AXUG® Magazine

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- **Summit 2011:** A HUGE Success
- **Tips & Tricks** from Greg Reimer, Teck Coal
- **Interview** with Mitch Franks and Shelly Miller, Microsoft
- **Call for Nominations:** The 2012-2013 Board of Advisors

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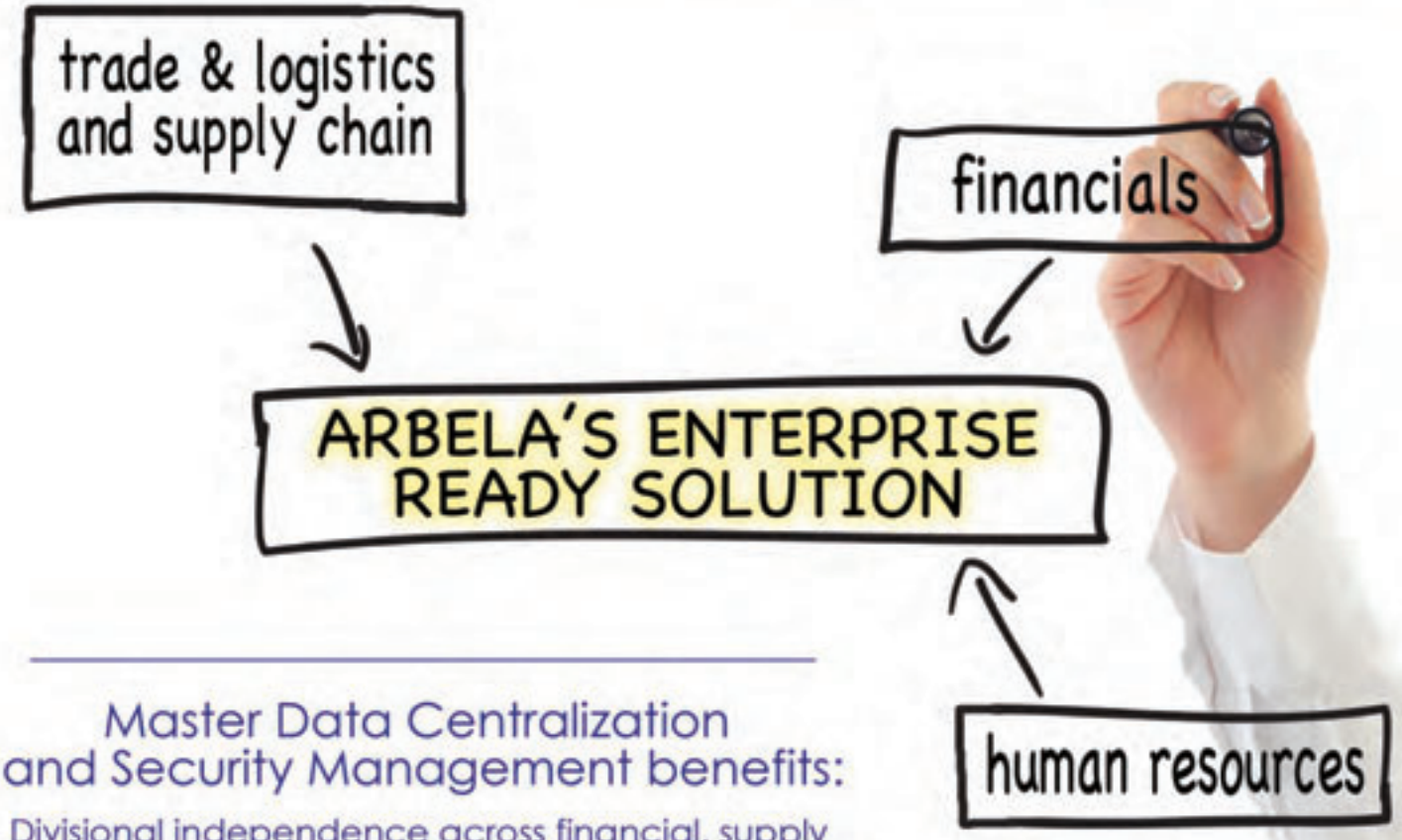

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AXUG® Magazine

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AXUG Dynamics AX User Group

from the director

Hello from AXUG®!

Frank Vukovits, Jr.

As a new year begins, it is always a good time to reflect. 2011 was a great year for the Microsoft Dynamics® AX community as a whole. With the release of Microsoft Dynamics AX 2012, the entire ERP landscape has changed, and the excitement in the Microsoft Dynamics AX community has not died down. This excitement will continue into the new year as more companies upgrade to Microsoft Dynamics AX 2012 and as Customers brand new to Microsoft Dynamics install Microsoft Dynamics AX 2012 and realize the great benefits it provides.

In parallel to the great year the Microsoft Dynamics AX community had, the AXUG community also shared many successes to make 2011 a year to remember. There were more than 400 opportunities for AXUG Members to get engaged with other Users and subject matter experts. AXUG membership grew to more than 1,600 Member companies with new regional chapters and branches being added to the existing list of 25, including expanding globally with branches in New Zealand and Germany.

The AXUG Academy provided Members great opportunities for training, both online and in person, by offering more than 75 courses as well as a computer-based training library of more than 2,500 downloadable courses. At the AXUG Summit, there were 20 Academy courses offered and more than 220 Users who learned from subject matter experts on a variety of functional and technical topics.

The AXUG Summit 2011 at Caesars Palace in Las Vegas was the biggest and best Summit ever. With around 1,000 people in attendance and more than 140 breakout sessions, Summit 2011 was truly the highlight of the AXUG year. Hundreds of companies that run their businesses each day with Microsoft Dynamics AX were in attendance, and the User, Partner, and Microsoft community all came together to listen, learn, and share their experiences with Microsoft Dynamics AX.

The 2011 AXUG calendar was also jam-packed with online webinars that thousands of Members attended. More than 80 webinars were conducted on a wide range of topics as well as Special Interest Group (SIGs) meetings in a virtual format that enabled Users to again listen, learn, and share their experiences with Microsoft Dynamics AX. If you missed one of these many webinars, no worries; AXUG webinars are recorded and available for download 24/7 at www.AXUG.com.

Finally, in reviewing the year 2011, I would be remiss if I did not send a word of thanks to everyone in the Microsoft Dynamics AX community that made the year so successful. The support the AXUG receives from Microsoft and the many AXUG Partners is outstanding. The User Members of the group and their contributions, whether virtual or face-to-face, are greatly appreciated and are the cornerstone of what makes the AXUG such a great community. The AXUG board and the leadership they provide is also greatly appreciated. Thank you to our board members who dedicate their time to lead this great group. And finally, thanks to the entire AXUG staff. Without their work behind the scenes, the group would not be as successful as it is.

As we turn the calendar to 2012, remember that the best way to maximize the value you and your company receive from Microsoft Dynamics AX is to be active in communities. AXUG is one of the communities that can help you maximize that investment. Make a New Year's resolution to become more active in both the Microsoft Dynamics AX community and AXUG; you won't be disappointed with the results!

Frank Vukovits, Jr.
Director – Programming, AXUG

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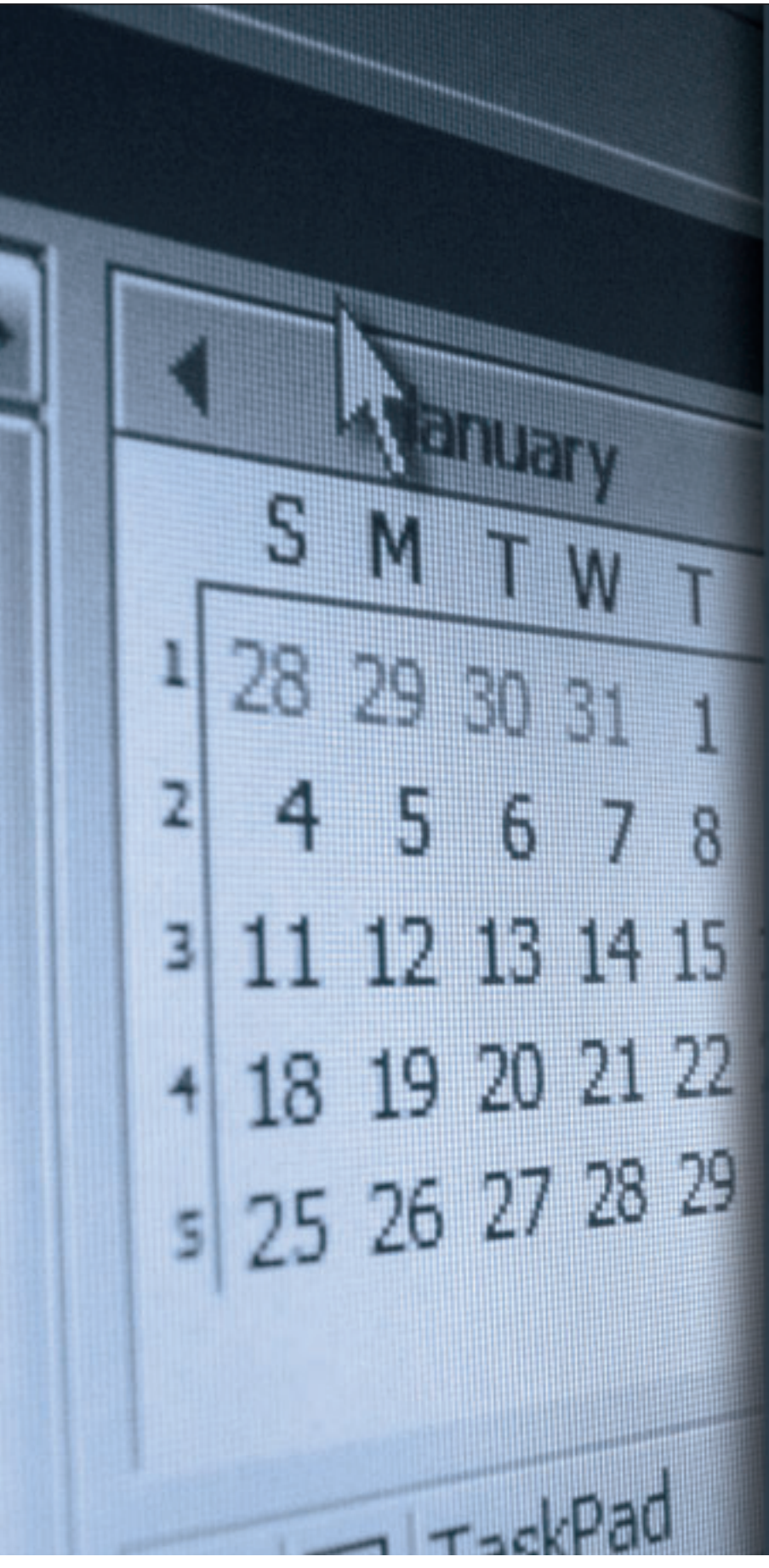
This label only applies to the text stock.

events



The event calendar on www.AXUG.com and the weekly AXUG newsletter are your best sources for the latest AXUG event information. Events are added weekly, so check back often and get registered for the next exciting AXUG event!

January

January 19, 12:00 p.m.
Regional Chapter Meeting: PacNW

January 19, 2:00 - 3:00 p.m.
SIG: Enterprise Installations

January 20, 12:00 - 1:00 p.m.
Roundtable: Ask the Expert Friday – Security

January 23, 3:00 p.m.
Regional Chapter Meeting: Western Canada

January 27, 12:00 - 1:00 p.m.
Roundtable: Inventory Friday!

