Rockton Software Pre-Sales Checklist

Rockton Software is dedicated to Microsoft Dynamics GP users who want their system to run more efficiently. Rockton Software products are designed to be quick installations with minimal setup and training required. All of our products are coded in Dexterity to provide the best results with Microsoft Dynamics GP and other 3rd party products.

Auditor

Key Points to Recognize a Rockton Software Opportunity

This product is for users looking to be SOX compliant or those that want to track data changes in Microsoft Dynamics GP. Field level audits provide old and new values of changes, and it was recently enhanced to show all changes that the 'SA' user makes in the system. Auditor can also audit at the SQL level for products and changes outside of the standard Dynamics GP interface.

Pre-Sales Qualification Questions

- Are you needing to be SOX compliant?
- Do you have internal or external audits of your data and security changes?
- Want to track changes that happen to master records or transactions?
- Wish to track changes in SQL?
- Looking for a way to report on your Segregation of Duties?
- Need to show all of the changes the SA user makes in your system?

Dynamics GP Toolbox

Key Points to Recognize a Rockton Software Opportunity

Any Microsoft Dynamics GP user that has trouble managing security, has users that stay logged into the system for extended amounts of time, wants to keep users locked out of the system, or wants to help new users learn to navigate the system. This product has a lot of focus on the System Admin and IT Department, but it also has a tool for nearly every end user. There are 27 different tools currently included in the product.

Pre-Sales Qualification Questions

- Do you hate Dynamics GP Security and want a better way to see who has access to what in your system?
- Need to provide a comprehensive security report to auditors?
- Are users hogging licenses in the system that never log out?
- Do you need to know what table makes up a window in Microsoft Dynamics GP for
- reports and SmartLists?
- Wish for stronger password security that GP doesn't offer?
- Are new users have a hard time navigating around their Dynamics GP?
- Would locking users out of the system be helpful when running maintenance or installing updates?
- Have you found it difficult to figure out what tables make up windows or where a certain field pulls from for reports?

Dynamics Report Manager

Key Points to Recognize a Rockton Software Opportunity

A Dynamics GP user who is searching to automate reporting or bring each of their report types (Excel, FRx, Crystal, Report Writer, Management Report, and SSRS) inside of Microsoft Dynamics GP. Automation allows for batch reporting and emailing invoices, scheduled report runs with email functionality and launch points to attached reports to windows, fields, or buttons, in Microsoft Dynamics GP.

Pre-Sales Qualification Questions

*   Do you want to email your reports?
*   Would scheduling reports to run while you're not at your desk be helpful?
*   Do you want to email batches of invoices to customers?
*   Wish you could see all of your reports in one window including your Crystal, FRx, and SSRS reports?
*   Want to print a report right from the specific window you're in rather than going into reports to print it?

Omni Price

Key Points to Recognize a Rockton Software Opportunity

This product is for the Dynamics GP user using Sales Order Processing or Invoices, who're needing extensive pricing functionality. Omni Price sits on top of Microsoft Dynamics GP Standard Pricing, and it replaces Dynamics GP Extended Pricing functionality. This products gives the ability to price based on 12 different pricing methods, as well as multiple filters and ranges.

Pre-Sales Qualification Questions

*   Needing more pricing options than Dynamics GP offers?
*   Do you want to price using a different method?
*   Wish you could run date driven sales and specials?
*   Do certain customers get better pricing on particular items?
*   Wanting to update prices in mass?
*   Is Extended Pricing not offering enough options for you?
*   Does your final price need to be based off a Price Level with some additional conditions?

SmartFill

Key Points to Recognize a Rockton Software Opportunity

Every Microsoft Dynamics GP user can benefit from SmartFill because it speeds up searching for key records in Dynamics GP: Accounts, Customers, Vendors, Employees, etc.

Pre-Sales Qualification Questions

*   Hate clicking on the Looking Glass and waiting for results list to populate and sort?
*   Do you have a large list of Accounts, Vendors, Items, Employees, or Customers?
*   Would you rather look for a vendor by their name instead of their ID Number?
*   Want to increase data entry speed?