

**Microsoft Silver Partner**

*We are big enough to have a diverse team but small enough to give you personal attention*

# DEXPRO DYNAMICS

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Introduction



# Dexpro at A Glance



Silver Enterprise Resource Planning

- ▶ Leading provider of **Microsoft Dynamics solutions**, both on the premises and in the cloud. We specialize in implementing new solutions as well as simplifying and managing complex systems including system integrations, migrations, and cloud solutions.
- ▶ We are customer centric consulting firm
- ▶ Specialize in **Microsoft Dynamics GP** and comprised of experienced **senior level consultants** who have vast experience with all areas of Dynamics GP. Many of our consultants teach workshops at Microsoft conferences or have written books about Dynamics GP solutions.
- ▶ Our goal is to **make the system work for the user, not the user work for the system**. Unlike many assembly-line firms, we pride ourselves on personally getting to know our clients and familiarizing ourselves with their needs. We can then tailor our approach to serve your business and support your unique business processes.

# Why We Are Qualified to Help You?

## Comprehensive Technology Services



...because Dexpro can provide comprehensive system support

## Complete Customer Experience



... because Dexpro Customer Care helps you maximize ROI

## Culture of Quality Delivery



...because Dexpro has a commitment to quality at every level



# Meet Key Members



**Marlena Stark**

***Principal Consultant***

Marlena has extensive technical and functional knowledge as well as an understanding of the business process, allowing her to easily improve efficiency and understand clients' needs. She specializes in implementations, upgrades, integrations, and system migrations. She also holds several SQL certifications and has years of experience implementing and administering SQL servers.



**Vicky Mittel**

***VP Operations***

Vicky is an accomplished technical and functional consultant who has filled a variety of roles, including business analyst, project manager, data analyst and system architect. With extensive experience implementing and supporting enterprise systems and business intelligence solutions for organizations in a range of industries, Vicky has been described by colleagues as someone who gets things done.