January 31, 2:00 - 3:00 p.m.
Workshop: Member Benefits You've Probably Never Heard of!

February

February 1, 1:00 - 2:00 p.m.
SIG: Currently Implementing Companies

February 2, 1:00 - 2:00 p.m.
Workshop: DayONE and Convergence 2012 Preview

February 10, 12:00 - 1:00 p.m.
Roundtable: FRx Friday!!!

February 14, 1:00 - 2:00 p.m.
Workshop: UGIO

February 15, 1:00 - 2:00 p.m.
Workshop: DayONE and Convergence 2012 Preview

meet the board

Andrea Jordan

Company: Gibson Energy ULC | **Location:** Calgary, Alberta
Title: Business Analyst, Finance and Technology
Board Member Since: 2011 | **Microsoft Dynamics AX User Since:** 2007

What has been your greatest benefit from being an AXUG® Member?
I get so much out of AXUG. It is the best place to share information and find solutions to problems. The AXUG webinars deliver high quality topics and training, and I turn to our members for help, resources, and experience. I have recently joined the board and aspire to give back to the community.

Call for Nominations...

...for the AXUG Board of Advisors

Know somebody who would make a great board member? Nominate him or her now for a spot on the 2012-2013 AXUG Board of Advisors now through Friday, February 17. Once nominations are closed, the nominees will be confirmed and then slated for election. Per AXUG bylaws, the election period will run for 14 days, with the election results announced at Convergence 2012 Houston as a part of the AXUG DayONE event. Please note, only AXUG Premium Member Users may sit on the AXUG Board of Advisors. Basic, Service Plan, and Partner AXUG Members are not eligible to sit on the board. To nominate yourself or another Member of the AXUG community, email the name, company, and email address of the nominee to boardnom@AXUG.com. If you have any questions, please email the same address. Mark your calendar now as nominations will close on February 17. Thanks for supporting the AXUG community.

Welcome to Our
New Members

AXUG® is adding new Members (with new Microsoft Dynamics AX expertise) every day! As of December 2011, we have added 411 Members to the AXUG community, bringing the group's grand total of Member organizations to 1,629. Welcome to our new Members, and to all Members, thank you for your participation and continued support! Each new Member organization adds value not only to their own company, but also to the entire community as they share their knowledge and experiences.

We want to recognize those Members who have invested in AXUG Premium membership in 2011 as well as our Premium Partner Members. Thank you! Please note that these organizations have given AXUG permission to share their name publicly.

Premium Members - 2011

Tinius Olsen Testing Machine Company

Morton Buildings, Inc.

Dennen Steel Corp.

MGS MFG Group, Inc.

Electrolock Inc.

Do All Metal Fabricating Ltd

Management Data Systems International, Inc.

Agro Farma Inc

Biron Groupe Sante Inc.

TURCK Inc.

Alliance Life Sciences Consulting Group Inc

Forney Industries, Inc.

Farabi Petrochemicals Company

Again, thank you for your contributions, and welcome to AXUG! If you, too, want to explore the benefits of AXUG Premium membership and take advantage of membership opportunities, simply visit www.AXUG.com > Join AXUG. Our Premium Members are the lifeblood of our organization and enable us to continue to provide valuable networking, educational events, and solution-specific programming.

Minnesota Regional Chapter Update

The Minnesota Regional Chapter of AXUG® met at Microsoft's office in Edina, Minnesota. The meeting was well attended, and featured Chapter news and announcements followed by a presentation from Marshalltown Company. Marshalltown showed some of the customizations they have made to Microsoft Dynamics AX 2009, along with demos of a mobile SalesForce application on an iPad and a mobile bar coding/inventory management application tied directly to Microsoft Dynamics AX on an iPod Touch. After dinner, the group focused on feedback from the recent AXUG Summit, discussed Microsoft Dynamics AX issues, and shared plans for Members' upgrades to Microsoft Dynamics AX 2012.

AXUG Global Expansion Continues

Did you know that AXUG currently has 30 regional chapters and branches around the globe? Many Members think of AXUG as a North American-based community, but that isn't the case. There are many AXUG activities taking place around the globe, with more events planned in 2012.

One such 2011 event was the Microsoft Dynamics AX Technical Conference in Nice, France. AXUG was a bronze sponsor, and the AXUG booth in the Expo Hall was busy as Microsoft Dynamics AX Users from EMEA and abroad stopped by to learn more not only about AXUG, but also about starting global branches in their own countries. The technical conference also included a breakout session hosted by AXUG where attendees learned more about the value and benefits provided by global branches and all the great opportunities for networking and information gathering that AXUG programs provide. Expect many new branches in Europe and the Middle East in 2012.

Many AXUG Users also forget that their AXUG membership includes everyone in their company, regardless of location. So, if your company is based in the United States but has operations in other countries, your fellow employees in those other countries are encouraged to participate in AXUG programs. With many global branches now up and running (check AXUG.com > Member Resources), encourage all Users in your company to be involved in AXUG. From local meetings to the hundreds of virtual programs offered, there are plenty of opportunities for all Members of your company to listen, learn, and share their experiences with Microsoft Dynamics AX.

If you don't have an AXUG global branch in your city or country but are interested in starting one, please let us know. Many of our global branches were started by one Microsoft Dynamics AX User, who with the support of his/her company and AXUG, was able to get a branch up and running with minimal effort. It does not take a large time commitment to serve as a branch leader, and the paybacks are tremendous: all Microsoft Dynamics AX Users find value in meeting others Users in their area.

For more information about the global branches and international expansion of AXUG, please visit www.AXUG.com and choose Member Resources. From there, follow the link for Global Branches. ***AXUG***

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microsoft member showcase

Mitch Franks & Shelly Miller

AXUG® sat down with Mitch Franks, director, Microsoft Dynamics ERP, and Shelly Miller, Microsoft Dynamics AX team manager, at the fall 2011 AXUG Summit to talk about their experiences at the event and the buzz around Microsoft Dynamics AX 2012. Both Franks and Miller are veteran attendees of AXUG Summit and have been instrumental to the technical support that AXUG Members receive during the conference.

AXUG: ***What are your key takeaways from this fall's AXUG Summit?***
Mitch Franks (MF): One is the event itself and how much it has grown. We've been involved for the past six years, and to see it grow from two tables to 1,000 people is amazing.
Shelly Miller (SM): For me it's the networking. That's what AXUG has always been about, whether it's between Customers looking at Microsoft Dynamics AX or those seasoned with Microsoft Dynamics AX.

AXUG: ***What did you hear from Users at this year's event?***
SM: We received a great reaction to new features and functionality in Microsoft Dynamics AX 2012. Lots of positive feedback, desires to upgrade, and a lot of excitement as far as what we're doing to connect with Customers.

AXUG: ***How do Convergence and Summit complement each other?***
SM: Both are deep into technical details and knowledge shared, but having the leaders of the AXUG community leading the sessions is huge and enables Customers to hear from each other.

Microsoft Dynamics™ AX

MF: The other thing is the Customer connection. Convergence is great for learning about Microsoft products and ISV solutions, but Customers meeting with Customers and making those connections can help them in many ways. It's a huge value add and another avenue for support.
SM: Both events also continue to grow and foster the Microsoft Dynamics AX community.

AXUG: ***You mentioned that you've received a lot of Microsoft Dynamics AX 2012 feedback. Let's talk about that a bit more.***
SM: The theme of Microsoft Dynamics AX 2012 is "Powerful, Agile, and Simple", and that corresponds with what we're hearing from Customers. The product is helping them enhance their business processes, and it's great to hear the quick and positive response.
MF: We're also seeing earlier adoption with the product from release-to-market to adoption to support calls. We've seen that timeframe move up four to five months over previous product releases.

AXUG: ***Any advice for those looking at 2012?***
SM: There's a lot of great eLearning material available to help Users immerse themselves in details. I also recommend that Users get involved with the Microsoft Dynamics Community website at community.dynamics.com.
MF: It's early, but we're building Customer references from the TAP (technology advancement program), so engaging with them would be advantageous as well.

AXUG: ***Any final thoughts you'd like to share with our readers?***
MF: Seeing AXUG Summit grow year over year despite the economy means that people see the value and keep making the investment. That's the best marketing you can have, so congrats to you.
SM: At Summit, we get a lot of value and insight into how Customers are using our product. Our research and development team does a great job of developing products, and it's rewarding to come to events like this to see how Customers are using them. ***AXUG***

Microsoft Dynamics AX Shortcuts, Filters, and Windows

by **Greg Reimer**

AX Keyboard Short Cuts

Keyboard shortcuts in Microsoft Dynamics AX are similar to those used in Microsoft applications, for example Ctrl + P = Print. The table below lists the most frequently used Microsoft Dynamics AX shortcuts.

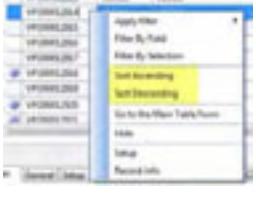
Press this	To do this	Command
Ctrl + N	Create a new application object	New
Ctrl + S	Save contents	Save
Ctrl + P	Print the active application object	Print …
F1	Search for information in the help system	Help
Ctrl + C	Copy the selection and put it on the clipboard	Copy
Ctrl + V	Insert clipboard contents	Paste
Ctrl + F	Find the specified text	Find …
Up Arrow	Move the cursor one line up	Up
Down Arrow	Move the cursor one line down	Down
Ctrl + Tab	Shift to the next tab page	Next Tab Page
Ctrl + Shift + Tab	Shift to the previous tab page	Previous Tab Page
T + Enter	Automatically populate date field with today's date	Date
F5	Restore (refresh after any changes)	Refresh

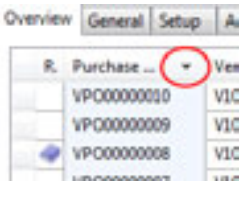
Sorting

There are two ways to sort data in a grid.

Method One:

1. Right click on the field you wish to sort by (note that not all fields can be sorted).
2. Choose either **Sort Ascending** or **Sort Descending** from the menu options.





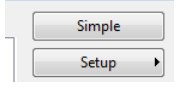
Method Two:

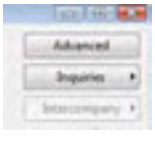
1. Sort ascending or descending by clicking on the applicable column header. Once clicked the directional arrows ▲▼ will indicate the order of the column (ascending/descending).

With either method, you can remove the filter by either right-clicking a sorted field and selecting **Remove Filter/Sort**, or clicking the **Remove Filter/Sort** button on the toolbar.

Screen View: Simple vs. Advanced

Some screens have Simple and Advanced views.

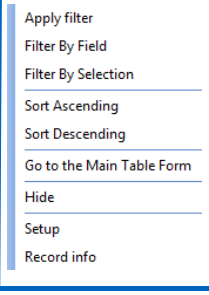




Toggle between these views by clicking the **Simple** and **Advanced** buttons.

Right Click

Right click on a field in a form to bring up options.



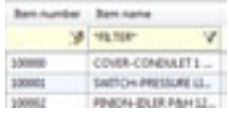
- Quick filter: Filter By Field or Filter By Selection
- Sort Ascending (A-Z) or Sort Descending (100-1)
- Go to the Main Table Form
- Screen Setup

Filter by Field

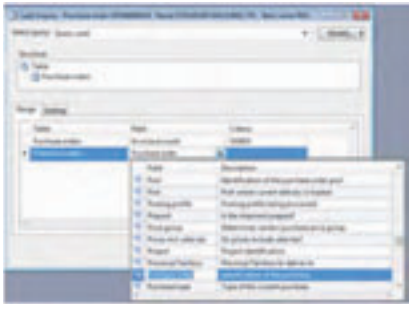
1. Right click in the desired field and select **Filter by Field** from the drop down menu.
2. In the resulting filter window, enter specific criteria. Click **OK.** Criteria appears as filtered.

