegrators.com
sales@advancedintegrators.com | (405) 946-1774



The Anchor Group
Local Offices: Texas | Oklahoma

Implementation Services | Integrations | Cloud Based Solutions
Training | Financial Reporting | Payroll Services



Cadré
INCORPORATED

Microsoft
CERTIFIED
Partner



Microsoft Dynamics



Experience Matters
CRESTWOOD
ASSOCIATES

Crestwood, your ERP and CRM
solution specialists




DORADO SOLUTIONS
accelerating your business



PARADIGM TECHNOLOGY
CONSULTING, LLC

Enhancing and Optimizing your
GP solution for maximum value



THE POWER OF BEING UNDERSTOOD

RSM

Take your Dynamics GP software to the next level!

Achieve unbelievable productivity gains.

Manage corporate growth cost-effectively.

Gain greater insight into your company's performance.



Multi-Entity
Management



Advanced Revenue
& Expense Deferrals



Advanced Recurring
Contract Billing



Property
Management



Healthcare Materials
Management

Trusted by organizations worldwide

BED BATH &
BEYOND®



1-800-GOT-JUNK?®
THE WORLD'S LARGEST JUNK REMOVAL SERVICE

match®

To kickstart your productivity visit us at
binarystream.com/nextlevel

2016
PRESIDENT'S CLUB
for Microsoft Dynamics



ASC 842 - The New Leasing Standard

Written By Neil MacDonald, CPA, CMA, [Binary Stream](#)

Leasing is not usually a topic that generates much excitement. Let's face it, how much of accounting really does? So then why is everyone suddenly interested in leasing, and why does everyone perk up when the subject arises?

Because of ASC 842, and its IFRS cousin, IFRS 16, that's why! While these new standards are slightly different (IFRS requires all lessee leases to be treated as "direct finance" or capital leases, while ASC 842 classifies some leases as direct finance and others as operating leases), both are going to drastically change financial statement preparation and presentation, and hence will affect your everyday accounting. While the change affects both lessors and lessee, the biggest impact is on the lessee side of things. How so?

Think of any business...now ask if it has leases? Cars, office equipment, facilities, property. Most businesses lease these assets, and under today's standards, if these can be classified as "operating leases" they have no direct impact on the balance sheet; as lease payments are made, they are expensed. Of course, your disclosures and notes will have the relevant details, but a quick look at the balance sheet might give a much different picture than reality. Hence, both FASB and IASB are moving to adopt a new standard, which makes lessee balance sheet presentation of virtually all leases mandatory, including operating leases over 12 months. Key balance sheet measures and ratios will change, affecting the perception of your company by financial statement readers and users, as well as changing the outlook from an analyst's perspective.


Using a 4 step criteria, outlined in 842-10-25-2 to 3, each lease will be classified as either a "finance" (aka capital) or an operating lease. At that point, a "right to use" asset will be placed on the balance sheet, offset by a lease liability at the present value of the unpaid lease payments.

For lessors, leases will be broken down into operating, sales-type or direct finance leases. The new accounting standard retains most of the basic lessor accounting found



in today's standards. However, there is a significant change in the definition of initial direct costs which can be included in the lease. Some costs the current standards allow to be capitalized, such as legal fees and other allocated internal costs and overhead, will have to be expensed, resulting in higher upfront expense costs and higher margins over the term of the lease. In addition, lease and non-lease components need to be treated under ASC 606, requiring the definition of standalone selling prices and the reallocation of revenue for the non-lease components.

The scary part of all of this—as if the change is not bad enough from an accountant's perspective – is that the new standard takes effect in 2019 for public companies and 2020 for private, with 2 years of retrospective presentation. So, if you are just learning of ASC 842 today, you need to contact your CPA and determine how it will impact your business, because the change is just around the corner.

Binary Stream's Property Management simplifies both lessor and lessee lease accounting across multiple industries and sectors. We are hard at work on a version that is ASC 842 compliant. For more information, please contact your VAR or visit us at www.binarystream.com/asc842. 

SERVING OUR CLIENTS

DELIVERING RESULTS!

99.84% Orders Shipped On-Time

99.84% Invoice Accuracy

99.31% Order Accuracy

Seamless Microsoft Dynamics GP Integration

Real-time visibility of everything



With over 30 years of experience, FASCOR is the leading warehouse and transportation management software choice for Dynamics GP users. Just ask our clients like Orr Safety. Call us today and find out more about how FASCOR can serve your business.

"FASCOR exceeds expectations with measurable improvement across the board. Most importantly, FASCOR bridges the Microsoft Dynamics GP integration gap like no other WMS I've seen."

*Chris Milby, Warehouse Manager
ORR Safety, Louisville, KY*



Call us for a demo and to learn more

888-8FASCOR

(888-832-7267)

www.fascor.com



YOUR ONE SOURCE • WMS • TMS • Manufacturing • Visibility • Reporting • Dynamics GP Integration

Is your Transportation Solution Shipping Money Out the Door?

Failure to leverage competitive carrier rates and cartonization may be costing you thousands of dollars each year.

Written By: Robert Farrell, Marketing Director, [FASCOR](#)

Can you hear it; the money being slowly drained from your business? For some, the signs may be obvious: over-staffing, constant building maintenance, inefficient or manual-intensive processes, unreliable equipment and so on. While these issues are relatively easy to spot and correct, there is another very common yet overlooked leak: excess spending. For warehouses and distributors this can take a number of forms; but perhaps the most common culprit can be traced to shipping.

While it may just seem like a few dollars here and there, failure to leverage competitive rates along with hidden labor costs will quickly add up. For busy distributors, unchecked shipping costs can consume millions of dollars in just a few short years. For one distributor an integrated Warehouse Management System (WMS) / Transportation Management System (TMS) / Dynamics GP solution delivered annual savings of nearly half a million dollars in shipping alone.

ORR Safety

Family-owned [ORR Safety](#) provides equipment and services for all aspects of Industrial Safety, Occupational Health, Industrial Hygiene, and Fire Protection. The company has proven programs for Prescription Safety Eyewear, Safety Shoes, Technical Products, On-site Stores, Vending, Rental, Turnarounds, and more. Each day ORR's nine distribution centers process orders from more than 600 suppliers.

As the company expanded, warehousing and distribution challenges also grew. It was quickly obvious that a solution was needed to increase order fulfillment speed and accuracy, manage shipping more efficiently and cost-effectively, and integrate warehousing/distribution activities with Dynamics GP.

Annual Savings of \$500,000

At ORR, as with any distributor, warehousing, distribution, shipping, and ERP cannot operate as disconnected islands. So when an earlier Warehouse Management, Transportation



Management and Dynamics GP integration attempt failed, ORR realized that the solution was best found in the expertise of a single source WMS/TMS provider; one well versed in Dynamics GP integration. After evaluating a number of alternatives, [FASCOR WMS](#) was selected.

Almost immediately after implementing FASCOR WMS picking speed and order accuracy increased substantially—all without added headcount. FASCOR's solution delivered transportation cost savings in a number of ways:

The software automatically identifies the optimal and most cost-efficient carriers for each order.

Built on a set of sophisticated algorithms, the Box Building feature of FASCOR TMS provides a blueprint for packing out orders in the most efficient manner. This allows the same amount of orders to be shipped using fewer boxes and with less labor cost. This is important as small package carriers have moved to an aggressive pricing model that relies on dim-weighting.

"FASCOR understands distribution," explained ORR's Corporate Distribution Manager, Chris Milby. "FASCOR's integrated WMS and TMS shipping solution saves us nearly \$500,000 each year in freight and labor costs."

Bridging the Dynamics GP Gap

For companies of all types and sizes, failure to integrate ERP with warehousing and distribution creates problems.

As a Microsoft development partner, FASCOR has the experience and expertise to seamlessly link Dynamics GP with warehouse and transportation management systems.

"We've long recognized the expanding role that Great Plains would play throughout warehousing, distribution and manufacturing industries," explained FASCOR, Vice President, Andy Klare. "As a Gold Microsoft Application Development Partner we continue to invest in advancing our Dynamics GP expertise in order to provide the industry with the leading integrated WMS and TMS solution for GP users."

Results

FASCOR's integrated solution provided ORR Safety with:

- Annual Freight & Labor cost savings of nearly \$500,000
- An integrated environment that doubled annual revenue growth
- Seamless Dynamics GP integration
- Sustained improvement in order fulfillment speed and accuracy
- Minimal headcount increase
- Real-Time visibility in orders, SKU movements, inventory status, individual/team productivity and other key metrics.



Today FASCOR continues to work with ORR to help define, develop and implement improvements.

Real-Time Visibility

Another example of FASCOR's ability to deliver value to Dynamics GP users is the introduction of FASCOR's Web Tools™. Serving as the command center for warehouse



operation, Web Tools allows critical decisions to be made based on the most recent and accurate information from WMS, TMS, GP and other data sources.

- Delivers Real-Time Visibility with Instant Access to the most Accurate Information
- Allows Managers to Redeploy Resources as Needed
- Tracks Process Status and Individual Performance in Real-Time
- Allows Users to Identify and Measure Continuous Improvement Initiatives

From material handling, to order fulfillment, financials, and beyond, today's Warehouse and Distribution Centers are utilizing a number of diverse automation tools. However, if not fully integrated, the improvements that these tools deliver is incremental at best. Measurable and sustained improvement is only realized when such technologies are brought together under an integrated and synergistic warehouse management umbrella. ^{GP}

To learn what FASCOR can do for you visit www.fascor.com or dial 1-888-8FASCOR or (513) 421-1777



Solutions That Turn Hours Into Minutes...



- MASS APPLY RECEIVABLES
- MASS APPLY PAYABLES
- VENDOR PRICE MATRIX
- INVESTMENT ASSETS
- AUTOMATIC CASH RECEIPTS
- PRINT CASH RECEIPTS
- VENDOR COPY

We Work Late So You Won't Have To...

617 N. Stadium Way

Tacoma, WA 98403

253.777.0708

253.449.0542 fax

www.icancloudapps.com

sales@icansoftware.com

GPUG Amplify 2017 will be held March 20-22 at the Marriott Anaheim, Anaheim, CA and welcomes Microsoft Dynamics GP end-users and business leaders to discover the latest solution innovations, attend educational breakout sessions, and connect directly with Microsoft to learn about the latest release of Microsoft Dynamics GP. Educational sessions will be delivered by subject matter experts, as well as software vendors who specialize in these areas, to help attendees extend the reach of their Dynamics GP investment.

"Last year, we [GPUG] worked quickly with the Microsoft Dynamics GP Product team and with the GPUG Programming Committee to create an event for Dynamics GP end users that focused on technical training and the Microsoft Dynamics GP Roadmap," said Bob McAdam, GPUG Program Director. "We were confident in the event offerings, but we weren't sure how the greater Dynamics GP audience would respond to the event."

GPUG Amplify indeed surpassed expectations with over 400 Dynamics users and partners who gathered in an intimate environment to take in great educational content from subject matter experts within the community and Microsoft representatives. Attendees had unprecedented access to Microsoft Dynamics GP Product team members and a Microsoft engineer-staffed Support Desk. Attendees were very pleased with Amplify and how it complements the GPUG event landscape.

GPUG visited with Eileen Morales, a 2016 GPUG Amplify attendee, to learn more about why she chose to attend and the reason she plans to invest in attending GPUG Amplify in 2017.

GPUG AMPLIFY

March 20-22, 2017 | Anaheim, CA



Eileen Morales

Morales is a Controller for the Cardiovascular Research Foundation in New York City. She has been using Dynamics GP for over 15 years. Starting in January, she will be the CFO.

