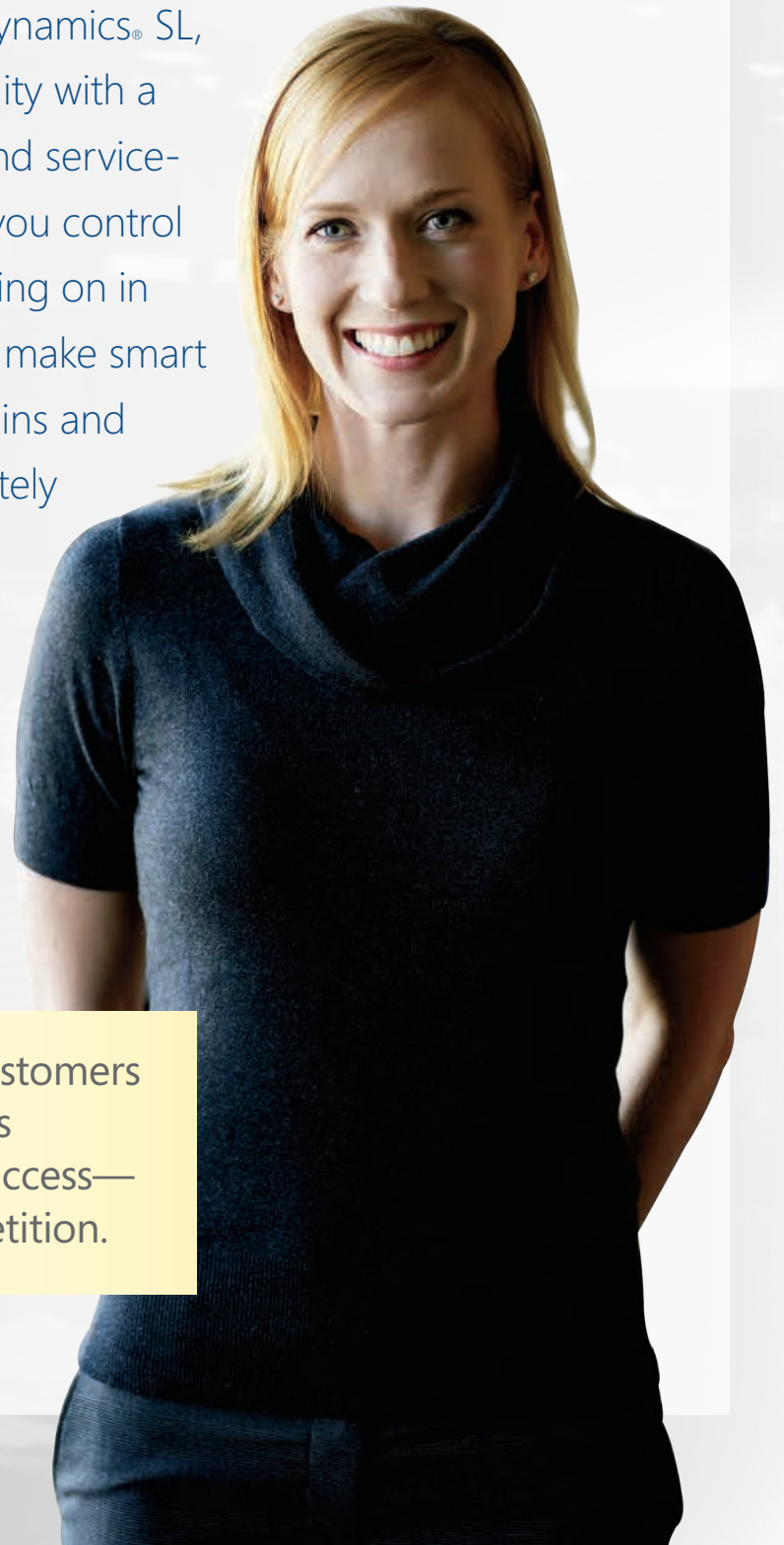


Turn Your Business Vision into Reality
with Microsoft Dynamics SL



You have worked hard to build a vision for your business. With Microsoft Dynamics® SL, you can turn that vision into reality with a solution designed for project- and service-driven organizations that gives you control over and visibility into what's going on in your business, and the ability to make smart decisions that impact your margins and improve your cash flow—ultimately driving your business growth.