Filter by Grid

1. Click the **Filter by Grid** button in the task bar. It will turn a filter option on for each column in the active grid.
2. Enter specific criteria in the applicable column and press enter to generate results.
3. Remove the filter by deselecting the **Filter by Grid** button on the task bar.



Advanced Filter



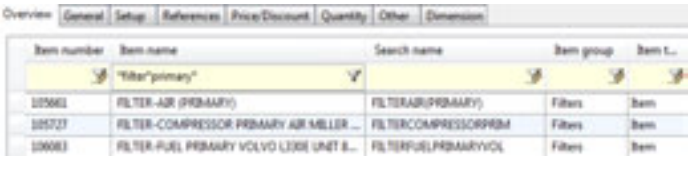
1. Click the **Advanced Filter** button in the task bar. Inquiry window will display.
2. Under the **Range** tab, select the desired **Criteria.**
3. Under the **Sorting** tab, define required sorting options as desired. Use **Ctrl + N** to create additional lines if required.

Note: Click the **Modify** button and select **Save as** to save the filter criteria for future use. Enter an applicable **Name** and click **OK**. Saved filters can be accessed quickly by right-clicking the data grid, selecting **Apply filter** and choosing the desired saved filter.

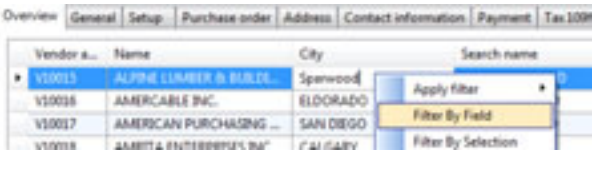
4. Click **OK** button to run the Advanced Filter.
5. Click the **Remove filter/sort** button to turn the filter off.

Filter Shortcuts

Sample 1 - Filter by Grid: I want to find all of the primary filters



Sample 2 - Filter by Field: I want to find all the vendors located in Sparwood



Sample 3 - Advanced Filter: I want to analyze all PO lines with a net amount over $1500

Filter Buttons

Advanced Filter/Sort

Filter by Selection

Filter by Grid

Remove Filter/Sort

Filter Criteria

Syntax	Example
value	Smith finds 'Smith'
value (asterisk)	*th* finds any string containing 'th' (north)
value* (asterisk)	S* finds any string starting with 'S' (switch)
*value (asterisk)	*east finds any string ending with east (northeast)
?	Sm?th finds 'Smith and 'Smyth'

AXUG

WORD FIND

Congratulations to Corey Nelson from Life-Science Innovations for being our fall 2011 winner! Posted below are 25 words that relate to the topics and themes in this issue of AXUG® Magazine. These words can be found in the grid horizontally, vertically, diagonally, backwards, and forwards.

You can submit your completed word find for a chance to win a gift certificate. Simply scan and email your entry to wordfind@AXUG.com.

T	R	S	N	O	I	T	U	L	O	S	N	O	I	T	C	N	U	J	B	R	O	F	Q	I
R	A	N	D	R	E	A	H	D	A	Y	T	W	O	D	I	S	G	C	E	R	A	H	S	T
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O	S	G	Y	K	Y	T	I	S	U	O	A	V	E	O	I	T	E	G	O	M	I	A	N	N
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Convergence
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Company:
Junction Solutions

Interviewee:
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2002

AXUG® Partner Member Since:
2009

Junction Solutions provides application development and services for mid-market and tier-1 food and beverage manufacturing, multi-channel retail, and distribution organizations. Junction Solutions' ERP-centric portfolio includes on-premise and cloud-based software that addresses both back-office business operations and front-of-house trade and consumer relationships.

AXUG: ***How did you choose your vertical focus?***
George Casey (GC): Our founding principals have deep industry knowledge, and we were excited to leverage the Microsoft platform. Partners like Junction Solutions can take deep industry expertise and provide a rich User experience while still delivering the horizontal functionality that organizations need.

AXUG: ***Tell me a little bit about your Customers.***
GC: We have both large mid-market and enterprise-level Customers, some of which who previously used other ERPs, in the food and beverage manufacturing, retail, and distribution industries. In the last five years, there's been a huge emphasis on flexibility, and companies need to be able to react to changing business conditions quickly. With the Junction Solutions vertical software extensions on the Microsoft Dynamics AX platform, we're able to provide real value in terms of positive return on investment and lower total cost of ownership.

AXUG: ***What are the benefits of working with a Partner who truly knows an industry?***
GC: The message behind Microsoft Dynamics AX 2012 is "Powerfully Simple." Users need a powerful system to execute transactions in complex organizations, but their software still needs to be accessible and consumable by the end User. The same software that's going to work in a discrete manufacturing environment is not going to work in a dairy distributor. We take that powerful engine, Microsoft Dynamics AX, add a layer of vertical industry-specific features and usability enhancements, and make it consumable for the end User. That can make all the difference.

AXUG: ***We're glad to have you as a Partner Member of AXUG. What do you enjoy most about your participation?***
GC: We love AXUG and have been actively participating in the group since 2005. At this year's Summit, we brought six Junction Solutions employees as well as 30 Users and participated in many sessions, two of which we presented.

The feedback we received early on is that our Customers want to interact with us, from our executives to our support team. Attending AXUG events makes us available; we're able to share knowledge with them and hear what they've enjoyed learning.

Our commitment to AXUG is part of our commitment to our Customers. It's a full, lifecycle partnership, and we can provide value at Summit. From a Customer lifecycle standpoint, we tell them about the benefits of AXUG on day one, sharing that this is a vibrant community and that it gives them the opportunity to network with peers, and ultimately extract more value from their software investment.

AXUG: ***What did your Customers think of AXUG Summit this year?***
GC: We received great feedback on the sessions. Some of the Roundtables were very effective in enabling them to hear from peers with similar challenges and inspiring them to try different things.

Another activity that our Customers enjoy is participation in the Special Interest Groups (SIGs). Those groups provide a categorization so that Users can participate in version, topic, or industry-specific sessions and learn what's new for those going through upgrades. They generally bring people into a common experience even though they have very unique requirements or backgrounds.

AXUG: ***What do you enjoy most about the Microsoft Dynamics AX community?***
GC: Microsoft Dynamics has created an ecosystem that is not like others. The Microsoft Dynamics community perpetuates relationships between Customers and Partners. One of the greatest benefits of AXUG Summit is that it's not just a technical conference; it's for business Users, too. By addressing all the different roles and having meaningful content, it gives a commonality of experience whether I'm a CEO or a programmer.

We have built a number of strong relationships as a result of Microsoft Dynamics and AXUG. It's a win for Users and a win for Partners. ***AXUG***

Junction Solutions

Bringing the Oddballs Together

Illustration by Ryan Fritz for The Partner Channel

by **Pam McGee**

Sometimes I think my work would be so much better if people would just quit acting stupid and do things my way. I quietly (sometimes not so quietly) ask myself: How can someone be so annoying? Does he not know that showing up late for meetings is rude? Does she not know that when we are having a strategic dialogue, it's NOT the place for a question on where customers should park? Why does he chew those peanuts with his mouth open? Did she really just say that? If she asks one more question on things we have covered a million times, can I throw my shoe at her?

And sometimes I think: man, I love how he thinks; he always brings up the most bizarre ideas. I can't believe she just said that; I never think of that type of stuff.

Have you ever heard a similar dialogue in your own head? If you have, you may be visiting the land of oddballs. Oddballs are employees that think differently. They have quirks and habits that stretch company norms; they act differently; they think differently; they have annoying behaviors; and, they can be extremely creative. Being in the land of oddballs can be draining, frustrating and challenging. It can also be refreshing, exciting and interesting.

Why is a Team of Oddballs Important?

Research indicates that building a team that pushes conventional thinking leads to higher performance. If you have a homogenous customer base, you may get by with a more homogenous employee base. However, most companies with a diverse customer base have found that if they hire a diverse team that resembles their customer base, it leads to a better understanding of all customers, not just a particular segment. The automotive industry has started hiring more women in their plants and on their sales floors because today's statistics indicate that women are the primary decision makers when buying a car. Research has also proven that nonconventional teams are often extra creative, higher performing and more profitable. For example, it is my speculation that Google™ hires people who are "different." That is, people that don't tie themselves to conventional wisdom. They may hire musicians to be developers; anthropologists as culture experts; non-HR people to be HR people. Different perspectives often lead to better solutions and higher performance. There is a bottom line payout for a team of oddballs that works well together.

When Can Having Too Many Oddballs be Detrimental to Performance?

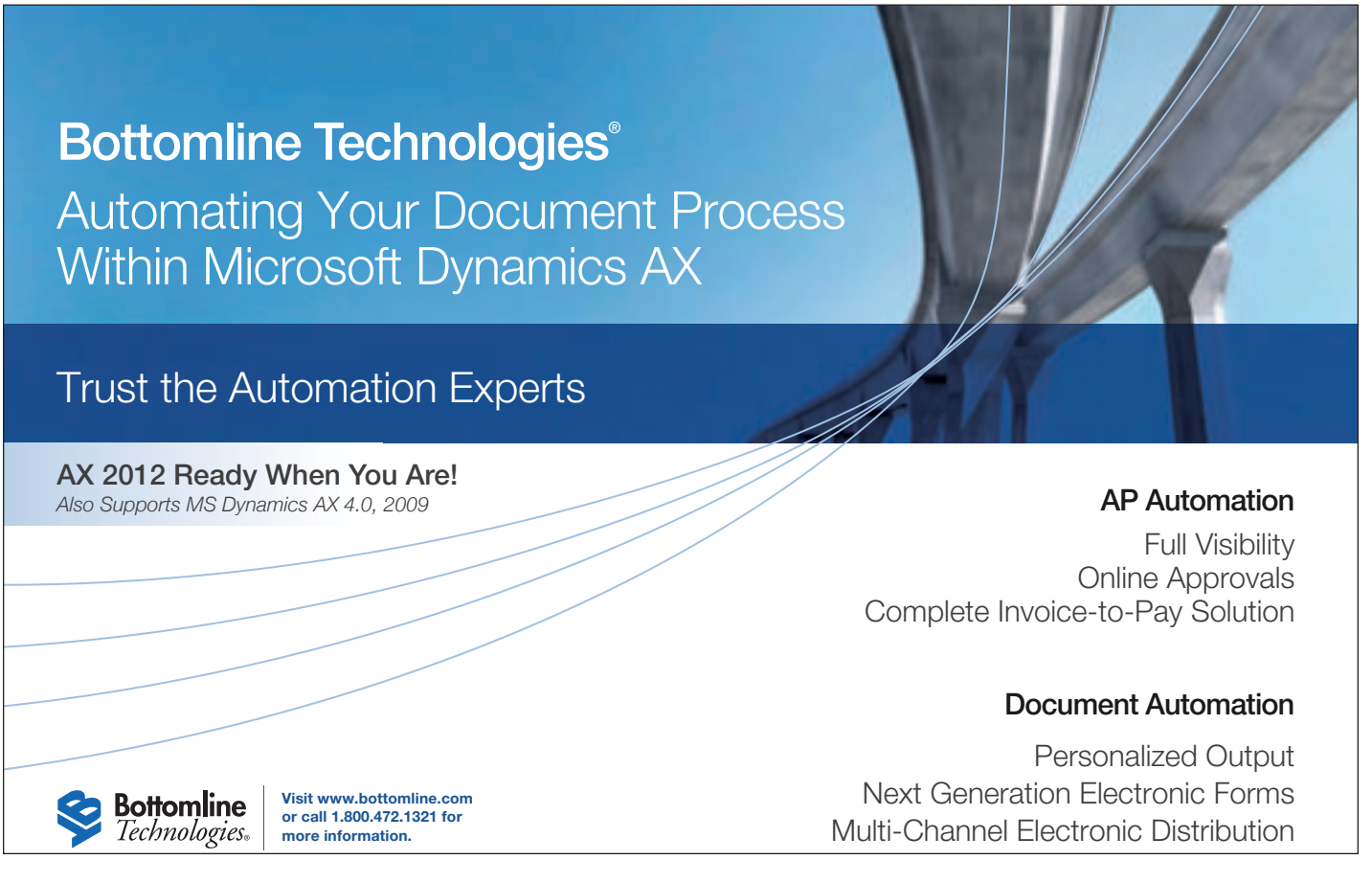
There is a fine line between excusing unique work behaviors and styles and ignoring potential performance issues. Here is a general rule of thumb: if a team member's behavior is affecting someone's ability to meet a customer's need, it is a performance issue. For example, if an employee is obsessed (and I mean obsessed; we're talking off the charts obsessed) with deadlines, this may lead to a product or service that does not meet the customer's needs because there was no time for adjusting to new information. The employee may have rushed to meet the deadline without ever asking if he/she was still delivering what the customer needed. The employee may have created something in 10 weeks, because that was the deadline, only to realize that it was not what the customer wanted. How many different ways can I say it? ODDBALL BEHAVIOR IS DETRIMENTAL IF IT AFFECTS THE CUSTOMER EXPERIENCE!

