



Professional Services

Maximize project efficiency

Tracking all aspects of a project or contract is still one of the greatest challenges in the professional services industry. Sometimes, even measuring the degree of project completion can be difficult. And poor management of resources can make what appears to be a year of profitable projects into a year of unmet expectations, where very little of the anticipated profit makes it all the way to the bottom line.

The right project, resource, and financial management automation can make all the difference, especially when it is built around the idea of project-based accounting. The right information technology can help your company thrive by helping you:

- Meet scheduled deadlines through a complete and accurate picture of project status.
- Take advantage of the historical information you already have to make more accurate forecasts and management decisions.
- Efficiently manage increasingly complex projects by organizing time, equipment, and employees effectively to meet customer demand for accelerated schedules and smaller budgets.

Microsoft Dynamics™ GP can help in all these areas and more. It was designed to help businesses like yours meet the growing challenges of your industry.

By delivering deep access to decision-driving information, a rapid return on investment, and expert, dedicated customer service, Microsoft Dynamics GP helps you grow and manage your business better.



Better project management means higher profits

The control of contracts, jobs, or projects is not just something on your technology wish list. It's vital to your success because professional services companies are project-based, from start to finish. The key challenge is this: how do you efficiently use resources across billable projects, and at the same time make sure that each project is efficiently planned and controlled from initial quote to final billing? The answer is integrated information management. To really achieve efficient day-to-day control, you need integrated information systems incorporating project accounting.

Dynamics GP Gives You More Control

- Contract/project/cost code detail—See every detail of each project and track, monitor, and access all information, activities, budgets, costs, and billings related to specific contracts, projects, and cost codes.
- Time entry and billing—Track the true costs of a project by capturing the amount of time spent and detailed notes related to any project, which can then be used for simple documentation, possible subsequent billing, and better quote generation in the future.
- Activity-based or fee billing—Easily bill fees accurately by logging specific activities related to a project and generating billings for those activities based on predefined fee structures.
- Cost recovery billing—Capture all expenditures, for specific projects, whether generated by employee reimbursements, vendor invoices, or internal resource usage, and bill those cost items based on predefined billing rules.
- Web-based time/expense reporting—Enter, edit, and approve detailed time and expense transactions when they happen in the field through a Web-based application, increasing cost recovery, efficiency, and accuracy.
- Cash basis financial reporting—Generate financial statements as required on a cash-basis or modified cash-basis, in addition to traditional accrual-basis financial statements.
- Process improvement—Tighten schedules and reduce costs by creating reusable templates and processes, automating core business functions and optimizing them over time.
- Business agility—Quickly adapt to sudden change with better access to and finer control of your information. By combining resource optimization with improved decision making, you can better respond to changes in business priorities, competitive pressures, new technology, and even economic downturns.
- Team collaboration—Effectively manage teams even when spread over long distances using Web-based collaboration tools and communication portals.



“Microsoft [Dynamics] has enabled us to significantly improve our financial processing time and efficiency. We get more done faster and more accurately than before, all with less effort. The labor savings alone have paid for the cost of the software.”

– *Chris Parks, Vice President of Finance and Information—Pacific Region, Pittiglio Rabin Todd & McGrath*

Finish projects on time and on budget

Microsoft Dynamics GP Project Accounting functions provide the tools you need to effectively manage project performance while ensuring budgets are met and billing is both accurate and timely. You'll see improved cash flow and better management of costs. And Microsoft Dynamics GP Human Resources Management functions help you work smarter, faster, and more efficiently to manage every aspect of your organization's most important business asset—your employees.

Effectively Manage Projects and People

- Increase employee productivity—Equip employees with easy access to key project information and templates that enable them to perform routine project and budget tasks quickly.
- Track unlimited contracts and projects—Create contracts, budgets, and projects with as much or as little detail as you need. Easily track project status and profitability, labor, equipment, materials, and employee expenses.
- Stay informed about budget changes and revenues—Track and control change orders by line item or by the original budget, and use enhanced reporting capabilities to display the exact information you need.
- Ensure timely, accurate billing—Automate invoicing processes to meet project-specific needs by tailoring billing options and customizing invoice formats.
- Get detailed employee information instantly—Respond to employee and management requests with on-demand information views that allow you to quickly drill down and put your finger on the exact information you need.
- Manage employee resources strategically—Manage and track a wide range of employee information to support informed, consistent decision-making. Understand the business impact of salary changes by running “what if” scenarios.
- Share information efficiently—Eliminate redundant data entry and improve accuracy with fully integrated data sharing that makes strategic information available when you need it, helping you to identify trends, comply with mandated programs, and track expenses.
- Simplify employee benefits administration—Manage complex and variable benefits plans easily and effectively by setting up and tracking plan details, setting maximum match rates for retirement contributions, creating overtime and double-time pay rates, generating targeted benefit letters, and establishing cash accounts for medical and child care expenses.

Streamline financial management with easy-to-use automation

Microsoft Dynamics GP delivers the comprehensive financial management features and tools that you need to run your business with the greatest possible efficiency and insight. It sharply reduces time and effort for key accounting tasks, provides easy access and rich analysis of integrated, updated information, and connects smoothly with operations across your entire professional services company.



“New capabilities, such as report writing and SmartLists, help in our decision making. Our management has more up-to-date, consistent information by individual business unit, along with visibility into details such as expense by line item and business area. We’ve never been able to obtain and analyze that sort of specific information so easily before.”

– Henry Page, Treasurer and Controller, Prosero

Gain Efficiency and Insight

- General Ledger—Improve efficiencies with automated transaction processing and payment adjustments. Users can quickly verify, annotate, and record transactions, as well as copy, void, delete, or correct General Ledger entries with full audit control.
- Financial Reporting and Business Intelligence—Easily create, update, and modify all the reports and forms your business needs, and use flexible scheduling and delivery options to publish reports.
- Budgeting and Forecasting—Meet demanding group reporting needs by tailoring data collection and reporting processes, plus deploy flexible budgeting processes business-wide.
- Accounts Payable—Minimize expenses and increase staff productivity with intuitive transaction entry, customizable automation of processes, and complete payment tracking.
- Fixed Assets—Save time and expense with easy setup and the ability to create and manage an unlimited number of books of assets, including corporate, federal tax, alternative minimum tax, and more.
- Payables Management—Minimize expenses and increase staff productivity with intuitive transaction entry, customizable automation of processes, and complete payment tracking.
- Receivables Management—Enhance your profitability by shortening receivables cycles, fine-tuning product and service offerings, and creating a predictable cash flow.
- Collections Management—Minimize administrative workload for collections by automating correspondence, e-mail, statements, and invoices for customers, freeing staff resources for other tasks.

Additionally, Microsoft Dynamics GP provides mobile field service capabilities that can be deployed via handheld devices such as Microsoft® Windows Mobile® PDAs, Windows® XP laptops, or smart phones, and synchronized with Service Call Management.

Experience the power of partnership.

When it comes to deploying Microsoft Dynamics GP, you are not alone. Our network of Microsoft Certified Partners has proven expertise, and will install, customize, and support your Microsoft Dynamics GP solution. Their experience streamlines deployment, minimizing downtime. Plus, they provide all the training and support you need to get and stay up and running.

Microsoft

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0306 Part No. XXX

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. And because it is from Microsoft, it easily works 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, increasing the productivity and effectiveness of your business, and helping you drive business success.

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