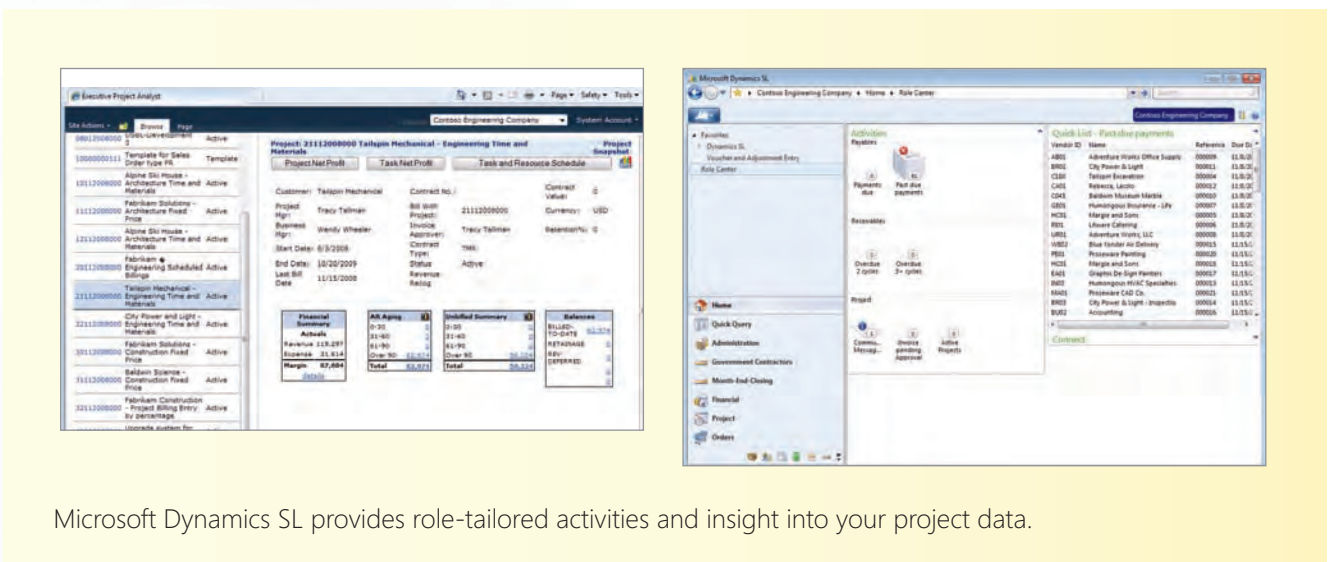
Today, more than 300,000 customers are using Microsoft Dynamics solutions to drive business success—and stay ahead of the competition.



A Proven Solution for Your Business

For more than 25 years, Microsoft Dynamics SL has delivered the functionality, performance, and ease of use that power diverse businesses around the world. From financials and distribution to services and projects, Microsoft Dynamics SL brings people and systems together to help you run your business more efficiently.

Microsoft Dynamics SL delivers long-term value with a solution that is easy to adapt and connect with independent software vendors (ISVs), other line-of-business applications, and the Microsoft® technology that you already use in your organization. Comprehensive out-of-the-box capabilities and rapid, flexible deployment options help you get up and running quickly and affordably. And our world-class network of Microsoft partners provide deep local and technical knowledge of specific industry requirements to help ensure that you have the best solution in place to meet your unique business needs.



With Microsoft Dynamics SL, you have access to powerful project and financial management capabilities designed to meet the unique needs of project-driven organizations. Microsoft partners have built on this platform to create solutions that can help you meet requirements that are industry specific; here are just a few examples:

- **Construction:** Get the solution you need for improved sales, project management, job costing, materials management, and more—all integrated with your financial systems.
- **Government contracting:** Complete projects on time, on budget, and to specification—while collecting and retaining the detailed information needed to comply with government regulations.
- **Professional services:** Drive better decision making, manage people and finances, and maintain profitability for client services and projects.
- **Distribution:** Cut costs and improve insight into operations by integrating your warehouse with your business and financial systems.