How Do You Bring a Team of Oddballs Together?

To start, a leader must establish and constantly talk about the team's common vision or goal. The group of oddballs needs to collectively be working for the same thing. If they do not have any unifier, they will work against each other, and their differences will become exasperating. Another team leader tactic is to help people see each other as people and not just employees. Getting to know each other on a personal level leads to a better understanding and appreciation for that person. You learn to see that person as a human being, not the big "wart" on your team. You see them as a father, a brother, a mom, a musician. Another thing a leader can do is show respect and appreciation for the oddities within the team. There can't be favoritism toward one type of "oddity" over the other. If there is, the team will divide and fight to get the attention of the leader, similar to how kids act up because they think a parent favors one of them over the other. The leader can also gain a lot of ground simply by verbalizing the expectation that the team appreciate each other's quirks and strengths. As obvious as it may seem, the team may think the leader is ignoring the situation if he/she does not verbalize the expectation. A leader needs to be a great coach. He/she has to help people learn to problem solve in different ways. A leader should never become the team conduit because that enables others to admonish their responsibility of making things work out. More easily said, if team members are coming to the leader's office to "complain" about others, it is the leader's responsibility to listen and question so the team members can arrive at their own solution.

One of the most obvious techniques of getting people who are very different from each other to work together is to do some form of training that helps them understand each other better. Common personality assessments include Jung's Typology, Myers-Briggs, The Big Five, Herman Miller and PT/Berkeley. It matters less which assessment you choose and more that you have a quality dialogue around the results. For this, team leaders often solicit a trained facilitator that is neutral and has a broad understanding of personality and work style differences. Lastly, the team leader needs to teach people to laugh. This laughter often brings teams together because they can see how "weird" they each indeed are. Remember, laughing and being playful should never be sarcastic or hurtful; it should be warm and inviting, yet undeniably funny.

In conclusion, we all have a little oddball in us, whether we want to admit it or not. If we use that for the greater good, work can become more interesting, fun and profitable. **AXUG**



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summit

2011 *reaching new heights*

AXUG
DYNAMICS AX USER GROUP

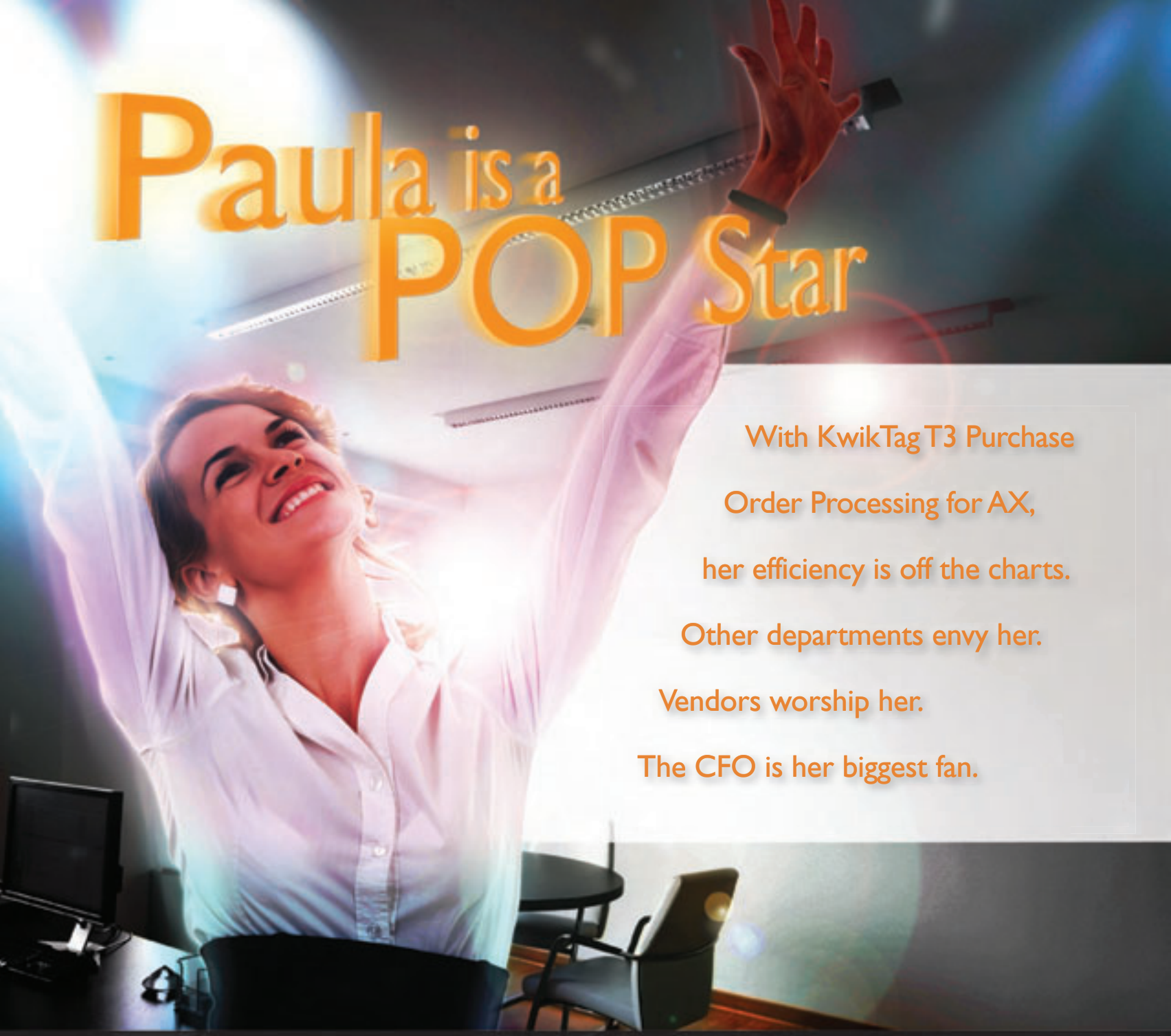
AXUG Summit 2011: A HUGE Success

"Wow." That word probably best describes the AXUG Summit 2011 in Las Vegas. Las Vegas of course is a city with a lot of wow, but Summit 2011 truly was the premier event on the AXUG calendar in 2011, and it did not disappoint.

Starting off on Monday with the Microsoft Dynamics AX 2012 Launch Symposium all the way through the final breakout sessions on Friday, the week was packed with great content, networking, training, and the opportunity for Users to listen, learn, and share their experiences with Microsoft Dynamics AX. If you wanted to learn more about Microsoft Dynamics AX 2012, Summit provided that. If you were looking to get answers to questions you have on your current version, Summit provided that. If you wanted to learn more about the add-on products out there in the marketplace, the Summit Expo Hall provided that. And finally, if you wanted to hear from Microsoft, Summit certainly provided that with the opening keynote, Town Hall session, and 10 breakout sessions led by folks from the Microsoft Dynamics AX research and development teams.

By now you've most likely heard that there were 1,000 people in attendance, which is a new record for AXUG Summit. For the first time, the event was sold out weeks in advance, but this large number did not impact Users' ability to network in the hallways, walk through the Expo Hall (sold out also!), or attend breakout sessions. We did have a few breakout sessions that were full, and Users lined the hallways to listen. Thank you, attendees, for making it work! With more than 140 breakout sessions, including roundtables, presentations, Partner and Customer showcase theatres, and How2 sessions, there were ample opportunities for getting questions answered, learning more about the future direction of the product, and sharing experiences. All these sessions were led by subject matter experts from the User, Partner, and Microsoft communities. The networking contacts attendees made with these leaders are one Summit benefit that will pay dividends well into the future.

Mark your calendar for AXUG Summit 2012, which will be held in Seattle the week of October 13. Seattle is in Microsoft's backyard, so expect the usual great Summit content plus the opportunity to visit the Microsoft Redmond campus. Longtime AXUG Members will remember that the first two Summits were held in Redmond and Seattle. For 2012, one Summit theme will be "Back to Where It All Began." Make plans now to attend AXUG Summit 2012. Registration will open in March, and the event will most likely sell out. Don't make the mistake some Users and Partners made in 2011 by deciding to register late, ultimately missing out. Register early! ***AXUG***



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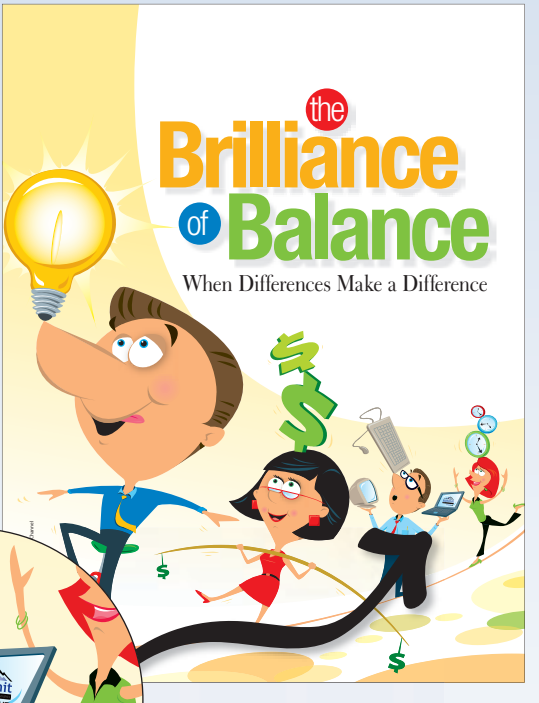
find the logo contest

Congratulations to our first "Find the Logo" contest winner, **Bob Deml** of **The Penrod Company**! Bob found the logo on page 16 of the Fall 2011 issue of AXUG® Magazine. Let's play again. Hidden somewhere between the covers of this magazine is our AXUG Summit logo.

Can you find it?



While our AXUG logo shows up throughout the magazine, the AXUG Summit logo appears hidden in only one place.

