



# GROW

*From Intuit QuickBooks to Microsoft Dynamics GP:  
A move that makes sense for growing businesses*



*“QuickBooks has basic accounting functions, but what Microsoft Dynamics GP offers is the ability to stay on one product for the entire lifecycle of the company. It grows with your business. If you’re going to stay a small mom-and-pop operation, something like QuickBooks might work well, but if you intend to grow the business, the last thing you want is to have to convert to another accounting package later on. “*

*– Jeff Skeen,*

*CEO, Titan Fitness Holdings*

*QuickBooks Replacer–June 2007*

## Microsoft Dynamics GP: *A smart move for your growing business*

**You've worked hard to build your business**, and your Intuit QuickBooks solution has given you the tools you've needed for accounting and basic business management. As you continue to grow, so do your needs for a solution that can keep pace with change.

Moving to a new business management system might seem overwhelming, given all the challenges you face every day. But Microsoft simplifies the process with Microsoft Dynamics™ GP, a solution designed to get you up and running quickly, grow alongside your business, and fit with your budget.

Just as QuickBooks is a leading software provider for small business accounting, Microsoft Dynamics is a market leader for midsize businesses. For more than 23 years, Microsoft Dynamics solutions have delivered the functionality, performance, and ease of use that power more than 290,000 businesses around the world. As part of this product family, Microsoft Dynamics GP helps organizations manage business growth and change with a solution that includes:

- More than twice the built-in functionality than QuickBooks Enterprise<sup>1</sup>
- Sophisticated reporting and decision-making tools, integrated with the Microsoft® Office system
- A technology foundation designed to handle the workload, user counts, and security requirements of mid-size organizations

For companies moving from QuickBooks, we offer a proven process, refined by many QuickBooks customers who have made the change to Microsoft Dynamics GP. When you choose Microsoft Dynamics GP, you can focus on growing your business, rather than on the technology supporting it. Everything you need—your operating system, database, personal productivity tools, e-mail, and business management system—comes from one trusted partner, Microsoft. By delivering a cohesive solution that helps lower implementation and long-term ownership costs, Microsoft Dynamics GP frees you to harness the power and flexibility of an award-winning business management solution.

<sup>1</sup>The Accounting Library: Comparison review of QuickBooks Enterprise 7.0 against Microsoft Dynamics GP 10.0

*“As soon as we installed QuickBooks, we knew it was not the right solution—it was inexpensive, and it enabled simple reporting—but to support the sophisticated project management and accounting required by our business, we knew we would need to turn to Microsoft Dynamics GP.”*

—Kenneth Boothe, Jr.  
Program Manager, Erie Shipbuilding  
QuickBooks Replacer –June 2007

## Advanced functionality

**Manage multiple departments and companies** with ease. Paying a bill split between companies or departments is not a problem—Microsoft Dynamics GP keeps track of who owes what to whom. Did one of your customers send in a single check to pay for invoices across several of your customer accounts? Microsoft Dynamics GP makes it easy to apply the check and provide the customer with a single account statement across your companies. Need a consolidated financial statement with all your holdings? You can easily create a Profit and Loss or Balance Sheet for each entity and a consolidated view. You can then send the report through e-mail as a Microsoft Office Excel® file or post it on your security-enhanced intranet site.

**Maintain multiple years of history** so you can understand past business performance and more accurately forecast the future. You decide what you want to retain and how long you want to keep it. You can record and store every check you ever wrote to a vendor, every invoice you ever sent out to a customer, how much inventory stock you had on hand at the end of last year, or your monthly customer sales history for the last 10 years. You can maintain as much history as you want, with almost no impact on day-to-day system performance.

**Structure your chart of accounts** in the way that makes sense for your business. Microsoft Dynamics GP offers a true chart of accounts structure, including multiple segments that give you visibility into the performance of different departments or organizational structures within your company. Whether you need 2 or 10 levels of reporting and analysis, Microsoft Dynamics GP can be configured to give you deep insight into various companies, departments, funds, jobs, or other critical aspects of your business.

**Enhance inventory management** to help reduce costs and deliver the fast, efficient order fulfillment that keeps customers coming back. In addition to Average Costing available in QuickBooks, Microsoft Dynamics GP includes the LIFO and FIFO perpetual costing methods that many growing companies need. You can also manage inventory across multiple warehouses, as well as multiple locations within each site. By tracking serialized inventory from receiving to shipping, you'll increase visibility into serial/lot number lifecycles. And with customer specific pricing and promotions, you gain the flexibility that helps improve sales and customer satisfaction.

