

# GP

Summer 2012

# OPTIMIZER

## MAGAZINE

### **Signs That You Have**

Outgrown Analytical  
Accounting

### **The Twofold Twins vs.**

Myrtle the Receptionist

**Taking Reporting and  
Budgeting for Dynamics GP  
to the Next Level**

### **The Quality Habit**

Affordable Improvement  
for any Organization





# GP OPTIMIZER MAGAZINE



Welcome to the inaugural edition of GP Optimizer. We at Rockton Software are pleased to provide this compilation of tips, tricks, articles, and stories from our fellow Channel Partners on how to make your investment into Microsoft Dynamics GP more worthwhile and your work both simpler and easier.

Rockton Software has been in the Microsoft Dynamics GP channel for over 13 years. You may have seen us at Convergence dressed up as bartenders, pirates, Vikings, or cavemen. Regardless of our crazy costumes, we've established ourselves as fervent supporters of the greater GP channel – and we want you to excel in business by leveraging other tools and knowledge from our friends in the community.

GP Optimizer shares industry expert and ISV (Independent Software Vendor, also known as 3rd-party vendor) perspectives on how to solve problems many GP Users face in their businesses. Over the years, I've heard of many requests for a solution catalog that lets GP customers know about "what's out there" in solving real business problems. This first edition is a great start, and we hope you'll let us know what you think – and what else you'd like to see in future publications.

So take a look and let my team know what you think – candid thoughts are welcome – and know that a lot of talented and passionate GP supporters provided time and energy into providing value to you, our readers. Enjoy!

*Mark H. Rockwell*

Mark Rockwell  
President, Rockton Software



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#### GP Optimizer Magazine

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# ***Simpler and Easier....*** **and Responsive!**

By Martie Mitchell, Sales Manager, **Rockton Software**

**A**s most people know, most ISV (Independent Software Vendor) products are developed from need. Even the best of ERP's (Enterprise Resource Planning), like the Microsoft Dynamics® platform, rarely can conceive of every situation and scenario.

Over the years, Rockton Software has developed products from what started as an inquiry for a customization, or a small user challenge in an unrelated discussion. It's the 'Ah-HA' moment we have all had when looking at some useful, little gadget and saying, "Why didn't I think of that?"

Recently, a situation similar occurred while promoting one of our newer products—**Dynamics GP Toolbox**. One of our VAR (Value Added Reseller) partners was queried by their client if our product had a feature around approvals for payments. Since **Dynamics GP Toolbox** has many security features, and ties into the whole auditing and security package, it seemed to be a natural question. When the VAR partner brought the in-

quiry to us, our reply was, "Why, no.... but what exactly are they looking for? Let's see what we can do to help!"

This simple question became several weeks of conversation around discovery and needs from a large non-profit charitable foundation. It soon became clear that this should not be a customization, but an additional feature in the **Dynamics GP Toolbox**, which would dovetail nicely into the other pieces of that product.

Within three months, the code was written, and the prototype was delivered. A few tweaks later—we not only had a happy customer, we had a powerful new piece of functionality called Payment Approval.

Payment Approval is one of over 20 tools available in **Dynamics GP Toolbox**. It is a tiered payment approval product that enables you to set the monetary limits and levels (up to 3 tiers) of your choice to the approvers that you designate. Approvals can handle one-off checks, batch, and EFT payments. You can even set notes indicating your reasons for approval or denial.

That's how **Rockton responds** to solve problems! **GP**





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## Data Entry: Why waste your time?

By Business Computer Software, Inc.

**D**o you often feel like you are spinning in circles trying to complete your everyday payroll duties? Time Matrix is a simple and easy Time Clock that will reduce your manual data entry to almost nothing. Time Matrix is a Time Clock which seamlessly integrates with Microsoft Dynamics GP. It records the time an employee clocks in to begin working and the time the employee clocks out to stop working. Upon clocking out the Time Clock calculates the number of hours the employee worked. In addition to storing the start time, end time and hours worked the Time Clock stores the department the employee worked in, their position and pay code using the setup in Dynamics GP payroll. Employees can be given the option to change their department, position and pay codes and can view their weekly time cards weekly and/or monthly.

**Time Matrix** is a Time Clock for Microsoft Dynamics GP Payroll.

**It reads the following & posts time to PR Trx entry:**

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Departments  
Pay Codes  
Positions  
Vacation Available  
Sick Available

Human Resources (posts time to Time & Attendance Trx Detail file)  
Manufacturing (posts time to Time Card Entry)  
Project Accounting  
WennSoft Service Management  
Job Cost  
Horizons Manufacturing

It reads all the tables from these products directly without having to do imports/exports. The Time Clock can use an optional touch screen monitor, magnetic card reader, bar code scanner and biometrics.

**Time Matrix** will eliminate hours of data entry and saves errors while posting to all GP modules. **GP**

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# Add dimension to your projects

JOVACO Project Suite is fully integrated to Microsoft Dynamics GP to offer you a solution with advanced features for project-based companies. Keep your project on time and on budget by receiving real time costs and project updates through an automated report distribution.



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# Signs That You Have Outgrown Analytical Accounting

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

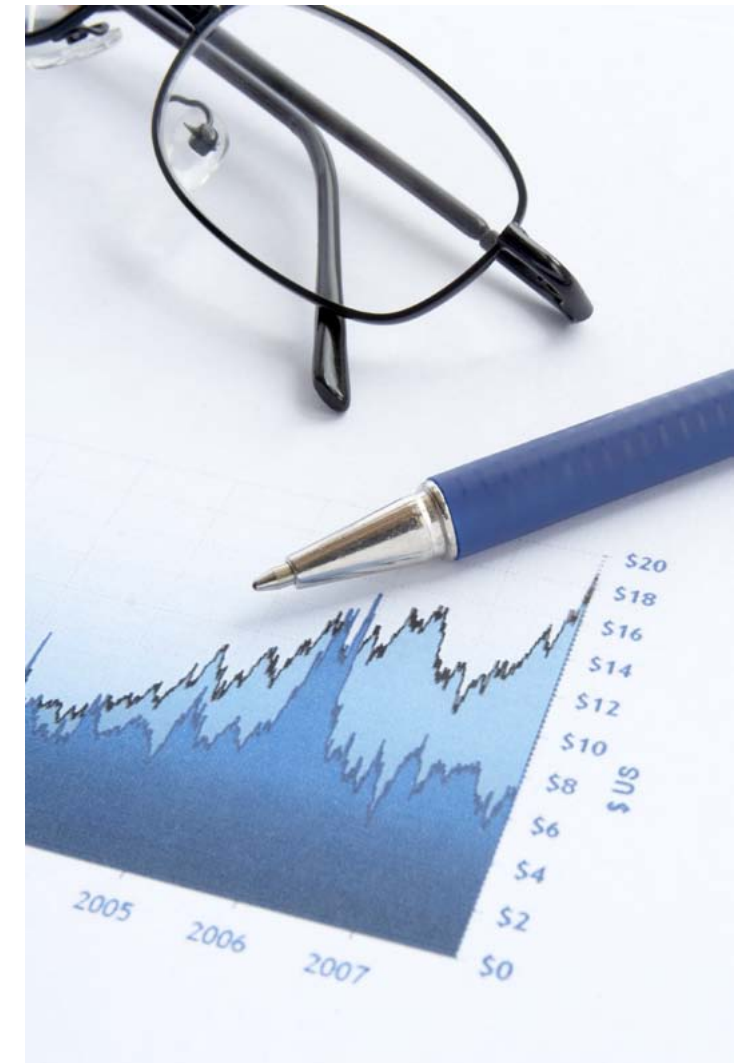
**A**nalytical Accounting within Microsoft Dynamics GP has its place; it's great for smaller organizations or for companies who have a limited number of projects and whose needs are restricted to having a general idea of their different projects costs. Others organizations will use a hybrid of Analytical Accounting with some detailed account segments to define these different projects, this does work and it is possible to get the information you need, yet there does come a time when you need more than just Analytical Accounting to meet your project accounting needs. Here are a few signs:

**You manage over 50 projects a year.** This is usually the threshold for when it starts becoming more difficult to manage projects within your GL. There is also an increased risk for potential errors since there is no concept of a closed project therefore expenses can be continued to be placed into this account even if this project has been completed.