When you've found it, send an email to **logocontest@AXUG.com** with an explanation of where and on what page it's at. We'll choose a winner at random and will ***highlight him/her in the next issue*** of the magazine.

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AXUG®
Dynamics AX User Group

GOOD LUCK!

iQ for Business

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Company:
iQ for Business

Interviewees:
Ray Major, *president*,
and
Brandon Kirby,
vice president of sales

Headquarters:
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Phone:
858-565-4238

Email:
Info@iq4bis.com

Website:
www.iq4bis.com

Established:
1991

AXUG® Partner Member Since:
2006

AXUG: ***Tell me about your company's background.***
Ray Major (RM): iQ for Business is an ISV and Microsoft Certified Gold Partner that develops intuitive business analytics solutions for medium-sized companies. The founders of our company were consultants who knew that in order to solve their critical business issues, their clients needed to have access to multiple disparate data sources.

They spent more than 10 years developing a technology to successfully utilize business intelligence (BI) throughout organizations. Today, our software provides platform and system-agnostic BI solutions for Users all over the world as iQ for Business software and service solutions are sold, implemented, and supported through the United States, Europe, New Zealand, Australia, and Asia.

AXUG: ***Share a little about what iQ for Business does for its Customers.***
RM: Almost every Customer we work with has multiple datasets, and it's a rare occasion when an organization has all that data in Microsoft Dynamics AX. We provide the back-end software to seamlessly and successfully aggregate disparate databases and the front-end software to display the key performance indicators (KPIs), analytics, and metrics in dashboard format on desktops and handheld mobile devices like smartphones and iPads.
Brandon Kirby (BK): Companies have invested a lot of money in their systems, but many times the system doesn't allow the Users to see the data. Great at transaction information, horrible at reporting! When a CEO wants to know what's happening, where, and why, his or her team might have to go to three different systems for that information. This type of information is needed all the time, but they typically only get it once a week because it's hard to pull in a timely and accurate manner.
RM: Exactly. We allow them easy access to that data in order to drill down into the information within their systems. C-level executives want to see indicators – up or down arrows – so they can see where the business is today and what they need to address immediately. An operations manager wants to see inventory levels. A sales manager wants to see how the sales staff is performing. It's funny...everyone plays differently when you start advertising the score! Our solution really does cater to each type of User in the organization.

AXUG: ***What do you have coming up for Customers?***
BK: Wow – how much time do we have? We have released mobile-ready solutions, budgeting and planning solutions, and will soon have an integrated mapping analysis.
RM: In addition, we have a completely new way of delivering data called iQ on Demand, which allows our clients to access their Customers' data in the cloud, via the web. Instead of fielding requests from clients, Customers, suppliers, and third-party vendors can now go out and look at their own data. Our first three clients paid a premium to ensure we didn't sell the solution to their competitors!
BK: Enabling a Customer, supplier, or third party to access that key information without the company inheriting the risk is a huge value add. We're also looking into the future and leveraging the power of Excel to create an integration that allows companies to further their budgeting, planning, and forecasting processes. This product comes out-of-the-box with several templates, but we've learned that everyone's budgeting is unique, so this product is flexible enough to take care of individual needs.

AXUG: ***What makes iQ different from its competitors?***
BK: In a nutshell, it's experience, success, flexibility, and scalability. Over the past decade, we've made significant investments in our research and development (R&D) focused in key targeted areas. Customers use our products to solve specific problems, and we've invested in simplification of workflows, reducing implementation times, and making our solutions scalable and flexible. We don't have a "one size fits all" solution; we give clients just what they need, allowing them to build out their solutions as their needs require.

It's also important to note that while we're a software company that has consulting services, we're not a consulting company. We're not trying to make money from lengthy deployments and long-term engagements. We strive to give our Customers high ROI with low TCO, doing

implementations in a matter of weeks and then training our clients to keep the product up to date.

AXUG: ***We're glad to have you as part of AXUG. What's been the most beneficial aspect of your membership?***
BK: Learning from Users. The conversations we've had at AXUG are unfiltered. People are coming to learn and solve problems.

AXUG has also been terrific for building relationships and partnerships across the Microsoft Dynamics AX community. Becoming a Premium Member is something we've found to be tremendously advantageous to our business. With it, we get free or reduced rates for training and events as well as access to online forums, webinars, and blogs – all of which our people find very valuable.

AXUG: ***I know that many iQ Customers are also AXUG Members. What do they find beneficial?***
BK: The ability to meet and learn from other Users. There is tremendous value in meeting people from companies who share the same goals, systems, and challenges. There are discussions that take place that we as a vendor could never have with them, even at onsite, face-to-face meetings. There's something about the AXUG environment that makes people want to share in a positive, unfiltered way.

AXUG Summit offers us the ability to gather several clients to share real pains they are facing on a daily basis and brainstorm ideas to solve them. We learn from one another, helping them solve their current problems, and they help us design our products to fulfill their future needs. It's a really neat, symbiotic relationship that exists because of what AXUG has to offer.

AXUG: ***What do you like most about the Microsoft Dynamics AX community?***
BK: IQ for Business is part of several User communities similar to AXUG, so we have the ability to contrast between the groups. The Microsoft Dynamics AX community is like no other; it has a great mix of Users, technical Users, and executives. As a vendor we have been wildly successful at converting interested companies into happy clients in part because we are a Microsoft Certified Gold Partner, our technology is all Microsoft-based, and it seamlessly integrates with our clients' current Microsoft Dynamics AX implementations.

AXUG

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Filtering Wildcards

by **Greg Reimer**

When you are searching for information in a table within Microsoft Dynamics AX, you need to use special a character called a "wildcard". Wildcards in Microsoft Dynamics AX find a "value" with similar, but not exactly the same, information. You can also use them to look for a specific value when you can't remember enough information to retrieve just that one value.

Wildcards come in handy when you need to locate records with similar data or you're trying to track down a specific record based on limited information. But if you don't use the right wildcard characters the right way, you could wind up with the wrong data. The good news is that when searching and filtering in Microsoft Dynamics AX, the values you use do not have to be case sensitive. **AXUG**

WILDCARDS USED FOR FILTERING

Syntax	Description	Example
value	Contains the *"exact"* value entered	Haul truck = Haul truck
value	Filters for the value and *"all characters before and after"*	*pipe* = SEALANT-PIPE, PIPE-3/8", PIPEFITTING, SANDPIPER PUMP, etc.
value*	Filters for the value and *"only characters after"*	pipe* = PIPE-1", PIPE-AIR, PIPE GAUGE, etc.
*value	Filters for the value and *"only characters before"*	*pipe = KIT-AIR PIPE, X/OVER PIPE, GAUGE-0 TO200PSI 2 1/2 IN FACE 1/4 IN MALE PIPE, etc.
?	Filters for the *"single character missing"* among the value entered	T?re = Tire, Tyre.
..	Filters for the *"missing sequential information"* between two values	01Jan10..04Jan10 = 01Jan10 02Jan10 03Jan10 04Jan10 A..K = A B C D E F G H I J K
!	Filters out *all items containing one value*	!completed = removes completed from results displayed
,	Filters using multiple criteria, separated by a comma	Truck, Tire = Truck AND Tire
< or >	Filters using less than and more than	<500 = 499, 498, 497, 496…

AXUG
NAME THAT PHOTO
contest

Was AXUG® director Frank Vukovits modeling or auctioning logowear at this fall's AXUG Summit?

What would you name this photo? Simply email your submission to captioncontest@AXUG.com; all submissions will be printed in the magazine's next issue.

AXUG NAME THAT PHOTO results

Congratulations to **Joyce Miller of CrossRoads RV** for winning our fall 2011 Name That Photo contest. Here's her winning caption:

"The meeting of the Oldcastle minds!"

AXUG Members Advise on Convergence

Not only are our AXUG User Members involved in AXUG community events, they're also taking on a leadership role as part of the Convergence customer advisory board (CAB). The Convergence CAB met in early December 2011 outside of Seattle, Washington, to review the plans for Convergence 2012 Houston and provide feedback regarding keynote, general, and concurrent sessions.

Pictured left to right: Front Row: Zvika Rimalt (Teekay), Linda Reno (Hitachi Medical Systems America), and Robert Yarnold (Sunny Queen Australia)

Back Row: Heather Kulla (Convergence Business Owner), Andy Hafer (Dynamic Communities), Joe Wiley (LazyDays), and Tracy Stenhjem (Convergence Content Manager)

Academy Corner

ATTENDEE COMMENTS

AXUG® Academy had a great fall, hosting numerous training events in conjunction with AXUG Summit in November 2011. As you can read below, the expert-led classes, hands-on training environment, and capped class size provided tremendous value for the attendees. Here are some quotes from this year's attendees:

- It helped me to see how to navigate and do some of the accounting functions I was unsure of.
- The instructor offered up a wealth of information from his deep knowledge. He did an excellent job!!
- The instructor was awesome, and the class clarified a lot of issues for me.
- Fantastic ideas; I can't wait to get back and make some changes.
- The instructor is very knowledgeable and will be a great resource for the future.
- The shared learning of successes and mistakes made along the way were some of the most valuable aspects of the training session.
- I really appreciate the discussions around recommended practices and design concepts, especially in context of real-life experiences, both good and bad.
- The class was taught on a version up from what we use, so it was nice to see what the next generation looks and feels like.
- I'm sure I will have questions, and when I do, I will ask some of the people that I met at the event.
- The instructor did a wonderful job teaching this class. He covered a lot of material and did a great job of explaining how everything worked.
- Hands on experience and the ROI template for use back in the office were excellent. The additional reference materials were great as well and will be useful to reference later.

Visit www.AXUG.com > Member Resources > AXUG Academy to learn about upcoming training opportunities. ***AXUG***

ACADEMY TESTIMONIALS

"I LEARNED OF THE ACADEMY in 2010 but didn't do anything for a year as it was a busy time. I participated in my first webinar this summer and started using the resources after that. This week I took a course on network administration, and I'm going back with resources so we can work on these projects in house." ***– Raelene Kennedy***

"I LOVE THE HANDS-ON ELEMENT of working along with the instructor. We've been working on installing our budgets, and this year our team was able to sit in on a very detailed presentation. We've seen webinars but here, face to face, the lightbulbs came on, and they can see the great benefit of it."

– Vonzella Bryant

ThePartnerChannel®

THE LIST

MAGAZINE | ONLINE | HANDBOOK

Welcome to The List from The Partner Channel®! The List is a tool that enables you to quickly and easily find products specific to industries, business process functions and various services provided by third-party companies that extend the Microsoft Dynamics® family of products. The List is updated quarterly and is available as a PDF document at: **www.thepartnerchannel.com/the-list**

The List Table of Contents

Industry.....**Page 30**

Horizontal.....**Page 37**

Services.....**Page 49**

CfMD — **Look for this icon to identify solutions that have earned the Certified for Microsoft Dynamics accreditation.**

NEW: — **Look for NEW: in front of the names of products/ services that are new to The List.**

Download copies of The List from The Partner Channel Web site (www.thepartnerchannel.com/the-list) to share with others in your office.

The List from The Partner Channel® is your tool for finding the solutions available from Microsoft Dynamics® Partners. Review the various industry, horizontal and service offerings available and you may just find exactly what you've been looking for! The List is unique in that it shares only those solutions and services that work with the Microsoft Dynamics product line. We want you to spend time using the solution, not looking for it. If you have a product or service that you would like included on The List, please contact Jane@thepartnerchannel.com.

