GP
OPTIMIZER
MAGAZINE

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What's Next After FRx?

How Project Accounting
Can Help With Your ABCs

The Ability to Respond
to Unexpected Business Fast

GP OPTIMIZER
MAGAZINE

Welcome to the Summer 2014 Edition of the *GP Optimizer Magazine*. Our original goal of The GP Optimizer Magazine was to reach 15,000 Microsoft Dynamics GP Users. Last publication, we exceeded this goal by reaching over 50,000 users.

The *GP Optimizer Magazine* contains articles written by Microsoft Dynamics GP Add-On Partners; these articles are focused on making your investment in Microsoft Dynamics GP more worthwhile by solving an issue that you might be experiencing.

Rockton Software has been in the Microsoft Dynamics GP Channel for almost 15 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.

The *GP Optimizer Magazine* shares industry expertise from the perspective of an Independent Software Vendor (ISV) focusing on how to solve problems in Microsoft Dynamics GP that users face in their day-to-day business. Over the years, I have heard of many requests for a solution catalog that lets GP customers know about "what is out there" to solve real business needs.

We want to thank all participating ISVs for their help in producing relevant content, which is accumulated into this issue of The *GP Optimizer Magazine*, as well as their commitment to the Microsoft Dynamics GP Channel.

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

Enjoy!

Mark H Rockwell

Mark Rockwell
President, Rockton Software

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On the Cover

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What is AP & Payment Automation?

AP & Payment Automation removes the paper from your Accounts Payable process, eliminating all those unnecessary manual tasks, such as data entry into Dynamics ERP. It also enables your company to keep your existing workflows, but operate more efficiently, giving you more control over your process. And, our implementation process is 45 days or less – guaranteed.

Are you looking for AP & Payment Automation?

Here are the 5 things that set AvidXchange apart:

1   Electronic capture of invoice data from vendors, eliminating your need to receive paper invoices.

2   A rule-based routing system for processes and approvals that streamlines your invoice approval workflow.

3   Identify "hidden costs" in spending and utilize reporting for optimized decision making.

4   Integrated with Microsoft Dynamics GP, eliminating manual data entry.

5   A bill payment solution for businesses that eliminates your need for paper checks and works with every vendor, every bank, and every invoice.

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AvidXchange AP Automation
Solving Real Life Problems in Your Accounting Department

By Christopher Elmore, Author & Automation Expert at **AvidXchange**

Some of the most difficult problems to solve are the problems you don't know you have. As an Accounts Payable Automator since 2000, I have witnessed first-hand as thousands of companies realized they had problems in their Accounting departments and didn't even know it. The purpose of AP automation is to solve real life problems. When a company initially looks at AP automation, usually they are interested in getting rid of the paper and speeding up the process. Sometimes, they are also concerned with the thought of "giving up" too much control and losing important information. If automation is done correctly, the outcome will be greater control and more visibility to cash flow. And, those aren't even main problems that automation really solves. Let's dig a little deeper.

Problem 1 – Centralized Accounting

If you are an organization that has a corporate office where your Accounting is processed and you have detached operations, then you have a problem that automation can solve. Take a property management company in Maryland as an example. A Dynamics GP user for years, they had 1 Accounting location where all of the invoices went each day to be entered and paid. Before automation, they had 5,000 housing units that sent invoices to the corporate office. **The problem is the more spread out the operations and the bigger the number of locations, the higher the expense was** to process. Plus, they were losing a great amount of invoices. When you automate Accounts Payable, you instantly eliminate the distance between locations and the Accounting Staff knows where every expense is in the process.

Problem 2 – Growth

I met a small book publisher in Connecticut that had a problem that only the Accounting Department thought was a problem. The rest of the company was extremely excited about it. The leadership team had decided to double their company in 6 months through mergers and new business growth. You would think this would be good news to everyone; however, the Controller of the organization knew she had a problem on her hands. The problem was her volume was going to double, too. And, she wasn't very excited about the prospect of hiring more people. That is where Accounts Payable Automation came in. **Automation will enable you to** grow your company without adding staff. Automation never takes a sick day and won't be a problem at a company holiday party. One of the main outcomes of automation is to free up time. Once you're automated, your AP employees can spend their time doing more valuable tasks like negotiating vendor discounts.

Problem 3 – Audits

I always like to tell companies that they don't have problems, they just have paper and paper creates paper problems. Paper gets lost, it gets held on to, and the worst part is that paper can be misfiled. A West Coast nonprofit knew this problem all too well. Companies that are more subject to audits than others are nonprofits. At a moment's notice, they may have to produce a stack of invoices to back up a project or any other expense period that a board of directors would like to analyze. With paper, that means sending someone to the filing room and locking them in there until they produce the correct invoices. The big problem with paper filing is that it is only as good and as accurate as the person or people doing it. Because the process is subject to good

old fashioned human error, misfiled and lost invoices are just going to happen with paper-based processes. **Automation will give you access to the invoice the moment it is sent from the vendor**, not just when the invoice is paid. Now, the nonprofit can login to a search section within our software which gives them the ability to search for exactly what they are looking for. Once they find it, they can download that information into a PDF file that can then be printed, emailed, and saved to a disk or drive. **Not only is it easy to get the backup for an audit, but there is a full history** of who did what and when, which makes discussions about expenses clear and accurate.