What made you decide to attend GPUG Amplify?

I hadn't been to a GPUG event before; however, my partner, Njevity, Inc. and I discussed GPUG Amplify and decided it would be beneficial for me to attend.

What value did you find for your job role by attending GPUG Amplify?

I found I had a lot of new information and tips/tricks to share with my staff. After attending GPUG Amplify, I decided to start a Tip of the Week email with information that I learned during the event. The tips span from Dynamics tips, to Excel and Power BI tips.

What value did you find for your company by attending GPUG Amplify?

By collaborating with others at the event and attending the educational sessions offered, I was able to identify new ways and tools to help our company run more efficiently.

What was your biggest take-away from GPUG Amplify?

The biggest takeaway for me was discovering how engaging in the GPUG community, and its events, and having the opportunity to interact with others in my field and sharing our insights and experiences, is really the best way to learn.

Why should others attend GPUG Amplify?

GPUG Amplify is very informative and the educational offerings are really well thought out. I was surprised that I didn't only walk away with new information, I also took away with me an experience that motivates me to execute and implement when I return to the office.

**REGISTER AT THE EARLY BIRD RATE BY JANUARY 25TH
VISIT WWW.GPUGAMPLIFY.COM**

Microsoft Dynamics GP Users and Sales/Marketing Partners

***AMPLIFY YOUR SUCCESS:
Discover Innovations.
Connect with Your Peers.***



“ By collaborating with others at Amplify and attending educational sessions, I was able to identify new ways and tools to help our company run more efficiently. ”

Eileen Morales, Controller, Cardiovascular Research Foundation

**SAVE MONEY WITH OUR EARLY BIRD RATE UNTIL JANUARY 25
VISIT WWW.GPUGAMPLIFY.COM**

GPUG AMPLIFY

March 20-22, 2017 | Anaheim, CA

@GPUG

#GPUGAmplify

Managing Long-Term Investment Assets in Dynamics GP

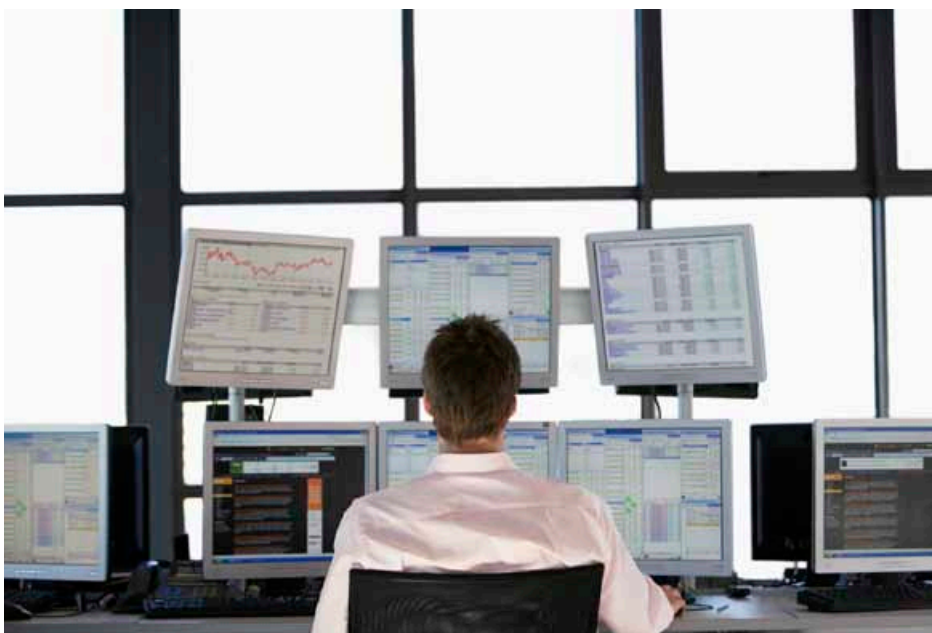
Written by: David Eichner, [ICAN Software](#)

Dynamics GP users who need to track holdings of long-term investment assets such as stocks, bonds, collateralized securities, gold, land, etc. know the difficulty of properly accounting for such holdings in accordance with Generally Accepted Accounting Principles (GAAP).

In many cases, organizations have been tracking such assets within complicated Excel spreadsheets manually maintained by accounting staff. A normal scenario is one where all purchases and sales are manually added to the worksheet and where staff regularly have to manually update the current market value of the investment holdings. We met with one organization whose normal procedure was to spend hours each evening looking up each investment's market value on Yahoo Finance and copying/pasting that value into each row of the spreadsheet. They would also spend days at the close of each month trying to reconcile the spreadsheet and identify the inevitable human errors introduced by the manual processes of maintaining the spreadsheet.

Investment Assets for Dynamics GP provided them with a full sub-ledger module in Dynamics GP for tracking buys/sells of investment holding within different trading accounts. And with one click of a button, **Investment Assets** downloads market values off the internet for all of the thousands of investments within their system. It allows them to import investment masters, buy/sell transactions, investment-related cash transactions like dividends and interest, and market values provided by their investment broker in a file format.

Some organizations need to be able to accrue interest on interest-bearing bank accounts in one month and then post the receipt of the accrued interest in the following month. **Investment Assets** provides this functionality with the ability to accrue with either Daily Balance or Average Daily Balance interest accrual method.



Other organizations spend time and effort tracking interest accruals and amortization of discount/premium on amortizable investments like bonds. **Investment Assets** automates interest accruals for interest-bearing investments and also automates the amortization of discount/premium of amortizable investments.

Family Office organizations that track investments for the members of high net worth families need to be able to track investments within trading accounts by the owners/beneficiaries of those trading accounts. **Investment Assets** tracks owner percentage of holdings so that a report can be generated for each family member showing their percentage of the market value of investment holdings in accounts that they have a percentage ownership within.

Investment Assets is just one of many great products from ICAN Software Solutions. We make solutions that turn hours into minutes... [GP](#)

We Work Late So You Won't Have To!

Want more information? [View Investment Assets Demo!](#)

[Follow ICAN Software](#) - [Like ICAN Software](#)

[Email ICAN Software](#)

New Year!

New Tools!

EST. 2017

Introducing our latest additions to the Dynamics GP Toolbox!



Security What If?

Ever wonder what the impact will be when you make a security change? Review security changes before making them

Batch Review

One central location to view, approve, edit, post, and manage all batches across your major GP modules (GL, RM, SOP, IV, PM, POP)

[Click here](#) to learn more about all 25+ tools in our **Dynamics GP Toolbox**

Are you ready to *work simpler & easier*®?

Extend the power of Microsoft Dynamics GP with tools that will rock your world.



Free 30-day trial for all products!

sales@rocktonsoftware.com | www.rocktonsoftware.com | 877.476.2586



Do You Have The Sharpest Tools in Your Dynamics GP Shed?

Written by Elise Rooney, Marketing Specialist, [Rockton Software](#)

We can't say it enough: We're in the business of making your *Work Simpler & Easier*® in Microsoft Dynamics GP – and user feedback is what drives our development schedule. This past year, our development and support team spent time acknowledging two specific shortcomings within Dynamics GP:

1) Dynamics GP doesn't give users a one stop shop for managing multiple batches and transactions.

Currently in Dynamics GP, users must endure an arduous multi-step process to review a batch. For each batch, users must find the path to the specific Batch Entry window, click the lookup, search for the Batch ID, select the Batch ID, view the Batch totals, click Print, print the Edit List, and then review the Batch details, and this is ALL just for ONE batch.

Additionally, you are unable to view all the transactions associated with their respective batches from this window, making it difficult to edit, transfer to a new batch, delete, etc., taking you back to the extensive process described above.

2) Changes made to security settings in Dynamics GP become permanent without the opportunity to review the impacted permissions beforehand.

Because security in Dynamics GP is so complex, it's unlikely that your Security Administrator will know the myriad of privileges contained within a single task, let alone all of the tasks that can be contained in a Role. Therefore, assigning security at the Role level without a detailed knowledge of how the Role is set up can end up with users being granted access to unintended areas. This could result in security holes, possible fraud, and also cause major issues at your company if your users no longer have the right security access to do their job.

After identifying these two shortcomings and the impact they have on the GP user experience, our development and support team worked together to produce two brand new solutions that have been added to our [Dynamics GP Toolbox](#)!

Batch Review Window

Our customers have shared their many frustrations around how time intensive it is trying to switch between multiple batches, moving transactions into new batches, reviewing who approved batches and going to multiple locations just to review, edit, and post batches. And the frustration list goes on and on and on.

Imagine if you could go to *ONE* central location to manage all transactions across major modules. Talk about a time saver!

INTRODUCING..... *The Batch Review window!*

SOP Type	SOP Number	Customer Number	Document Amount	Document Date	Posting Date	Currency ID	Customer PO Number
Invoice	INVS3014	RIVERSID0001	\$3,896.56	9/25/2018	4/12/2017	Z-C\$	
Invoice	INVS3015	PLAZAONE0001	\$9,351.80	9/5/2018	4/12/2017	Z-US\$	
Invoice	INVS3016	COMPUTER0001	\$3,089.61	9/30/2018	4/12/2017	Z-US\$	NEED PO
Invoice	INVS3017	CENTRALI0001	\$2,006.50	9/30/2018	4/12/2017	Z-US\$	NEED PO
Invoice	INVS3018	NORTHERN0002	\$4,558.20	10/1/2017	4/12/2017	Z-C\$	397475M8D91
Invoice	INVS3019	AMERICAN0001	\$3,852.00	10/10/2017	4/12/2017	Z-US\$	936736
Invoice	INVS3020	WORLDENT0001	\$3,338.40	4/10/2018	4/12/2017	Z-US\$	315546
Invoice	INVS3021	VANCOUVE0001	\$2,657.49	10/1/2017	4/12/2017	Z-C\$	6471
Invoice	INVS3022	CELLULAR0001	\$4,226.50	8/5/2018	4/12/2017	Z-US\$	34564
Invoice	INVS3023	ROSELLEN0001	\$2,952.77	10/10/2017	4/12/2017	Z-C\$	4567
Invoice	INVS3024	DIRECTMA0001	\$1,605.00	9/1/2018	4/12/2017	Z-US\$	3465
Invoice	INVS3025	CENTRALD0001	\$4,675.90	10/10/2017	4/12/2017	Z-US\$	45316574
Invoice	INVS3026	NOVASCOT0001	\$2,657.49	10/1/2017	4/12/2017	Z-C\$	357863

With the Batch Review Window in this latest Microsoft Dynamics GP Toolbox release you can:

- See all transactions for the displayed batch in a detailed list by batch type (Batch types available: GL, RM, SOP, IV, PM, POP).
- Use the Series Filters to narrow down your batch selection for a specific series.
- Move individual or multiple transactions from one batch to another.

- Transfer Sales documents to Quotes, Orders, Back Orders, or Invoices.
- Simply double click on a line item to edit transactions.
- Add new and/or delete existing transactions.
- Approve, unapprove, delete, or post batches.
- Transfer and void transactions (where appropriate).
- View Batch Total, Number of Transactions, and Approval information.

Security What If?

Ever find yourself wondering, or maybe being tasked with finding out, what would happen if you gave a User access to a new role? Or what will happen if you revoke a role? Well you can stop playing Sherlock Holmes and trying to find out; we've solved the mystery for you!

The **Security What If?** window allows you to see what specific permissions will actually change if you grant or revoke access to a security role in Dynamics GP. By reviewing these changes before you make them, you no longer have to worry about whether you are assigning the correct role. Once you find the role that you want, you can even make that security change right on this window!

