

ASI Client Connection



Associates Solutions, Inc.
Strength From Experience

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New Years Resolutions for Dynamics GP and your business

New Year’s resolutions sometimes have a bad rap. Either people stop making them because it adds too much pressure to their daily lives or they make and break them before the first month of the year is over. No matter what your previous experience may be, the New Year is still a great time to start fresh and look back at the lessons learned from the year past. Resenting New Year’s resolutions doesn’t get us started on the right foot. So as a believer of fresh starts, let’s take a look at how Microsoft Dynamics GP is going to blow us out of the water in 2012 and what you can do internally to prepare for a better 2012:

Improve in multiple accounting management areas. Obviously, the release of Microsoft Dynamics GP 2012 will improve GP to a whole new level. This launch will include improvements to fixed assets, accounts payable, accounts receivable, bank reconciliation and more.

Turn the heat up on the cloud. The cloud was hot in 2011, and it will continue to be hot in 2012 for Microsoft Dynamics GP. Microsoft is committed to offering ERP solutions in the cloud so companies of all sizes and growth stages can benefit from the advanced business functionality.



Jason Leib Receives Honor

ASI is very proud to announce that Jason Leib was named Chairman of the Board of Directors for the Lenexa Chamber of Commerce for 2012. The formal nomination took place on January 20th at the Double Tree Hotel as part of the Lenexa Chamber’s 21st Annual Awards Night. Congratulations Jason!



Cover Story

Cont. from pg 1

Provide even better business intelligence features. Reporting is top of mind for the majority, if not all organizations when their ERP solution is involved. If you can't see or analyze the information it's gathering, then it's not really improving your business. Because everyone wants better and streamlined reporting, there may be more than your company needs, but Microsoft has covered the bases on this one.

As you make New Year's resolutions for your business, take some time to spell out the three most important goals for your business in 2012. Take a step back and set up an annual analysis and evaluation of the technology you are currently using. A simple plus and minus column can yield some surprising results. Is your software still effective and is it producing what you need it to for your 2012 goals?

Your process should be something like this:

- Write it down
- Put a due date on it, set a time limit
- Make a list of the obstacles
- Identify the people, groups, or organizations you need to work with
- Spell out your plan of action
- Identify the benefits, what's in it for me?

Here are some questions to keep in mind while completing your analysis and evaluation of your software:

- Do you experience delays with response time for menus and screens and have you become so accustomed to that you don't even notice? This could be wasting valuable time and resources.
- Are you storing and retrieving data in more than one place or system? Having to gather comprehensive information may be a huge headache that you just don't have time for anymore.
- Do your reports take a long time to populate and is the data really reliable and actionable? Without a comprehensive report, business insight is not actionable because you can't really trust the data you have.
- Is your current system expensive to maintain and time intensive to support users? Having to manipulate your current software just costs you more money and doesn't give you the end result you're looking for. Throwing more money at a failed system will not change the outcome.

If you need help determining that your current system is not going to achieve your business goals this year, give us a call. We can help you determine how improved processes can affect your bottom line.

I'm confident Microsoft Dynamics GP will keep its 2012 New Year resolutions as Microsoft's roadmap is pretty clear on the three points above. Here's to hoping you achieve your goals and resolutions this year!



ASI Updates

CONVERGENCE.2012

A World of Opportunity

March 18 – 21, 2012 | Houston, TX

Active learning— Networking opportunities—Solution optimization.

Convergence 2012 is coming to Houston March 18-21. Convergence is the premier Microsoft Dynamics event, bringing customers, partners, team members and industry experts together to discuss ways your current Microsoft Dynamics solution can help your company cut costs, improve operational efficiencies, increase employee productivity and maximize your current platform investments. General Colin L. Powell, USA (Ret.), world leader and former U.S. Secretary of State, Chairman of the Joint Chiefs of Staff, and National Security Advisor, will be our featured keynote speaker at Convergence 2012.