Dynamics GP and AP Automation

What makes Dynamics GP users unique is that they have to do more with less and maintain an extremely high level of timeliness and accuracy. With spread out operations, growth, and audits, Accounts Payable Automation makes your accounting processes not only easier to deal with, but frees up your accounting group from chasing people and paper down so they can do . . . well, what you pay them to do.

Want to see how AP Automation can impact your organization?

See the software in action GP

"Our carpel tunnel syndrome is gone! Thanks to AvidXchange our AP team no longer functions as keypunch operators, but rather as a team that is able to perform more analytical functions, which is a much better use of their time and talents!"

Stacey Watson, Controller, Community Trust Bank

Easier Cash Receipts
In Microsoft Dynamics GP

Written By David Eichner, CPA at **ICAN Software Solutions**

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

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

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

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

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

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

These products are just a few of the 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? **Contact us** or click here to view a demo of Mass Apply Receivables!

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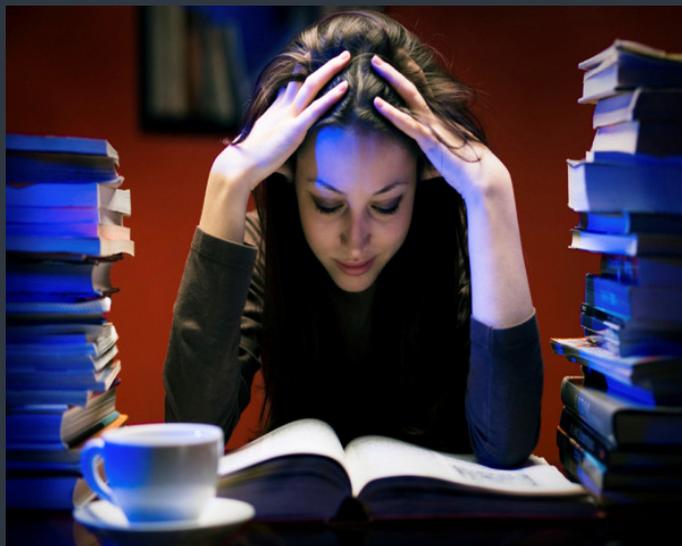
• MASS APPLY RECEIVABLES

• MASS APPLY PAYABLES

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• AUTOMATIC CASH RECEIPTS

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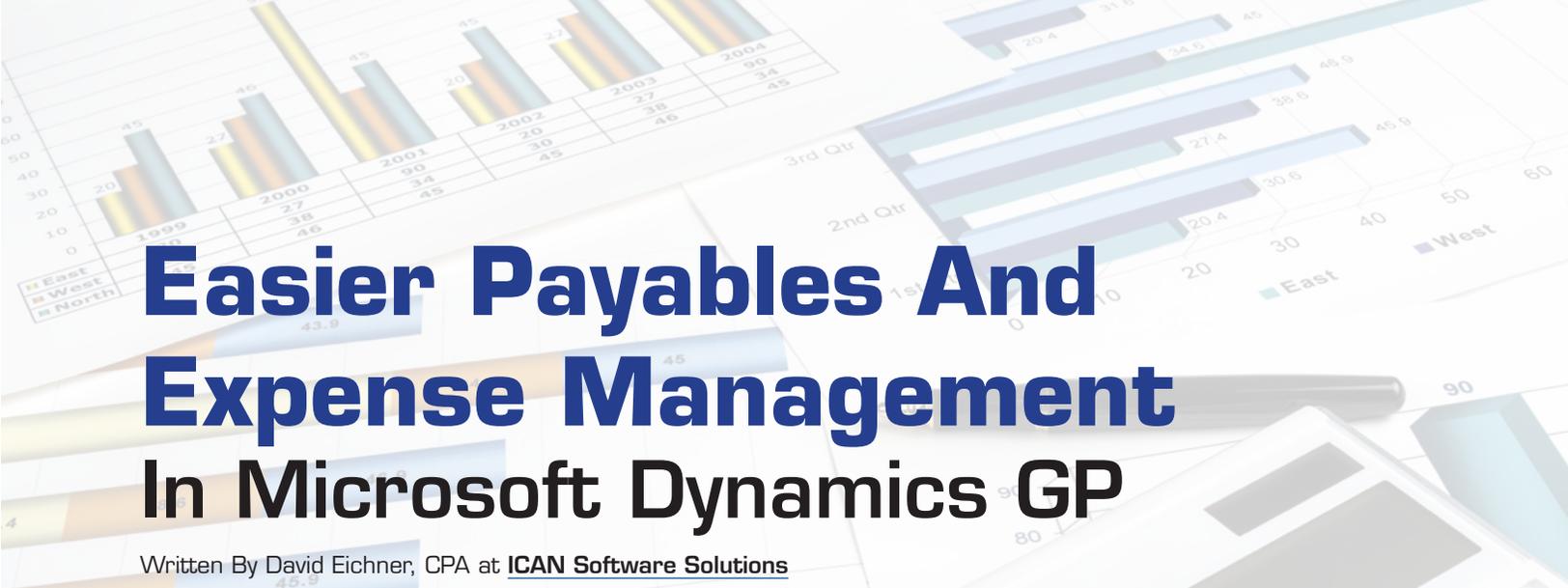
Easier Payables And Expense Management
In Microsoft Dynamics GP

Written By David Eichner, CPA at **ICAN Software Solutions**

Does your company spend a lot of time with travel management and employee expense reports? Many companies using Dynamics GP find that Concur Travel Booking makes business travel a snap—starting with customized options so that travel content is delivered based on defined corporate policies and individual traveler preferences. Their employees can also upload electronic folios, directly to expense reports.

