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Customer Promotions

Check out some great new ERP promotions just announced. [Click here](#) to see the latest promos and learn how you can get the most out of your Microsoft Dynamics GP investment.

May GP Client Event

We will be hosting our Annual Microsoft Dynamics GP Client Event in May at the local Microsoft office. Be sure to stay tuned for more details which will be coming soon!

Top Boyer Blog Posts

- [Dynamics GP Year-End Thoughts](#)
- [Dynamics GP 2010 R2 Available, Stable and Rich in Features](#)

We want your feedback! Let us know if there are any specific topics you'd like us to blog on by clicking [here](#).

Read more blog posts [here](#).

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What's Coming in GP 12

Microsoft Dynamics GP "12" is scheduled to be released in the second half of 2012 and this marks another great milestone for the Microsoft Dynamics GP product. Here are some highlights and enhancements you can expect:



- **Delivering a Web Client option** - The new release will include a web browser capability that will enable users to access Microsoft Dynamics GP with only a compatible browser. This capability will reduce the time taken to deploy the solution, because no application software will need to be installed on individual user's computers. More significantly, the web browser will extend the reach of the application to others in your organization.
- **Adding new cloud deployment options and capabilities** - Microsoft is already committed to providing the widest range of options for how you choose to deploy Microsoft Dynamics GP. You can already deploy the solution on premises or choose to run the software from several very large scale Microsoft data centers around the world. Regardless of how you choose to deploy the product, the Microsoft Dynamics GP software and user experience is the same.
- **Enhancing the core functionality** - There are further enhancements to the Role Tailored user interface including adding context-sensitive charts and Fact Boxes that give the user better access to relevant data and by minimizing keystrokes for roles with volume transaction entry. There are a wide range of individual features that includes multi-tenant application support; enhanced document attachments related to transactions and master records; reason codes for stock movement; bin transfer history; named system database functionality for servicing multiple GP installs from a single SQL instance, and a lot more.

We are certainly excited about what's to come in GP 12! Be sure to stay tuned as we'll share more details as we get closer to the release date.

FRx Goes Into Retirement and Management Reporter is Born

Microsoft has announced the end of FRx for Microsoft Dynamics GP customers and beginning April 1, 2012, existing customers that own FRx, will no longer be able to license additional FRx components. Customers with existing licenses for Microsoft FRx prior to April 1,

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2012 may continue to use their Microsoft FRx but will no longer be able to purchase additional users.

Microsoft has replaced FRx with a new tool called "Management Reporter". This financial report writer looks just like FRx but has a more modern user interface, allows for "undo" with rows, columns and trees, and stores its data in SQL Server rather than in Access. There is a tool to convert all of your reports. There is no need to upgrade from FRx to Management Reporter unless you are scheduling an upgrade or require more financial reporting users after April 1. Questions? [Contact us](#) for more information.

Join Us at Convergence 2012 - March 18 - 21

It's not too late to join us at [Convergence 2012](#) (March 18-21), in Houston. Convergence is the must-attend event for any business that utilizes Microsoft Dynamics solutions. Here are some top highlights for this year's event:

CONVERGENCE.2012
A World of Opportunity
March 18 – 21, 2012 | Houston, TX

- **Keynotes** - See what's new and where Microsoft products and technology is heading. As a special bonus, Microsoft announced that General Colin Powell (Ret.) will headline the March 21 keynote!
- **Best Practices** - Hundreds of break-out sessions to choose from covering a wide variety of ERP topics, so attendees can learn best practices and share how to get the most out of their Microsoft Dynamics investments.
- **Finding Solutions** - Convergence is the largest gathering of top ISV's in the world. Microsoft Dynamics GP has a vast and robust channel of ISV's that extend the product.
- **Making Connections** - Meet and talk to your peers and share experiences. You'll have a ton of opportunity to talk with existing Dynamics ERP users who are open to sharing their own challenges and lessons-learned in the real world.
- **Learning about the Future of Microsoft Dynamics GP** - Microsoft Dynamics GP 12 is coming and it could have a big impact on your business. Find out when it's coming and what's in store for the next release.

Registration for Convergence is still open so be sure to [reserve your spot](#)! And for a limited time, Microsoft Dynamics GP existing customers who attend Convergence 2012 are eligible to receive a 20% discount on additional GP users and/or modules. [Contact us](#) if you need help or have questions regarding Convergence.

Dynamics GP Webcasts

Please join us for a Microsoft-hosted webcast exclusively for Microsoft Dynamics customers. These one hour pre-recorded webcast includes content designed to ensure you have full exposure into how you can maximize and extend your current Microsoft ERP investment.

- [April 18, 12:00 PM CT](#): Financial Reporting with Management Reporter for Microsoft Dynamics GP
- [April 25, 12:00 PM CT](#): Microsoft Dynamics GP 2010 R2 Functionality Review
- [May 10, 12:00 PM CT](#): Why SmartList Builder

- [June 7, 12:00 PM CT](#): Get More from Your Data with Microsoft Dynamics GP Business Intelligence Solutions

GP Tip - Output and Sort the Data You Need Quickly

For analysis of business performance, do you ever have to output financial information with SmartLists and then go through the same manual efforts in Excel to filter out (top 10 customers) or sort data (largest dollars to smallest dollars) each month? If this is you, please be aware that we can help you create SQL objects that do the heavy lifting so that can view the data with your tool of preference, such as an Excel Refreshable Report, a SQL Server Reporting Services report or even a slightly modified GP report.

Stop wasting time exporting and massaging data you know could be exported in a consumable format for you! [Contact us](#) for the details.

Sales Tax Audits & Exemption Certificates - Is Your Business at Risk?



Many companies are learning the hard way that their manual sales tax management processes for calculating sales tax and managing exemption certificates puts them at greater risk for negative audits. Are your manual, error-prone sales tax compliance processes putting you at risk?

Many businesses have exemption certificates spread far and wide across their company. This can make it difficult to identify, find and verify that you have obtained the correct certificate for a customer's purchase, and if you have incorrect data it can put you at risk for audit penalties. Additionally, billing errors from improper application of non-tax status, lost certificates, failure to produce a certificate during an audit and expired certificates that don't get renewed in time for transactions are common problems. However, [Avalara's AvaTax Certs](#) solution, that can automate your exemption certificate lifecycle and take the headache out of manual processes for you!

Learn more about how you can eliminate your risk by automating your entire sales tax process by [contacting us](#) or attending an upcoming Avalara webcast [here](#).