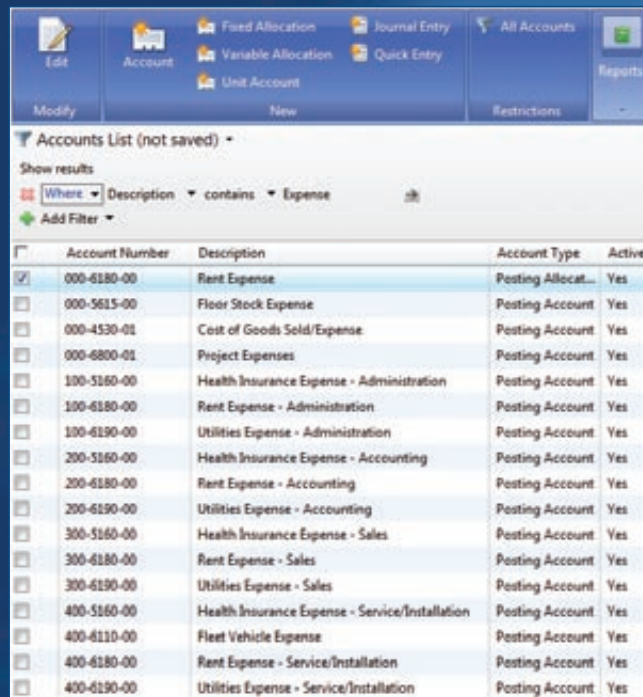
**Attract and retain great people** with an integrated Human Resources and Payroll system. Microsoft Dynamics GP helps you effectively process your payroll with numerous pay codes and user-defined deductions, including 401K and garnishments. Track recruiting costs, attendance, promotions, certifications, performance reviews, Equal Opportunity Employer compliance, and more.

*“Running a growing, multi-departmental organization in QuickBooks became unmanageable. Each time we added a line of business, we had to create a new QuickBooks instance. It made recording intercompany transactions and bank reconciliation extremely difficult. One of the strengths of Microsoft Dynamics GP 10 is that it allows us to maintain separate ledgers for each of those business units.”*

– Lee Horton  
Director of IT, Current LP  
QuickBooks replacer-July 2007



Enable deep financial visibility across your organization through a structured chart of accounts.



The screenshot displays a software interface for managing a chart of accounts. At the top, there is a navigation bar with icons and labels for 'Edit', 'Account', 'Fixed Allocation', 'Variable Allocation', 'Unit Account', 'Journal Entry', 'Quick Entry', 'All Accounts', and 'Reports'. Below this, a section titled 'Accounts List (not saved)' includes a 'Show results' filter area with a 'Where' dropdown, a 'Description' dropdown, a 'contains' dropdown, and an 'Expense' dropdown. An 'Add Filter' button is also present. The main area contains a table with columns for 'Account Number', 'Description', 'Account Type', and 'Active'. The table lists 18 accounts, starting with '000-6180-00' and ending with '400-6190-00'. The first account is selected with a checkmark in the first column.

	Account Number	Description	Account Type	Active
<input checked="" type="checkbox"/>	000-6180-00	Rent Expense	Posting Allocat...	Yes
<input type="checkbox"/>	000-5615-00	Floor Stock Expense	Posting Account	Yes
<input type="checkbox"/>	000-4530-01	Cost of Goods Sold/Expense	Posting Account	Yes
<input type="checkbox"/>	000-6800-01	Project Expenses	Posting Account	Yes
<input type="checkbox"/>	100-5160-00	Health Insurance Expense - Administration	Posting Account	Yes
<input type="checkbox"/>	100-6180-00	Rent Expense - Administration	Posting Account	Yes
<input type="checkbox"/>	100-6190-00	Utilities Expense - Administration	Posting Account	Yes
<input type="checkbox"/>	200-5160-00	Health Insurance Expense - Accounting	Posting Account	Yes
<input type="checkbox"/>	200-6180-00	Rent Expense - Accounting	Posting Account	Yes
<input type="checkbox"/>	200-6190-00	Utilities Expense - Accounting	Posting Account	Yes
<input type="checkbox"/>	300-5160-00	Health Insurance Expense - Sales	Posting Account	Yes
<input type="checkbox"/>	300-6180-00	Rent Expense - Sales	Posting Account	Yes
<input type="checkbox"/>	300-6190-00	Utilities Expense - Sales	Posting Account	Yes
<input type="checkbox"/>	400-5160-00	Health Insurance Expense - Service/Installation	Posting Account	Yes
<input type="checkbox"/>	400-6110-00	Fleet Vehicle Expense	Posting Account	Yes
<input type="checkbox"/>	400-6180-00	Rent Expense - Service/Installation	Posting Account	Yes
<input type="checkbox"/>	400-6190-00	Utilities Expense - Service/Installation	Posting Account	Yes

# ACCELERATE

## Reporting tools for fast, informed decisions

**Gain the insight you need** with more than 700 standard reports included with Microsoft Dynamics GP. Without the need for IT assistance, you can easily tailor reports to meet your unique business requirements. People can easily create and view reports with Office Excel, send reports to others through Microsoft Office Outlook®, or view them in real time on the integrated intranet portal.