Concur travel and expense mobile device applications allow their employees to book within a corporate travel policy from anywhere at any time.

Concur® Connect travel suppliers offer exclusive access to inventory and services otherwise unavailable through traditional travel programs. They also deliver complete electronic folio data directly from airlines, hotels, and car rental companies in the form of e-receipts that automatically upload directly into the expense report.

Many companies using Dynamics GP like the ease of use of Concur® Expense. Ease of use means increased adoption and increased adoption means compliance, along with excellent insight into spending. Concur® Expense allows accounting staff to verify line item expenses against submitted receipts and conduct audits based on best practices and their company's personalized rules.

Employees can submit, view, or approve expenses via their mobile device. And, accounting staff can instantly see claims that are out of policy and provide real-time policy feedback. Additionally, Concur works globally, so currency exchange rates and VAT calculation are covered, too.

Concur's paperless solution captures electronic transaction data directly from vendors, and line-item details can be automatically uploaded to expense reports.

Companies using Concur have also discovered a low cost integration tool for the import of vendors and vouchers into Microsoft Dynamics GP called Mass Apply Payables.

Mass Apply Payables provides high speed import of vendors and vouchers from Concur. It also allows for the import of credit memos, manual payments, and the specific apply information for those credit documents.

Some users of Dynamics GP use Mass Apply Payables to avoid having to check the apply box for each voucher when a credit document like a manual payment or credit memo is being applied against a large number of vouchers. They import the apply relationships with the click of a button…and they run the apply process with another click of a button. This process can be run for a range of vendor and date restrictions.

Other users of Dynamics GP use Mass Apply Payables for its auto apply functionality across a range of vendors and date ranges. This auto apply functionality allows users to use a simple oldest to newest auto apply logic OR to define a matching restriction by user-defined length of document number prefix.

Mass Apply Payables is just one of 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? Contact us or click here for a demo of Mass Apply Payables!

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Sunshine & Sales with Omni Price

Written by Alicia Weigel, Technical Sales Team Lead at **Rockton Software**

Summer is once again upon (most of) us. It's time to get out to the beaches, lakes, and rivers and process some much-needed Vitamin D. With summer comes those all-important summer sales! Those time sensitive, "get it while it's hot" summer specials that bring customers pounding through the doors and boost your sales after what might have been a sluggish winter season. And this is the time of year when we look forward to a boost in sales! But we could live without the headache of pricing those sales and markdowns.

Sure, Microsoft Dynamics GP has the standard pricing built in . . . but how often do we find that the standard just won't cut it? Discounts, markdowns, distributions, time-sensitive sales, custom pricing based on customers, and the various ways to mark products up or down—that's all great functionality that doesn't exist in GP! If you need to increase your productivity in the summer season, then you need something to speed up that process so you can spend less time making price sheets and more time making sales.

At Rockton Software, we've developed a product to help make the pricing process a lot less painful and a lot more productive. Meet **Omni Price.**

Omni Price offers a simple, one-window setup to create pricing matrixes from the simplest to the highly complex using a variety of special and customizable filters. Each contract you create can be unique based on locations, date ranges, customers, and items.

13 different pricing modes are included so you don't have to with struggle calculations. You can base an item's price on the exact the scenario you want.

Are you running Fourth of July sale? No problem! We'll make sure to remove that sale price on the 5th–you don't even need to think about it. Does your best customer always get a 10% discount? Perfect, Omni Price can do that! The great thing about Contracts is the flexibility to come up with the pricing system that works the best for your company's needs without having to spend extra man-hours verifying that updates took place.

