PROFESSIONAL SERVICES FOR MICROSOFT DYNAMICS AX

Solutions for Management and IT Consulting Services

The key to profitability for management and IT consulting firms is capitalizing on new business opportunities and optimizing the time spent on the deals you close. Professional Services for Microsoft Dynamics™ AX is a robust business management system that can help your company better manage project teams, increase employee productivity, accelerate billings, and keep tabs on your projects throughout the entire customer life cycle.

Benefits:

- Integrated firm-wide processes and information
- Ability to gain insight into business data
- Enhanced handling of time and expenses
- Easy management of customer and sales opportunity data
- Positive return on investment (ROI)

Integrate Financial, Human Resources, and Project Management Information

Help connect disparate systems to integrate data for comprehensive pictures of your firm and accounts and streamline company- and project-related processes. Reduce redundant data entry and management efforts, improve accuracy, and increase staff productivity by integrating Microsoft Dynamics AX general ledger, purchasing, receivables, and time and expense functionality. Benefit from tight integration with familiar productivity software, including Microsoft Office Excel® 2003, Microsoft Office Word 2003, and Microsoft Office Project Server 2003.

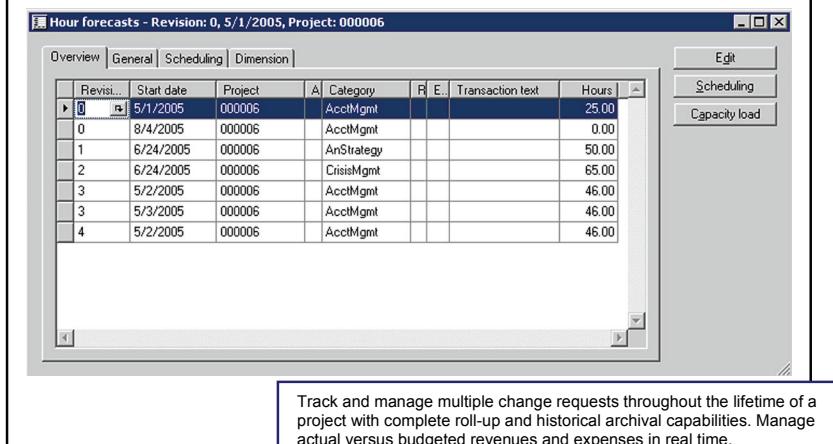## Capture and Report Time and Expenses Efficiently

Capture customer, project, sub-project, or task-level time and expenses through a powerful Web-based, workflow-enabled time and expense entry interface. Standard features include document and line-item-level timecard and expense report approvals; integration with client and firm expense reimbursement rules; and automatic downloading of assigned tasks to time sheets and credit card statements to expense reports.

Gain Insight into Critical Business Data

Gather and analyze customer- and project-related information to better understand your firm's financial and procedural operations, and use that insight to manage your business more effectively—with the ability to change processes or strategies at any time. View customer, contract, and project details in real time for an accurate account of progress and profitability, and stay on top of project details to avoid cost overruns and employee allocation issues.

Revisi...	Start date	Project	A	Category	R	E..	Transaction text	Hours	
0	5/1/2005	000006		AcctMgmt				25.00	
0	8/4/2005	000006		AcctMgmt				0.00	
1	6/24/2005	000006		AnStrategy				50.00	
2	6/24/2005	000006		CrisisMgmt				65.00	
3	5/2/2005	000006		AcctMgmt				46.00	
3	5/3/2005	000006		AcctMgmt				46.00	
4	5/2/2005	000006		AcctMgmt				46.00	

Track and manage multiple change requests throughout the lifetime of a project with complete roll-up and historical archival capabilities. Manage actual versus budgeted revenues and expenses in real time.

Microsoft Dynamics™

Features Overview

Flexible Project Management Capabilities	Configure work breakdown structures (WBS) to suit your business needs; define matrix tables for costs and rates; and establish billing rules and revenue recognition methods.
CRM	Manage contacts, contracts, quotations, and sales orders at an enterprise level right within your ERP system. Produce robust reports on pre- and post-sales activity.
Detailed Job Analysis	Accumulate costs and analyze projects with drill-down capabilities at all levels. Flexible planning and reporting allow you to assign resources and report at the appropriate level of detail.
Customer Profile Folders and Templates	Customer and project folders allow you to create client-specific project billing rates, expense rules, and archive and retrieve historical staffing plans, estimates, purchase orders, invoices, and budget reconciliations.
Web-Based, Workflow-Enabled Time and Expense Entry	Maintain tight control over costs and shorten billing cycle time with automated approval processes for timesheets and streamlined processes for cash advances, travel advances, and credit card reconciliation. Set alerts on timesheets to indicate when time is not being entered as required or when committed costs exceed budgets.
Customizable Revenue Recognition and Project Billing Rules	Define recognition at the company, customer, project, or activity level and pre-configure rules for percent complete, completed contract, time and materials, and fixed fees with tools that conform to the way your company works. Flexible billing parameters support retainers, fees, milestones, and progress billing.
Multicompany and Multicurrency Support	Your business can support distinct departments, offices, and companies and apply inter-company rules within one database. Track financial transactions within and between different departments and subsidiaries to help ensure an accurate overview of revenue and cost flows. Full multicurrency support enables you to perform automatic conversions associated with project budgeting, costing, billing, accounting, and reporting.
Microsoft Project Bi-Directional Integration with Project Accounting	Full bi-directional integration with Project Server 2003 offers both increased team collaboration capabilities and ease of use. With powerful resource scheduling and tracking tools, your company can improve cost efficiencies by better managing the allocation of resources.

Manage Customer and Sales Opportunity Data More Effectively

When coupled with customer relationship management (CRM) functionality, Professional Services for Microsoft Dynamics AX can become a full-featured prospect-to-customer management tool. Manage campaigns, contacts, prospect notes, telemarketing activity, and transactions all in one place. And when you close a deal, you can convert quotations to sales orders with one-click ease.

Professional Services for Microsoft Dynamics AX also comes standard with a robust set of sales-pipeline and in-process sales reports, such as prognosis for quotation, won-lost, master planning estimates, turnover reports, campaign analysis, and business relations.

Achieve a Positive ROI

Because Professional Services for Microsoft Dynamics AX integrates closely with other powerful Microsoft technologies such as Microsoft SQL Server™ 2000, Microsoft Internet Information Services, and the Microsoft Windows® operating system, your firm can take advantage of existing IT investments and gain a fast return on your investment. And supported by a wizard-based configuration and system setup tool, Microsoft Business Solutions–Axapta®, now part of Microsoft Dynamics, has been shown to significantly reduce implementation times and total cost of ownership for customers.*

*Nucleus Research, Inc. *The Real ROI from Axapta.* Research Note E116, October 2004.

For more information about Professional Services for Microsoft Dynamics AX, visit www.microsoft.com/dynamics

Microsoft Dynamics™