**The project billing portion is taking an increasing amount of time.** Since Analytical Accounting simply tracks costs, you cannot complete any transactions like invoicing or crediting to a particular project. This causes the Finance Department to be more reactive than proactive when they are trying to bill specific projects. The complexity also increases if there are multiple companies working on the same project, therefore a growth in number of inter-company invoicing transactions which could easily be automated when you have a multi-company project setup.

**There are complaints that the Project Manager needs to know more about the project than just its costs.** This could mean that your organization needs to know how many hours have actually been captured into the system to date or what has already been billed versus what is outstanding in a particular account. Since Analytical Accounting is primarily a reporting tool, one of the limitations is the amount of information that you can extrapolate. Traditionally the data in the GL is usually quite basic and therefore requires a significant amount of manipulation in order to obtain this level of detail.

**Managers' requests for reports are difficult to extrapolate.** This is usually a symptom that there is not enough data



in order to properly understand the current status of a project. By having more levels in your Work Breakdown Structure, you allow yourself to be more flexible since things can be more easily transferred to a different group or department. By having this possibility to further drill down and obtain a greater level of detail, you have more options when you want to create a specific report.

**Employees are manually entering timesheets.** With a project accounting solution, there is normally a timesheet application that will automate this process and there are usually

Photo by Photos.com/Zeljko Bazic





integrations to Dynamics GP's HR and Payroll modules available as well, therefore eliminating manual entries which in turn will reduce the possibilities of duplicate entries, input errors, and resources dedicated to this task.


We have seen many customers who have felt like they have outgrown Dynamics GP because of these requirements but with an ISV product like JOVACO Project Suite you have the ability to address all these issues and gain a greater visibility into your project's status. This visibility helps bridge the gap between your operations and financial departments. It is no longer just accounting's job to calculate a project's profitability, Project Managers must estimate and allocate tasks to a particular team or resource, but they must also calculate their team's time and costs. With Project Suite's reporting module, you can empower Project Manager's to follow projects more closely with project specific reports that can be broken down by project, department or employee.

A current trend in project management is the idea that everyone is accountable for their portion of a pro-

ject. By being able to break down a project and allow for more people to have access to clear and relevant information in real-time, each individual can now set personal priorities, anticipate issues sooner and make quicker and more informed decisions on their specific part of a project.

By having an integrated system that meets both your financial and operational requirements you will be able to more easily anticipate potential issues and bottlenecks. It's not only Professional Service Firms whose operations are based on time and billing that could benefit from a project accounting solution. If you are one of many organizations who manage project costs, you can obtain a greater insight into the profitability of your project by using a project accounting module. Rather than with the Analytical Accounting module, you are able to obtain additional detail and flexibility by working in a sub-ledger which increases your reporting capabilities and understanding into the detail of your projects statuses and expenses. <sup>GP</sup>

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 when you get it!



# The Twofold Twins vs. Myrtle the Receptionist

By John Stulak, Co-Founder, [EthoTech, Inc.](#)

Hiring twins was my first mistake. As CEO of NORVISION, I figured that we got a bargain. When the Twofold Twins walked into my office, they were pretty convincing...we'd get expertise AND efficiency with a one-two punch. ALMOST everyone was sure we'd hit the jackpot.

Here's the predicament we'd been wrestling with: We're a government contractor based in Atlanta, Georgia. Good business, right? But what we really needed was to streamline our process so as to eliminate duplicate shipments to our most demanding customer—The Capitol.

Well, like as I said, ALMOST everyone was sold on the Twofold Twins. But then there was Myrtle, my intrepid receptionist. She made it clear that the Twins didn't pass muster with her, despite their dramatic claims of efficiency. Myrtle knew a thing or two about our dilemma: Besides the duplicate shipments, we'd often ship products to customers who were over their credit limit, or made promises to Customers to ship items when they weren't even in stock.

Myrtle did not like these situations, and she did not like the Twofold Twins. She was sure they were in way over their heads...that they couldn't fix these repeated Customer Service errors. But hey, I'm the CEO, so I was determined to give them a try.

Each week, with the TwoFold Twins running things, the Capitol's \$400,000 PO's came in and the Twofold Twins processed them with ease. Or so it seemed. A PO was generated. Our products were shipped. Two weeks later payment arrived. It was like clockwork. And it...was...beautiful!!!

Except I should have listened to Myrtle. "\$400,000 in receivables is way out of line. This

better not mean you're holding back my paycheck today!" Myrtle shouted as she stormed into my office. I'm never quite sure how she always knows our financial position, but she's not one to disagree with.

"Excuse me? What did you say, Myrtle?" I said softly, in hopes of calming her down.

"The Capitol received two product shipments from us for the same Purchase Order, BUT... they've only sent payment for one. So naturally I called asking about payment for the second shipment. They told me it wasn't their mistake we shipped two orders. Thanks for the extra product. Aargh!!! I could strangle those two bone-heads you hired."

How could this happen? The Twofold Twins were supposed to deliver results that specifically avoided this vey situation with our Customers. "Myrtle... Get me the Twins. NOW!" I said with enough force to rock her onto her heels.

In walk the Twins. My vision began to blur as my eyes shifted from one to the other, who were talking in a kind of weird harmony. They began to explain in great detail about their process for handling the Capitol's orders.

"Purchase Orders arrive here at NORVISION in a variety of ways — fax, hard copy, snail-mail, e-mail, and even called in by telephone. Customers like the Capitol have so many irons in the fire, they frequently use all of them to convey the identical order to us. This means we often receive the same Purchase Order multiple times"

"Well OK" I asked, "but why would you treat duplicate PO's as separate orders? This makes no sense at all".

The twins then just passed the buck on to our own internal accounting system, exclaiming that "Microsoft Dynamics GP does NOT prevent us from entering the same PO twice, so it's not our fault".

I think it was then that smoke was coming out of my ears. My breath became shallow and my eyes circled



Photo by Photos.com/Hemera Technologies

as I thought, "these double-shipments and additional freight charges not only limit our stock-on-hand to fulfill other customer orders, but it causes us to spend needless time creating and tracking returns."

A few simple calculations later, they had to practically peel me off the ceiling I was so mad! Double-shipments to the Capitol had cost me nearly \$4.8 million this year. I was looking for the nearest window to jump out of when Myrtle pulled me back from the brink of disaster... except she looked odd. There was actually a smirk on her face as she seemed to glide over to my desk, rather than merely walk across the room.


"John, I believe it's time you knew the truth about me" said Myrtle. "I'm from a software enhanced world called EthoTech. Where I come from, ALL Customers are happy. And companies like yours are all super-efficient, while providing incredible customer service."

I was in a trance just listening to her. "What makes

this possible is a device called Customer Service Collection from EthoTech. With this enhancement installed on your Microsoft Dynamics GP system, documents are automatically checked to detect duplicate Purchase Orders for that customer. NO HUMAN ERROR involved, either by individuals or even Twins," she coyly remarked.

"Your staff is then notified automatically of any duplicate entry BEFORE ANY MISTAKES ARE MADE. Then a unique PO — and not a duplicate—is what gets entered. You'll never need to worry about duplicate orders again."

For the first time in my life, I was speechless. Myrtle, if that is her real name, was simply beautiful and... Oh Yeah... she just saved me \$4.8 million dollars with Customer Service Collection from EthoTech!

I pinched myself. "Ouch! Yep...I guess I'm still awake." 





## Extend Microsoft Dynamics GP's Functionality

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Complex Deferrals  
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# Multi-Entity Management streamlined QTS' database infrastructure to a single database

By George Tonzetich – Vice President Sales, [Binary Stream Software](#)

- Redundant Processes were eliminated by 30%
- Centralized AR, AP and Purchase Order Processing (POP)
- Fully Automated Audit Trail
- Simplified Complex Deferrals
- Simplified QTS compliance with regulatory standards

**QTS** (Quality Technology Services) is a leading national provider of data center solutions and fully managed services for enterprise businesses. QTS offers a complete, unique portfolio of core data center services including a custom data center, as well as colocation and Cloud services, while offering the flexibility, scale and security needed to support the rapidly evolving infrastructure demands of web and IT applications.