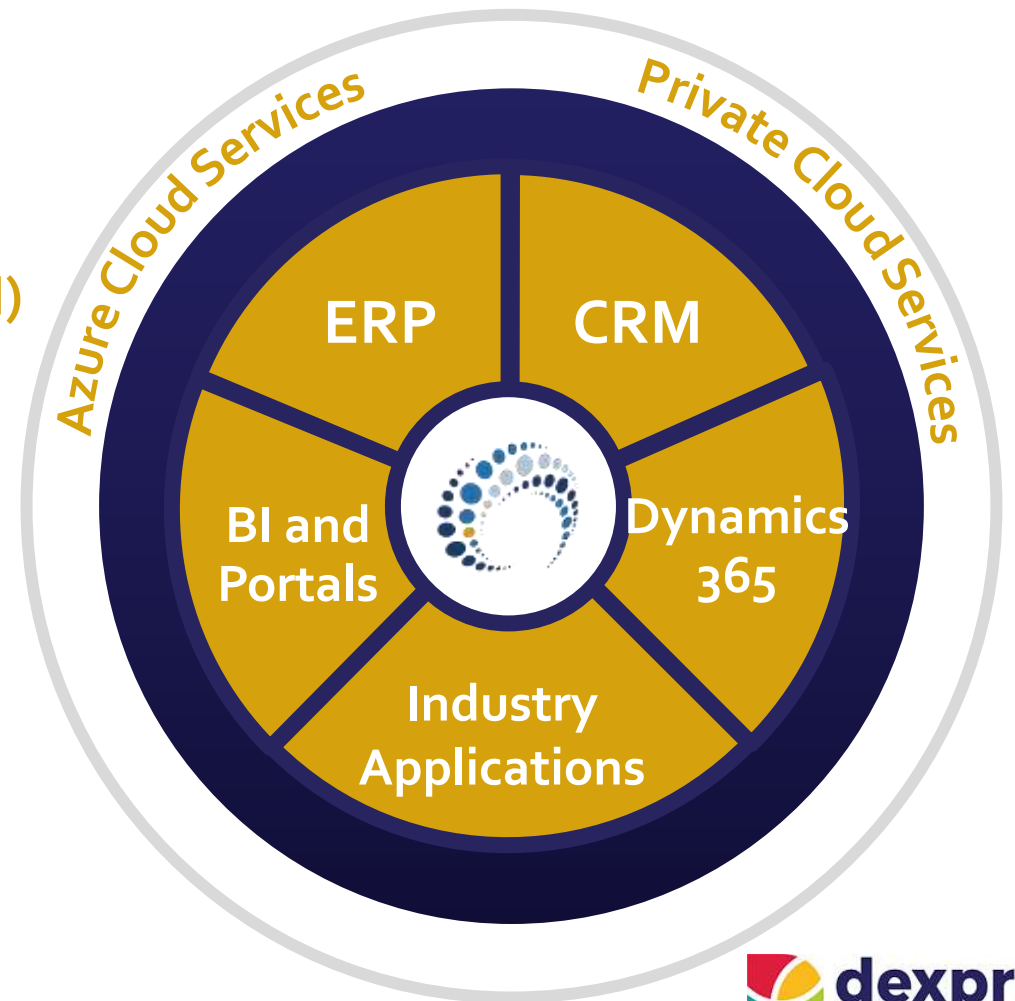
**Amber Bell**

***Senior Training and Implementation Consultant***

- GPUG All-Star
- Microsoft Dynamics Credentialing Committee Member
- GPUG Academy Instructor
- Published and Wrote **Microsoft Dynamics GP Year-End Closing Workbook!**

# Comprehensive Technology Services

- ▶ Enterprise Resource Planning (ERP)
- ▶ Customer Relationship Management (CRM)
- ▶ Business Intelligence
- ▶ Enterprise Project Management
- ▶ Business and Process Consulting



# Complete Customer Experience

## Support Team Quick-Facts

- ▶ Dedicated support specialists to help you leverage the **full potential of your solution**
- ▶ 3 levels of support including **telephone response, remote system access** and **onsite**
- ▶ Integration with Microsoft support plans
- ▶ Experts for tech support, upgrades, conversions and module additions

Dexpro focuses on our clients' success throughout the lifetime of the partnership.

- ✓ Tailored approach to server your business and support your unique business processes available on every time zone
- ✓ Flexible training options help users learn quickly, improve productivity

# Upgrades Methodology

## Define

- Confirm Scope
- Confirm Budget
- Confirm Start Date
- Confirm Infrastructure

## Plan

- Project Kick-Off Meeting
- Verify System Requirements
- Identify Performance Improvements
- Develop Training Plan
- Review/add available modules
- Install Test Environment

## Test

- Perform test upgrade
- Validate data
- Train Users
- Testing scripts
- User Acceptance Training

## Deploy

- Perform production upgrade
- Validate data
- Provide support

## Project and Change Management

- ▶ Team Services Site
- ▶ Status Memos and Meetings
- ▶ Change Management
- ▶ Issue Tracking
- ▶ Quality Assurance
- ▶ Communication Planning

# Best Practices

- Upgrades
  - Don't skip more than 2 major versions
  - Upgrade sooner if the functionality you need is in new version
  - Review all modules you own prior to the upgrade and include them in new installations
  - Move GP to the cloud and use Azure
  - Use Terminal Server and eliminate local installs
  - Take advantage of Smartlist Designer
  - Use GP lists to modify several records at the same time
  - Use email functionality
  - Management Reporter web viewer for easy report distribution
  - Include PSTL tool – now free for all GP clients – see next slide