Omni Price also has a Contract Duplicate feature, so there is no need to start from scratch each time you
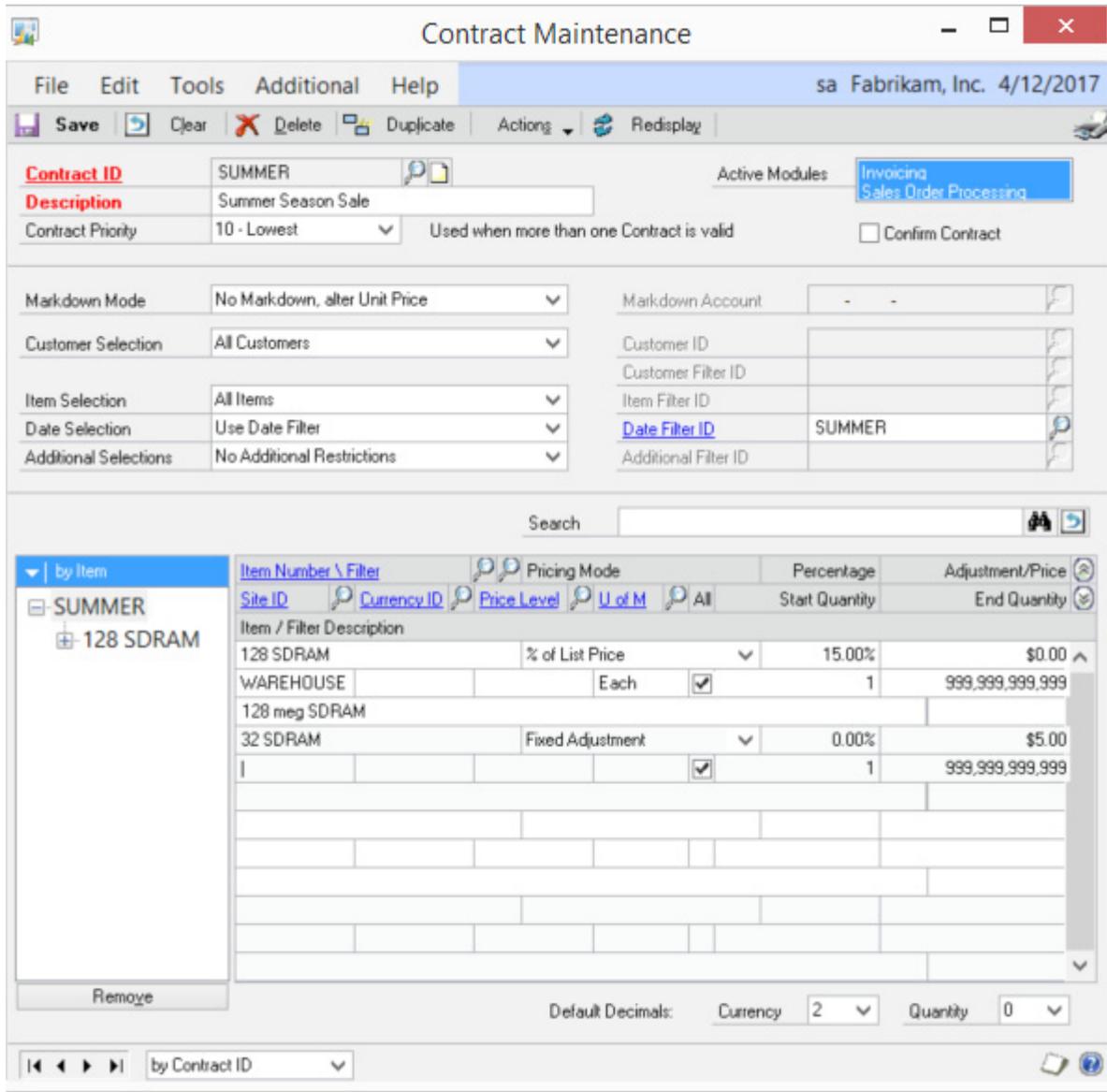
create a new contract. It can mask your contracts and you only make minor adjustments where needed.

If you need to really speed things up, use the Contract Mass Update window and make changes to a range of contracts or items from a single screen.

Best of all, all **Omni Price** contracts can be exported to Excel to make the process even easier and more efficient.

Once everything is setup for your contracts you can put those new prices into effect. Go ahead and use the Hot Key to instantly navigate your sales force to the Price Check window for a quick and complete reference point. They'll be able to see exactly how the customer's price is being calculated and make adjustments on the fly. Most importantly,

you can enjoy the peace of mind that comes with knowing that your sales are being calculated correctly.

Learn how to **work simpler & easier**® this summer by increasing your productivity in Microsoft Dynamics GP with Rockton Software, sign up to attend our upcoming webinar on July 29, 2014. Or attend our upcoming webinar focused solely on Omni Price on August 27, 2014.

For more information on Rockton Software, contact the Rockton Software sales team at sales@rocktonsoftware.com or visit our website www.rocktonsoftware.com. GP

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OneSource: GPUG Education Hub

is a quick and convenient way to find series of educational webinars that dive into topics critical to a GP user's success. Series webinars and recordings are available exclusively to Premium Members. If you are not a Premium Member, visit our membership website to learn more today!

1-2-3 Let's Get Started Series

There is always a "New to Dynamics GP" moment, no matter how long you have used it. This series delivers significant information about the modules and processes you need to know – whether you're a beginner or have been working in GP for years. With 25 webinars, you have a great opportunity to learn! Our subject matter experts will take you from the beginning - launching you into accomplishing processes and using modules skillfully.

Join the 1-2-3 Let's Get Started Series to start learning today!

Click the webinar URLs below to see more information and register. Past session links will direct you to recordings and materials posted on *GPUG Collaborate* for viewing by Premium Members. Be sure to check out all GPUG OneSource has to offer, including current series and links to past series recordings, on our OneSource website. You'll be glad you did!