Using Microsoft Dynamics GP to manage their business flow, QTS found themselves requiring additional customization to meet some specific needs. After a thorough search, they chose Binary Stream Software's Multi-Entity Management (MEM) and Advanced Revenue and Expense Deferrals (ARED) solutions.

With 12 data centers across the U.S. and multiple GP databases for each of these facilities, QTS was operating a total of 33 separate Dynamics GP databases – a significant number of core processes were both redundant and time consuming.

Binary Stream's Multi-Entity Management solution streamlined QTS' database infrastructure to a single database environment – **eliminating redundant processes by 30%!**

With Multi-Entity Management, QTS now enjoys centralized AR, AP and POP processes, which are accessed from a single database by a centralized team.

**"We can now create a single purchase requisition and distribute the GL coding amongst multiple facilities," says Kitty Geiger, Senior Dynamics GP System Administrator, QTS.**

Using Multi-Entity Management, QTS was able to create a fully automated audit trail for posted, voided and corrected entries, as well as fully automated intercompany transactions such as transferring fixed assets or bank transactions between their data centers.

QTS also had close to 38,000 unrecognized deferral entries that were processed manually from the many different databases they were utilizing. QTS chose Binary Stream's Advanced Revenue and Expense Deferrals solution to help them address this costly challenge.

Advanced Revenue and Expense Deferrals is a fully integrated solution to simplify complex deferrals by creating deferrals by line item and building schedules allowing for complete control over the timing of sub ledger and GL recognition postings.

Using Advanced Revenue and Expense Deferrals QTS was able to close month-end financials 11 days sooner than their previous month-end financials. Advanced Revenue and Expense Deferrals also simplified compliance with EITF 08-1 and subsequent rulings with regards to Vendor Specific Objective Evidence (VSOE) revenue recognition.

Ultimately, QTS is better able to serve their customer base using Dynamics GP in conjunction with Binary Stream's Multi-Entity Management and Advanced Revenue and Expense Deferrals.

**"We have customers with work orders in multiple facilities. With Multi-Entity Management and Advanced Revenue and Expense Deferrals, we are able to effectively manage our monthly invoicing and apply corresponding payments across invoices in multiple facilities," says Geiger.**

And that makes good business sense!

*These are just a couple of ways Binary has added value to QTS' daily business. Please contact us to learn more.* **GP**

Binary Stream Software  
[www.binarystream.com](http://www.binarystream.com)  
[info@binarystream.com](mailto:info@binarystream.com)





# Taking Reporting and Budgeting for Dynamics GP to the Next Level

By Nils Rasmussen, CEO, [Solver Inc.](#)

Photo by Photos.com/Gunnar Pippel

**W**hat type of reporting and planning functionality do you think can have a real impact on the performance management activities in your organization? The goal of this article is to help you to create a business intelligence (BI) vision for your company.

## What does an optimized Reporting process look like?

Most people would agree that in order to get meaningful data out of Dynamics GP and other in-house databases, there are too many reporting tools needed and most of them are too difficult. Between GP Report Writer, SQL Reporting Services (SSRS), FRx/Management Reporter, manual Excel reports, OLAP Cubes and other tools, you would have to be close to a BI guru to have a good handle on it all. Even if you did know every tool, each one has a different focus; different business rules and requires separate IT maintenance to keep it running.

## In an ideal situation, imagine the following scenario:

- Single reporting tool for all formatted reports and a single tool for on-the-fly ad-hoc queries.
- Easy to design reports, so anyone can learn to how to create reports.
- Ad-hoc queries for quick analysis and answers to questions.
- High degree of charting and formatting to make it easy and visually pleasing to view reports and analyze results.
- Reports that not only go across all modules in GP, but that also can include data from other in-house databases for rich flash reports and executive reports.
- Automated report scheduling and distribution so nobody has to waste their time manually running and distributing dozens or hundreds of reports to users around the organization.
- Automated narrative reporting where non-financial users can get a quicker, better understanding

of their business unit's performance through a narrative summary page that accompanies their financial statements.

- Ability for users to not only add comments to reports when they see major variances and other items of interest, but more importantly; integrated social collaboration where they can launch into fully tracked discussions with other managers with the goal of resolving a business problem or taking advantage of an uncovered opportunity.
- Automated allocation functionality that enables the production of product, project and customer P&L's. This enables complete insight into all revenue-generating business activities, and more importantly; the profitability of these activities.
- Access to reports and collaboration features through any device with a web browser, so any user anywhere, including travelling managers, can partake and contribute in the performance management process at the company.

Now, while almost all organizations could draw major benefits from the above reporting process and functionality, it is just as important to include budgeting and forecasting in a performance management discussion.

## What does an optimized Budgeting and Forecasting process look like?

Few companies can claim that they have perfect planning processes. The majority is using manual Excel spreadsheets and eventually, at least their annual GL budget makes its way back into Dynamics GP. The problem is that the process in manual, error-prone, and time and cost intensive.

## In an ideal scenario, imagine the following:

- Easy to design budget templates that fit the unique requirements of your specific industry and your company's business model.
- All historical data and entered plan data is stored in a single database that the budget and forecast input forms are interacting with.

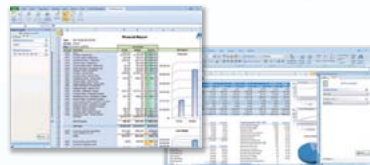




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### Summary

- Data entry, submission and approval steps are automated with workflow and collaboration.
- Top down, driver-based modeling options so a single person can create an entire budget or forecast on behalf of all departments in just a few minutes, saving weeks of manual labor.
- Predictive analytics, where managers can create more accurate revenue forecasts by utilizing risk/benefit models to predict future revenues and then have all expenses automatically generated based on algorithms.

The goal for any company should be to evolve their planning processes not only so they are secure and as automated as possible, but more importantly, budgeting and forecasting should be more than an exercise to produce targets for financial statements. A major goal should be to use them as tools to plan hiring, investments, and to provide the financial and statistical back-up for strategic initiatives.

While implementing modern reporting and budgeting tools can be very helpful to drive a performance culture in your organization, natural next steps can be to add dashboard/visualization, data warehouse and enterprise collaboration capabilities. In particular, the new social collaboration solutions that have started arriving on the market represent a new area to most companies. They open an opportunity to deliver the "last mile" of BI by incorporating all the human interaction and discussion that can be the result of a budget process or a major variance discovered in a monthly P&L, and capturing this communication forever instead of endless e-mail trails, PowerPoint presentations and meetings. Keep your eyes open, as there are many exciting technologies and innovations ahead for anyone looking to drive improved performance in their company!

If you want to discuss your organization's vision to improve reporting and planning processes, the team at Solver and its Dynamics GP partners are here to speak with you. Our BI360 solution has gained quick adoption around the world since its launch in 2009. [GP](#)





## Computer Productivity Services Inc.

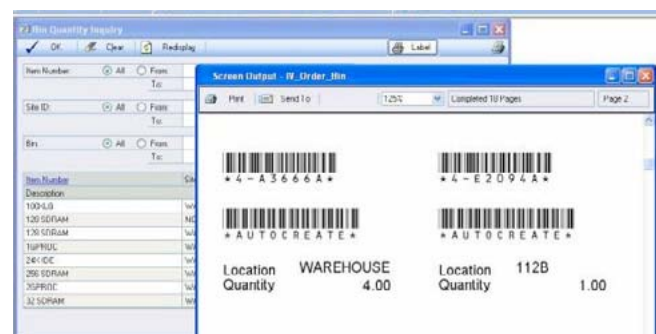
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### Manufacturing for Label, Carton and Flexible Packaging

Since 1994, Computer Productivity Services (CPS, [www.cpsinc.ca](http://www.cpsinc.ca)) has specialized in providing business management software based on Microsoft Dynamics GP and Dexterity for the Label, Carton and Flexible Packaging industry.

Computer Productivity Services is the only Microsoft based ERP software vendor to specialize in label, carton and flexible packaging converters.