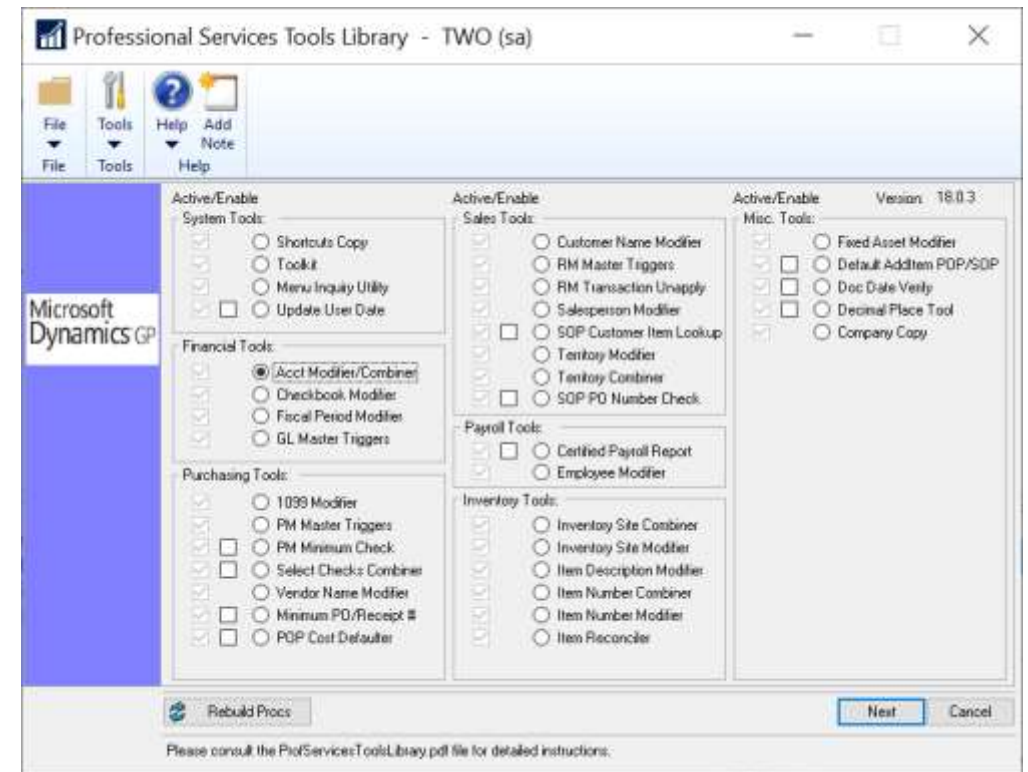


# Tools to fix or modify master records

- PSTL – Professional Service Library Tools
  - Marge duplicate accounts
  - Modify customer, vendor, site names
  - Setup Mater records triggers
  - Copy company setups.. and much more..

## Tools within GP

- Eliminate duplicate vendors
- Vendor combiner and modifier
- Customer combiner and modifier



# Modules you own and may not be using

Account Level Security	<b>Electronic Funds Transfer RM</b>	Lockbox Processing
Account Rollup Inquiry	<b>Electronic Reconciliation Management</b>	Magnetic Media
Advanced Analysis Cubes Library	Encumbrance Management	Multi-bin
Analysis Cubes Library	Explorer	Multicurrency Management
Analytical Accounting	Extended Pricing	Multidimensional Analysis
Auto PO Generator	Field Level Security	National Accounts
Bank Reconciliation	<b>Fixed Asset Management</b>	Payables Management
Bill of Materials	General Ledger	Payroll
Business Alerts	GL Transaction Matching	Payroll Connect
Cash Flow Management	Grant Management	Payroll Direct Deposit
Cashbook Bank Management	Human Resources	Position Control
Customer/Vendor Consolidations	Intercompany Processing	Purchase Order Processing/Receivings
Customization Site License	Inventory Control	Receivables Management
Dynamics Modifier	Invoicing	Refund Checks
Dynamics Process Server	Landed Cost	Revenue/Expense Deferrals
<b>Electronic Bank Management</b>	Language: English	<b>Safe Pay</b>
<b>Electronic Bank Reconciliation</b>	Language: French Canadian	Sales Order Processing w/ Advanced Invoicing
<b>Electronic Funds Transfer PM</b>	Language: Spanish	System Manager