Date	Time	UPCOMING SESSIONS
6/4/14	1:00 ET	SQL For Dummies
6/5/14	1:00 ET	What's Behind this Software?
6/11/14	11:00 ET	Budgeting 101
6/11/14	3:00 ET	Power Up with Automated Workflow
6/12/14	1:00 ET	Manufacturing Routing and Bill of Materials
6/17/14	1:00 ET	What are These Word Templates?
6/18/14	2:00 ET	GP Human Resources—Where do I Start?!
6/19/14	11:00 ET	Managing Inventory Counts in GP
6/26/14	11:00 ET	Dynamics GP Maintenance 101
7/10/14	2:00 ET	Excel Dashboards - How Fast Can They Come?
7/15/14	2:00 ET	Account Receivable Control at its Best
7/22/14	3:00 ET	Centralize Communication with Emailing and Attachments
7/24/14	3:00 ET	General Ledger - Making it All Come Together
7/29/14	1:00 ET	Maximize the Value of GP Post-Implementation
TBA	TBA	Your Flexible Friend – SmartList Designer

Date	Time	PAST SESSIONS (links to recordings & materials)
5/6/14	3:00 ET	Let's Run Payroll!
5/8/14	1:00 ET	Security Scare You?
5/8/14	3:00 ET	Management Reporter Basics
5/12/14	3:00 ET	SmartList Builder & Beyond: How to Make Reporting Easy
5/20/14	1:00 ET	Reporting Basics with SSRS
5/20/14	3:00 ET	Navigation of Dynamics GP, Part 1 of 2
5/21/14	11:00 ET	What SharePoint Can Do for You
5/22/14	3:00 ET	Efficient Use of Accounts Payable
5/29/14	11:00 ET	Navigation of Dynamics GP, Part 2 of 2
5/29/14	3:00 ET	Purchasing Please!

Register today at www.gpug.com/member-resources/onesource/

What's Next After FRx?

Written By Matthew Felzke, Online Community Manager at **Solver**

FRx's retirement is not news to anyone at this point. As Microsoft Dynamics GP customers decide how to replace the elder reporting tool, Management Reporter (MR) is Microsoft's suggestion. However, here at Solver, we have heard from several FRx and MR customers who simply want more from a financial report writer. As we continue to develop our own BI360, we take pride in listening and responding to business leaders and decision-makers as they discuss some of the shortcomings and pinpoint their wish list items for a powerful, yet business user-friendly solution for financial reporting.

Over the years, we have heard several basic frustrations with these report writers. First and foremost, FRx and MR only report on the General Ledger (GL), leaving out sub-ledgers and other data sources that have become increasingly more important for analytics in the business world. Additionally, the opportunity for live web and/or mobile reporting simply is not there. In fact, the reporting style is somewhat "old-fashioned," with hard coded rows and columns, meaning that every row in a financial report has to be coded as a row in the FRx or MR report. It makes sense that Microsoft is not going to focus on creating a product that responds to every corporate need, but the time spent using report writers makes it worth investing in a solution that is intuitive, dynamic, and modern.

As analytics and Business Intelligence (BI) tools continue to become the driving force behind corporate performance management, Solver believes that such solutions should be easy for the business user to implement and manage, while still producing useful analytics. Excel has been the trusted choice of most finance teams for decades, so the lack of familiar formatting and calculations in FRx and MR is rightfully frustrating. Excel add-in software, like BI360, simply accelerates the program, so the Excel interface, features, and functionalities are paired with empowered report writing. This kind of accessible integration is hard to beat when it comes to acquiring a new BI tool – or tools.

Even though FRx and MR are under the Microsoft umbrella, they are stand-alone report writers. However, there are BI product suites, like BI360, where you can buy one module at a time – or all at once. Either way, a fully integrated suite of modules allows for the ease of one product to implement, one vendor to purchase from, one consultant and one support team to interact with from time to time. If a company is interested in replacing FRx or MR now, but is interested in adding budgeting, dashboards, or a fully built data warehouse later on, they can do that with solutions like BI360.

We have heard limitations such as these over the years, and we proudly produce a smarter, more capable report writer. Offering reporting beyond the GL, BI360 not only offers live integrations to Microsoft Dynamics GP for real-time analysis, but also has a web portal and a mobile application for widely accessible reporting and analysis. Instead of coding each row and column that are to be visible in a report, BI360 employs dynamic ranges with intuitive business and accounting logic in its Excel add-in, making analytics efficient and business user friendly. At Solver, we are excited to recently have released version 4.0 of our BI360 suite, continuing the tradition of developing products that are solutions to customer's problems. GP

Want more information? View our Complete FRx Replacement | BI360 Reporting.

Upgrade Offer for FRx Customers

Time to upgrade from FRx to a new, ultra-modern financial reporting solution?

Microsoft has officially retired FRx. How many times have you exported an FRx report to Excel? When considering a replacement for FRx, why not consider a Report Writer that starts in Excel!

NOW is the right time to look at BI360 because we have crafted this time-limited offer for existing FRx customers that are ready to upgrade:

$995

Upgrade from FRx to BI360 to enjoy these benefits and more:

• Get the report design interface all finance people have always wanted: Excel

• All the Excel formulas, formatting, charts, printing and more that you have come to love about Excel is now a native part of your BI360 report experience

• Full, customizable user security

• Ability to upgrade to report on ALL of your ERP modules, not just the GL

• Opportunity to later add other BI360 modules for web and mobile reporting, dashboards, budgeting, report distribution or data warehouse

