

# STRATEGIC

## ***Statement of Direction***

### ***Microsoft Dynamics GP***

*November 2007*



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## Executive Summary

The purpose of this document is to bring Microsoft Dynamics GP customers up-to-date on the product development road map for Microsoft Dynamics GP through 2009. This document replaces all previous versions.

Information about product development strategy and plans can help you plan your business activities effectively. This document includes an overview of Microsoft Dynamics GP 10.0, an overview of the forthcoming Microsoft Dynamics GP 10x release, and information about our development goals for Microsoft Dynamics GP 11.0. We will update this document as new developments and more information become available.

**Note:** The products addressed in this document are subject to availability in your country or region. For specific details, check the [Geographic Availability](#) section in this document.

### Product Description

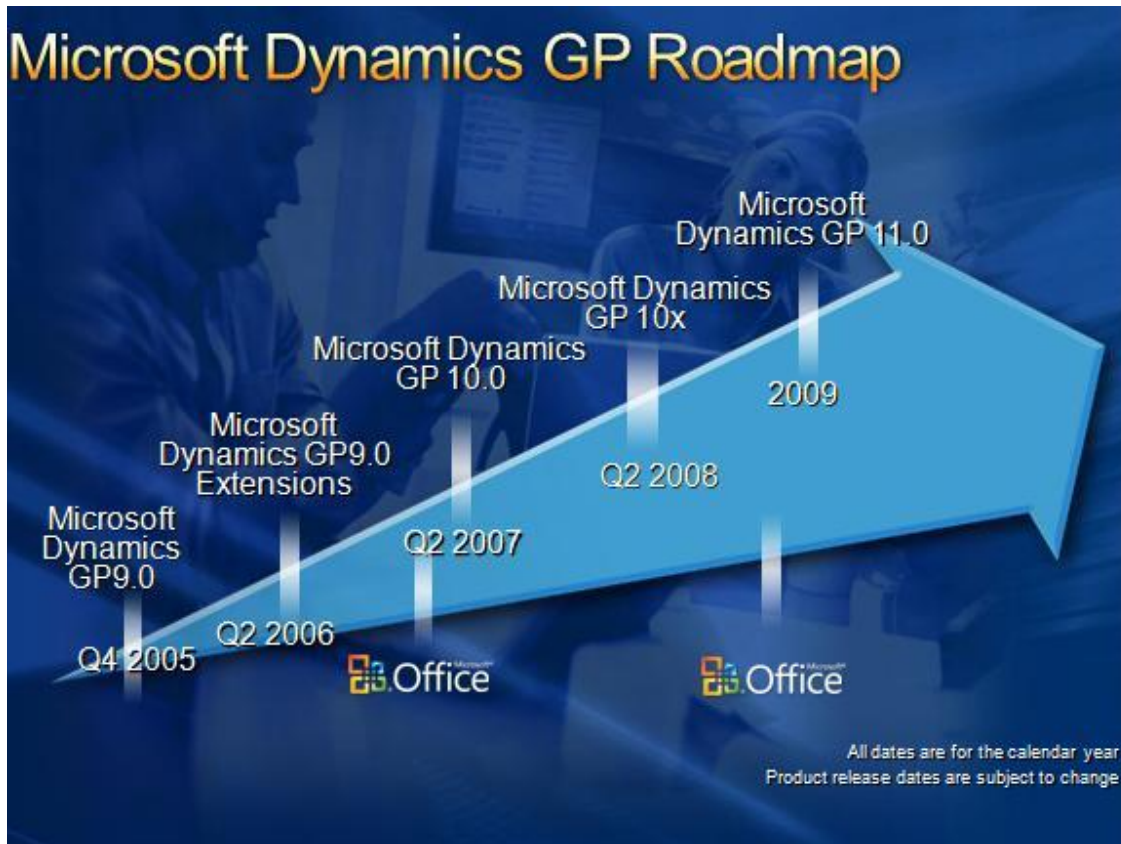
Microsoft Dynamics GP is a business management solution that provides growing and mid-sized organizations with complete and scalable financial and operational functionality, such as advanced consolidation, robust business intelligence, rich reporting, forecasting, and budgeting. Because this functionality is available right out-of-the-box, customers and partners can integrate and automate financial and operational processes rapidly. Microsoft Dynamics GP offers the stability that helps ensure support for business-critical needs, today and in the future. With Microsoft Dynamics GP, customers can be up and running quickly, maximizing productivity and increasing customer confidence that the solution will adapt to changing business needs.