NOTE: The Partner Channel, Dynamic Communities®, and AXUG® offers no expressed or implied warranty or guarantee for any of the products included in this directory. Support and quality assurance of these software products and services are solely the responsibility of each Microsoft Dynamics Partner.

*Due to the nature of the "classified" format used for The List, Microsoft Dynamics brand guidelines may not have been followed. We encourage Partners NOT to follow the example we are setting!

Industry

Agriculture

Encore Business Solutions GP
www.encorebusiness.com
888-898-4330 ext. 314
REAP - Renewable Energy Agricultural Processing
Manage commodity procurement, contracting, settlements, inventory & BI.

Northlake Partners GP
www.TheNorthlakePartners.com • 425-773-9606
BluWare - Commodity Procurement
Automate AP for the harvest, hauling, & purchase of crops, grain, & fish. Manage prices, deductions, taxes, & GL accruals for delivery tickets.

Apparel

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Matrix Inventory
Create one or two dimensional matrices with fully customizable options.

Compass Technologies, Inc. GP
www.compasstechnologies.com • 231-775-7999
Retail Point of Sale
Enables real-time transaction entry through an intuitive user interface. Offers extensive setup options to support your business operations.

Junction Solutions AX
www.junctionsolutions.com/products-solutions/junctionmcr-multi-channel-retail/
303-327-8800
JunctionMCR for Multi-Channel Retail CfMD
End-to-end solution set, available on-premise and on-demand, built into Microsoft Dynamics AX providing fully integrated functionality for customer service, order and inventory management, across all retail channels.

Junction Solutions AX GP NAV
www.junctionsolutions.com/products-solutions/junctioneod-ecommerce/
303-327-8800
JunctionEOD, eCommerce On Demand
Feature rich SaaS eCommerce, integrated into Microsoft Dynamics AX.

Lanham Associates® NAV
www.lanhamassoc.com • 678-379-4200 ext. 105
EDI CfMD
EDI your way, Cloud, Hassle-Free, or Total Control. Full Service offering including VAN. Call us for a quote 678-379-4200, X105.

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RedTail EDI
Cloud-based managed EDI service for suppliers to retailers. Best EDI with lowest TCO.

Automotive

Accellos, Inc. GP
www.vsync.com • 614-261-0058
Accellos One Ship
Fulfillment and shipping with automated ASN generation for MS Dynamics GP.

AIM Computer Solutions, Inc. GP
www.aimcom.com • 586-439-0300
AIM Vision CfMD
Automotive supplier industry focused ERP: EDI, AIAG Labels, MMOG/OEE Requirements, PPAP, Blanket Releases, SCM, Mixed Mode, and Repetitive.

Bridge Builder Software, Inc. GP
www.bridgebuildersoftware.com • 701-428-9900
BBS Great Plains Integration
BBS.GreatPlains.Integration is the ONLY .NET platform for Dynamics GP. Integrate seamlessly with GL, AR, AP, SOP, IV, Mfg, Fld Service, Grant Mgmt, Job Cost, Payroll, POP, Fixed Assets, and more.

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AX GP NAV
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Experlogix, Inc. CRM GP NAV
www.experlogix.com • 805-504-9729 ext. 707
Experlogix Configurator for Microsoft Dynamics CRM & ERP CfMD
Experlogix Configurators meets the demands of today's competitive marketplace by simplifying the process of selling customized products, accelerating proposal development times and increasing quote-to-order ratios.

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Greg Frazier, CPA, PLLC GP
www.gfcpa.com • 313-931-0522
MARS Designer BOMS
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Genetic Optimizer (GO) for Production Scheduling
GO is the answer to streamlined production scheduling, providing manufacturers with a fast, flexible planning solution native in Microsoft Dynamics AX.

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AFP (Advanced Forecasting and Procurement) for Manufacturing CfMD
Compares component time-phased demand to dynamic vendor lead-time to purchase just-in-time for production. You can inventory a single item as a component or supply it as a product for customers. Visibility & control.

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Manufacturing Resource Partners
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Dynamics GP Manufacturing Consulting
The implementation team at Manufacturing Resource Partners is one of the most experienced available. Each of our consultants has 12 to 24 years of manufacturing and/or financial management experience.

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Eclipse Computing, Inc GP
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For managing intellectual property, controls all phases of royalty accounting including Contracts, Accruals, Payments & Revenue Recognition.

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Royalty Accounting Software
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ImageLink is a seamless, fully integrated document management solution designed for users of Microsoft Dynamics SL and Microsoft Dynamics GP who desire to reduce the amount of paper within their organization.

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SharePoint Expense Reimbursement Solution Exclusively for Microsoft Dynamics
One Time Cost and No Per User Fees. Leverage DynamicPoint's SharePoint Product at a fraction of alternative solution costs to effectively integrate and streamline employee expense reimbursement with Dynamics.

eRequester by Paperless Business Systems GP SL
www.erequester.com • 206-256-0771 ext. 123
eRequester
Web Requisition, Workflow, PO & Expense Approval and Receiving system.

Joesoftware Inc. GP
www.joesoftware.com • 780-990-0220
Spencer
Easy, configurable, web-based expense tracking system. Seamlessly drive Payables or Project Accounting. Credit card integration, workflow, multi-currency, VAT support, electronic receipts and more.

Paramount Technologies AX GP NAV SL
www.paramounttechnologies.com
248-960-0909
WorkPlace Expense CfMD
Integrates web submission of expense reports, automatic routing, fraud detection, and electronic approvals of individual line-item expenses.

Red Chair Solutions (formerly Marcil Technologies) GP
www.redchairsolutions.com • 701-478-7087
RCS Project Accounting with Xpede.NET
RCS Solutions provide tools to maximize cost and Revenue. Project Costing/Accounting management- incl. Multi-currency. Remote Time & Expense entry. Services: custom integrations, .Net development. Mobility Solutions.

Solugenix Corporation AX
www.solugenix.com • 866-749-7658
NEW: JOGG, Mobile ERP App
Mobile ERP Apps for AX and Professional Services Organizations. Designed to Run on the most popular Tablets & Smart Phones.

Field Service Management

FieldConnect, Inc. AX GP SL
www.fieldconnect.com • 949-428-1540
NEW: FieldAccess
FieldAccess provides remote access to Dynamics for field service technicians on iPad, Android and Windows devices.

Open Door Technology AX GP NAV SL
www.opendoor.ca • 403-777-2410
TaskMaster Mobility Solution
Increase productivity and generate rapid ROI with workflow driven processes for any industry or field application. Enable real-time information exchange between your field workforce and ERP system via mobile devices.

Shining Brow Software GP
www.Shiningbrow.com • 414-258-3400
The Service Manager
Manage installations, service, and maintenance programs. Core features: dispatch, service history, estimating, contracts, job cost, and billing.

Financial Services

Avalara, Inc. AX CRM GP NAV POS SL
www.avalara.com • 877-780-4848
AvaTax for Sales Tax Automation CfMD
Automate and eliminate the complexity of sales tax management with AvaTax. A cloud-based sales and use tax calculation, exemption certificate management, filling and remittance solution for Microsoft Dynamics.

Fixed Assets

Computer Productivity Services Inc. GP
www.cps.financial.officelive.com/WirelessFixedAssetCount.aspx • 905-847-7746
CPS - Wireless Fixed Asset Physical Count and Create
Count or create fixed assets with a wireless scanner. $3500.

Panatrack, Inc. GP
www.panatrack.com • 262-646-3590 ext. 112
PanatrackerGP for Fixed Assets
Bar Code data capture extending GP Fixed Asset module to manage assets.

General Ledger

Alba Spectrum Corporation GP
www.albaspectrum.com • 773-384-9264
Alba Financial Utilities
Change/merge GL, Customer or Vendor accounts singly or by batch. Cross-Company control of segment & account descriptions. Display GL beginning balances before closing prior year. Enter Journals in any closed year.

Corporate Renaissance Group GP
www.crgroup.com/crg_solutions.php
613-232-4295
AA Tools for Analytical Accounting
AA Tools has 4 modules (AA Backfiller, AA Changer, AA SegmentConverter, AA Cubes) to manage the data in AA. Backfill AA data, change AA codes, convert GL segments to AA Dimensions, and complete analytics.

Emergence GP
www.emergencecorp.com • 441-295-0913
Advanced Account Control CfMD
Easily manage large multi-segmented charts of accounts. AAC allows rule based management of valid account numbers & segment combinations. Includes enhanced account lookup, auto account roll-out & account replication.

Infinia Business Technology GP
www.ExcelIntegrator.com • 260-485-0665
Infinia Integrator GL
Allow users to copy and paste journal entries from Excel to Dynamics GP.

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▸▸HR Management

Corporate Renaissance Group GP
www.crgroup.com/crg_solutions.php
613-232-4295
emPerform
emPerform is an easy-to-use, web-based appraisal system that integrates employee reviews, goal management, succession planning, compensation management, 360 multi-rater feedback, unlimited web surveys and reporting.

ImageTag, Inc. AX GP NAV
www.imagetag.com • 480-753-9300
KwikTag Document Capture & Workflow for Dynamics
Simple. Complete. Affordable. More choose KwikTag's document management.

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HR & Payroll Enhancements for Dynamics GP
Proven solutions for US HR & Payroll including leave management, budgeting and managing FTE's, and more!

JAT Computer Consulting, Inc. GP
www.jatnet.com/JPI.htm • 800-580-2595 ext. 462
JAT Payroll Interface (JPI) CfMD
JPI is a bi-directional integration linking GP HRM with ADP payroll.

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Kronos Incorporated AX GP
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Workforce Central® Suite
Seamlessly integrates with Microsoft Dynamics to completely automate the essential timekeeping, human resources and financial processes.

professional advantage

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www.profad.com • 701-235-2363
1Staff for Microsoft Dynamics CfMD
1Staff provides an end-to-end solution for staffing organizations from resume parsing to generating financial statements. One solution your sales, recruiters and financial staff can all use.

▸▸Inter-company Processing

Compass Technologies, Inc. GP
www.compasstechnologies.com • 231-775-7999
Intercompany Balancing
Maintains separately balanced groups of accounts within a single GL.

mc² GP
www.mc2software.com • 303-364-5959
Advanced Intercompany Transactions
Inter- and intra- company solution for GL, PM, RM, POP, PR, BR, and IV.

Nolan Business Solutions

Nolan Business Solutions GP
www.nolanbusinesssolutions.com
303-665-9343
InterCompany Postings
Automatically post all types of transactions between companies.

▸▸Inventory Enhancement

AIM Computer Solutions, Inc. GP
www.rapidtrak.net • 586-439-0300
RapidTrak
Web based wireless material tracking system; user-defined commands; email alerts; fleet inventory.

Blue Moon Industries GP
www.bluemoonisv.com • 401-276-9000
Quality Count
Provides the most robust and complete physical inventory functionality.

Compass Technologies, Inc. GP
www.compasstechnologies.com • 231-775-7999
Inventory Cross Reference (IVX)
Supports the creation of alternate part numbers for inventory items.

Compass Technologies, Inc. GP
www.compasstechnologies.com • 231-775-7999
Stock Count Import
Enables counted quantities to be imported to a Stock Count ID.

Computer Productivity Services Inc. GP
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CPS - Wireless Receiving, Adjustments and Transfers
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www.cps.financial.officelive.com/BarCode.aspx
905-847-7746
CPS - UPC Code Generator
Automatically Create UPC codes for inventory Items $1000.

Computer Productivity Services Inc. GP
www.cps.financial.officelive.com/Inventory.aspx
905-847-7746
CPS - Wireless Inventory Physical Count
State of the Art count and adjust inventory by class/site $3500.