• Free, optional FRx report conversion tool

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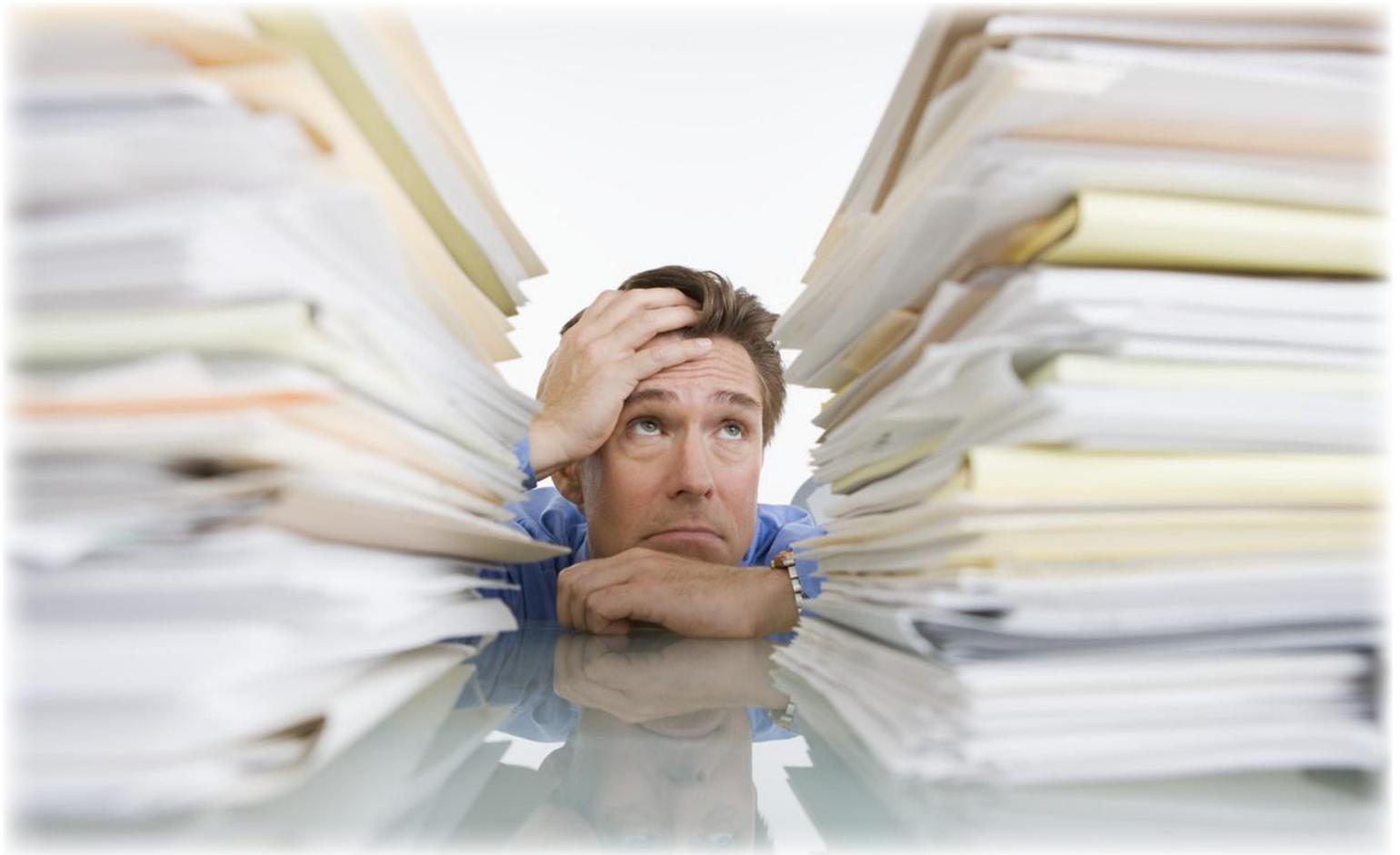
Supreme Oil Closes the AP File Drawers Forever
and Goes Paperless

Written By Heather Holmes, Marketing Communications Director at **Metafile**

Supreme Oil integrated Metafile's MetaViewer software with its Microsoft Dynamics GP ERP system to gain new levels of functionality, workflow and automation.

For nearly 70 years, Supreme Oil, manufacturer of the Admiration brand label has represented the best in salad oils and dressings, vinegars, mustard, mayonnaise, barbeque sauces, and cooking wines. The company's commitment to best practices in developing its products has also extended to its payment processes, which required some updating from traditional paper-based accounting.

"When working with accounts payable, we were constantly searching for invoices and other paperwork," said Supreme Oil Vice President for Information Technology Deven Shah. "Documents were getting misfiled quite a bit, and we needed to spend considerable time retrieving information so we could process invoices in a timely manner."

Admiration Foods has administrative offices in New Jersey and operates in 3 main regional locations, including sites in New Jersey, Tennessee, and Alabama making the process even more complex.

Deven and Chief Financial Officer, John Matsen, Jr., realized they needed a way to streamline their AP workflow. "We decided to find software to replace our manual three-way paper matching system involving the invoice, PO, and packing slip," Deven said. "We needed to go paperless to replace an inherently manual process with a more accurate and speedy digital approach."

Deven and John went looking for that solution at a Microsoft Dynamics Convergence conference, where they

discovered MetaViewer from Metafile. The advantages of MetaViewer were immediately obvious to Deven.

"MetaViewer's AP automation solution was not only able to read the content of scanned paper invoices through the embedded OCR software but could also filter it and create a workflow to move it through the approval stages," he explained. "Many other vendors didn't have OCR, even though they claimed to be paperless. We had looked at a couple other systems including solutions which just put a barcode on a piece of paper to scan it. That added a step instead of streamlining things. But Metafile's software can read text with good accuracy, and that really eliminated most of the other vendors from consideration."