# Reporting Options

**You own over 400 reports including Dashboards and KPIs**

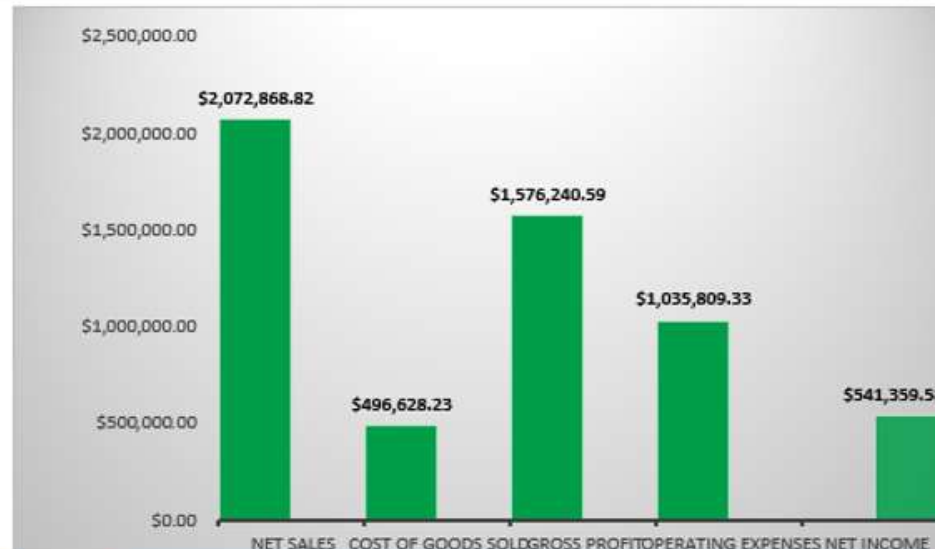
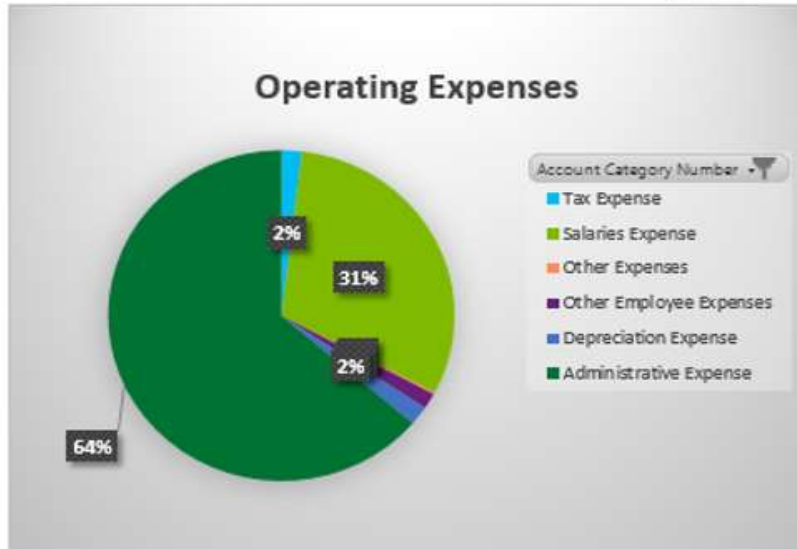
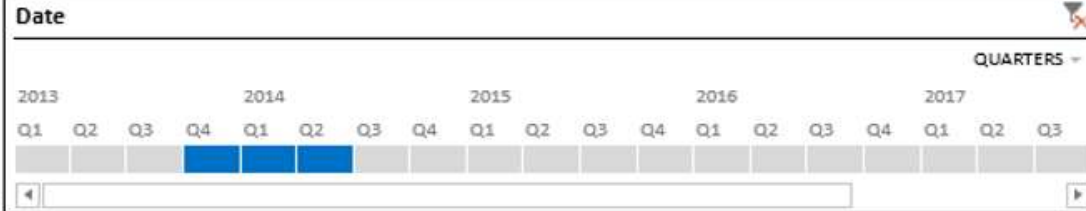
- SSRS – SQL Reports
- Excel Reports

Users can access this from inside and outside of GP

See example of out of box Dashboard on the next slide!

## Financial Dashboard

Indicator	Current	
Net Sales	\$2,072,868.82	
Cost of Goods Sold	\$496,628.23	
Gross Profit	\$1,576,240.59	
Operating Expense:	\$1,035,809.33	
Net Income		\$541,359.58



Financial Ratios	This Period	Last Period	% Change
Current	1.82	0.83	119.28%
Quick	3.46	1.05	229.52%
AR Days Outstanding	28.36	32.52	12.80%
Debt to Equity	0.00	0	0.00%
Receivables Turnover	1.14	1.62	29.63%

Checkbook	Checkbook ID	Currency ID	Current Balance
Computer-Uptown Trust	UPTOWN TRUST	Z-US\$	65,994.14
Flex Benefits-Lakes Bank	FLEX BENEFITS	Z-US\$	345.32
Payroll - Lakes Bank	PAYROLL	Z-US\$	227,136.29
Petty Cash-Uptown Trust	PETTY CASH	Z-US\$	4,316.51
FIRST BANK	FIRST BANK	Z-US\$	0.00

Pre-Built  
GP Dashboards

Workspace App in  
Office 365

Inventory  
Sales  
Purchasing  
Financials

# Satya Nadella

"At our core, Microsoft is the *productivity and platform* company for the *mobile-first* and *cloud-first* world. We will reinvent productivity to empower every person and every organization on the planet to do more and achieve more."