In the **Security What if?** window simply select the Company, User ID, Access Type (Grant or Revoke), and the Security Role you are curious about and click Redisplay. The window will list the new items (forms, reports, posting permissions, etc.) the user will now be able to access or no longer be able to access, if the suggested change is made.

If you're interested in learning more about our new **Batch Review Window** and **Security What If?** tools, along with the other 25 tools contained in our **Dynamics GP Toolbox**, we encourage you to visit our [website](#), contact our [sales team](#) for a one-on-one demo, or jump right in and [try the product FREE](#) for 30 days. [GP](#)

Security What If? - TWO (sa)

Clear OK Redisplay Additional File Print Tools Help Add Note

Actions Additional File Tools Help

Security What If?

This window will show what specific Security changes will happen when a Role is added to or removed from a User.
Select all required options. Then press Redisplay to refresh the list.

Company: Fabrikam, Inc.

User ID: LESSONUSER1 LESSONUSER1

Access Type: ☒ Grant ☐ Revoke Grant Access

Security Role: PAYROLL CLERK*
Tasks include entering employee information, collecting time sheets, processing payroll checks for employees, and managing income tax reportin

Resources to be granted access:

by Product	Product	Type	Name
All	Auditor	Form	Segregation of Duties Groups
	Auditor	Form	Related Audit Rules Setup
	Auditor	Form	Journal Voucher Roadmap
	Dynamics GP Toolbox	Form	Reset Batches
	Dynamics GP Toolbox	Form	Auto Login
	Dynamics GP Toolbox	Form	Period Open/Close
	Dynamics GP Toolbox	Form	Payment Approval
	Dynamics GP Toolbox	Form	User Email Setup
	Dynamics Report Manager	Form	Clear DRM Report Queue
	Microsoft Dynamics GP	Form	Assignment
	Microsoft Dynamics GP	Form	Employee Maintenance
	Microsoft Dynamics GP	Form	Employee Benefit Maintenance
	Microsoft Dynamics GP	Form	Employee Deduction Maintenance
	Microsoft Dynamics GP	Form	Employee Local Tax Maintenance
	Microsoft Dynamics GP	Form	Employee Pay Code Maintenance



Critical Financial Add-On Modules for Dynamics GP

ACCOUNTING ESSENTIALS



The Premier Distribution Add-On Modules for Microsoft Dynamics GP

OPERATIONS SUITE

BLUE  MOON

*Innovative Products and Development Services
for Microsoft Dynamics GP since 1994*

Managing Inventory at Customer Locations using Customer Consignments

Written By Janice Phelps, [Blue Moon Industries](#)



These days, every company is looking to maximize revenue while reducing costs. In many companies, this is difficult because often that reduction in cost results in keeping less inventory in stock. This reduction may be achieved by only purchasing inventory when there are sales for the items, or by downsizing their warehouses. And having less inventory in stock means risking a decrease in customer satisfaction.

Many companies have addressed this issue by shipping items to their customers on consignment. Typically, this means that the customer takes possession of the items, and, once sold to their customer or consumed by them, they receive an invoice, and then additional inventory is sent to replenish what was sold. After a certain period of time, the items are returned to the consignor, and are placed back into their inventory.

By using Blue Moon's Customer Consignment module, the initial shipment or replenishment shipment of the items is done using standard Dynamics GP Sales Transaction Entry, however, the amount on the customer's invoice is zero, and, behind the scenes, a transfer is performed to move the items from the shipping (consignor) warehouse to the customer's (consignee) warehouse (a Dynamics GP site ID that may be customer-specific). The inventory is still owned by the

consignor, but can be managed, tracked, and even confirmed by an inventory count at the customer's location. That keeps the auditors happy.

Once the items are sold, an invoice is created that has the customer's pricing on it, and relieves the inventory from the customer's site. In cases where a salesperson visits the customer to take the inventory and generate the invoice, or in cases where the desire is to have a self-service environment, jLAN Mobile (priced and sold separately) may be used to generate the invoice and submit it directly into Dynamics GP.

If the items are returned back to the consignor, the Sales Return document is processed, which, like the initial shipment, is priced at zero dollars, and facilitates the transfer back from the customer's site to the consignor's site.

Replenishments to the consigned inventory are processed in the same fashion as the original shipment. Sales volumes and trends for this customer can be easily tracked using the existing Dynamics GP tools, providing an easy method to suggest new products, rotate stock, and monitor any discrepancies.

Contact our [Channel Management](#) team for more information about Customer Consignments! [GP](#)

Take the Time out of Time and Expense Tracking in Dynamics™ GP

**Minimize effort, minimize error.
Maximize profits.**

- **Track** time and expense data one time, in one system
- **Integrate** with Dynamics™ GP and other business systems to automatically sync time data.
- **Eliminate** errors with automated data validation.



journeyx.com • +1 (800) 755-9878 • sales@journeyx.com

Are You Getting the Most Accurate Time Data in GP?

Written By: Curt Finch, CEO, [Journyx](#)

Time tracking is a pretty dry subject. When I meet someone new and they ask me, “What do you do?” and I tell them, “I run a company that develops time tracking software,” their faces immediately go blank and their eyes glaze over as they nod and say “Oh, ok.” That’s pretty much where the conversation stops.

However, as dry as the topic of time tracking is at a cocktail party, it’s actually very important for companies, when you think about the reasons why. Time data is used to pay employees, bill clients, and keep projects on time and budget. At a high level, those are some pretty important reasons to track time. But in order to pay employees, bill clients, and keep track of projects accurately, you need accurate time data. That’s where the rub is.



Nobody Likes to Track Time

I hear this question a lot: “How do I get my employees to track their time?” Unfortunately, it isn’t enough to simply tell them to start tracking their time, or else. The truth is, they don’t like to do it. They’ll do it if it means they won’t get paid otherwise, but it will be difficult to collect their time data accurately and easily.

Challenges with Time Tracking in GP

In the previous issue, I talked about the biggest challenges GP users have with tracking time in their companies:

1. Getting timesheets submitted on time
2. Correcting erroneous timesheet data
3. Unable to integrate time tracking with other business applications.

In addition to these more universal challenges, there are quite a few hurdles to overcome within GP itself. The built-in time tracking functionality in GP has always been mediocre at best, and is made even more difficult with the discontinuation of Business Portal. Small improvements have been made to it over the years, but it still lacks the more robust features that make certain processes possible – such as multi-approval workflows, time data validation, accrual balance generation, and time-off requests. In addition, there is no one interface for entering time, which makes time collection wholly inefficient.

In the end, you end up with a system that will cost you more in lost time and revenue from inefficient processes and inaccurate time data, than the price of a solution that fixes these issues.

What can you do to not only get employees on board with tracking time, but also overcome challenges within GP?

1. Tell employees why it's important. Most people never know why the finance team needs time data. If they knew, they'd be more helpful in getting you the data you need to make the company profitable – and who wants to work for a company that's losing money? It is in the best interest of employees that the firm succeed, so explain to them how this helps that mission. Then, repeat the message quarterly. You'll definitely need to get executive buy-in and their help communicating and enforcing this message.

2. Keep it simple. Finance and accounting professionals are very detail-oriented – it's your job to pay attention to the minute details! However, this can lead to complexity when it comes to creating an effective time tracking system. As a time-entering employee, I don't want to be confronted with 10,000 projects in a blindingly complex choice list.

Simplicity of the user experience must be paramount for the collection of accurate data. Make it easy for them to enter time and submit their timesheets. As I mentioned before, there is no single interface within GP for entering time, so having a system that puts the tracking of all time into one place will make it much quicker and easier for employees to use.

The system should also be constructed from the start with the end in mind. What reports do you want out of the system? Who will read them? How will it change management behavior? The answers to those questions should drive the configuration of the system.

3. Automate where possible. This will improve accuracy and ease of time data collection. If you move away from GP's time tracking functionality

to a more streamlined, third-party system, start by integrating with GP. An accurate, robust integration engine gets pure clean data into GP to fuel the rocket ship that is your accounting team.

The right time tracking solution will also allow you to automate things like reminders for employees, approval workflows, and data validation – which will result in less work for you and more accurate time data collection.


What's the Payoff?

Let's say you do all of these things, from purchasing a new time tracking system and integrating with GP and your other relevant business systems, to getting employees onboard with tracking their time. The return on your investment can be tremendous.

For payroll, automating time can lower up to 1 percent of payroll cost, according to the APA. For a 100-person company with \$10 million in labor costs, this means an annual savings of \$100,000 by automating time collection. Timesheet software for 100 people costs around \$12,000 per year and up, which translates into a 733 percent return on your annual investment.

For billing, our research has shown that services firms will bill a few more minutes per billable employee per day, which can result in more than \$200,000 extra billed revenue per year for a 100-person company – an ROI of over 1,500 percent. In addition, A/R will become much more efficient, which can be substantial addition to the bottom line.

The highest returns come from knowing your costs via excellence in project accounting. Our research shows that costs of project-oriented workers can be lowered by 6 percent, or about \$600,000 per year for a 100-person company. The ROI: nearly 5000 percent. Most of this benefit comes from finding out much earlier that projects are in trouble, so you can kill or fix them.

So, while time tracking is by no means a “sexy” topic of conversation for parties, dates, and family gatherings, it's an extremely important one to have with your executives and employees. 



Discover how AvidXchange and Microsoft Dynamics work together to help you receive, approve, and pay your invoices more efficiently.

01

PURCHASE ORDER

AvidXchange's Purchase Order Application enables you to automate your company's purchase order process and control costs by preventing unwanted purchases.



03

INTELLIGENT INVOICE APPROVAL WORKFLOW

AvidXchange's Invoice Application is our automated rule-based routing system for processes and approvals that streamlines the invoice approval workflow.



05

INTEGRATION

Our solutions are seamlessly integrated with Microsoft Dynamics GP, because we know how important it is for you to maintain Microsoft Dynamics GP as your system of record and easily navigate to complementary solutions.



02

ELECTRONIC INVOICE CAPTURE

Your vendors can submit their invoices in a variety of convenient ways to our AvidBill Service. The AvidBill Service extracts all important invoice data and inputs it into the system for you.



04

REPORTING & ANALYTICS

Reports are available within our solutions to help you utilize all of the valuable data that you now have real-time access to in order to make optimal business decisions.



06

FACILITATE 100% OF YOUR PAYMENTS

We have a best-in-class set of solutions that can meet you exactly where you are in your transition toward electronic payments.



WWW.AVIDXCHANGE.COM

Is Your Accounts Payable Process Stuck in the Past?

Written By: Jen Ittenbach, Sr. Communications Manager, [AvidXchange](#)

In a world where everything is fleeting and technology is constantly changing, it may feel daunting to stay up-to-date with all the latest trends. For some reason though, the majority of midmarket companies can turn back the clock more than 20 years and not see a major difference in how their AP processes look. Why? Well, the truth is that the process isn't "broken". However, our rolodex, paper calendar, and pagers weren't "broken" either, but we obliged to packing all of those functions into our smart phones. It's easier that way because, let's be honest, that's where our whole lives are. So, what if you could add one more "p" to your "AP" and make it an "app"? You can.

In the accounts payable space, AP automation is becoming a hot topic. If you're unfamiliar with the term, it's the streamlining of the accounts payable process. Automation adds significant value to the AP department, including real-time visibility into performance and financial status, increased accuracy, and improved compliance with tax laws and industry regulations.

Many Microsoft Dynamics GP users are already taking advantage of AP Automation. Why are so many companies getting on board? They are realizing that by **eliminating the manual tasks** associated with paper invoices and checks, they can **reduce their AP and payment processing costs** significantly with automation. Organizations can track invoices electronically and search a central repository for invoice data that can be accessed anytime, anywhere.