"Preparing quotes no longer requires hours; it's done in minutes with the ability to change variables in an instant. CPS proved to be familiar with the industry and our specific needs, and was able to modify the system to accommodate our unique applications. CPS is a true partner in this endeavor. The implementation of the new system went very well and we avoided many of the pitfalls and problems typically associated with a new implementation." *Jim Imburgia, Control Group USA*

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## Manufacturing for Label, Carton and Flexible Packaging

By Computer Productivity Services, Inc.



Since 1994, Computer Productivity Services (CPS, [www.cpsinc.ca](http://www.cpsinc.ca)) has specialized in providing business management software based on Microsoft Dynamics GP and Dexterity for the Label, Carton and Flexible Packaging industry.

Computer Productivity Services is the only Microsoft Dynamics based ERP software vendor to specialize in label, carton, and flexible packaging converters. In an increasingly competitive environment, this is key.

"Preparing quotes no longer requires hours; it's done in minutes with the ability to change variables in an instant. CPS proved to be familiar with the industry and our specific needs, and was able to modify the system to accommodate our unique applications. CPS is a true partner in this endeavor. The implementation of the new system went very well and we avoided many of the pitfalls and problems typically associated with a new implementation." *Jim Imburgia, Control Group USA*

### Case Study: Control Group, USA

Being a supplier to the pharmaceutical industry is not for the faint of heart. It's a high-stakes, highly regulated industry that requires the utmost in manufacturing discipline and control.

One company that has been highly successful as a pharmaceutical label supplier is Norwood, N.J.-based Control Group. This company cut its teeth in pharmaceuticals, with its early roots in 1971. Today, the Control Group is supplying a number of demanding markets, including health and beauty, cosmetics, and nutraceuticals, along with other consumer goods markets using flexo and gravure.

"Like everyone in our industry, cost is the driving factor," according to Jim Imburgia, Control Group USA, "our

customers want to have first-class service at the lowest price. This drives us to constantly look at our costs to see how we can manage our business so we stay competitive."

**"Paper" trail** - Being a supplier to the pharmaceutical market brings along a number of challenges, not the least of which is traceability and ISO compliance. Customers in including health and beauty, cosmetics, and nutraceuticals require a tremendous amount of documentation supporting what was produced and how it's verified.

**Solution** - The Control Group uses a solution from Oakville, Ontario-based Computer Productivity Services (CPS, [www.cpsinc.ca](http://www.cpsinc.ca)). CPS specializes in providing business solution software based on Microsoft Dynamics GP. With CPS, paperwork associated with the quote to cash cycle has been virtually eliminated.

CPS was selected because his company's team felt CPS had the right mix to meet their needs. "Because it was a Microsoft-based platform, it gave us a tremendous amount of comfort," he adds. "CPS proved to be familiar with the industry and our specific needs, and was able to modify the system to accommodate our unique applications."

**Benefit** - The benefits provided by a management information system are especially important in dynamic market segments, such as pharmaceuticals. "We are able to process accurate quotes and orders quickly and at the same time, check capacity and inventory. This makes our scheduling and turnaround times more accommodating to our customer base," notes Imburgia.

**Satisfaction** - The Control Group is more than satisfied with the results of the investment in its new information system. "The ERP system provides us with all the business intelligence we need to manage our business, identify trends, and provide accurate and timely cost information," says Imburgia.





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## PaperSave for Microsoft Dynamics GP to the rescue!

By Paper Save Pro



**N**eeding to Contain Labor Costs and Streamline Processes? Needing to do more with less? This is a need for many companies to survive in this economic challenging time. One way to reduce labor costs and internal overhead is to reduce the cost per invoice processed. There are three ways to accomplish these savings: Document Management, Electronic Approvals, and Invoice Automation.

When **Document Management** is integrated with Dynamics GP, it becomes Transactional Content Management (TCM) since the documents and transactions are seamlessly integrated from Capture to Retrieval. TCM helps you reclaim the 20-30% of your workday that is typically spent filing, searching, and retrieving information while minimizing interruptions to your day. Best of all, you get to eliminate the undesirable tasks around your office like filing! When information is needed, you simply open the source record (PO, Invoice, Sales Order, Project, Employee, etc.) and within a click you have the document!

Transactional Content Management helps AP staff reclaim time spent filing, searching, and retrieving information making staff more efficient. It also helps automates 2 or 3 way 'matching' processes between Purchase Order Transaction and Sales Order Transactions! This reduces time spent managing the paper while driving efficiency with your AP staff.

**Electronic Approvals** is another great avenue to help reduce the cost to process an invoice which industry research claims to be between \$16-\$45/invoice. It is often this step in the AP process which takes the longest causing bottlenecks to occur and triggering late fees and delays in closing monthly financials.

Electronic Workflow allows companies to standardize

and enforce your organization's procurement process while being able to monitor the movement of documents through the process which is next to impossible to do in a traditional paper based process.

By removing the paper from the process, alerts can be sent out to approvers notifying them that documents need their review. Since many approvers are on the go, the ability to approve documents from mobile devices is critical without it, bottlenecks could quickly surface.

Still looking for greater savings? **Invoice Automation** drastically reduces costs because of the extreme time savings by reducing keystrokes and data entry errors. PaperSave's Auto-Entry with OCR reads the scanned invoice much like a person does and 'lifts' key information off of the invoice.

Let's translate that into time savings and reduction in data entry errors. If the invoice amount is \$1750.57 which would be 7 keystrokes, the information is lifted off of the document either a) automatically or b) within a click. With just the amount being automatically populated, that's a reduction of 6-7 keystrokes per page! Let's take into account the other transaction information: date field – 6 key strokes, Invoice Number – 6 key strokes and Vendor Name (assuming auto-fill is used) 6 key strokes. Already we are at 24 keystrokes per invoice! Now let's say you process 100 invoices per day, with Invoice Automation you can eliminate a total of 2,400 key strokes per day! While reducing the keystrokes, errors causing over payment or underpayment are also drastically reduced!


So whether you need to better manage your paper, standardize and monitor your process, or drastically reduce data entry, PaperSavePro has a solution for you! Attend a live event today. Click here to see upcoming live events! 

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# Making the most out of Microsoft Dynamics GP Payroll!

By Integrity Data

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

## Here are some examples:

→ Somebody entered their time incorrectly – they entered 40 hours worked but they actually worked 35. Or somebody planned vacation time but didn't let you know that they actually worked that day, so they come to you and say "My paycheck isn't right. I didn't take any vacation last week! You need to back those hours out!" What is your process for making these corrections? To make a data entry correction in Microsoft Dynamics GP Payroll takes about 10-15 steps. If you only have a few employees, that is not a big deal but if you have many employees, this can be an incredibly time-consuming process.

→ Most companies offer a regular 401k investment plan. Microsoft Dynamics GP Payroll covers this type of plan right out of the box. But what if you offer more than just one. For example, some companies offer a regular 401k plan and a Roth 401k Plan, as well as a catch up plan for employees over 50 years old.

→ Direct deposit in Microsoft Dynamics GP Payroll is

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

→ Sooner or later, one or many of your employees will need to change dependents or deductions on their W4. In order for you to calculate how much a check would be with these changes, GP Payroll has you run a mock payroll every time and then you have to remember to change everything back before you run actual payroll. Time consuming and not immune to risk...

