



A Move That Makes Sense

From Sage 50 to Dynamics GP: A Move That Makes Sense for a Growing
Business

March 2009

Grow: From Sage (Line) 50 to Microsoft Dynamics GP: A Move that Makes Sense for Growing Businesses

Microsoft Dynamics GP:

A smart move for your growing business

You've worked hard to build your business and your Sage 50 solution has given you the tools you've needed for accounting and basic business management. As you continue to grow, so do your needs for a solution that can keep pace with change.

Moving to a new business management system might seem overwhelming, given all the challenges you face every day. But Microsoft simplifies the process with Microsoft Dynamics™ GP, a solution designed to get you up and running quickly, grow alongside your business, and fit with your budget.

Just as Sage 50 is a leading software provider for small business accounting, Microsoft Dynamics is a market leader for midsize businesses. For more than 23 years, Microsoft Dynamics solutions have delivered the functionality, performance, and ease of use that power more than 290,000 businesses around the world. As part of this product family, Microsoft Dynamics GP helps organisations manage business growth and change with a solution that includes:

- Sophisticated reporting and decision-making tools, integrated with the Microsoft® Office system
- A technology foundation designed to handle the workload, user counts, and security requirements of mid-size organisations
- Deep out of the box functionality that fits your business now and in the future

For companies moving from Sage Line 50, we offer a proven process, refined by many Sage 50 customers who have made the change to Microsoft Dynamics GP. When you choose Microsoft Dynamics GP, you can focus on growing your business, rather than on the technology supporting it. Everything you need—your operating system, database, personal productivity tools, e-mail, and business management system—comes from one trusted partner, Microsoft. By delivering a cohesive solution that helps lower implementation and long-term ownership costs, Microsoft Dynamics GP frees you to harness the power and flexibility of an award-winning business management solution.

Advanced Functionality

Manage multiple departments and companies with ease. Paying a bill split between companies or departments is not a problem—Microsoft Dynamics GP keeps track of who owes what to whom. Did one of your customers send in a single cheque to pay for invoices across several of your customer accounts? Microsoft Dynamics GP makes it easy to apply the cheque and provide the customer with a single account statement across your companies. Need a consolidated financial statement with all your holdings? You can easily create a Profit and Loss or Balance Sheet for each entity and a consolidated view. You can then send the report through e-mail as a Microsoft Office Excel® file or post it on your security-enhanced intranet site.

Maintain multiple years of history so you can understand past business performance and more accurately forecast the future. You decide what you want to retain and how long you want to keep it. You can record and store every cheque you ever wrote to a supplier, every invoice you ever sent out to a customer, how much stock you had on hand at the end of last year, or your monthly customer sales history for the last 10 years. You can maintain as much history as you want, with almost no impact on day-to-day system performance.

Structure your chart of accounts in the way that makes sense for your business. Microsoft Dynamics GP offers a true chart of accounts structure, including multiple segments that give you visibility into the performance of different departments or organisational structures within your company. Whether you need 2 or 10 levels of reporting and analysis, Microsoft Dynamics GP can be configured to give you deep insight into various companies, departments, funds, jobs, or other critical aspects of your business.

Enhance inventory management to help reduce costs and deliver the fast, efficient order fulfilment that keeps customers coming back. In addition to Average Costing available in Sage 50, Microsoft Dynamics GP includes the LIFO and FIFO perpetual costing methods that many growing companies need. You can also manage inventory across multiple warehouses, as well as multiple locations within each site. By tracking serialized inventory from receiving to shipping, you'll increase visibility into serial/lot number lifecycles. And with customer-specific pricing and promotions, you gain the flexibility that helps improve sales and customer satisfaction.

Attract and retain great people with an integrated Human Resources system. Microsoft Dynamics GP helps you effectively track recruiting costs, attendance, promotions, certifications, performance reviews, Equal Opportunity Employer compliance, and more.

Accelerate:

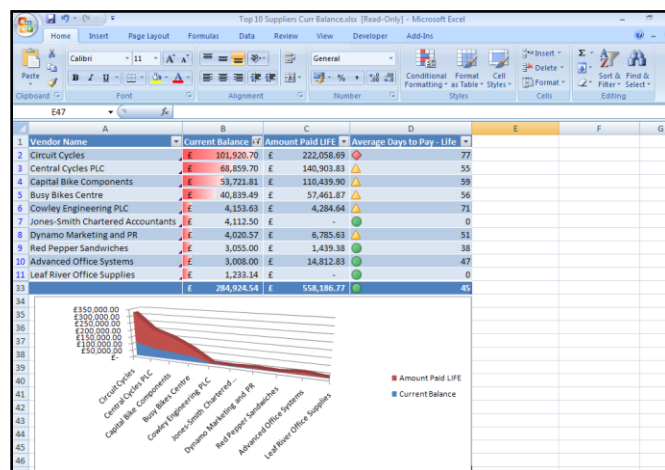
Reporting Tools for Fast, Informed Decisions

Gain the insight you need with more than 700 standard reports included with Microsoft Dynamics GP. Without the need for IT assistance, you can easily tailor reports to meet your unique business requirements. People can easily create and view reports with Microsoft Office Excel®, send reports to others through Microsoft Office Outlook®, or view them in real time on the integrated intranet portal. User-defined Business Alerts send proactive notification of changes to business information to your e-mail account or smart phone. Large sales, cash flow issues, inventory warnings, and any data you need to monitor are updated in real time, so you can be sure that you'll know when an issue arises, regardless of where you are.