AvidXchange™ helps organizations gain greater control over their financials and make informed decisions that help drive success. In a recent survey of verified AvidXchange users by TechValidate, we could see just how much AP automation improves business processes for Microsoft Dynamics GP users. Check out some firsthand examples of how Microsoft GP Users optimized their AP processes with automation.

Located in Nashville, Tennessee, [SMS Holdings Corp.](#) is a holding company that provides services to multiple industries including healthcare, hospitality, retail, sports and leisure, transportation, and aviation. SMS Holdings Corp. is a Microsoft Dynamics GP user and selected AvidXchange to automate their AP process 3 years ago. Since then, they've



improved controls and visibility into spending and **reduced their invoice and payment processing costs by 40%.**

SMS Holdings' AP Manager, Lori Williams, says that automation has alleviated the burden of chasing down approvers. "AvidXchange has helped put accountability on the coders and approvers, and taken it off the accounts payable department."

Another Microsoft Dynamics GP user, a medium enterprise health care company, reduced the amount of time used for filing which **improved the invoice approval process by 80%.** In [verified data from TechValidate](#), this company's AP manager told us, "AvidXchange has improved our overall operational efficiency, and we can't imagine going back to our old process."

With automation, you can easily remove repetitive and time-consuming tasks like opening and sorting invoices, manual data entry, and waiting for interoffice mail or overnight courier for approvals. Automation reduces invoice approval time from an average of 28 days to just 2.7 days. 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!

Are you 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. For more information, visit <http://www.avidxchange.com/> [GP](#)



TRANSFORM SPEND MANAGEMENT

Paramount[WorkPlace.com](https://www.ParamountWorkPlace.com) | 800.725.4408

 Requisition & Procurement

 Expense

Control Cost, Enhance Efficiency,
Collaboration, and ROI Across
Your Entire Organization!

ELECTRONIC PROCUREMENT ROADMAP FOR HEALTHCARE

WHAT DOES HEALTHCARE PROCUREMENT LOOK LIKE?

Hospitals' and other healthcare organizations' typical procurement process involves...

- Frequent, high-volume orders
- A substantial number of last-minute purchase requests
- Diverse supply chains and supplier base

WHAT'S THE STATE OF AUTOMATION?

- High volume paper-based POs and correlating invoices
- Long approval times due to high paper volume
- Most organizations are not using eProcurement

What is the average time it takes for a requisition to be approved?



yes — **61%**

39% — no

Does your organization utilize an eProcurement solution?



WHERE DOES HEALTHCARE PROCUREMENT WANT TO GO?

Hospitals' and other healthcare organizations want major improvements in their procurement, including:

- › Increased visibility into spend and improved data accuracy
- › Higher control over costs and their supply chain
- › Better integration between back-office departments

In what area would you like to see the greatest improvement to your procurement process?

Spend visibility

27%

Data accuracy

20%

Cost control and supplier negotiations

20%

Integration of Accounts Payable within the Procurement process

13%

Contract compliance

13%

Off-contract spend reduction

7%



eProcurement software accomplishes all of these goals, bringing not only automation and efficiency, but security, visibility, and control to healthcare procurement.

WILL THEY MAKE IT?

Healthcare organizations do not adopt eProcurement software because there is a lack of executive sponsorship and internal cooperation—mostly due to the belief that current processes are sufficient.



What is the greatest barrier to procurement automation implementation in your organization?

No executive sponsorship

38%

Current processes work

33%

Lack of budget

13%

Business process re-engineering is too difficult

10%

Lack of understanding of current solutions

4%

Do not expect ROI from automation

3%

Fortunately, there's an answer!

Organizations must build internal enthusiasm for eProcurement adoption by educating stakeholders on why current processes are not efficient, and on how they can fix their current process pains.



Step 1:

Educate yourself.



Step 2:

Identify your needs.



Step 3:

Present the future of your procurement state.

The journey towards efficient, secure healthcare procurement requires education, preparation, and innovative presentation! Follow these steps and you've made it!



Paramount
WorkPlace

Paramount WorkPlace develops, sells, and supports advanced web-based and mobile Spend Management solutions for mid-market and enterprise organizations, with core business in Requisition, Procurement, and Expense. Trusted by over 110,000 worldwide users of global, national, and local brands in cloud-based, hosted, and on-premise environments.

Mass Apply Documents Easily

Written by: David Eichner, [ICAN Software](#)

When applying a large number of documents, many Dynamics GP customers grow frustrated with the lag time that occurs as each invoice is marked for apply. The Mass Apply products from ICAN Software (Mass Apply Receivables and Mass Apply Payables) make the apply process easy and frees your staff to focus on more important tasks than clicking checkboxes.

Mass Apply products now allow you to import customers/vendors, invoices, credit memos, and payments/cash receipts faster than any other import tool available for Dynamics GP. You can also import the specific apply information for our mass apply processing. And these products provide you with a preview of what is going to happen before you press the Apply button!

Mass Apply Receivables allows you to import cash receipts and then import the apply data for those cash receipts. Once imported, Mass Apply Receivables can be run in a mode that automatically applies the specific one-to-many apply records imported.

Mass Apply Receivables handles discounts taken and can automatically write off short pay situations that fall under a specified threshold. Additionally, if you prefer, it can generate credit memos for those short pays and automatically apply them. Mass Apply Receivables can also generate debit memos for those short pays that have generated credit memos, so that staff can research the short pays and determine their validity.

Many customers have 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.

Mass Apply Payables can be run in the auto apply mode across a range of vendors and document dates, and also can auto apply within documents that have a matching prefix within the document number, PO number, or comment fields.

Mass Apply Payables also allows you to import credit memos or manual payments, and then import the apply information. This is very useful when you have manual payments or credit memos that need to be applied against a large number of invoices.

These products are just a few of the many great products from ICAN Software Solutions. We make solutions that turn hours into minutes... 

We Work Late So You Won't Have To!

Want more information? Check out the products above and our other products like Mass Apply Payables, Vendor Price Matrix and InvestmentAssets at www.icancloudapps.com

[Follow ICAN Software](#) - [Like ICAN Software](#)
[Email ICAN Software](#)

Why You Need to Care About ASC 606

Written by Neil MacDonald, CPA, CMA, [Binary Stream](#)

If you're a business owner, an accountant, or even just working in the accounting field, you've probably heard all the chatter about ASC 606 (also known as FASB Update #2014-09 or IFRS 15) – *“Revenue From Contracts with Customers”*. Beginning in 2018 or earlier if you choose to be an early adopter, the way you recognize revenue is going to change, regardless of your business (with a few minor exceptions) or geography, since you either need to follow FASB or IFRS standards. Private company? Yup...it applies to you too, only one year later. For some companies, revenue recognition will be accelerated; if your contracts are not properly written, it could be seriously delayed! Both of these scenarios can have a major impact on your company's financial performance.

So, what do you need to do to get ready? How do you know if your ERP will move you into the future? Are you confident of GAAP compliance?

One of the keys is to understand the five step process involved in recognizing “revenue from contracts with customers”, and ensuring your ERP can do the proper calculations to ensure your compliance:

1. Identify the “contracts” with your customers
2. Determine the contract “performance obligations”
3. Determine the transaction price (or “standalone selling price” – SSP) of each performance obligation
4. Allocate the contract revenue to each performance obligation based on relative SSPs
5. Recognize the revenue upon satisfaction of the performance obligation


Some portions of the five steps are not “systems” or ERP steps. For example, your ERP cannot apply the tests necessary to determine if your customer relationships result in a contract under ASC 606, nor can your ERP determine if the performance obligation has been properly satisfied, nor can it determine the standalone selling price of each performance obligation. These steps require your judgment. However, being able to separate out the performance obligations and allocate the revenue appropriately across them based on their



SSP, are definitely steps where you should be able to rely on your ERP. If your ERP is unable to do these calculations and proper revenue recognition steps, prepare to enter an “Excel nightmare” – massive spreadsheets to reallocate the revenue, Excel-based waterfall recognition reports, and manual journal entries to ensure your GL is updated on a regular basis. Doesn't sound like much fun, does it?!

If you are using Dynamics GP – which of course is why you are reading this magazine – your standard out-of-the-box GP installation is going to need some help. While Dynamics GP can separate the performance obligations, which are basically line items on an SOP document, it cannot reallocate the revenue. So what is the solution?

Binary Stream Software's products – *Advanced Recurring Contract Billing*, *Advanced Revenue and Expense Deferrals* and *Multi-Element Revenue Allocation* are designed with both today's standards and ASC 606 in mind. Providing you with line level billing and pricing control, line level deferrals and proper revenue allocation, they allow your ERP to function as a fully integrated revenue recognition suite, giving you the peace of mind that you are in compliance with the latest revenue recognition standards.

To learn more about how Binary Stream can help support you in your compliance of ASC 606, talk to your VAR or visit us at www.binarystream.com/asc606. 



Deliver Great Growth With Scalable Quality Management Solutions

Growth can be risky.

Especially if you are unsure how to scale your paper-based and manual systems.

But it doesn't have to be.

Try It. Pilot. Buy It. 30 Day Free Trial

Surprisingly affordable quality management for any industry.

QualityEssentialsSuite.com

1 (866) 949 9504 ext. 811

Plan. Collect. Analyze. ***Repeat.***

Quality Essentials Suite is an independent solution, or seamlessly integrates on any Great Plains platform.

Physical Inventory— The Foundation for Quality Management

Written by: Frances Donnelly, Director Product Development and Sales, [Horizons International, Inc.](#)

Not every company has to complete an annual physical inventory but very many do and it is a task that has few fans. Which is really too bad because from the point of view of really understanding the effectiveness of your business operations, the results of physical inventory are very telling.

It probably won't surprise you to learn that most staff members don't care for physical inventory. The initial reasons for that are pretty obvious.

- ✓ It is grueling. Whether involved only in preparation or also taking part in the count and reconciliation phases, staff expect long days and lots of time on their feet.
- ✓ It is interruptive to the business as a whole. The most obvious interruption is the halt of activities like shipping and receiving, but because staff from many departments are utilized in the inventory process it also means other functions are affected as well.

The third reason staff don't care for it might surprise you. It turns out most staff don't really understand the why's or how's of the need for the process. Sure they recognize that over the year counts or stores mistakes happen and that the physical inventory process helps gather those errors and fix them all at one time. What they don't know is how those gathered reconciliation errors are really a snapshot of how effective your people and processes are.

The dual goals of Physical Inventory

Physical inventory actually has a dual purpose and often the activities related to the second part of the purpose are simply ignored or put off for an indeterminate time. The first purpose is to verify the snapshot value of the inventory asset on the financial statements. Executing this verification occurs as a result of matching the actual to the expected stock counts. The second purpose, the part that is often overlooked, is to analyze the difference between actual and

expected counts as a form of validating the overall accuracy of the business processes that create those counts and values.

Why do so many organizations not get around to the second purpose of Physical Inventory?

We think a contributing factor to the lack of follow through is the overall sense of how interruptive the inventory process is. As mentioned earlier, time is of the essence in physical inventory. Not just because you don't want to be doing the task for ever but more importantly because until inventory has been counted and reconciled, operations halt and many other functions are slowed because staff is otherwise engaged.