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

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

*To learn more about Integrity Data and the extensions they provide for Microsoft Dynamics GP, please visit [www.gphrp.com](http://www.gphrp.com) or call 888-786-6162*

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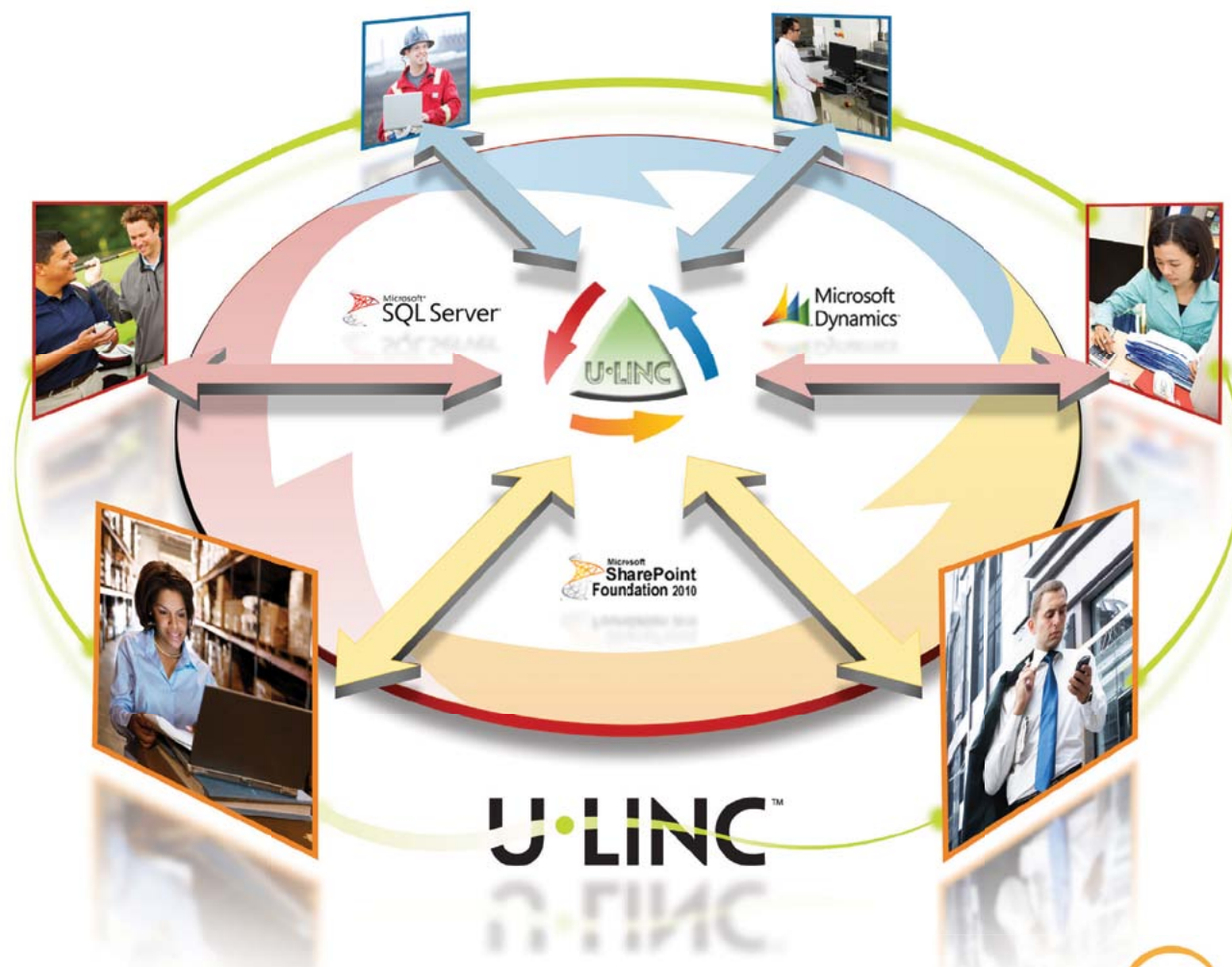
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## U.S. Fund for UNICEF Relies On the Microsoft Dynamics GP User Group (GPUG®)

By **Microsoft Dynamics GP User Group**

**W**hen your organization's mission is something as important as "building a world where the rights of every child are realized," you don't have room for inefficiencies in your processes. No organization understands this better than UNICEF, and that's why they rely on the Microsoft Dynamics GP User Group (GPUG®) to help maximize the effectiveness of their Microsoft® Dynamics GP solution.

UNICEF is a 180-staff organization serving children in 190 countries around the globe. The organization utilizes Microsoft Dynamics GP for grant management—a critical part of their operations, as they are a non-profit organization funded solely by grants and voluntary contributions. Eugene Kogan, UNICEF Director of IT and Database and Application Developer, turned to the expertise of GPUG as a go-to resource for ideas, strategies, and answers from others who are using Microsoft Dynamics GP to accomplish similar objectives.

Since joining GPUG, Eugene has found immense value in the networking and learning opportunities that the group provides. "It's a great investment and a network I can leverage that helps me nearly every single day."

Eugene notes that he has realized particular benefits from attending a number of educational webinars and GPUG Summit, the user group's annual conference. Of

Summit, Eugene says "It's an event dedicated solely to Microsoft Dynamics GP and you have access to a wealth of expert resources. It gives us great opportunities to collaborate with fellow users and tackle our most important issues together."

Eugene has also found many other ways to participate in GPUG and has become an invaluable participant and contributor. He leads his local GPUG Regional Chapter, actively participates in Special Interest Groups (SIGs), and is a member of the GPUG Board of Advisors.

### About the U.S. Fund for UNICEF

For the past 60 years, UNICEF has provided health care, clean water, nutrition, education, and emergency relief to children in over 190 countries. The U.S. Fund for UNICEF is a nonprofit organization headquartered in New York, NY.

### About GPUG:

The Microsoft Dynamics GP User Group (GPUG) is an association of companies sharing the common interest of optimizing their usage of Microsoft Dynamics GP. This independent community of users collaborates through a myriad of conferences, virtual events, local meetings, and programs to exchange knowledge and best practices.


To learn more, please visit [www.GPUG.com](http://www.GPUG.com) or email us at [info@GPUG.com](mailto:info@GPUG.com). 

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and expertise with the  
GPUG community.

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**But don't just take our word for it....**



*"Summit is an ideal place to learn more about my Microsoft Dynamics solution from other Users & experts who understand my specific needs."*

– Susan Moore, Pandora Jewelry



*"Our team, many teams actually, considers this event very strategic. We're able to collect valuable feedback and insight based on the real-world experiences of Customers and Microsoft Partners who are using and supporting Microsoft Dynamics solutions day in and day out."*

– Bill Tattan, Microsoft

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Learn More







# Inventory Management with Microsoft Dynamics GP

By [Panatrack Inventory and Asset Tracking](#)

Many looking for a Warehouse Management System (WMS) are actually looking to add automated data collection to their inventory management. Warehouse Management Systems can be defined as a full independent inventory system (inventory is actually tracked outside of Dynamics® GP with integration points back to GP) or add-on data collection solutions. In either case, the key feature to adding inventory management is introducing mobile technology (capture the transactions at the point and time of the activity) and barcode (or other automated) technology. When looking to add a WMS, evaluate the inventory features within GP that you may not be using or even may not know about to set up for your inventory management and then consider adding data collection to automate GP.

As an ERP solution, Dynamics GP already offers the ability to manage inventory. On a high level, inventory is managed by quantities located in site locations. Items can be set up to be tracked strictly by quantity, but can also be set up to be tracked by lot or serial number. The infrastructure to purchase, receive, transfer, use, and sell inventory already natively exists within Dynamics GP. Even features such as item and site resource planning, cycle counts, multiple bin tracking, and alternate item numbers are standard within Dynamics GP. This article will provide an overview of a few standard inventory tracking features within Dynamics GP.

## About Sites

When you think of a Site, you probably think of a physical building or location. Sites can be set up to also represent a status for inventory, often identified physically within a physical location. Examples include

a Quality Hold or In-Transit site location. It may also represent a production area, storage area, or vehicle. When you set up sites, consider that you will want to be able to physically identify where the inventory is located; therefore, sites should have an area that can be physically identified. For example, if you are putting inventory in a "Hold" status, designate a physical location for that inventory.

## Adding Multiple Bin Tracking

Dynamics GP has support to set up and manage multiple bin locations under sites. This is often another selling point of a WMS solution. If you add a barcode data collection solution to Dynamics GP, multiple bin tracking becomes a key component to your inventory management initiatives. You can now add another level of definition of where inventory is located. Additional features such as default bin settings for receiving, assemblies, sales, and returns can be set up. Priority bins can be used to define and direct where inventory items should be stored and incorporate min and max levels. When setting up bins, define your bins with a logical sort order and plan for expansion. We recommend setting up a test company database to assist you in your set up planning.