As the premier event for the Microsoft Dynamics Customer and Partner business community, Convergence is where opportunity and innovation meet to deliver real business value. It's the chance to make key business connections and to discover the full potential of Microsoft Dynamics solutions.

What's in it for you?

- Discover how to maximize the full capabilities of Microsoft Dynamics solutions.
- Stay up-to-date on the latest Microsoft products and technologies.
- Make key business connections with peers, industry experts and Microsoft representatives.
- Explore the strategy and future plans for Microsoft Dynamics software.

Customers, along with their Microsoft partners, come to Convergence from all corners of the globe to experience all that the event has to offer. Loaded with a wealth of informative sessions and other creative ways to learn, customers discover how to extend the power of their solution across all areas of their business. They also get a first look at new product releases and hear about future plans for their software. Convergence is the annual event where connections are generated, best practices are shared, and business relationships are built and renewed.

Upcoming Training

ASI is proud to announce the following Training Class and seminar schedule. If you are interested in attending, please contact Joy McRae or Chris Jarvis at 913-384-9677 to get scheduled.

- **Feb. 15th – GP Smartlist Webinar**
(Space is limited) 10:00am-11:00pm
- **Feb. 22nd – Management Reporter Training**
8:30am-4:00pm- Associates Solutions offices
- **Feb. 23rd – GP Extender Webinar**
(Space is limited) 10:00am-11:00pm

Upcoming Events

ASI is proud to announce the following event schedule. If you are interested in attending, please contact the Sales team at 913-384-9677 to reserve your spot.

- **Feb. 23rd – Business Software Roundtable**
11:30am-1:00pm—Associates Solutions offices—
13228 W. 99th St.—Lenexa, KS 66215
This event is designed to give executives the opportunity to discuss problems and solutions to the challenges their organizations face.

Product Spotlight

Corp System Sales Tax Office by CCH

CCH's **CorpSystem Sales Tax Load Utility** for Microsoft Dynamics will increase your workflow efficiency and eliminate risks and worries associated with compliance. Utilizing the power of Microsoft SQL Server, the Sales Tax Load Utility from CCH provides a user-friendly interface to easily load and update the sales and use tax rates into your Microsoft Dynamics GP or SL accounting application. Backed by over 90 years of CCH tax and legal research, the Sales Tax Load Utility represents the industry standard for sales and use tax data. The Sales Tax Load Utility includes:

- Breakdown of rates by state, county, city and local jurisdiction
- All U.S. Postal Service ZIP codes
- Varying rates and maximum taxes
- Availability in state subsets as well as the entire country, so you buy and store only the data you need

Reduce the time you spend monitoring and updating tax rate and taxability rules with **CorpSystem Sales Tax Office for Microsoft Dynamics GP**. This state-of-the-art tax calculation system combines industry-leading tax rate and taxability content with highly accurate jurisdiction boundary information and sophisticated logic capable of supporting the most complex sourcing and tax calculation rules.

The **CorpSystem Sales Tax Online for Microsoft Dynamics** is a Software as a Service (SaaS) product that replaces the tax calculation functionality of your Microsoft Dynamics® ERP solution. Sales Tax Online for Microsoft Dynamics® is driven by tax rates and taxability decisions researched and maintained by CCH, the industry standard in tax research. Sales Tax Online takes the work and worry out of sales tax compliance. The SaaS design of Sales Tax Online allows you to offload all the system maintenance and updating responsibilities to CCH, so you can focus on growing your business. Once integrated, Sales Tax Online will validate your shipping addresses, apply CCH taxability rules and calculate sales tax for each line item on your sales orders.

As a SaaS solution, Sales Tax Online for Dynamics runs behind the scenes of your accounting application to automate the sales tax calculation function for your business — from address validation and nexus determination to tax rate and taxability decision research and reporting. Simple one-time setup ensures that your sales transactions are appropriately calculated based on your business' specific needs.



**If you would like to learn more or see a demonstration, please contact
Joy McRae or Chris Jarvis at 913-384-9677**



Thought for the Quarter:

"I have been up against tough competition all my life. I wouldn't know how to get along without it."