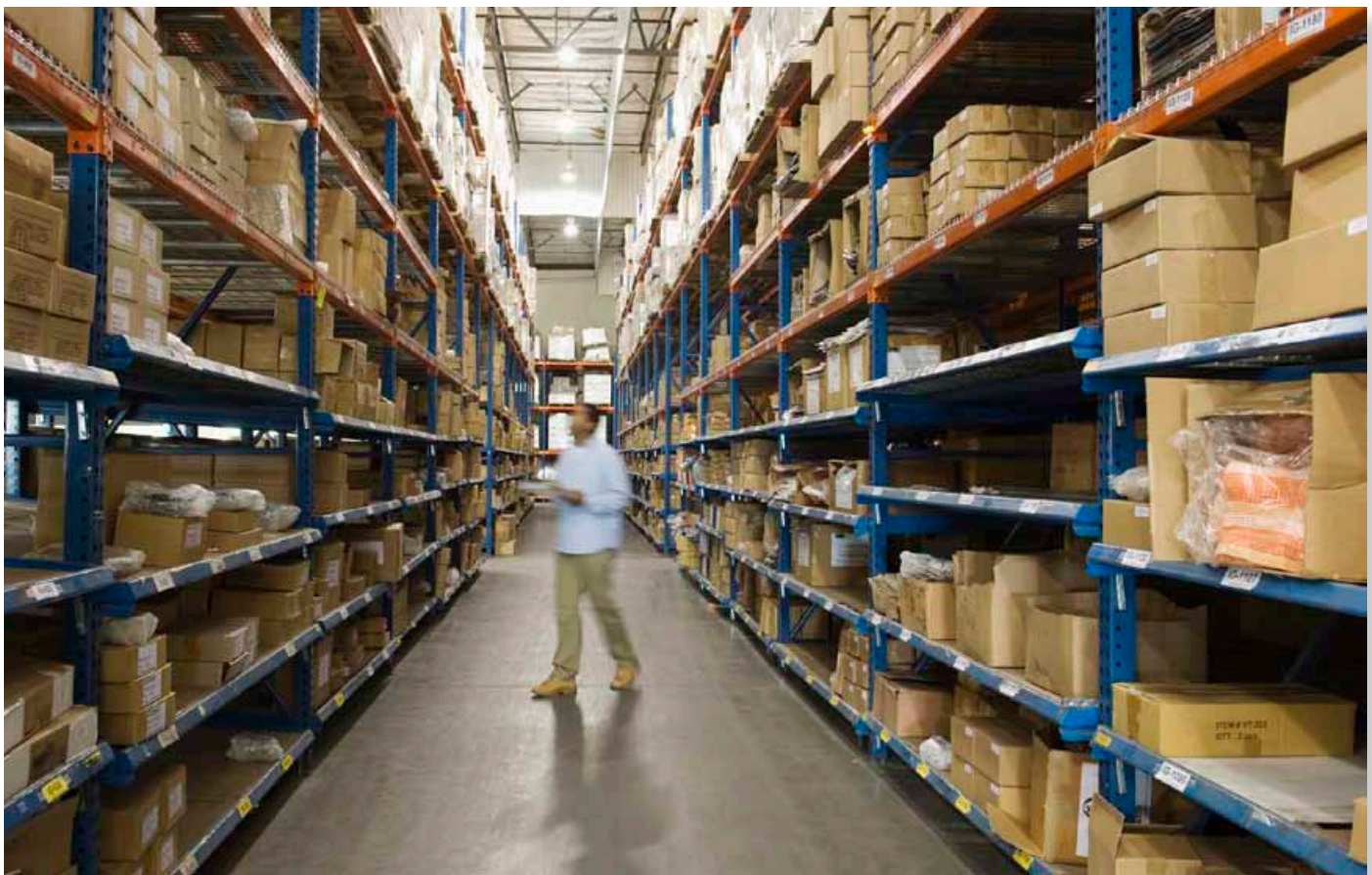
This interruptive nature means that motivation is primarily targeted to getting things moving again, not to digging in to better understand the source of discrepancies.

To combat this attitude we suggest you construct the physical inventory in four distinct phases. This approach allows staff to acknowledge the completion of each phase, while making it apparent physical inventory isn't over until all the phases are complete. It also means you can take as long as you need to properly complete the final phase of using improvement management to get to the source behaviors that created discrepancies.

We designate the phases as prepare, count, reconcile and fix. You can listen to a podcast discussing the topic [here](#).

The prepare tasks take place before the physical count process begins. Some tasks in this phase are specific to inventory, like printing up the inventory control count sheets or providing a training session to new participants. Other tasks like cleaning up store rooms or refreshing bin labels are generally on going. Neither set of tasks require a halt to operations and are therefore not part of the interruptive aspect of inventory.

The count is of course the big interruption. All shipping and receiving activities are halted, manufacturing operations stop and no materials should move anywhere until both the



count and the most significant reconciliations are complete. Reconcile is the action of writing to the inventory the value and count adjustments that are discovered as part of the physical stock count process. We separate these activities into two phases because we know it is possible to restart operations once count is complete even if reconcile is not.

The end of reconcile is the end of the interruption.

This is when the Fix phase begins and it is where the real winning occurs. During this phase we take the reconciled transactions and begin to investigate them to identify the root cause of the discrepancies and to determine how to eliminate their reoccurrence. The good news is that because interruptions are over the Fix phase can go on for as long as is needed.

This is also where companies with strong cultures of quality will apply their improvement management processes to the task of documenting the non-conformance of the inventory counts and initiating the needed root cause investigations. You don't actually need a module like Improvement Management from [Quality Essentials Suite](#) to complete these processes but because the functionality tracks assignments, due dates and has reporting and graphing tools, it can certainly make it

easier. Centralized control of documents and events ensures consistent communication and allows everyone on the team to easily monitor progress from the same data.

From a quality management point of view, it doesn't matter how you manage your post inventory investigations it simply matters that you do. To learn more about the Improvement Management Module and conforming to the new ISO9001:2015 requirements please contact us at sales@qualityessentialsuite.com.

In our Physical Inventory Tool Chest you will find additional ideas on how you can improve your physical inventory processes to obtain greater benefits. In the tool chest we offer:

- ✓ Power Point slide deck to explain the phases of physical inventory
- ✓ Tips and Tricks for using DynamicsGP for Physical Inventory
- ✓ Physical Inventory Prepare and Execute Check List

For additional ideas on ways to improve your physical inventory processes and achieve greater benefit from your review our [Physical Inventory Tool Chest](#). GP

The project accounting solution

that elevates
your Dynamics GP
experience

JOVACO Project Suite is fully integrated to Microsoft Dynamics GP to offer you a solution with advanced features for project-based companies.

Bridge the gap between
your finance and operations teams
with the right tools to keep your projects on time, on
budget and within scope.

ROBUST
JOB COST
FUNCTIONALITIES



INTUITIVE
TIMESHEET &
EXPENSE REPORT



EXTENSIVE
RESOURCE
PLANNING



FLEXIBLE
BILLING
CAPABILITIES



JOVACO

> jovaco.com ☎ +1 514 323-3535 +1 888 988-3535
7100 Jean-Talon E, Suite 1150, Montreal, (QC) H1M 3S3



The Secret Ingredient in the Success of a Project: Having the Right Tools

By Jonatan Coutu, General Manager, [JOVACO](#)

Time, cost, risk, resources, scope—those are only a few of the several variables that project managers must keep in mind at all times to ensure the success of their projects. With complex, simultaneous projects, tracking these various metrics can become very intricate, very quickly, hence the importance of having the right tools to follow all this information.

By bridging the gap between the financial and operational aspects of a project, the probability for success increases. But as with any recipe, having the right ingredients is not enough to guarantee success. Just as cooking requires proper utensils, you need the right tools to ensure that a project is completed within its allocated budget and timeframe.

A significant portion of managing a project is managing its profitability. As this information is primarily financial-based, it can be managed with Microsoft Dynamics GP, but an integrated project management tool will empower the other members of the project team to enter and extract the information that they need without having to ask the administrative team.

Below are some of the tools essential to carrying out the recipe for success:

Tool for Success #1: A timesheet to ensure that all billable hours are coded to the correct projects

Reduce the number of double entries, potential errors and forgotten hours by having a timesheet that is integrated to your financial system, such as JOVACO's [time and expense module TEDI](#). With a timesheet that already displays the project structure, project members will be able to figure out where to code their time and put their hours against the appropriate projects or activities.

In addition to reducing the number of coding errors, this also ensures that project managers have the information they



need on hand as soon as it is entered into the system. Since a lot can change in a week, a tool that tracks the employee's effort in real time as it is entered into the system will allow them to catch any issues as soon as they arise and make necessary adjustments to the project before it is sent to administration for billing. In turn, this allows your billing team to issue invoices faster by having access to properly coded time information, therefore decreasing the risk of write-offs and discrepancies.

Tool for Success #2: A project planning tool to keep an eye on your resource management

By optimizing the use of your resources and ensuring that they are working at full capacity, you can deliver your projects in a timely manner and better react in the case of unforeseen situations. Changes are inevitable, but with the proper tools to easily manage staff members, revise budgets and track deadlines, project managers and their team can review their workload more efficiently and be prepared to adapt. JOVACO's [Resource Planning module](#) can help you visualize



the utilization rates of your resources and their workload to better allocate tasks while also providing comments and guidelines to ensure that they are completed properly.

While no tools can measure team morale or dynamics, an application that can monitor staff utilization levels will at least give you an indication of when to expect busy and stressful periods throughout the project. This can give project managers some clues as to when to be aware of possible decreases in motivation levels and increases in stress that might affect their team.

Moreover, a project management solution such as [JOVACO Project Suite](#) will help you manage and follow all aspects of your projects while ensuring that information is effectively communicated between the team and project managers. Therefore, they will be aware of any issues that may have come up. With a timesheet that can send notifications whenever there are adjustments made to the estimated time to complete a task, project managers can stay up to date on the estimated time to complete compared to the initial or revised budget.

Tool for Success #3: A project accounting module to keep track of your budgets versus your actual spending

Crucial for all project managers, this metric can be more accurately tracked if your project accounting software is integrated to Microsoft Dynamics GP. [Project Control](#) is one such project accounting application that can be fully integrated to your financials. It's also flexible enough to meet any project structure so that you get greater visibility into your project costs and revenue.

Project managers also need to be aware of the impact on the actual spending to date based on the resources performing the task. With JOVACO's [Resource Planning module](#), managers can forecast their spending as well as their earnings to completion based on the particular resources allocated to certain tasks. This way, they may evaluate the different scenarios and impacts on the remaining time and budget. For example, they could assess the impact depending on whether a junior or senior is completing the work. If a junior is assigned to work on a particular task, it may be less costly to the budget, but if they take three times as long, how will this impact the completion date? These variables should also be taken into consideration.

The Secret Ingredient: Having the Right Tools

Having the right tools integrated to Microsoft Dynamics GP allows project managers to easily transfer information to their team members and vice versa. Everyone has access to real-time information when they need it. A project becomes even easier to track when all this data is integrated to your financial solution, which then allows you to review project costs and revenue by being tightly linked to your operations. Both project managers and management can have a better understanding of the profitability of a particular project, typically one of the key metrics in reviewing its success and evaluating the viability of similar projects in the future. [GP](#)

Visit our [website](#) or [contact us](#) to learn more about how JOVACO's project resource planning module that is fully integrated to Dynamics GP can bring you a five-star rating.

MAKE DYNAMICS SELL FOR YOU



INTEGRATION

k-eCommerce is built for Microsoft Dynamics™ GP

B2B/B2C

k-eCommerce is optimized for B2B and B2C web stores alike



MULTICHANNEL

Sell on mobile, Amazon, eBay, and increase revenue with k-eCommerce

PCI CERTIFIED CLOUD

k-eCommerce's PCI-DSS Level 1 certified-cloud reduces data breach risks



“

k-eCommerce just seemed to have that perfect fit of usability for the marketing team, for the customers, but also, the rock solid integration.