## On Hand versus Available Quantities

When tracking inventory within GP, you will see what you have On Hand and what you have Available. Even veteran users of GP often ask us what the difference actually is, as these quantities may report differently. Inventory can be allocated in GP. For example, an allocation can be done on a sales order. This "reserves" inventory so when analyzing inventory requirements, inventory for pending sales orders can be accounted for. When inventory is on an un-posted inventory





transaction (such as an adjustment or transfer), the inventory is in a temporary allocated state for the originating site and/or bin location. This allows you to identify what you actually have available. Once the transactions are posted, the adjustments to the inventory on hand will be updated appropriately for the site and bin.

### Serial and Lot Tracking

Inventory is always tracked by a quantity on the item level. Many of our customers have determined that they would see benefits from or are required to track inventory by a serial number or a lot number. A serial number is a unique number to identify a single unit of an item. Quantity is restricted to 1 for the serial number itself. You can have 100 of the item, and each individual item would then have a unique serial number. This provides the ability to track where that specific unit is located, movement of that individual unit, and where it was used or sold. Lot tracking is another option. Typically a lot number represents a group of inventory that shares the same attributes. Lot tracking is often used in tracking food, pharmaceuticals, chemicals, or textiles. Within Dynamics GP, a lot number can be assigned an expiration date and manufacturer date. There are also up to five user-definable lot attributes that can be set up under a Lot Category. Multiple lot categories can be set up. A category is assigned to the item. A lot number is tracked by quantity. Both serial and lot tracking add the ability to trace the specific inventory in the event of recalls, warranty, or by expiration.

### Alternate Item Numbers

For many of our customers, we find that barcodes are already on their inventory. In many cases it is a manufacturer item number which is different than the GP item

number they set up. Those cross reference item numbers can be stored within your Dynamics GP database. Look under Cards>>Inventory>>Item Purchasing Options. This will open the Item Purchasing Options Maintenance window and is where Unit of Measure information is set up for purchasing. Once you enter an item number, next to the item look up icon, a gear icon appears. Click on that gear to open the Manufacturer's Item Number Maintenance window. You may set up multiple cross reference numbers here. You can also access this window from the Purchase Order Entry screen. The gear icon is available on the item header field. When using our PanatrackerGP mobile barcode solution, the scanning or entry of the alternate item number is supported and will return your Dynamics GP item number automatically.

### Consider Dynamics GP with PanatrackerGP for Inventory Management

Dynamics GP offers a full-featured inventory management infrastructure. Add a full-featured data capture solution such as PanatrackerGP to give you a complete and fully integrated WMS system without the overhead of an expensive separate system. PanatrackerGP will add the automation to complete inventory transactions at the point and time of the activity and remove paper-based tracking for efficiency. For more complex inventory management needs such as slotting and cross-docking, consider a full WMS. However, you may want to evaluate existing Dynamics GP features and what PanatrackerGP can offer to meet your inventory management initiatives. Panatracker offers mobile barcode data collection to Dynamics GP for Inventory Management, Field Sales, and Fixed Asset tracking. Please contact us to discuss your needs. Visit [www.panatrack.com](http://www.panatrack.com) for more information. [GP](#)

# The Quality Habit – Affordable Improvement for Any Organization

By Frances Donnelly, C.Q.P.A., Director Product Development and Sales, [Horizons International](#)

Organizations that value a habit of extreme quality are organizations that can expect greater profit margins.

What if a “quality habit” became a virtue in your organization?

What if having better quality was more affordable than you think?

### A Paradigm Shift to the Quality Habit

Improvements in the quality habit will typically lead to reduction in costs and increases in margin, at relatively lower cost compared to other investments in change. Yet, even in the face of the clear and obvious benefits of adopting a higher standard of quality, many organizations struggle with creating and improving their quality habit.

Organizations and individuals already committed to quality have a hard time conceiving of “the quality habit” as anything less than a permanent foundational philosophy. However, if we speak to those same groups about the development of their quality habit they will tell us that it was challenging to achieve and requires focus to maintain. In fact, in many cases we would hear there were several false starts to the process and that while the goal might have been ‘get it right the first time’ it actually took several attempts before the habit became fully ingrained in the organizational culture.

Given the data and anecdotal evidence of the benefits to a company's bottom line of an effective quality habit, it is difficult to understand why the quality mission is not more robustly pursued and fundamental to all activities across organizations.

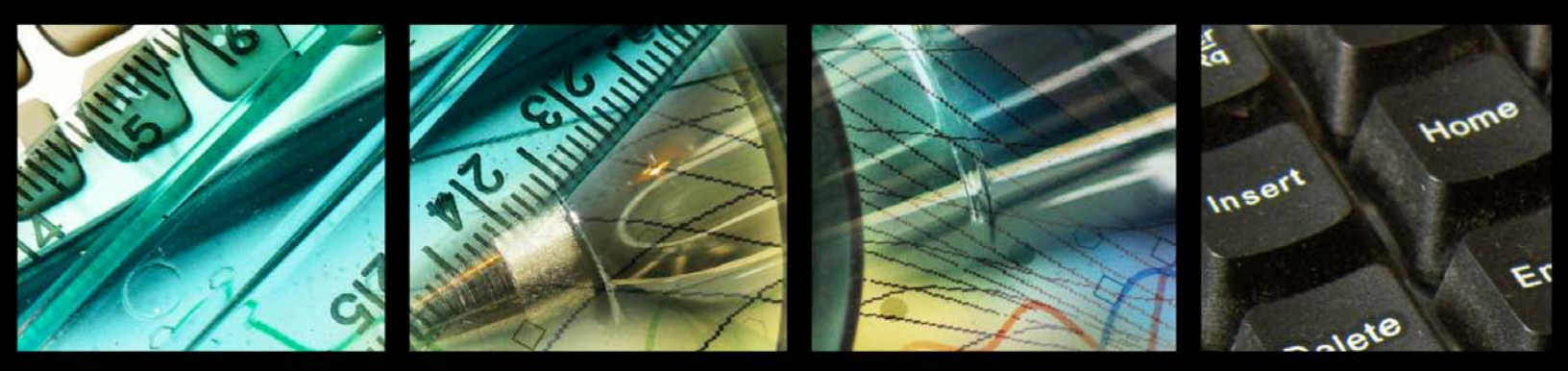
It turns out the answer is that this shift of creating a quality habit within an organization may be similar to creating a personally successful habit. The authors of the book “Change Anything: The New Science of Personal Success” provide a useful explanation of how these hindrances affect our personal habits, along with useful insight, explanations and suggestions on how we can incorporate successful habits into our daily lives. In their explanation of successful habit building we are encouraged to see the building of good habits as less about will power and more about motivation and structure.

The authors identify three levels of habit forming: personal, social and structural. Each of these levels has two facets, motivation and

Photo by Photos.com/Cathy Yaulet







ability. How then might we use this information on personal habit building to shift effective action for organizations?

### Personal Habit Building Processes Can Create a Quality Habit

**Personal:** Individual employees must personally care about quality. They also must be given the empowerment to act on their caring. Employees must have a way to achieve the goals of quality. They must have the ability and access to the right skills and tools. Most importantly they must be able to promptly know if they are getting it right.

When these conditions are not present we find that personal frustration and consequent lack of motivation derails the quality habit.

**Social:** The social aspect of a quality habit in an organization is easy to recognize – the habit must be everyone's job, not just the work of a select few. As an example, let's consider the difference between accomplices versus friends, as part of the support structure for good habits. In the world of the habit of better eating, our accomplices will enable us to enjoy a celebratory meal, even though we are on a diet. Our friends are those who remember our diet goals and suggest an alternative celebration.

In the world of quality, our accomplices are those who encourage us to believe that the effort of our quality process is not really needed. They might use the example that it hasn't gone wrong yet so why change? But our friends, those who truly support not just the quality mission but the responsibility we all have in delivering quality goods and services, will support the efforts and disciplines of our quality habit. They don't just willingly follow procedures with patience and focus but actually embrace the information gains that are achieved from those efforts, encouraging others to do the same.