Walt Disney

Microsoft Dynamics Management Reporter 2012:

Microsoft®

Management Reporter 2012, is scheduled to be released in the March to April 2012 time frame with richer report views and report output flexibility. Technology is always updating and making improvements that will make our jobs that much easier and more productive. Microsoft's Management Reporter 2012 promises much of the same.

The new functionality centers around the theme of 'distribution' and will offer the including features:

- A richer report viewing experience, including:
- The ability to drill back to Dynamics ERP account and transaction info
- Show accounts without dimension codes on reports—In Management Reporter, you can include the dimension codes and descriptions for a line of a report, as a result, your users know exactly where a number is coming from.
- Comments—Management Reporter 2012 allows users to enter comments at the financial, account, and transaction level of a report. This common feature request will save many customers' hours while collaborating with others during the close process
- Instant Messenger integration
- Export to XPS
- Microsoft SharePoint integration with alerts
- Better report scheduling
- Report Distribution Enhancements—The majority of companies need to distribute financial reports to multiple places. These places could be either SharePoint locations or network shares. There are also times when a single location is needed as well. During month end close, for example, when reports are being generated multiple times and aren't quite ready for company-wide review. Management Reporter 2012 covers both of these scenarios. In Management Reporter 2012, you can specify either a single Report Library location or multiple Report Library locations, as well as multiple network or SharePoint locations



Windows 8 in Development

Set for release in late 2012, Windows 8 users will face fewer headaches managing their Wi-Fi and cellular connections, says Microsoft.

Setting up and maintaining Wi-Fi and 3G/4G connections in Windows is frequently a challenge. Wi-Fi users often bump into conflicts between the software provided by the third-party vendor and the software built into Windows. And mobile broadband users sometimes have to scramble to find the right drivers for their cellular setup. To manage your mobile settings, Windows 8 will offer a new network settings panel. From here, you can juggle all of your radios (Wi-Fi, mobile broadband, and Bluetooth), turning them on and off and even disabling them all via a new "airplane mode." The goal is to provide users with a more consistent and less frustrating interface for all mobile connections in one shot.

Even further, Windows 8 will try to learn which networks you use most frequently, typically giving precedence to Wi-Fi over mobile broadband, just as on your average smart phone. It then tries to sort the available Wi-Fi hot spots based on your behavior.

CRM Showcase

ASI

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ASI Staff News

Congratulations to the following ASI employees who will celebrate anniversaries with us this winter!

Kristi Tallent-7 Years

Linda Hartman-6 Years

Joy McRae-6 Years

Darron Woy-1 Year



Click Dimensions

This month we would like to showcase one of the most effective and powerful add-ons we have seen for the CRM product. ClickDimensions (www.clickdimensions.com) built-in email marketing capability provides an intuitive experience that allows users to create and send bulk HTML emails with all send, open, click and bounce data reported at the mailing as well as individual recipient level. The easy to use HTML editor makes creating an email simple for anyone.

Send bulk email, email individuals or trigger email from workflow. ClickDimensions Email Marketing works with Microsoft Dynamics CRM 2011 & CRM 4.0 in online, on-premise and partner hosted environments.

ClickDimensions email marketing is deployed from the cloud so there is no software to install. As a marketer you are familiar with the concern of sending a marketing email to someone and then having them unsubscribe from all of your emails. Ideally you'd be able to

keep them on some of your lists so you can keep marketing activity going with them. This is where ClickDimensions' subscription lists feature comes in handy. Instead of having a single unsubscribe page where the recipient unsubscribes from all of your email lists, the recipient is presented with subscription lists so they can decide to continue to remain on one or more lists.

Since marketing emails can serve as a significant source of web site traffic our pre-built integration to Google Analytics will allow you to quickly and easily see the number of visits coming from your emails. By simply associating a Microsoft CRM campaign record to your ClickDimensions email sends the campaign will automatically show up as a traffic source in your Google Analytics account.



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