Encore Business Solutions GP
www.encorebusiness.com
888-898-4330 ext. 336
Inventory I/O Control
Manage by-prod. inv. levels. Record & track unlimit. # of scndary items.

Northlake Partners GP
www.TheNorthlakePartners.com • 425-773-9606
BluWare - Item Management
Configure unlimited item attributes to extend BI and automate promotions, commissions, & freight charges. Manage Catch Weight items & display separate UOM's for an item's unit, weight, & price UOM in sales order.

Panatrack, Inc. GP
www.panatrack.com • 262-646-3590 ext. 112
PanatrackerGP for Inventory Management
Adding bar code data capture to GP to capture inventory transactions at the point of activity.

Panatrack, Inc. GP
www.panatrack.com • 262-646-3590 ext. 112
PanatrackerGP Mobile Sales
Adding mobility to sales transaction processing for Dynamics GP.

▸▸Inventory Management

AbsoluteValue

Absolute Value AX GP NAV
www.absolutevalue-us.com • 678-389-7289
Absolute Value/Lanham Associates CfMD
Best-fit formula, demand forecasting & multisite replenishment solution with DRP, collaboration, hub & spoke, drill down visibility. On-demand and on-premise. Reduce inventory levels and improve customer service.

Alba Spectrum Corporation GP
www.albaspectrum.com • 773-384-9264
Multi-Dimensional Inventory
Uses a style-based system to configure SKU's with an indefinite number of user defined attributes. Integrates with & auto-generates SKU lists in SOP & POP modules, also compatible with Alba eCommerce & WMS products.

ASC Software AX GP NAV
www.ascsoftware.com • 937-429-1428
ASCTrac CfMD
Award winning, scalable Warehouse Management Solutions & MFG operations.

Encore Business Solutions GP
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Inventory I/O Control
Manage by-prod. inv. levels. Record & track unlimit. # of scndary items.

FASCOR GP
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NEW: FASCOR WMS
FASCOR delivers real and trusted solutions to companies across North America for Warehouse and Transportation Management. FASCOR's Solutions have been delivering real results and ROI to companies for over 25 years.

Junction Solutions AX
www.junctionsolutions.com/products-solutions/junctionmcr-multi-channel-retail/
303-327-8800
JunctionMCR for Multi-Channel Retail CfMD
End-to-end solution set, available on-premise and on-demand, built into Microsoft Dynamics AX providing fully integrated functionality for customer service, order and inventory management, across all retail channels.

Lanham Associates® NAV
www.lanhamassoc.com • 678-379-4200 ext. 105
AFP (Advanced Forecasting and Procurement) for Manufacturing CfMD
Compares component time-phased demand to dynamic vendor lead-time to purchase just-in-time for production. You can inventory a single item as a component or supply it as a product for customers. Visibility & control.

Lanham Associates® NAV
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AFP (Advanced Forecasting and Procurement) for Distribution CfMD
Best fit forecasting & multi-site replenishment solution with DRP, collaboration, promotions, drill down visibility & multi rollup views.

PANATRACK Inventory & Asset Tracking

Panatrack, Inc. GP
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PanatrackerGP for Inventory Management
Adding bar code data capture to GP to capture inventory transactions at the point of activity.

RockySoft AX GP NAV
www.RockySoft.com • 970-493-0868 ext. 105
Inventory Management and Supply Chain Planning CfMD
Pack Light Inventory Management Suite-Forecasting, Inventory Management, Purchase Order Planning, Vendor Lead Time Management, Retail Store Planning and S&OP.

Schedeler Solutions, LLC GP
www.schedelersolutions.com • 517-796-9470
StockStat/GP
Automated inventory data collection solutions that use barcode scanning.

▸▸Invoicing Enhancement

5280 Solutions

5280 Solutions AX GP SL
www.5280SharePoint.com • 877-677-5280
Dynamic Payables - SharePoint Invoice Automation
Dynamic Payables, a SharePoint-based AP automation solution includes OCR, workflow, reporting & direct integration with Dynamics AX, GP and SL.

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"Revolutionizing the way companies pay their bills"

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AX GP NAV SL
www.avidxchange.com/landing/microsoftdynamics • 704-971-8128
NEW: Complete Accounts Payable Software Solution
Streamline invoice capture, intelligently route approvals and automate payments all in 45 days or less... guaranteed.

Azox, Inc. GP
www.azox.com • 734-928-6010
Online Bill Pay Bundle
Pay invoices by ACH or credit card securely from your website/web store.

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Bottomline Technologies AX
www.bottomline.com/transformap_ax
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Transform™ AP
Integrated AP invoice capture, configurable workflow and storage. Link invoice data directly to AX for automated matching of PO-based invoices plus exception processing with online review and approval.

DocuFire AX GP NAV SL
www.DocuFire.com • 416-977-1080
DocuFire for Microsoft Dynamics
Reliably Email & Fax Invoices, Statements, EFT, PO, Direct Marketing +.

Encore Business Solutions GP
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Recurring Contract Billing
Automate cyclical billing processes & improve cust. & contract mgmt. Auto-generate scheduled invoices reducing billing & invoicing time.

Equisys, Inc. NAV
www.equisys.com • 770-772-7201
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www.imagetag.com • 480-753-9300
KwikTag Document Capture & Workflow for Dynamics
Simple. Complete. Affordable. More choose KwikTag's document management.

Isis, Inc. SL
www.isissoftware.com/enha/isis_sl_ar_collections.aspx • 804-762-4200
AR Collections
Automate your AR Collections securely and track all history. Track and report your collectors work. Scales from 1 collector to 1000's.

Nodus Technologies, Inc. GP
www.nodus.com • 909-482-4701
ePay Advantage
Online Billing & Payment Collection for GP, PA-DSS certified, view invoices, automated recurring payments, tokenization, ecommerce integration.

Paramount Technologies
AX GP NAV SL
www.paramounttechnologies.com
248-960-0909
WorkPlace Invoice Automation CfMD
Integrated Invoice Automation Solution for your electronic approvals, check request & invoice matching needs.

▸▸Job Costing

JOVACO Solutions Inc. CRM GP
www.jovaco.com • 888-988-3535 ext. 117
JOVACO Project Suite
Project accounting for professional service firms to manage projects through web-based time & expense and resource mgmt modules. Top features: extensive reporting, multi-company & inter-departmental capabilities.

Red Chair Solutions (formerly Marcil Technologies) GP
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RCS Project Accounting with Xpede.NET
RCS Solutions provide tools to maximize cost and Revenue. Project Costing/Accounting management- incl. Multi-currency. Remote Time & Expense entry. Services: custom integrations, .Net development. Mobility Solutions.

▸▸Labeling

Computer Productivity Services Inc. GP
www.cps.financial.officelive.com/BarCode.aspx
905-847-7746
CPS - Bar Code Label Application for POP, SOP, Inventory and Fixed Assets
Generate Labels for an entire transaction with a single click. $1500.

Lanham Associates® NAV
www.lanhamassoc.com • 678-379-4200 ext. 105
E-Ship CfMD
Shipping from sales order through manifest.Package carriers available.

▸▸Manufacturing Enhancement

Cincom Systems, Inc CRM
acquire.cincom.com • 800-224-6266
Cincom Acquire™
Cincom Acquire™ automates the configuration of complex products, pricing, services & delivers guided selling, product configuration & proposals.

Junction Solutions AX
www.junctionsolutions.com/products-solutions/advanced-modules/genetic-optimizer/
303-327-8800
Genetic Optimizer (GO) for Production Scheduling
GO is the answer to streamlined production scheduling, providing manufacturers with a fast, flexible planning solution native in Microsoft Dynamics AX.

▸▸Migrations

Bridge Builder Software, Inc. GP
www.bridgebuildersoftware.com • 701-428-9900
BBS Great Plains Migration
The only migration solution that migrates to GP History. Migrate accounts, employees, vendors, customers, items, AR, AP, Payroll, SOP, POP, GL, IV, Field Service, System/Company and more.

▸▸Mobility

AIM Computer Solutions, Inc. GP
www.rapidtrak.net • 586-439-0300
RapidTrak
Low-cost, bar code based, web enabled, RF inventory tracking system.

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BBS Great Plains Integration
BBS.GreatPlains.Integration is the ONLY .NET platform for Dynamics GP. Integrate seamlessly with GL, AR, AP, SOP, IV, Mfg, Fld Service, Grant Mgmt, Job Cost, Payroll, POP, Fixed Assets, and more.

TenDigits Software Inc CRM
www.tendigits.com • 866-538-8938
MobileAccess CfMD
MobileAccess enables robust use of Dynamics CRM on leading smartphone and tablets. iPad, iPhone, Android, BlackBerry.

Trinity USA GP
www.trinitypartner.com • 877-879-0983
Trinity Mobile Sales
Create GP quotes and orders from laptops and smartphones with or without an internet connection.

ZSL AX CRM GP NAV
www.zslinc.com • 732-549-9770 ext. 805
Microsoft Dynamics Business & Mobile Power Suite
ZSL offers Business Power & Mobile Power Add-ons for Microsoft Dynamics CRM,NAV,GP & AX powered by Windows Azure with the extended deployment for various mobile devices- Windows Mobile, G1, iPhone, iPad & Blackberry.

▸▸Multi-Entity Management

Emergence GP
www.emergencecorp.com • 441-295-0913
Advanced Account Control CfMD
Easily manage large multi-segmented charts of accounts. AAC allows rule based management of valid account numbers & segment combinations. Includes enhanced account lookup, auto account roll-out & account replication.

▸▸NAV and CRM Integration

ZSL AX CRM GP NAV
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Microsoft Dynamics Business & Mobile Power Suite
ZSL offers Business Power & Mobile Power Add-ons for Microsoft Dynamics CRM,NAV,GP & AX powered by Windows Azure with the extended deployment for various mobile devices- Windows Mobile, G1, iPhone, iPad & Blackberry.

▸▸Online/Electronic Business Services

Blue Moon Industries GP
www.bluemoonisv.com • 401-276-9000
Invoice Cloud for Dynamics GP
Provides online invoice processing branded for each billing entity.

▸▸Payables Enhancement

Altec AX GP NAV SL
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Capture, workflow, route and archive with doc-link, Integrated Document Management for Dynamics SL, AX, GP and NAV.

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AP Invoice Automation
Document Manager, Streamline Workflows, Manage Decentralized Locations - offered in the Cloud.

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AX GP NAV SL
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Streamline invoice capture, intelligently route approvals and automate payments all in 45 days or less... guaranteed.

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Optimized accounts payable invoice processing.

BGE, Inc. GP
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Green (Account) Payable
Most secure account payable via EFT, Multi-level approval, remittance info, email notification. Support JPM format, Integrate seamlessly with GP.

Bottomline Technologies AX
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Transform™ AP
Integrated AP invoice capture, configurable workflow and storage. Link invoice data directly to AX for automated matching of PO-based invoices plus exception processing with online review and approval.

Bottomline Technologies AX
www.bottomline.com • 800-472-1321
Transform Content Center
Digital document archive, search and retrieval of business documents.

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Bank Reconciliation Tools
Simplify the reconcil. process. Balance GL accts & checkbks easily.

Infinia Business Technology GP
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Infinia Integrator AP
Allow users to copy & paste Payables transactions from Excel to Dynamics.

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Positive Pay
Perform Positive Pay from Accounts Payable & Payroll to your issuing bank.

Isis, Inc. SL
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AP-AR Refunds
Save time by generating refunds between Accounts Payable and Accounts Receivable or bring balances to zero.