**Structural:** When we reach the structural level of building a successful quality habit we would want to see availability of formal methods for tracking our adherence to quality methods. These methods or tools need to be measurable and we need to be prepared and able to monitor

and take responsibility for results. In addition, our monitoring needs to be timely otherwise we find ourselves too far removed from the original impact to properly evaluate and define consequences and will have lost the ability for effective corrective action.

We should also incorporate methods in our quality habit that acknowledge our successes. All too often when quality systems are manual or otherwise cumbersome we can begin to find that only errors are reported to a level of action. This focus on the negatives of mistakes can create an organizational awareness of quality as a problem creator, not a success driver, which is an attitude that erodes successful habit development and morale.

### A Quality Habit Solution Creates Instant Feedback and Profit Growth

In establishing or developing a quality habit, organizations may find it beneficial to utilize a formal quality system such as [Quality Essentials Suite](#). This solution provides unlimited user access and integrates with Dynamics GP products, including functionality for advanced lot management.

Utilizing software based systems with unlimited user licensing, real time data collection, analysis tools and reporting ensures that all three levels of successful habit formation are supported. An introduction to this feature set can be found in our brief overview video. Employees individually are motivated and have the ability to participate and monitor results. All members of staff can have access and visibility to relevant data, which reinforces the social level.

Finally, the structural level of successful habits is achieved through the use of a formal integrated and comprehensive system that includes certificates of analysis, non-conformance reporting, corrective action tracking and root cause analysis.

The use of a formal quality system will have a positive impact on employee morale resulting in improved customer satisfaction and rich rewards to the bottom line. [GP](#)

For more information and product data sheets visit us at: [www.qualityessentialsuite.com](#), [www.hzs.com](#)

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# When it comes to Dynamics GP 2013, a “Like Father, Like Son” approach will serve end users well when evaluating EDI options

By Glenn McPeak, EDI/ERP Solution Specialist, [Data Masons Software](#)

One of Microsoft’s key goals, with this release, is being able to position Dynamics GP as a more competitive and flexible ERP solution for the SMB market. Hopefully, GP 2013 will transform their business practices by building a strong foundation that supports growth, increasing operational efficiencies and significantly lowering the burden on IT. But, for organizations looking to implement GP 2013, it’s important to not only look at the new web client release, and the other 150+ features, but also the additional opportunities that come along with a new ERP platform implementation.

A critical step during any ERP implementation is to ask the question, “Do my ISV solutions align with Microsoft’s own strategy with the ERP?” You can look at it as a “like father, like son” approach. If the two solutions don’t align strategically, then timing is perfect to take a look at other technology options that do align for both short and long-term success. When it comes to EDI for Dynamics GP specifically, it’s 100% possible to integrate a solution that aligns

with Microsoft’s strategy – a “like father, like son” scenario that: 1) scales to support business expansion, 2) increases processes efficiencies and 3) eliminates unnecessary IT hassles.

To achieve this synergy between solutions, whether evaluating your current EDI technology or considering EDI integration at the time of ERP implementation, it’s critical to understand the most frequent approaches to EDI and their impact on your business:

- Customization – the client / partner develops a one-off, non-commercial solution utilizing a set of tools and custom ERP code.

**Result: Reliance on a tool set, not an all-in-one solution, which creates long-term compatibility and upgrade pitfalls, and challenges scalability to support business expansion.**

- Web-based application – accessible via Internet connectivity and typically requires a lower initial investment than other technology models.

**Result: Often requires manual data entry using web-forms and/or websites to make EDI work end-to-end. Long term cost of ownership**

**can be extreme when factoring in transaction fees, manual entry labor and errors resulting from the duplicate keying of information.**

- Commercial ISV solution built inside Dynamics – solution is built with full integration inside Microsoft Dynamics GP.

**Result: GP platform integrity is jeopardized by database and code changes to accommodate each and every EDI request. Compliance mandates and new partner integration can force unplanned customization and/or GP version upgrades which can disrupt ERP activities, delay new business relationships and trigger potentially costly fines.**

- ISV solution leverages the native integration framework of the ERP platform while providing all of the EDI transaction functionality outside the application.

**Result: Eliminates unnecessary ERP customizations to enable EDI integration and compliance while simplifying daily use and ERP update/upgrade projects.**

The first three approaches have their obvious challenges, especially the customization of Dynamics GP

Applying service packs and version upgrades will be a challenge, plus, the addition of other necessary solutions can be compromised. Only the fourth option – an ISV solution built outside Microsoft Dynamics – aligns with Microsoft’s strategic focus in releasing GP 2013 as a more agile platform to drive real value into your business execution.

Some business challenges are truly opportunities to help improve your company’s competitiveness. Integrated EDI is a perfect example – taking something that could be a daunting question mark and turning it into a huge labor and cost saving win. By selecting a well-architected solution that tightly integrates your business relationship transactions without customization, you can be a big winner. The long-term relationship between your ERP and EDI solution will only thrive if you walk in your “father’s” shoes and embrace the strategic value proposition to which Microsoft has committed themselves with GP 2013.

Read [“Profiles in Successful EDI Integration”](#) to see how other Dynamics-based organizations are succeeding with integrated EDI. [GP](#)



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## Extending Macros with the Power of Dexterity

Written by [Mekorma](#)

Macros are wonderful devices to automate repetitive tasks in Dynamics GP. They speed up data entry and prevent error. However, what happens when the task you want to do, while repetitive, has just enough differences each time you run it to be too complex for a macro? In that case, the power of Dexterity coupled with the macro can give you the control you need. This article will explore how Mekorma has coupled Dexterity with macros, creating the Dexterity Generated Macro (DGM) concept, to gain power.

### There are a few easy steps to this technique:

- Create an example macro to do the task that you want to do.
- Identify which fields in the macro need different data each time the macro runs.
- Write a Dexterity window to ask the user for this basic input.
- Write Dexterity code to dynamically recreate the macro to do the desired task, substituting in the input desired by the user –this is a Dexterity Generated Macro (DGM).

The macro created runs automatically through Dexterity and drives the Dynamics screens to complete the process.

**NOTE:** Dexterity code for these examples is available later in this article and on our website.

### Example 1—Using a DGM to Print and Post Multiple Check Batches

Several of our clients have expressed the need to easily print and post multiple check batches together in a single action. Without this ability, a payables clerk could require 10-15 minutes or more to print and post each check/EFT batch in Dynamics GP. There are 4-8 data entries and button clicks spanning over that time with minutes in between waiting for the computer to process. Multiplied by 10-100 batches week after week, this is a significant time and energy drain.

Using a DGM, the system can do all of the above processing automatically. To facilitate this we created a window that lists all the batches ready for printing and posting. The power of using Dexterity is that it can check all system settings are completed as required for the macros to operate. This includes



All batches passing these criteria will show on the list as candidates for processing, leaving the payables clerk to select the desired batches and click Process.

- Asks the user if the printer is ready with the appropriate toner and paper.
- Offers to print an alignment sheet.
- Generates a macro that goes through all the steps necessary to print and post each batch
- Runs the macro

This code writes the macro to the text file with the correct names and values for the next batch. Notice a macro command on each line. These are taken from the macro you originally recorded.

Here is a selection of the code used to create and run the macro for the above case. This loop goes through the batches on the scrolling window. Remember that a batch won't even appear on the window if it doesn't pass all of the validity screening we have added. First we open a text file to hold the macro. Next, we get the first set of values to pass to the script that creates the macro. Then we create and execute the macro and get the next set of values.