User-defined Business Alerts send proactive notification of changes to business information to your e-mail account or smart phone. Large sales, cash flow issues, inventory warnings, and any data you need to monitor are updated in real time, so you can be sure that you'll know when an issue arises, regardless of where you are.

**Quickly find critical information** to meet inquiry and analysis needs with the flexible SmartList tool. Build a list of every customer in three states who spent more than \$100,000 last quarter, but who has not yet spent that amount this quarter. Find out which departments have exceeded their travel budget for the month or the year, or those that have not met their revenue plan. Drill into how much you paid a particular vendor this year and how much you still owe them today—and then compare those figures with the previous year. With one click, move data to Office Excel to do further calculations, create graphs, and perform additional analyses.

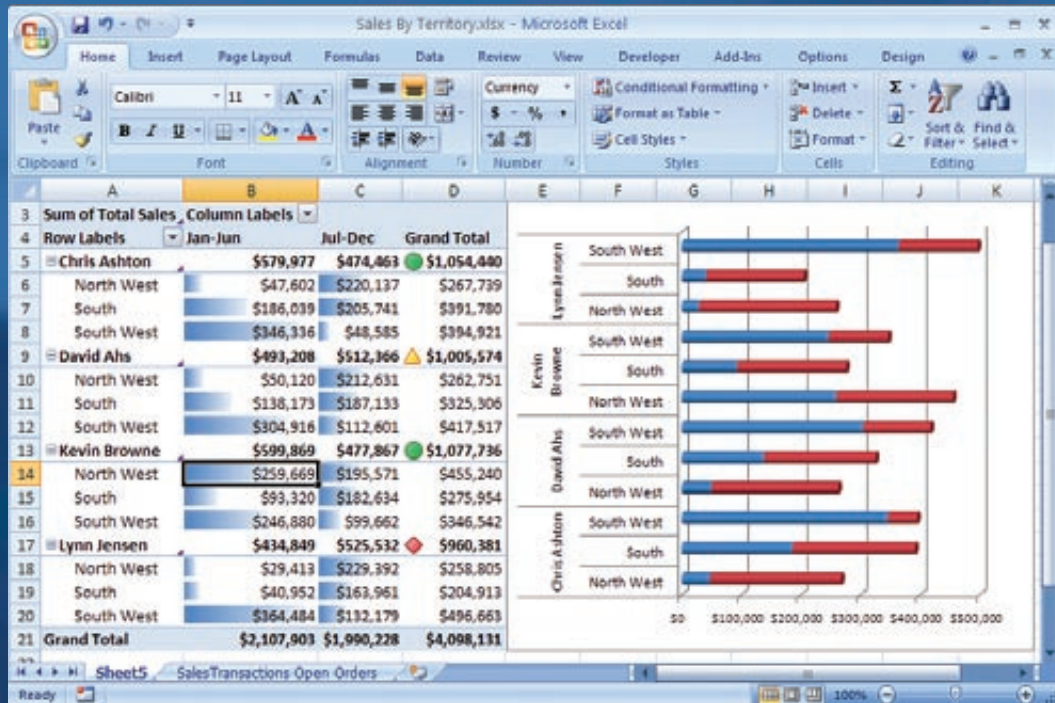
**Empower more people** across your organization with security-enhanced system access. As your business grows, so does the number of people that need visibility into information that's relevant to their role. From executives to front-line users, Microsoft Dynamics GP offers access to financial, sales, and operations reports and key performance data, helping people stay current with real-time information. By setting up an internal Web site with strong security features, you can expand the personal productivity of these extended users. For example, you might not want your sales manager issuing customer credit memos, but they probably need to see sales person productivity, customer order history, inventory prices, and other key customer information on a real-time basis.

*“QuickBooks is an excellent financial solution for a small company. But, as our company grew in size and volume, we had to create multiple QuickBooks files to maintain operations—and none of these files could be linked together. This left us unable of practicing traditional accounting procedures, and it complicated any type of reporting, whether managerial or financial.”*