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KTL FastAP
Brings distribution window and payment terms directly to the 1st screen.

Liaison Software Corp
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Liaison Messenger EFT
Automate the batch e-mail and faxing of EFT Notifications to Vendors.

Mekorma GP
www.mekorma.com • 888-635-6762
Mekorma MICR Check Printing CfMD
The most widely-used MICR check printing software for Dynamics GP. Print AP & Payroll checks on blank stock from inside Dynamics GP. Great for managing multiple checkbooks and increasing security against check fraud.

MHC Software, Inc.
AX GP NAV SL
www.mhcdocumentexpress.com
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Email and/or fax remittance advices to vendors rather than printing and mailing. System also can be used for employee reimbursements. Huge cost and time savings. Fast ROI.

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Validate TIN information & details from Dynamics GP before filing 1099's.

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Invoice Approvals and Accruals
Web based PM and POP invoice approvals managed from within GP. Automates invoice accrual process. Now includes requisitioning functionality.

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Check Factory Visual Series v5 for Dynamics GP and SL
Check Factory® Visual Series is a MICR check and forms printing software solution designed to completely replace the need to purchase pre-printed checks and forms. Check Factory works inside Dynamics GP and SL.

Payroll Enhancement

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Aatrix State and Federal Payroll Reports
Complete eFiling and plain paper printing W-2 & 1099 solution. Unemployment, withholding, & new hire reports for all 50 states are completed automatically from your Microsoft Dynamics GP payroll data ready to eFile.

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Most secure account payable via EFT, Multi-level approval, remittance info, email notification. Support JPM format, Integrate seamlessly with GP.

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Extends Payroll entry by offering additional options and extensive reporting and analysis for non-traditional and/or piecework wage earners.

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Payroll Enhancements for Dynamics GP
Proven solutions for US Payroll including leave management, automatic e-mailing of direct deposit statements and W-2's, managing complex payroll posting requirements, configuring overtime rules and more!

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401K Data Interchange
Transmit your 401K collection data from Payroll electronically to your investment bank.

Isis, Inc. SL
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Positive Pay
Perform Positive Pay from Accounts Payable & Payroll to your issuing bank.

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JAT Payroll Interface (JPI) CfMD
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Over 50 add-ons to enhance CDN and US Payroll; multi-batch processing, vacation audit and more.

KTL Solutions, Inc. GP
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KTL PR Security
Allows you to restrict access to employee info based off of user ID.

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Liaison Messenger DD
Batch E-mail 128-bit encrypted Direct Deposit Statements to Employees.

Mekorma GP
www.mekorma.com • 888-635-6762
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The most widely-used MICR check printing software for Dynamics GP. Print AP & Payroll checks on blank stock from inside Dynamics GP. Great for managing multiple checkbooks and increasing security against check fraud.

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Electronic Direct Deposit Delivery
Email direct deposits to employees rather than printing/distributing. Password protected PDF attachments are emailed to employee. Fast ROI.

Portals

DynamicPoint CRM GP NAV
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Employee, Vendor & Customer Portals Integrated with Microsoft Dynamics
Extend crucial Microsoft Dynamics data with custom SharePoint Portals.

Experlogix, Inc. CRM GP NAV
www.experlogix.com • 805-504-9729 ext. 707
Experlogix Configurator for Microsoft Dynamics CRM & ERP CfMD
Experlogix Configurators meets the demands of today's competitive marketplace by simplifying the process of selling customized products, accelerating proposal development times and increasing quote-to-order ratios.

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BluWare - Customer & Vendor Portal
Real-time web based customer & vendor access for BI, inquiry, & order requests. Our 'Data Access' controls which records they have access to.

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Absolute Value AX GP NAV
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Best-fit formula, demand forecasting & multisite replenishment solution with DRP, collaboration, hub & spoke, drill down visibility. On-demand and on-premise. Reduce inventory levels and improve customer service.

Ariett Business Solutions, Inc. GP
www.ariett.com • 781-826-1120
ReqNet for Requisition Management
Web-based solution for managing Purchasing, RFQ, Approvals, Budgeting, PO Creation, PunchOut, and Receiving.

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SharePoint Procurement Management Solution Exclusively for Microsoft Dynamics
One Time Cost and No Per User Fees. Leverage DynamicPoint's SharePoint product at a fraction of alternative solution costs to effectively integrate and streamline the procurement process with Dynamics GP and NAV.

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Web Requisition, Workflow, PO & Expense Approval and Receiving system.

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AFP (Advanced Forecasting and Procurement) for Distribution CfMD
Best fit forecasting & multi-site replenishment solution with DRP, collaboration, promotions, drill down visibility & multi rollup views.

Liaison Software Corp
AX GP NAV SL
www.liaisonsc.com • 714-543-9877 ext. 201
Liaison Messenger EFT
Automate the batch e-mail and faxing of EFT Notifications to Vendors.

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BluWare - Commodity Procurement
Automate AP for the harvest, hauling, & purchase of crops, grain, & fish. Manage prices, deductions, taxes, & GL accruals for delivery tickets.

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Paramount Technologies
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Includes PunchOut, Check Request, Budget Compliance, RFQ, Requisition, PO Generation, Receiving, Invoice Matching & Vendor Contract Compliance.

Product Lifecycle Management

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Universal PLM Integration
Integration w/ PLM s/w incl. Agile, Arena, Aras, Solidworks EPDM & more.

Project Accounting

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888-898-4330 ext. 336
Project Tracking with Advanced Analytics
Streamline your COA's. Record & report rev, expense & profit by proj; against budgets; over multiple yrs. Great alternate to GP Proj. Acctg.

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Project accounting for professional service firms to manage projects through web-based time & expense and resource mgmt modules. Top features: extensive reporting, multi-company & inter-departmental capabilities.

Paramount Technologies
AX GP NAV SL
www.paramounttechnologies.com
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Combines the WorkPlace Time, Expense and Project solutions with seamless out-of-the-box integration with leading ERP systems.

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RCS Solutions provide tools to maximize cost and Revenue. Project Costing/Accounting management- incl. Multi-currency. Remote Time & Expense entry. Services: custom integrations, .Net development. Mobility Solutions.

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ReqNet for Requisition Management
Web-based solution for managing Purchasing, RFQ, Approvals, Budgeting, PO Creation, PunchOut, and Receiving.

Blue Moon Industries GP
www.bluemoonisv.com • 401-276-9000
Container Management
Enter manifests, receive FOB, track goods in transit.

DynamicPoint GP NAV
www.dynamicpoint.com • 562-726-4396
SharePoint Requisition Management Solution Exclusively for Microsoft Dynamics
One Time Cost and No Per User Fees. Leverage DynamicPoint's SharePoint Product at a fraction of alternative solution costs to effectively integrate and streamline purchase requisition processing with Dynamics.

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EthoTech, Inc. GP
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Next Numeric Collection
Auto-generate your master record IDs (i.e. Customers, Vendors, Items, Fixed Assets, etc.); as well as transaction batch IDs.

ICAN Software Corporation GP
www.icansoftware.com • 253-426-3737
Vendor Price Matrix
Vendor specific unit costing for purchase orders.

KTL Solutions, Inc. GP
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Integrated Requisitioning & Procurement solutions with built-in PunchOut capabilities and automatic email notifications

Unified Business Solutions, LLC GP
www.dynamicsgenie.com/pogenie.aspx
877-724-3643
PO Genie
Automatically create POs based on inventory levels and Backorders, by Item, Class, Site, & Vendor utilizing standard Item Resource Planning.

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Quality Essentials Suite
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Allow users to copy and paste AR transactions from Excel to Dynamics GP.

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An agile auditing tool that records changes to all Dynamics databases for easy analysis and reporting. You can know what changed, who changed it and the before and after values. Real information, real results.

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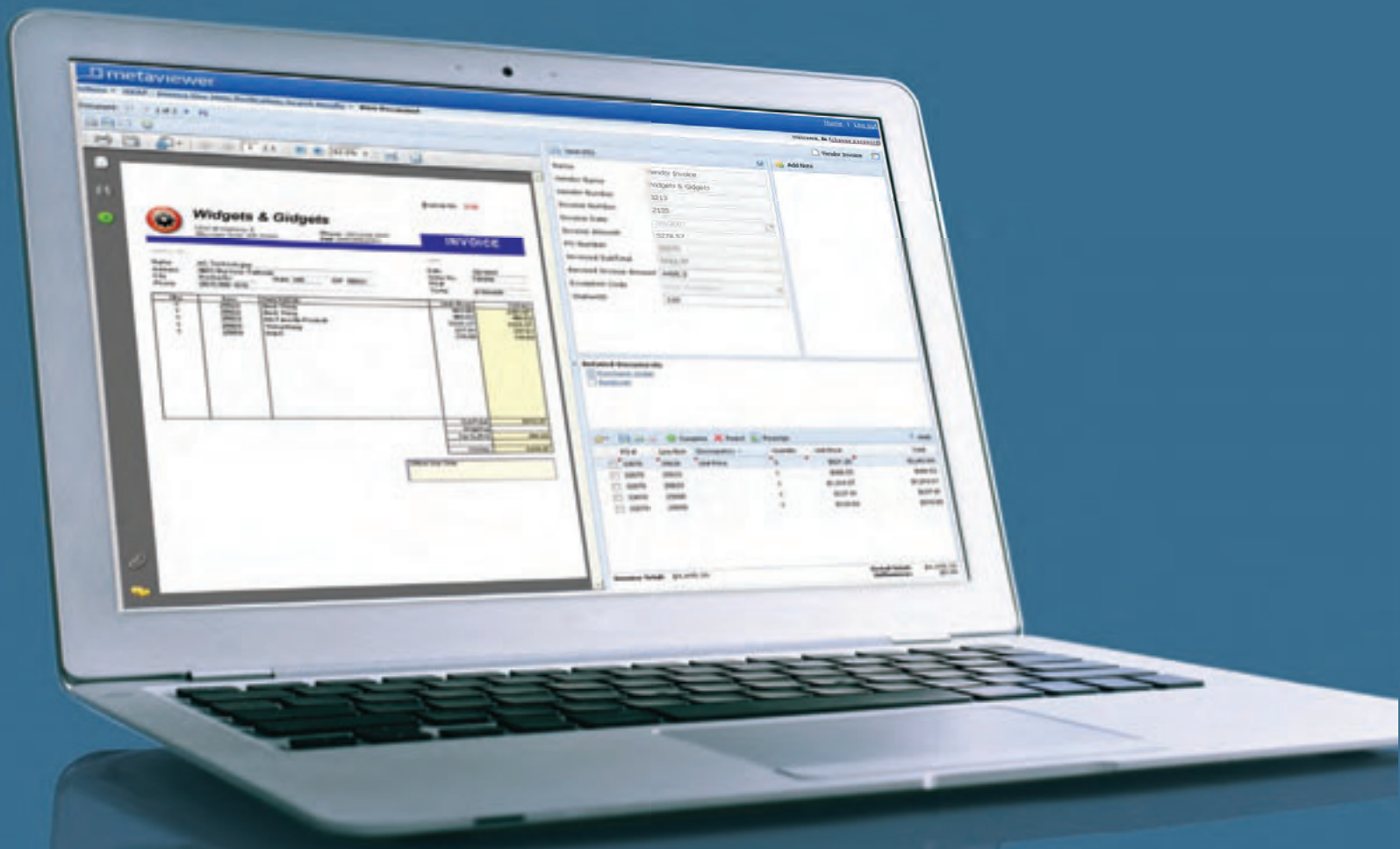

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