Gain Greater Control

Greater control is about having visibility into how your business is performing now, not just how it performed after the fact—it's about knowing that your system will help drive decision-making processes and enable your people to be more proactive and productive. Microsoft Dynamics SL gives you confidence that the right people in your organization are making the right decisions at the right time. And it delivers the insight you need to monitor business performance from every possible angle—from employee time and resources to inventory and shipping:

- **Get the insight you need to manage your business.** Increase financial transparency with integrated systems, shared data, and drill-down capabilities that give you audit trails and visibility into your transactions.
- **Improve decision-making processes to speed response time.** Define who on your team can make critical business decisions on your behalf, and help them respond quickly and confidently using intuitive tools such as Microsoft Dynamics RoleTailored menus, activity centers, workflows with built-in notifications and alerts, and automated approval routings.
- **Go beyond basic reporting with powerful self-service analysis and business intelligence tools.** Help your people work more proactively with the ability to spot opportunities and identify potential problems before they occur, and significantly reduce ad hoc requests to the IT department for reports and other information.
- **Integrate project management and accounting.** Keep applications current and gain access to comprehensive project-based information with two-way data integration between Microsoft Dynamics SL and Microsoft Project Server.

“*Business has gone from 40 to 100 million [dollars]. We are processing transactions more quickly with less resources than in the past, with Microsoft Dynamics SL.*”

—Carolyn Blaylock, Vice President Systems & Processes, Lee Technologies Group



Financial Management:

- Automate payables and receivables management.
- Better manage cash flow and improve collections.
- Streamline expense management.
- Gain support for multiple currencies, locations, legal entities, and companies.
- Work in multiple companies at the same time.



Business Intelligence:

- View dashboards and access key business metrics and key performance indicators in the Business Portal.
- Access more than 100 built-in customizable reports.
- Use real-time notifications and alerts.
- Gain advanced analytics and predictive modeling capabilities.



Project Management:

- Set up projects to fit your business, and effectively manage revenue and cost information.
- Gain control of profitability, create budgets, track results, and preview the impact of changes.
- Streamline labor reporting, time sheets, and expense reports.
- Improve cash flow by quickly converting unbilled receivables to revenues.
- Track documents, handle change orders, manage subcontractor performance, and link payments to successful delivery.
- Manage project finances with customized rate structures, automatic allocation of charges and revenues, work-in-process tracking, and accurate project data for billing and posting.

Increase Your Margins

Cash is king—and when you make fast, informed decisions, it has a direct impact on your bottom line. With Microsoft Dynamics SL, you can make smart decisions across your business—from project management, services, and inventory to customer credit limits, discounts, and payment terms—to bring down costs and turn margins into cash flow:

- **Identify and target your top customers to drive new sales opportunities.** Optimize your resources and improve end-to-end sales processes to identify the right prospects, provide better service to your best customers, and focus on new ways to increase your profitability using predictive analysis.
- **Gain efficiencies and automation for key business processes.** Increase staff productivity and drive accuracy by automating your purchasing processes using order-point minimums and maximums, as well as approvals. Attach key documents to screens in Microsoft Dynamics SL for future review and sharing.
- **Optimize buying and inventory management to cut costs.** Streamline supply chain processes and inventory management—and reduce operational costs companywide—with the ability to track turnover and maintain the right stock levels to serve your most profitable customers and reduce slow-moving items.

“With Microsoft Dynamics, we are more educated in the profitability of a project earlier in the process, which allows us to make key decisions on the next steps.”

—Brandon Hoog, Director of Staff Services, Harrison, Walker & Harper



Distribution:

- Automate planning and processing of customer orders, with built-in credit checking and robust support for price discount levels in inventory and customer categories.
- Provide inventory receiving, billing, and sales solutions—all integrated with your financial systems.
- Help reduce distribution costs and inventory, streamline processes, and manage complex promotional activities. At the same time, you can significantly improve your customer service.