”

Eric Buhlman | Web Marketing Manager
WHITAKER BROTHERS

CONTACT US

1-855-532-6663
sales@k-e-commerce.com
k-e-commerce.com/gpop

How Every Department Benefits from BI for Dynamics GP

Written by Matt Felzk, Communications and Event Marketing Manager, [Solver](#)

Every department is an important moving part that contributes to the company as a whole. If you're the head of your department, you are likely hyper sensitive to your team's particular objectives. BI tools that streamline and produce robust reports, budgets, forecasts, dashboards, and other analyses can assist in meeting your goals in efficient ways. At Solver, the team of department decision-makers includes Nils Rasmussen over Sales, Gina Louie over Accounting and Human Resources, Allan Bacero for IT, and Vanessa Sierra for the Marketing department. Let's discuss how these common organizational departments rely on a BI tool to improve their processes.

Sales

Reporting allows the sales team to run reports and view dashboards for the actual sales information from Dynamics GP, in addition to analyzing and comparing to the input budget data, including the quotas set for the sales team. Reporting with BI means getting data live from Dynamics GP, which is not a common feature for report writers, or pulling information from a data warehouse (DW) or an OLAP cube. A BI data store, like a commercial DW, allows the sales team to pull in data, such as customer relationship management (CRM) information, for reporting on the sales pipeline without ever leaving the BI tool. Nils Rasmussen said, "The DW helps us see all of the data sources on our dashboards. It makes our decision-making a lot faster, and it allows us to access self-service BI reporting for our sales team through our web portal." The sales department can access their analytics from anywhere with an internet connection. Furthermore, the report publishing functionalities automatically distribute sales and receivables reports to the sales department, so when they are too busy to use self-service BI tool, on the web or on-



premises, reports are automatically sent by email or available via mobile apps on their cell phones.

A planning solution allows a sales team to properly forecast and predict sales by multiple business "dimensions," such as sales person, partner, product, and others on a continuous basis. Each year, the sales team contributes to the organizational budget by predicting annual sales for the next year. A modern budgeting and forecasting software, like Solver's BI360, moves away from a manual spreadsheet process, which typically causes chaos because of broken links or information overload and enables them to use a web form on top of the database. BI solutions make the actual data entry process easier for the sales team – and simpler for the managers to monitor and oversee the process with workflow.

Marketing

Solver's Marketing Director Vanessa Sierra posits that "budgeting and forecasting are the two most important areas to focus on to prepare for a new year, specifically in regard to uncovering Marketing investments and activities that delivered the best return on investment (ROI) and build on

those.” Reporting can offer some guidance on how to best market a product or service based on anecdotal or qualitative analytics. Ad design, logo composition, or promotional copy can be relatively subjective. However, reporting and analysis is important to drive the performance of these aspects, like configuring audience-targeted ad campaigns, tracking email open rates, or increasing webinar signups. This assists in making technical decisions, based on quantitative data that makes marketing output more successful. Sierra added, “BI and Corporate Performance Management (CPM) solutions, like BI360 and specialty analytical solutions, such as Google Analytics, help me figure out how I can be more effective.” One suggestion Sierra offered: put a lot of information out there via ads, emails, press releases, webinars, and more, then make sure to see what is actually converting into a notable number of marketing qualified leads (MQLs) for the Sales department.

Human Resources and Accounting

Budgeting and forecasting assists the Human Resources (HR) team make decisions around how resources are allocated, and it allows the departments to track how the organization is controlling costs and generating revenue. Budgeting tools help determine if the departments are managing resources effectively by planning for expected salary and social expenses, in addition to travel at the beginning of a new year. HR relies on reporting “to relay or present the financial position of the organization easily and efficiently. It allows us to show the financial position of the business in a concise, commonly accepted manner that many who deal with financial reports can understand and recognize,” says Controller, Gina Louie.

BI also makes life for the accounting team much easier because running reports gets information to the team almost instantly. Also, users can craft reports based on user-defined, organization-specific parameters. Most companies have a lot of data, so a BI tool that consolidates the information in a simple and accessible way enables month-end reporting and analytical processes to be quicker and more accurate.

IT

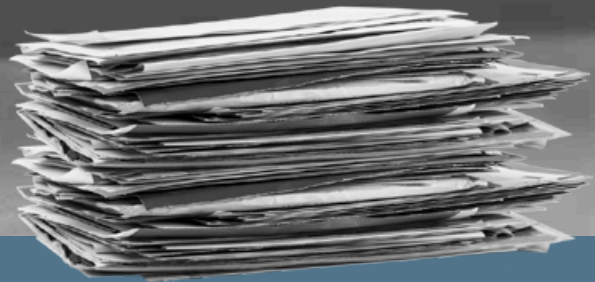
In the IT world, budgeting is the process of determining departmental expenses. More specifically, it helps the team pinpoint the types of equipment need, limit excessive



spending, and allows for delivery of department value to the organization. “Reporting and analysis gives my team an understanding of our departmental status – and the details to answer the big questions,” says IT Manager Allan Bacero. “This enables us to use actuals to evaluate trends or explain why we need to adjust forecasted values. Also, historical reporting assists in performance improvement and sometimes leads to a call for more resources.” BI and CPM tools support IT departments by enabling them to make decisions in real time without any detours or workflow pauses. Dashboards visually compare key performance indicators (KPIs) to challenge colleagues to focus on areas that need attention from the department. Management is also able to spot the areas that might be convoluted in the numbers when presented with a data-based report.

Lots to consider – and Solver, Inc. is happy to answer questions and generally review [BI360's](#) web-powered, easy-to-use Excel and mobile BI tools with both real-time or data warehouse integrated analysis, budgeting and reporting as a way to accelerate company performance management beyond what is enabled by Microsoft Dynamics GP. [GP](#)

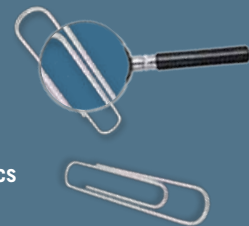
Paperless AP Processing? No sheets, Sherlock.



Look no further than MetaViewer to rid your cabinets of unwanted sheets of paper.

MetaViewer's Fast Track solution is the obvious choice for eliminating the frustration and detective work caused by outdated paper-based transactions – Increase efficiency, eliminate errors, automate workflow, and achieve real-time visibility with full Microsoft Dynamics ERP integration. Everyone benefits – from AP to AR, and HR to the CFO, it's elementary!

Pitch The Paper Clips and get on the Fast Track with MetaViewer.



Pitch The Paper Clips | www.metaviewer.com/for-Microsoft-Dynamics

Taking the Inventory Count Process to the Next Level

Written By Janice Phelps, [Blue Moon Industries](#)

No one dreads the end of the year like wholesale distributors and manufacturers. Traditionally, this has meant the long, stressful process of the year-end inventory. And it seems like, for many companies, even if this process is done more than once per year, it is tedious and basically halts business until it is done, verified and reconciled. And reconciled again.

I took an informal poll recently, and found that, if given a choice, some of these companies would skip the year-end chore all together. What I also learned is that, in the companies that would continue the practice, their biggest complaint is that they can't transact business during the count process because of all of the reconciliation steps. Everyone agreed that they would be willing to change their process – but only if they had reliable tools to use in place of what they do today.

Enter Blue Moon's QualityCount. With QualityCount, you have the ability to create full inventory count sheets that track every item/serial number and lot number with a pre-defined number so that if an item is skipped, you know about it right away. We also allow you to freeze either the On Hand or Available quantity, depending on your fulfillment process within the warehouse. With options like multiple tags for the same item (great if items may be stored, intentionally or not, in multiple places within the count area), the ability to use warehouse bins only (not tracked in Dynamics GP) or full multi-bin tracking with Dynamics GP, and import capability from a data collection device, the count process can be faster and more accurate than in the past. We also have an integration with Panatrack's PanaCount product (licensed and sold separately) for the ultimate in counting, re-counting and reconciling from the warehouse before updating within Dynamics GP.



Once the count step has been finished, the user has the ability to enter proper costs for items that will be increased in quantity (not just using the current actual or standard cost), and a variety of reports may be run to measure accuracy, determine post-count inventory value and review all of the journal entries that will be made upon completion of the process. All of this analysis is done prior to committing the count to the inventory module, making this the last step in the count process.

And let's not forget Cycle Counts! Many companies have such complete cycle count processes that they have eliminated the full inventory count all together. Quality Count has a number of methods to determine your A, B and C items, and has an easy option to fold in new items during the count year. By counting a few items each day, users can find discrepancies faster, increase confidence in the system, and spend less time worrying about inventory values being out of balance. [GP](#)

Contact our [Channel Management](#) team for more information about Quality Count.



Searching for Revenue Recognition in the Cloud?

FASB ASU 606 & IFRS 15

Call Tom at 206-547-5777 x 119 for a Free Contract Analysis

Learn more at www.projectcost.net

Revenue Recognition Under FASB ASU 606

Written by Jim Beers, Olympic Systems, Inc.

ASU 606 implements the concepts of variable consideration and revenue impairment. These provisions require identification and capitalization of incremental costs of obtaining a contract.

These impairments give rise to recognition of significant assets and more periodic cost accounting.

Here's why.

Historical Perspective

The revenue recognition guidance provided in the early 1990's focused on forcing revenue and cost of sales recognition during contract performance. This revenue recognition method was only required on long term, multi-year, contracts. Its goal was to speed incremental tax collections from major government contractors.

ASU 606's goal is to make financial statements more consistent and meaningful to evaluators across firms and industries. The new standard applies to most companies.

What's Changed in the New ASU606 Standard

The goal to improve financial statement consistency led to three fundamental changes to how revenue and costs are recognized:

- ✓ The whole of Contract Revenue is allocated to Contract Performance Obligations based on Stand Alone Pricing. (This subject is covered in most documents discussing ASU 606.)
- ✓ Satisfaction of Contract Performance Obligations is used to trigger Revenue and CGS recognition for the performance obligation.
- ✓ Costs and Revenues are inventoried until Performance Obligations are satisfied.

Variable Consideration

Variable Consideration is an attempt to more accurately present the impact of contract terms and additional sales costs on contract performance. Contract terms that result in Variable Consideration include: rebates, commissions,

volume discounts, rights to return, performance bonuses, loyalty programs, price concessions, and other items that provide a material benefit to the customer.

Variable Consideration is implemented by identifying contract terms that create material rights related to future events. These material benefits are then identified as Contract Performance Obligations. And a portion of the contract revenue is allocated to the performance obligation based on the stand alone price of the material benefit. This revenue and its costs would be capitalized until the right to a material benefit is realized or cancelled.