— Scott Nesbitt

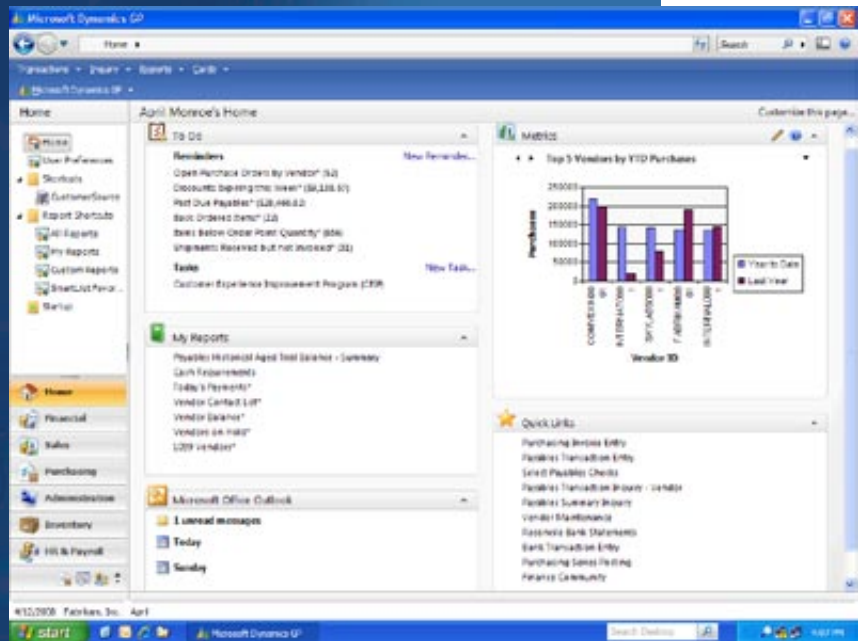
Chief Accounting Officer, Choice Energy  
QuickBooks Replacer—May 2007

Gain new insight into  
your business using  
Office Excel graphical  
reporting capabilities.



# PERFORM





*The Role Center delivers a personalized home page that enables people to work with the information and tasks most relevant to their jobs.*

# SIMPLIFY



## *The right technology*

**Designed to scale** from one user to hundreds or thousands of users, Microsoft Dynamics GP is ready to grow with your business. Because it's a multi-user solution, you won't need to worry about who's doing what in the software. For example, two people can post cash receipts, another can maintain customer records, and two others can enter sales orders and print an aging report—all at the same time.

**Tailor your system to fit your business** without IT support. Do you refer to customers as "clients" or refer to payables invoices as "bills?" Do your unique attributes for your items or customers require tracking within the financial management system? Without the need for a developer or even a consultant, Microsoft Dynamics GP enables you to change field names, remove fields you don't need, or add new fields to track data that's unique to your business.

**Gain peace of mind** knowing that your data is security-enhanced and that your financial management solution is helping you manage compliance standards and processes. Microsoft Dynamics GP combines role-based security with the security features of Microsoft SQL Server®, helping ensure that sensitive data is available only to those with the right privileges. You can also monitor and track data changes throughout the system and create business rules for key business processes that need tighter control or separation of duties. Audit tracking options facilitate compliance with Sarbanes-Oxley and other regulatory requirements.

## *Familiar and easy to use*

Microsoft Dynamics GP offers a design that works like and with the 2007 Microsoft Office System, including integrations with Office Outlook, Word, and Excel. Equipped with a familiar user interface and RoleTailored home pages, your employees can get started quickly while minimizing training costs.

*"A huge difference between Quick Books and Microsoft Dynamics GP 10.0 is transactional integrity. We have seven people in our accounting department, plus a Director of Finance. We need the ability to go back and follow an audit trail for any transaction, so a system that has transactional integrity is critical."*

– Lee Horton

*Director of IT, Current LP*

*QuickBooks Replacer-July 2007*

## *Get your system up and running quickly*

Microsoft Dynamics GP offers easy import for your QuickBooks data so that you can take advantage of your new system with minimal effort. Using template-based setup, step-by-step checklists, and specialized QuickBooks training resources, employees can get going quickly. And with 24/7 access to online training tutorials and technical support, you and your people can get fast answers to common questions and learn to navigate the new solution easily.

Just as important, purchasing Microsoft Dynamics GP has never been easier. Microsoft offers flexible, user-based licensing and financing options that allow you to acquire and implement the business software, hardware, and consulting services you need now. We encourage you to work with a certified Microsoft Dynamics GP partner, who can work with you to configure the best solution for your business.

To learn more about moving from QuickBooks to Microsoft Dynamics GP, visit:

**[www.asmartmove.com](http://www.asmartmove.com)**

For additional information about Microsoft Dynamics GP, visit:

**[www.microsoft.com/dynamics/gp](http://www.microsoft.com/dynamics/gp)**



# SOLUTIONS



## About Microsoft Dynamics

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence.

Microsoft Dynamics works like familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. Built to work with Microsoft technologies, it works easily with the systems your company already has implemented. By automating and streamlining financial, customer relationship, and supply chain processes, Microsoft Dynamics brings together people, processes, and technologies, helping increase the productivity and effectiveness of your business, and helping you drive business success.

For more information on Microsoft Dynamics GP, contact an authorized reseller and visit [www.microsoft.com/dynamics/gp](http://www.microsoft.com/dynamics/gp), or email [gpinfo@microsoft.com](mailto:gpinfo@microsoft.com).

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[www.microsoft.com/dynamics](http://www.microsoft.com/dynamics)

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