IT Management:

- Simplify implementation with out-of-the-box functionality.
- Use built-in personalization and customization tools.
- Integrate data from external sources.
- Work with other Microsoft products such as Microsoft SharePoint® technology, Microsoft Dynamics CRM, and Microsoft Office.
- Easily connect mobile and remote workers.
- Reduce IT infrastructure costs.

Adapt Quickly—and Grow Your Business

You and your employees share a common aspiration to grow your business. To reach this goal, you need a solution that can support changing demands along the way. Simple to learn and use, Microsoft Dynamics SL works with the technology systems you already have to deliver long-term value without a complex and costly implementation:

- **Scale as your business grows.** Gain the flexibility you need to accommodate new business processes and lines of business, and scale your solution to meet new demands without significant increases to your original investment—or your payroll.
- **Gain built-in personalization and customization tools.** Quickly adapt Microsoft Dynamics SL to meet your unique business requirements without requiring any IT support or placing any additional strain on your other resources.
- **Choose the right solution for you.** With flexible on-premises or cloud deployment options, you can choose the solution that works best for your business—and help increase IT flexibility without increasing costs.

“*We now have one version of the truth. We provide information to clients, employers, and state and county government agencies with complete confidence in the validity of the data.*”

—Christopher Huerta, Vice President of Information Technology, Lifeworks

Partners Boost Success for Small and Midsize Businesses

With more than 4.6 million small to midsize businesses worldwide driving today's market, local partner support is a key component to staying ahead of the competition. Microsoft partners deliver the local knowledge, industry-specific and vertical expertise, and third-party solutions to meet your specialized business needs.

Gain Simplicity, Agility, and Value with Microsoft Dynamics SL

Microsoft Dynamics SL is designed to empower your people to be more productive and your systems to last longer, with the ability to scale to accommodate growth while delivering the insight you need to respond quickly in an ever-changing world of business.

Simple to Learn and Use

Simplicity is at the core of Microsoft Dynamics SL. It is easy to learn and use because it works like and with other familiar Microsoft technologies, such as Microsoft Office. And Microsoft Dynamics SL works the way you work, so it's easier for you and your employees to make better decisions and get more done. Simplicity is built into every aspect of your experience—from initial purchase and deployment to ongoing maintenance and upgrades.

Delivers Agility in the Face of Rapid Change

Today's business landscape is changing at an ever-increasing pace. To stay ahead, you need a business management solution that is designed to help you meet evolving demands. Microsoft Dynamics SL delivers the agility you need to adapt new business processes and extend functionality quickly, making it easier to enter new markets, add capabilities, or reallocate existing investments. In addition, many Microsoft partners offer cloud-based hosting for Microsoft Dynamics SL to give you flexibility to expand or contract as business conditions change.

Drives Value for Your Business

Microsoft Dynamics SL delivers value for your business in three important ways. First, you can increase your return on investment as you boost productivity and create new ways to control expenses, helping to drive profitability. Second, Microsoft Dynamics SL offers interoperability with the other technologies you already use in your organization to help lower your total cost of ownership. Finally, you can achieve maximum benefit from your technology investment through improved time to value, especially when you don't want or need an extensive IT infrastructure.

Whether you choose an on-premises or hosted deployment model, our global network of Microsoft partners can get you up and running quickly with tools to accelerate installation, set up and extend core functionality, and migrate data from your legacy systems.

And there's more. Microsoft Dynamics ERP solutions are backed by a commitment from Microsoft that includes a 10-year support life cycle for each major release—combined with an ongoing investment in research and development—so that you can grow your business with confidence, knowing that your business management solution can keep up with your ambition.

About Microsoft Dynamics

Microsoft Dynamics is a line of business management solutions that works like and with familiar Microsoft software, automating and streamlining financial, customer relationship, and supply chain processes in a way that helps you drive business success.

Learn More

Contact a Microsoft partner to find out how Microsoft Dynamics SL can help your business. Or to find out more about Microsoft Dynamics SL, visit www.microsoft.com/dynamics/sl.

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