Simple Example

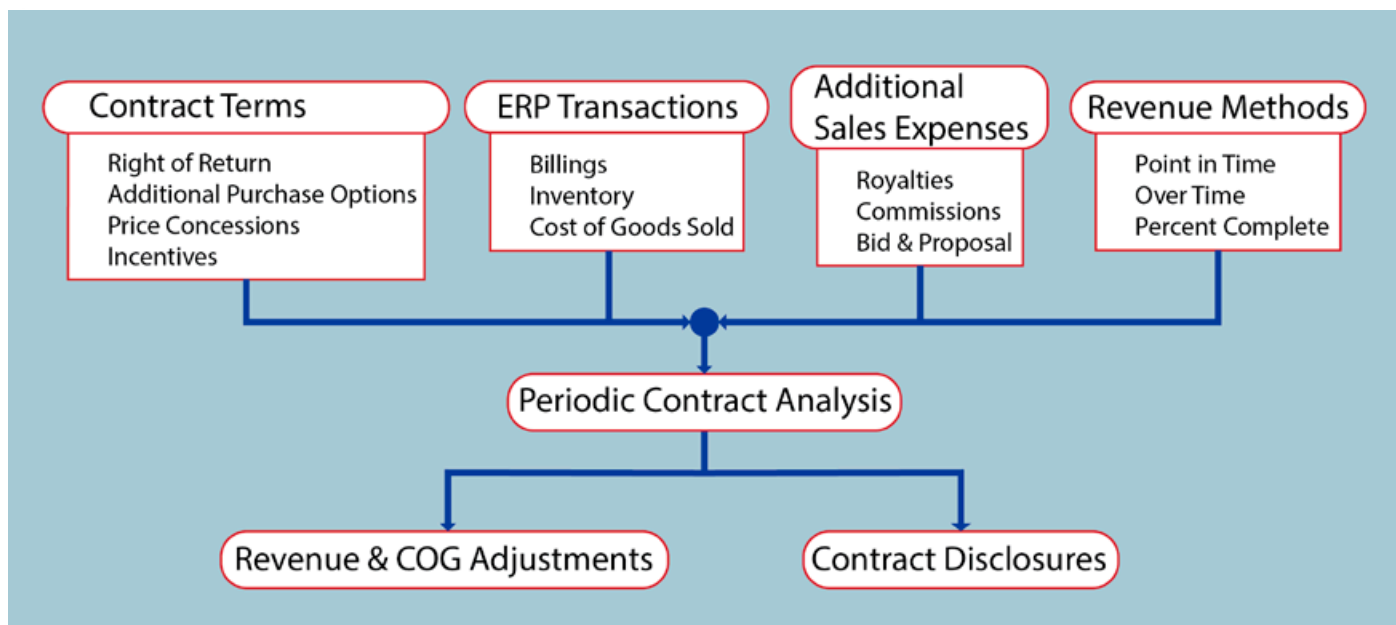
Manufacturer sells 1,000 items to Distributor for \$50 each. Distributor has the right to return items for 120 days for any reason. After delivery of the items, Manufacturer has no additional obligations. The items cost \$20 each to produce. The standard would recognize the right of return as a material benefit. The manufacturer estimates that approximately 60 items may be returned.

The journal entries resulting from the Sales Invoice shipment of 1,000 units to the customer would be:

	Debit	Credit
Item Sales		50,000
Receivables	50,000	
Cost of Goods Sold	20,000	
Inventory		20,000

The Revenue Impairment resulting from the right of return of 60 units X \$50 price per each would be \$3,000. The cost accrual for the estimated item returns would be 60 units X \$20 per each or \$1,200. The journal entries resulting from the recognition of the right of return would be:

	Debit	Credit
Item Sales	3,000	
Contract Liabilities		3,000
Cost of Goods Sold		1,200
Accrued Inventory Returns	1,200	



The accrued inventory will remain an asset until the items are returned or the option to return items for 120 days has elapsed.

Recoverability

Inventory values for revenue impairment performance obligations are limited by two concepts of recoverability. If the expected cost of recovering, repairing, and repackaging the items exceeds their value an argument may be made that the items have no current value and therefore the cost side of the revenue impairment is not required. The second is that the inventory value must be written down to the lower of current cost or market as required by other GAAP guidelines.

Periodic Evaluation

The standard requires periodic review (usually monthly) of estimates used for variable consideration. This adds effort to the analysis and reporting for each performance obligation.

Contract Adjustments

Contract Adjustments require that revenue be reallocated to performance obligations and that adjustments be made to adjust asset values for contract changes.

Firms with contract terms that result in one or more future material benefits and therefore a revenue impairment will increase administrative effort and should be evaluated in this new regulatory environment for effectiveness.

Free Contract Analysis

Contact Jim at (206) 547-5777 x 111 for a free analysis of one of your firm's redacted contracts.

Footnote

This discussion focused on a simple example of a revenue impairment. It resulted in a reduction of both revenue and cost of sales. This example required the creation of assets and liabilities for the right of return until it expires or is resolved. There are other types of contract terms like one-time start-up fees that create accrued sales liabilities and cost of goods assets. Review our website for more summaries of these sorts of transactions.


More Background and Discussion

This paper uses the references listed in our prior publications. As well as additional discussion provided by PwC in this extensive document.

<http://www.pwc.com/us/en/cfodirect/publications/accounting-guides/revenue-recognition-accounting-financial-reporting-guide.html>

Olympic Systems Inc. - Revenue Recognition Solution

This article builds on our previous study guide available at: <http://www.olysystems.com/Newsletters/Articals/GPO0716.pdf>

Read the follow-on article: Contract Disclosure Reporting available at: <http://www.olysystems.com/Newsletters/Articals/GPO1216.pdf> 



KEY2ACT™

Construction

Field Service

Products

About Us

Blog

The Construction and
Field Service Management
Technology Leader.



KEY2ACT™

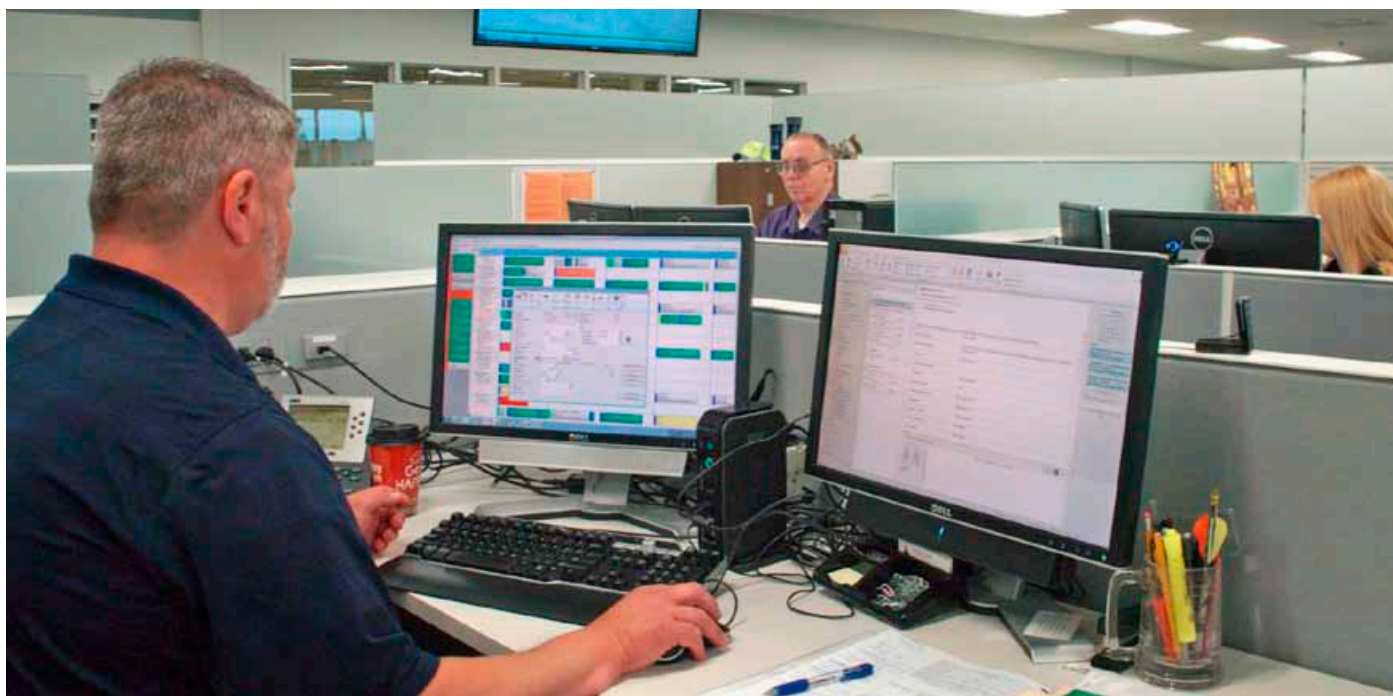
Building intelligence.

E: contact@KEY2ACT.com

W: www.KEY2ACT.com

P: 866-KEY2ACT





Mobile Solution Maximizes Efficiencies for Field Service Companies

Written By Jill Rick, Content Marketing Manager, [KEY2ACT](#)

Like many specialty contractors, Egan Company started out as a family business. But the company has been expanding ever since its founding in 1945 as Egan & Sons Plumbing and Heating Company, steadily adding trades and acquiring other contracting companies to add more options to the firm's menu.

Today, Egan offers more than 15 building trades to general contractors, architects, engineers, building owners, property managers and facility engineers. Headquartered in Brooklyn Park, Minnesota, the company employs more than 1,000 and counts among its clients the Mall of America, Best Buy, Target, and the Minnesota Department of Transportation. One of its more visible recent projects was U.S. Bank Stadium, the new home of the Minnesota Vikings.



As Egan has grown, the company's diversity has brought both success and challenges. Egan belongs to a peer group of similarly sized companies located throughout the

country whose members share best practices and help each other identify potential areas of improvement. An evaluation by that group a few years ago provided valuable insight.

"The feedback we got back was 'Paper, paper, paper,'" said Chris Yelle, Egan's service operations manager. "There's just a lot of paper. We needed to help streamline our processes here and ultimately provide a better customer experience along with a better experience for our field staff. That's what led us to start to look at mobile solutions."

And that's what led them to MobileTech, a mobile solution from [KEY2ACT](#) designed to work with Microsoft Dynamics GP to help field service companies manage their processes more efficiently and profitably.

The Solution

MobileTech connects field staff to the back office, providing instant access to the right information at the right time and enabling both sides to easily manage service calls and appointments.

In addition to Egan's problems with having too much paper, the company often had a disconnect with getting information back and forth to the service technicians, details like who the tech needed to contact at the site and any extra equipment needed, said Diane Claypool, accounts receivable and contract manager. "The only way we had available to us in the past was to actually call that technician and provide all the information, which takes up time when you're in a busy dispatch center."

When Egan decided to look into mobile solutions, company leaders knew that whatever they chose had to be able to fully integrate with their accounting system. "Our requirements were that we wanted a complete solution that's going to tie right back in to our home office for all of our payroll services, all of our labor costing, all of our material. A place where all of our expenses can be captured," Yelle said.

With MobileTech, that's exactly what they got, and then some.

The Benefits

MobileTech enables a free flow of information from the office to field staff and ultimately, to customers. It allows technicians to see a full description of work to be completed, access customer information including service and equipment history, and record and update details about a job. It also allows them to enter and track expenses and to directly enter their time into payroll.

Because technicians can enter their own time, dispatchers no longer have to enter techs' time into their KEY2ACT system back at the office. That feature alone is saving



Egan at least two hours per day for each of the company's four dispatchers.

"We have been on the product for less than a year. We are looking at eight hours a day, 40 hours a week that we're saving on payroll entry," Yelle said. "It will definitely have an ROI of less than a year and a half."

Not only is MobileTech saving time for the dispatchers, it's also helped Egan cut days off their average days-to-bill. "When the technician goes on a job now, his time gets entered right away, it hits payroll and the next day, they're applying our labor," Claypool said.

The time savings provided by MobileTech extend to the field as well. Egan's techs have found that completing all the steps necessary to close out a work order is now much faster.


"It takes 50 percent less time to fill out a report using MobileTech," said Dave Benkowski, an Egan service technician. "Out in the field, it's definitely quicker than manually writing, or getting out the laptop and typing it up that way."