Working with Metafile, Supreme Oil integrated MetaViewer directly into Dynamics GP, employing Microsoft eConnect to write transactions back to the ERP platform. The Supreme Oil team then created a series of initial workflow steps. First, the process used MetaViewer to scan paper invoices and related documentation. Then, all data was verified by comparing the scan to the template requirements to ensure invoice numbers and other details were properly positioned.

Certain vendors were set up for electronic approval. Invoices from those vendors would automatically be distributed for approval and signed digitally. For other vendors, the workflow provided for automatic document matching. After coding, the digital documentation went to GP.

Because a separate vendor number was associated with each Supreme Oil site, the team created separate templates for all three locations, based on how workflows operated at each plant and office.

The team also created a series of modules they developed themselves using .NET and SQL Server Reporting Services. The reports contain direct links to images of invoices that can be viewed in the system electronically. Another report focuses on the invoices in process that may be eligible for discounts.

As a result of implementing MetaViewer with Dynamics GP, Supreme Oil has substantially improved both its productivity and accuracy. "We just click a button in our Microsoft Dynamics GP and it brings up an image of the invoice we need," Deven reports. "If we want an invoice from two years ago, we can get it easily without searching through a file drawer."

The Supreme Oil accounting team noted time savings as its biggest benefit. "The way we process now is much quicker," said Supreme Oil's Corporate Controller, Lia Capasso. "We can do a three-way match quickly; not waiting for the paperwork means our payment cycle is shorter."

Furthermore, using their discount reports, the Supreme Oil team is cutting costs. "Before, we had to go through

stacks of paper and struggled to find the right paperwork within the 10 days required to get the discount," Deven said. "Now we can identify the invoices and process them with the urgency needed to capture discounts."

Eliminating manual processing also has produced better accuracy. "With the OCR picking invoice numbers and dates right off the invoice, it definitely is more accurate," Deven said.

Supreme Oil's overall AP productivity is better, with a much more efficient process. The company is working to streamline its operation even more by expanding the functionality of its MetaViewer-enhanced Dynamics GP platform to include accounts receivable. "Capturing the bill of lading—the proof of delivery to the customer—will considerably improve our customer service; that's the most sought-after document in our organization," Deven affirmed. "We're completing the implementation of this capability right now. It will make processing more efficient for returns, chargebacks, anything downstream after shipment to the customer and will also help in paying all the different carriers we use. When someone requests a copy of the bill of lading, instead of going back to file boxes, we can simply click a link."

"With MetaViewer," Deven concluded, "we are able to respond to vendor requests quickly, and our payments are more timely and accurate."

To learn how MetaViewer can significantly improve your ERP solution and experience Paperless ERP, contact us at info@metafile.com, visit www.metaviewer.com and connect with us on Twitter, LinkedIn, Google+ and YouTube GP

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How Project Accounting
Can Help With Your ABCs

Written By Jonatan Coutu, General Manager at **JOVACO Solutions**

Photo by thinkstock.com

Activity-based costing was created to help you track costs to have a better understanding of the profitability associated to a given group of tasks. Simple enough right? But trying to manage this by GL accounts could get cumbersome fairly quickly. This is why there are project accounting solutions available to help you manage these costs at a more granular level. Here are some scenarios where having a project accounting solution will help you more efficiently manage your ABCs:

1. When you need a P&L report by activity/project, customer or department

When you need to start looking at your costs sliced and diced in different ways, rather than spend extensive amounts of time calculating and allocating percentages of these costs across multiple budgets, you will already have your costs coded to the appropriate activities.

2. When resources work on activities for other departments or projects

The growing trend is cross-disciplinary teams, but the struggle with this is that the department who is primarily responsible for this resource no longer wants to absorb the entire overhead cost for this employee (vacations, train-ing, benefits, etc.). These costs should now be distributed throughout the different departments with whom this particular resource is working for, therefore not penalizing the "lending" group with all the costs and not over valuing the "borrowing" group with lower costs per activity.

3. When you have more than one company in your organization working on the same project

With complex business structures brings more intricate business rules, but this also allows you to take advantage of synergies between your different organizations. When these different groups work on the same activities, products, or projects across different companies this allows you to reduce your costs. By having a system that will allow your different companies to allocate costs to common projects, this in turn will automatically create the inter-company transactions and mark-ups for all companies involved therefore allowing you to have a more accurate tracking of your actual costs.

4. When the majority of your projects have different structures

It is easier to follow your ABCs when all of your activities follow a similar format. When all of your projects have unique structures, it makes it more time consuming to ap-

propriately allocate all of your costs across the different groups. By setting your distribution to affect all of the appropriate accounts as they are being entered into the system, this will allow you to ensure that they are being allotted to the appropriate accounts.

5. When you want your operations to be accountable for their budgets

Project managers will look at the overall bank of resources with their objective being to get the job done. By adding the objective of "getting the job done at the lowest cost" this will make them more aware of their spending habits but this is hard to do with they are not aware of their exact costs with post-markup charges. This is why by allowing them to access these reports that include the real-time costs to date, they will be able to stay more on-track in accordance to their budgets as information is available as it is entered into the system and not after the fact.

The easiest way to keep track of your ABCs is with an integrated solution. This way once your setup has been completed, the appropriate people within your organization will have the visibility to the exact costs as information is entered into the system and you can be assured that the costs are going to the appropriate accounts.