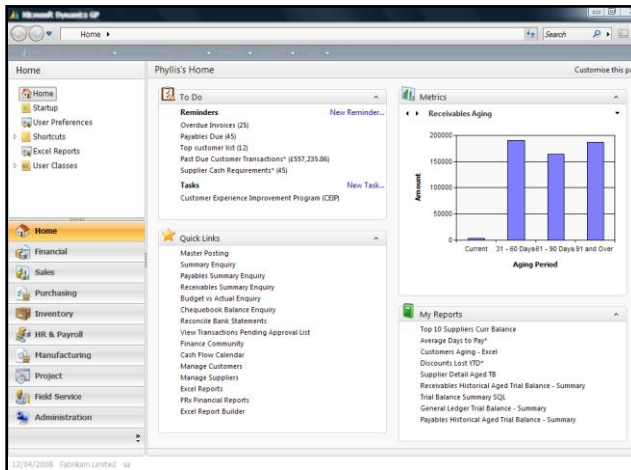
Quickly find critical information to meet enquiry and analysis needs with the flexible SmartList tool. Build a list of every customer in three regions who spent more than £100,000 last quarter, but who has not yet spent that amount this quarter. Find out which departments have exceeded their travel budget for the month or the year, or those that have not met their revenue plan. Drill into how much you paid a particular supplier this year and how much you still owe them today—and then compare those figures with the previous year. With one click, move data to Office Excel to do further calculations, create graphs, and perform additional analyses.

Empower more people across your organisation with security-enhanced system access. As your business grows, so does the number of people that need visibility into information that's relevant to their role. From executives to frontline users, Microsoft Dynamics GP offers access to financial, sales, and operations reports and key performance data, helping people stay current with real-time information. By setting up an internal Web site with strong security features, you can expand the personal productivity of these extended users. For example, you might not want your sales manager issuing customer credit memos, but they probably need to see sales person productivity, customer order history, inventory prices, and other key customer information on a real-time basis.

Gain new insight into your business using Office Excel graphical reporting capabilities.



Perform:



The Role Center delivers a personalised home page that enables people to work with the information and tasks most relevant to their jobs.

Simplify:

The right technology

Designed to scale from one user to hundreds or thousands of users, Microsoft Dynamics GP is ready to grow with your business. Because it's a multi-user solution, you won't need to worry about who's doing what in the software. For example, two people can post cash receipts, another can maintain customer records, and two others can enter sales orders and print an aging report—all at the same time.

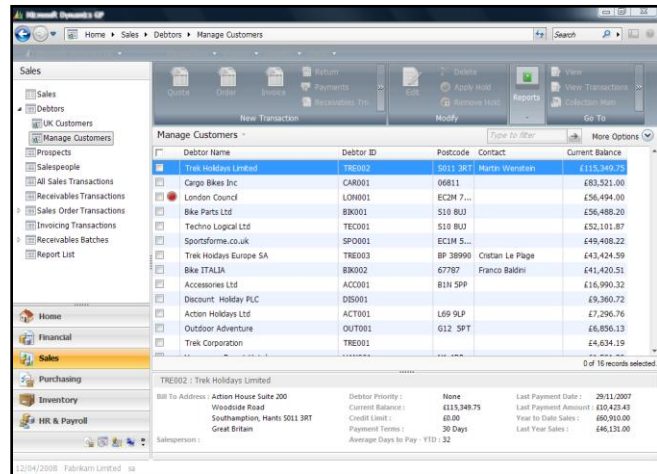
Tailor your system to fit your business without IT support. Do you refer to customers as "clients" or refer to purchase invoices as "bills?" Do your unique attributes for your items or customers require tracking within the financial management system? Without the need for a developer or even a consultant, Microsoft Dynamics GP enables you to change field names, remove fields you don't need, or add new fields to track data that's unique to your business.

Gain peace of mind knowing that your data is security-enhanced and that your financial management solution is helping you manage compliance standards and processes. Microsoft Dynamics GP combines role-based security with the security features of Microsoft SQL Server®, helping ensure that sensitive data is available only to those with the right privileges. You can also monitor and track data changes throughout the system and create business rules for key business processes that need tighter control or separation of duties. Audit tracking options facilitate compliance with UK GAAP and other regulatory requirements.

Familiar and easy to use

Microsoft Dynamics GP offers a design that works like and with the 2007 Microsoft Office System, including integrations with Office Outlook, Word, and Excel. Equipped with a familiar user interface and RoleTailored home pages, your employees can get started quickly while minimizing training costs.

The user interface is intuitive and simple enabling users to be productive and efficient in their roles.



Get your System Up and Running Quickly

Microsoft Dynamics GP offers easy import for your Sage 50 data so that you can take advantage of your new system with minimal effort. Using template-based setup and step-by-step checklists, employees can get going quickly. And with 24/7 access to online training tutorials and technical support, you and your people can get fast answers to common questions and learn to navigate the new solution easily.

Just as important, purchasing Microsoft Dynamics GP has never been easier. Microsoft offers flexible, user-based licensing and financing options that allow you to acquire and implement the business software, hardware, and consulting services you need now. We encourage you to work with a certified Microsoft Dynamics GP partner, who can work with you to configure the best solution for your business.

To learn more about moving to Microsoft Dynamics GP, visit:

www.asmartmove.com

For additional information about Microsoft Dynamics GP, visit:

www.microsoft.com/dynamics/gp

About Microsoft Dynamics

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. Built to work with Microsoft technologies, it works easily with the systems your

company already has implemented. By automating and streamlining financial, customer relationship, and supply chain processes, Microsoft Dynamics brings together people, processes, and technologies, helping increase the productivity and effectiveness of your business, and helping you drive business success.

For more information on Microsoft Dynamics GP, contact MIG & Co. at info@mig.com or call us at 855-644-2677.



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