Other great features? Service technicians can create their own jobs on their devices while in the field. "If they're on a planned maintenance service call, and there is an item that the customer needs to have repaired, they can automatically create their own service call," Yelle said. "They don't need to call back into the office to request another job number."

They can also capture images of work done and attach those pictures both to the call summary report, which is emailed to the customer, and to the customer's account within their KEY2ACT system. In addition, they can turn around proposals in record time.

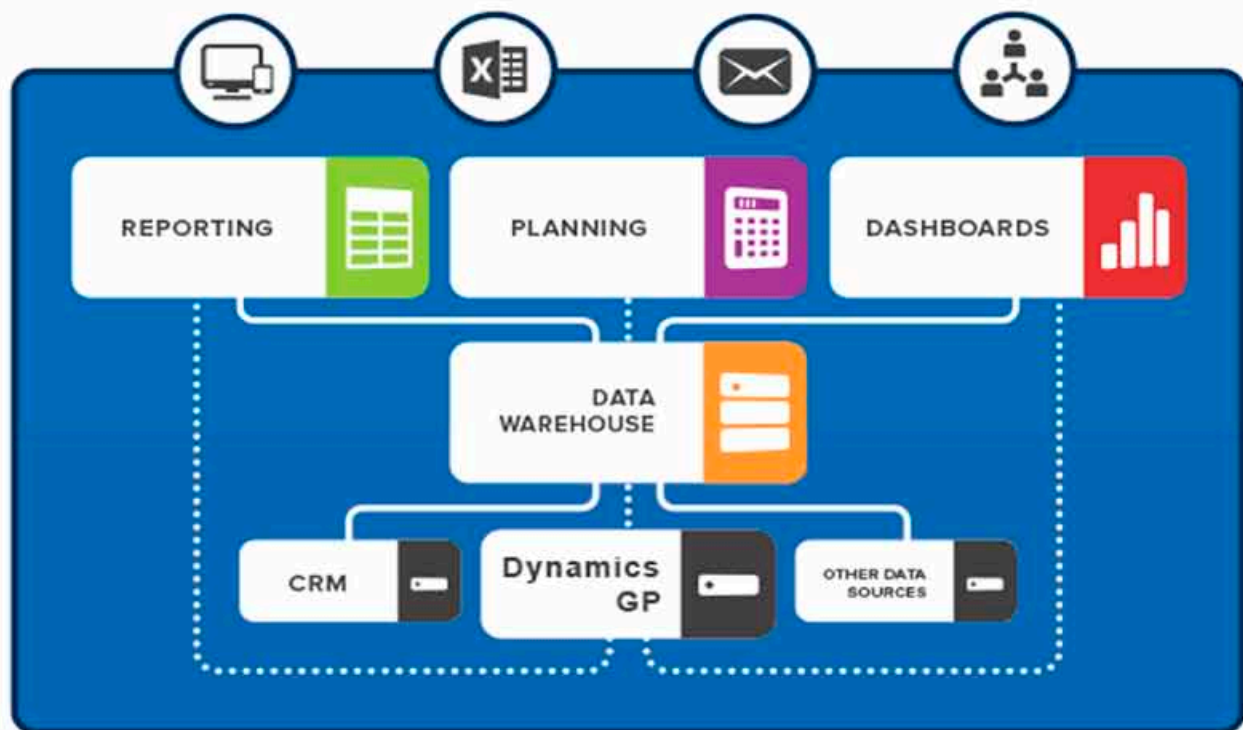
"If there is a customer that has a request for a quote or needs an additional proposal, we can get that information to our inside account management staff to have a proposal turned around and back to the customer sometimes that same day," Yelle said.

And the "too much paper" issue that first led Egan to MobileTech? "We don't touch nearly as much paper as we used to," said Tim Miller, dispatch center supervisor.

"It has streamlined things so much, it's just incredible," Miller said. "It's made all the difference in the world." 

Self-Service Business Intelligence

bi 360
Suite



- Out-of-the-box integration to **Microsoft Dynamics™ GP**
- Both Excel and Web-based Reporting, Budgeting and Dashboards
- Mobile application for anywhere access to your BI360 reports
- Integrated Budgeting, Forecasting and What-if analysis
- **Financial Consolidations and Operational Reporting (for GL and Sub-ledgers)**
- Configurable Data Warehouse (Combine data across multiple sources or companies)
- Modern Web Portal for easy, self-service business intelligence

solver

Microsoft Partner
Gold Independent Software Vendor (ISV)

www.solverglobal.com | info@solverglobal.com | 800.281.6351

Eating up the Benefits of Document Management: Restaurant franchisee goes paperless

Written by Alyssa Putzer, Marketing Communications Specialist at [Metafile Information Systems](#)

Old, paper-based AP processes can cause inefficiency and decreased cost management for many companies, including one restaurant and hotel franchisee that manages more than 45 restaurants across seven states, as well as a number of hotels and other concepts.

Managing one company is a challenge, but managing multiple, especially with outdated procedures, is even more difficult. The company's continuous growth left its accounting department hindered by an inefficient, paper-based accounts payable process. It consisted of restaurant managers compiling invoices and putting them in UPS envelopes to send out every Monday morning. The corporate office would receive them later in the week.

Shipping invoices weekly was expensive and the accounts payable staff found themselves rushed every week when the UPS packages came in. Additionally, there was limited storage space and many locations, and staff found it time-consuming to retrieve previously-filed documents in their individual storage facilities.

The solution was a flexible document management/AP automation solution that provided them with ease-of-access to documents in order to help them go paperless and streamline their processes. The company decided to implement a paperless system because it provided them with customization abilities. It also gave restaurant and district managers visibility into their invoices, while restricting access so restaurant managers only see invoices for their specific restaurants, and district managers only see invoices from their group of restaurants.

Because they were operating in multiple locations, this particular company required additional customized functionality within their document management solution to meet their business needs, including a site grid. This allowed corporate to assign each restaurant a location number to correspond with a GL code, and to assign users access rights to a specific restaurant.


Implementing document management/AP automation



has streamlined their accounting process so managers no longer have to make copies or ship invoices, saving them time and money. It has also made restaurant managers more accountable for processing the invoices. Rather than sending out piles of un-reviewed invoices, managers now have to be more responsible for what they're purchasing.

The results of this implementation was increased efficiency and more satisfied vendors. A document management solution has been a natural addition to the company's team. The corporate office no longer needs to wait for packages to arrive and can jump right into processing invoices when they arrive and are added to the system in real-time.

The benefits of paperless document management have been experienced company-wide. The seamless integration with their Microsoft Dynamics GP solution and appropriate access to invoices and accounting data have made the entire process easier. Accounting staff can also catch errors, like mis-coded invoices, and restaurant management can provide quicker answers to vendors who call with questions by using the search feature within their document management system to look up vendor invoices on-the-spot.

Today, they can't imagine running their business without AP automation and the power of paperless. 

How to Justify an eCommerce Solution to Your Management Team

Written by André Lavigne – Vice President, Global Sales and Channels at [k-eCommerce](#) and Christina Del Corpo - Creative and Marketing Specialist at [k-eCommerce](#)

eCommerce is playing an increasingly important role in the way that people are purchasing products. It isn't limited only to retail; more and more B2B buyers are also turning to online sources. With an online store, customers can do everything on their own, at a time and place that is convenient for them. Forrester estimates that B2B eCommerce alone will top 1.1 trillion in the US by the year 2020. A well thought out eCommerce strategy is vital to your organization's success; however, management might still be apprehensive. To get them on board, you need to present a solid plan that will demonstrate the value an eCommerce channel can bring to your company.

To develop your proposal, you'll need to establish a few things about your business. Start by determining your organization's DNA. Company DNA refers to a set of goals and values that your organization regards as important. While each business is unique and fits into more than one category, they tend to lean one way or the other. There are three Company DNA types: Operational Excellence, Product Leadership, and Customer-Centric.

Businesses that fall in the Operational Excellence category aim to operate in the most efficient way possible. A typical organization in this category will strive to find an optimal cost model, establish efficient warehousing and shipping methods, strategize to improve their internal systems, and reward cost-reduction initiatives. Reducing operational and logistical costs so that they may emerge as leaders is something they actively try to accomplish. These companies will have a VP or Director of Operations. If they are nationwide, they will have multiple warehouse locations and sell high volume, low margin items. An excellent example of an Operational Excellence focused business is Walmart.

A Product Leadership organization is always innovating;



think Apple. They have many product managers whose roles are to improve their product lines, making sure that they are exemplary. There will often be a VP of Research and Development tasked with creating newer and better versions of their product. They pride themselves on the quality and craftsmanship of their offerings. There will often be supporting items so they may upsell or cross-sell. Reducing time to market is a high priority. They aim for high-velocity sales to fund the R&D for the next generation of products and utilize social media and videos to extend market reach and recommendations of their products.

Customer-Centric businesses like Amazon are always striving to improve the customer experience. They believe that a happy and loyal customer is the best kind of customer, relying heavily on engagement and creating brand advocates in the process. Their Net Performer Score (NPS) is crucial to them. They don't just want people to buy their products; they want them to keep coming back for more. These companies

often have a VP or Director of Customer Service. Their culture orbits around putting the client first and aligning their sales and service processes. They have invested in some form of Customer Relationship Management (CRM) system.

Now that you have an idea about Company DNA and the kind of business you have, you're ready to come up with an investment plan that will resonate with your management team's central vision. An online store can serve each one of these types well, and based on their ultimate goals, there are different approaches you can take when justifying the return on investment.

What should your investment plan contain? Here is a list of all the components to make sure it is well rounded:

- Project Description
- Executive Summary
- Solution/Goal
- Summary of Benefits
- Investment Summary
- Return on Investment
- Timeframe
- Risks
- Summary
- Formal Decision Request and Approval

An effective investment plan will provide an understanding of the benefits and value of an eCommerce solution to company leaders, will be based on facts and profitably objectives, and contain clear communication of the proposed new business model. Based on your business' culture, you may want to focus your stance to be either on the factual side (cutting costs) or contain a more human aspect (improving employee's day-to-day routines).

Your Company DNA comes into play when demonstrating the Return on Investment (ROI). If your business prides itself on Operational Excellence, show how an eCommerce channel will help improve operations and reduce costs. For a Product Leadership organization, demonstrate how it will be faster to market. Customer-Centric businesses can improve customer relationships by engaging with them. Provide calculations and stats to show the ROI it will ultimately bring to your organization. Here is a rough estimate:

(Benefits/Resources) x Results



Let's say you want to establish the ROI by reducing your time with your online store. You wouldn't have to go through the distribution process and, depending on your product, you eliminate the need to train resellers or your sales force. You stand to increase your revenue, and you could demonstrate that with the following:

Projected revenue over 1 year: \$100,000
Reduction in time to market: 6 months
 $\$100,000 / 12 \text{ months} = \$8,333$
 $\$8,333 * 6 \text{ months} = \$50,000 \text{ in extra revenue}$

When you are writing your plan, keep in mind that there are only three ways to grow your business; by increasing revenue, increasing margins, or increasing market share. Map your Company DNA with the values you need to justify the ROI by attaching one of the three growth principles listed. Take action! Get approval, find your partner, and deploy your strategy.

[k-eCommerce](#) is an innovative B2B and B2C eCommerce platform that integrates to Microsoft Dynamics. It allows you simplify and accelerate your organization's ability to sell online by pulling pricing, inventory, product information and more from Dynamics and displaying it on your online store. Contact [k-eCommerce](#) today and discover how our eCommerce solutions can help your business grow. [GP](#)