By starting with a timesheet where your employees and other resources will enter their time, this will allow you to be more accurate with your activity costs as well as the distribution of your resource's overhead based on the time allocated to the different activities.

The next step is to empower your project managers to follow their costs in real-time to ensure that they are staying on budget. This will also reduce your administrative requests as managers will be able to pull these reports on their own without any manipulations required by your finance team.

Finally, with an integrated solution executives will be able to have a global snapshot of their entire organization without having to merge several reports together. This gives you the opportunity to spend more time analyzing the results than extrapolating them.

With a project accounting solution, calculating your costs really does become as easy as knowing your ABCs. GP

Photo by thinkstock.com/Catherine Yeulet

The Ability to Respond
to Unexpected Business Fast

By Miguel Lozano, **AdvTrex**

Back in November, just couple days before Black Friday, a customer called with the following story:

"It is Tuesday and we just received inventory, I have to ship it before 5PM, all 270 SKU's, the problem is those are all new SKU's and everything needs to hit the stores by tomorrow so they are available on Friday before doors open"

To make that happen, I need to:

- ☑ Add the items in the Item Maintenance Window
- ☑ Assign them to location 'MAIN'
- ☑ Assign the vendor Item number
- ☑ Enter prices in the Extended Price Sheet
- ☑ Upload the PO
- ☑ Create a receiving transaction
- ☑ Create the Sales Orders

To upload this data, it is going to take us 2 days that we don't have. By adjusting the packing list received in Excel, I was able to walk through the user to upload all these entities using TitaniumGP, it took us 30 minutes before the packing slips were being printed in the warehouse.

At this point, the user wanted to check that everything was ok, it was simply too fast, when it came to the data review, we needed to make sure the items were associated to the proper item class, to the inventory site, COGS and sales accounts, number of decimals, default sellgin unit of measure, and specially valuation method.

When the invoices got posted, everything hit G/L and Stock Status also as expected.

Every business that I have assisted with GP reported emergencies for data entry and the need to react immediately.

Data Cleaning is and must be a continuous activity in any organization, a customer went through a sales hierarchy reorganization that included new territories and reassigning the sales force to all 1900 of the current customer cards and addresses.

As the first step, a list was provided with new customer assignments to the sales reps for validation of addresses, phone numbers, etc. A few days later, all spreadsheets came back and, it was not a surprise that tremendous amount of data had to be updated and a lot of addresses had to be deleted. TitaniumGP uses eConnect for inserting and updating GP information, which provides the ability to delete addresses for both customers and vendors, by adding a "Action" column to the template and indicating the command DELETE. The user deletes the required addresses and updates with the information provided by each sales rep.

Single source of the truth, having the all information in a single system without relaying in multiple excel files is just too complicated. Dynamics GP does not have enough fields to enter all information related to a single entity. Our customer, has English, Spanish and Chinese descriptions. This combined with a long description that appears in the ecommerce website, pictures and several categories for each item. With Elastic windows, we added all fields to the item card in a snap.

TitaniumGP Messenger, is a sleek messenger that allows you to send copies of your screens (not just GP windows) to other users for support or simply send a "Please log out of GP tonight" message to all users. Get a screen capture of a GP window and you are allowed to make annotations before sending to another user via chat or even email them.

Call us or get in contact with your partner to get pricing, more information or a trial version of TitaniumGP. GP

855-AdvTrex | San Diego, CA, 92101

TitaniumGP

No Development Like This for GP in Years!

TitaniumGP makes Dynamics GP a very easy to use ERP. You can use Excel to update or insert data, or to upload a receiving transaction that vendor sent you in a spreadsheet. Over 25 windows that allow you to copy / paste.

Our Customers asked us….

Q: Can I link the Item Maintenance window to my eCommerce site?
A: Elastic windows allow integrating SQL Views, if you can access the info via SQL, then you can show it right on the Item card.

**Q: Can I scan or attach an invoice directly into the A/P window?**
A: Absolutely, your vendor might send you the invoice via US Mail, and you can directly scan it to an Elastic window simple drag it from your email.

Faster, More Productive….

Search like the web, enter the PO number and let TitaniumGP open the proper window. Use TitaniumGP Messenger to communicate with other GP users and allow you to send screenshots. Add your own commands, like release a stuck batch, or a list of currently edited documents.

"This product is a miracle..."

Diane, San Diego

"I am so impressed with Elastic Windows.."

Mark, Chicago

"Whoa, this is fantastic"

Bryan, San Diego
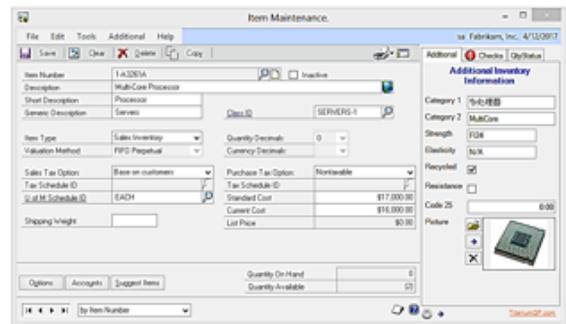
Key Features

- Copy and Paste
- Elastic Windows
- Search (like the web)
- GP Messenger
- Scanning
- Attach Files

www.AdvTrex.com