Pass values  
to sub-  
routine to  
create the  
macro

```
fileid = TextFile_Open(PRINTANDPOSTMACRO,0,0);
get first table ME_Print_and_Post_Batches_to_Select_TEMP;
while err() = OKAY do
    if 'Marked To Process' of table ME_Print_and_Post_Batches_to_Select_TEMP then
        call Print and Post of form ME_Print_and_Post, table ME_Print_and_Post_Batches_to_Select_TEMP, fileid;
        change table ME_Print_and_Post_Batches_to_Select_TEMP;
        if err() = OKAY then
            remove table ME_Print_and_Post_Batches_to_Select_TEMP;
        end if;
        fill window ME_Print_and_Post_Scroll;
    end if;
    get next table ME_Print_and_Post_Batches_to_Select_TEMP;
end while;
```

```

input table ME Print and Post Batches to Select TENP;
in Integer fieldid;

pragma (disable warning LiteralStringUsed);
TextFile_WriteDOS(fileid, "Logging file '" + GetMacroFileNameAndPath() of form ME_Print_and_Post + "'");
TextFile_WriteDOS(fileid, "CommandNew dictionary 'default' form 'CommandPurchasing' command 'PM_Print_Computer_Checks' ");
TextFile_WriteDOS(fileid, "NewActiveWin dictionary 'Hekorma HICR' form 'PM_Print_Computer_Checks' window 'PM_Print_Computer_Checks'");
TextFile_WriteDOS(fileid, "MoveTo field 'Batch Number'");
TextFile_WriteDOS(fileid, "TypeTo field 'Batch Number' : '"+Batch Number' of table ME_Print_and_Post_Batches to Select TENP+'";
TextFile_WriteDOS(fileid, "MoveTo field 'Print Button' ");
TextFile_WriteDOS(fileid, "ClickHit field 'Print Button' ");

'Batch Number' of table Batch_Headers='Batch Number' of table ME Print and Post Batches to Select TENP;
'Batch Source' of table Batch_Headers=KPM_CUMCHKS_STP;
get table Batch_Headers;

at err() = OKAY and 'Payment Method' of table Batch_Headers=0 then
    TextFile_WriteDOS(fileid, "WindowMove dictionary 'Hekorma HICR' form 'ME_Check_Password' window 'ME_Check_Password' pointin 1 pointv 1");
    TextFile_WriteDOS(fileid, "NewActiveWin dictionary 'default' form shell window shell");
    TextFile_WriteDOS(fileid, "NewActiveWin dictionary 'default' form 'PM_Void_Computer_Checks' window 'PM_Void_Computer_Checks'");
    TextFile_WriteDOS(fileid, "MoveTo field '(L) Process Button'");
    TextFile_WriteDOS(fileid, "ClickHit field '(L) Process Button'");
else
    TextFile_WriteDOS(fileid, "CheckActiveWin dictionary 'default' form 'PM_Print_Remittance' window 'PM_Print_Remittance' ");
    TextFile_WriteDOS(fileid, "ClickHit field 'Group Box' item 1 # 'Remittance Form' ");
    TextFile_WriteDOS(fileid, "MoveTo field '(L) Process' ");
    TextFile_WriteDOS(fileid, "ClickHit field '(L) Process' ");
    TextFile_WriteDOS(fileid, "NewActiveWin dictionary 'default' form 'PM_Print_Remittance' window 'PM_Print_Remittance' ");
    TextFile_WriteDOS(fileid, "MoveTo field 'Group Box' item 1 # 'Remittance Form' ");
    TextFile_WriteDOS(fileid, "ClickHit field 'Group Box' item 2 # 'Post' ");
    TextFile_WriteDOS(fileid, "MoveTo field '(L) Process' ");
    TextFile_WriteDOS(fileid, "ClickHit field '(L) Process' ");
end if;
TextFile_WriteDOS(fileid, "NewActiveWin dictionary 'default' form shell window shell");
pragma (enable warning LiteralStringUsed);

```

### Example 2—Using a DGM for Sales Order Processing

At Mekorma, we have used the DGM technique for years to automate our order processing. Because we often sell our products through Dynamics resellers, our orders are frequently complex. For instance we

- reference both the reseller and end-user in the order (we use SOP User Defined fields to capture this relationship);
- utilize a custom pricing algorithm for our various product types.

- offer pro-rated maintenance plans depending on the expiration date of the contract (preferring to synchronize with the Microsoft expiration date)

- have resellers with different margin levels.
- All of these factors make typing in orders manually time-consuming and error prone.

To solve this problem, we created our own Sales Transaction Entry Screen utilizing DGM. This process generates an invoice header and sets up our user-defined fields the way we need them.

Each time the clerk clicks “Add Item”, the DGM runs macro commands appended to add a line item to the

Maintenance Scheduler - Add New Maintenance Plan

File Edit Tools Help

ORA: Mekorma Enterprises 5/23/2012

Add Item Calculate Cancel

Customer Credits on Account:

Product R00001

Unit Price \$3,800.00

Mekorma MICH Payables/US Payroll

Product Type

Regular

Maintenance

Maintenance Start 6/1/2012

Expiration 11/30/2012

Competitive Discount

Percent

In-house (VAR)

Maintenance Renewal

Database Connection

Order Maintenance Expires 9/30/2012

Date Maintenance Plan should end 9/30/2012

Hosted

Outsourced

Customization Only

Proposal Name

Proposal Number

Customization Fee

Custom

Comment

User Count Upgrade

User Count 0

Platform Upgrade

Bundle Upgrade

Prior Amount Paid:

Maintenance

Maintenance Start 00000000

Expiration 00/00/0000

Automatic Comments

Annual Maintenance prorated for the Period 6/1/2012 - 11/30/2012

Additional Comments





# Mekorma MICR Check Printing

1936

PAY TO THE ORDER OF

DATE

\$

DOLLARS

FOR

00000000 1861 000000 5291 1000

**MICR Printing  
on Blank Check  
Stock**

**NEW!**  
**Secure  
Workflow for  
Checks and  
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order being processed. These lines will auto-populate the product being ordered along with the custom pricing, pro-ratio and discount calculations. When the order is complete, the clerk clicks "Calculate" and watches the DGM generate the order in Dynamics GP SOP.

#### More Tips and Tricks for DGMs

One gotcha when running a Dynamics macro is that if the screen focus is changed, it can interrupt the macro. Both mouse clicks and application pop-up win-

dows (such as MS Outlook notifications) can change the window focus and cause this kind of interruption.

To overcome the first problem, we have implemented code that reminds the user not to do any screen clicks that will interrupt the macro. Note in the code below that at the end of the macro, the system closes the warning window before refreshing the Mekorma Print and Post window and redisplaying the scrolling window. Before executing the macro, Dexterity opens the warning window, along with other needed windows and then runs the macro:

```
prAGMA (disable warning LiteralStringUsed);
TextFile_WriteDOS(fileid, "CheckActiveWin dictionary 'Mekorma MICR' form 'ME_Dont_Touch' window 'ME_Dont_Touch' ");
TextFile_WriteDOS(fileid, "CloseWindow dictionary 'Mekorma MICR' form 'ME_Dont_Touch' window 'ME_Dont_Touch'");
TextFile_WriteDOS(fileid, "NewActiveWin dictionary 'Mekorma MICR' form shell window shell ");
TextFile_WriteDOS(fileid, "CheckActiveWin dictionary 'Mekorma MICR' form 'ME_Print_and_Post' window 'ME_Print_and_Post' ");
TextFile_WriteDOS(fileid, "MoveTo field 'Redisplay Button' ");
TextFile_WriteDOS(fileid, " ClickHit field 'Redisplay Button' ");
prAGMA (enable warning LiteralStringUsed);
result= TextFile_Close(fileid);

open form PM_Print_Computer_Checks;
open form ME_Dont_Touch;
return_value = Window_GetPosition(window PM_Print_Computer_Checks of form PM_Print_Computer_Checks, horizontal, vertical);
move window ME_Dont_Touch of form ME_Dont_Touch to horizontal,vertical+300;
open form PM_Print_Computer_Checks;
run macro PRINTANDPOSTMACRO;
```

This is the window that pops up while the macro is running:

**Check/EFT Processing is Occurring.**

**Please don't interrupt the processing.**

**This window will close when processing is complete.**

To overcome the problem of pop-up windows from other applications, we recommend having a dedicated environment to do the processing. This could be a dedicated workstation that isn't used for email or instant messages and the like. However in our environment, we use virtual machines with RDP connections. This way, a user can run the

macro process through an RDP and maintain the use of their own workstation while still being able to keep an eye on the macro's process. We will be happy to share code and advice with anyone desiring to use these techniques. Contact customizations@mekorma.com and we will connect you up with the right person to answer your questions. GP



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