Microsoft Dynamics GP increases user adoption with the consistent and familiar look and feel of the Microsoft® Office system; extends access to the right business information through Microsoft Office Excel®, Microsoft Office Word, and Microsoft Office SharePoint® Server 2007; and adapts to changing business needs through .NET tools, Web services, and Service-Oriented Architecture (SOA). Just as important, Microsoft Dynamics GP can meet specific vertical requirements with over 500 industry solutions through a vast network of implementation partners and independent software vendors (ISVs).

### Related documents and information

- [Microsoft Dynamics GP Business Essentials brochure](#)
- [Microsoft Dynamics GP Advanced Management brochure](#)
- [Microsoft Dynamics Roles-based Business Productivity White Paper](#)
- [Microsoft Dynamics People-Ready Business White Paper](#)
- [Achieving the Last Mile of Business Productivity White Paper](#)

## Microsoft Dynamics GP Product Development Road Map



The Microsoft Dynamics GP product development road map can help protect the investments of our customers by helping them move gradually to new Microsoft Dynamics versions, while realizing the benefits of breakthrough technology innovations along the way.

The release of Microsoft Dynamics GP 10.0 delivers extensive technology breakthroughs and innovative application features. At the same time, we have maintained our focus on providing customers with a clear path and smooth transition to all that is new and different in the product.

### **Timeline for worldwide Microsoft Dynamics GP releases**

Since 2005, Microsoft Dynamics GP has delivered two major releases and one extensions release. Our customers have expressed concern about their ability to keep pace with this aggressive release cycle. In addition, Microsoft Dynamics GP and Microsoft Office will continue to share more common technologies. To address customer needs and work in concert with the Microsoft Office system, we will now schedule our major release cycle around future Microsoft Office system releases, which generally occur every 24–30 months.

## Microsoft Dynamics GP 10.0

Microsoft Dynamics GP 10.0 brings together business process automation and personal productivity through integration with the Microsoft Office system, Microsoft SQL Server®, and technologies such as .NET that enable efficient customization and solution extensibility. This latest release helps businesses increase the penetration of business data throughout the organization and empowers them to incorporate industry-specific, RoleTailored business processes into their business management systems. Equally important, Microsoft Dynamics GP 10.0 enables advanced collaboration, search, and business analysis capabilities for all the people who make a business run—regardless of where they function in the organization.

In addition, Microsoft Dynamics GP 10.0 offers a number of technology innovations that increase ease and efficiency for extending and customizing the solution, along with more than 100 new features and enhancements that span a wide range of business management functions.

### Ease of Use

Microsoft Dynamics GP 10.0 collaborates with Microsoft Office system technologies to provide a familiar user experience, streamline business processes, improve security for sharing information, and enable people to perform tasks specific to individual roles.

Release 10.0 delivers Action Panes that appear across all navigation lists, a concept inspired by the 2007 Microsoft Office system. Action Panes contain commands specific to the data that is contained within lists, eliminating the need to navigate across multiple windows to perform a series of related tasks. The commands are optimized so that users can quickly perform tasks against multiple records.

- Users work intuitively with a business process and workflow elements that flow logically from left to right.
- Multi-select and preview capabilities improve efficiency by enabling users to take action on specific documents and then proceed with a task—for example, printing packing slips for selected documents.
- Rather than juggling windows to find and use the information they need, users can view multiple transactions within in a single window, filter information, and then perform actions on that filtered view. For example, a user can easily select transactions for posting based on specific business requirements, not simply by batch or transaction level.

The screenshot displays the Microsoft Dynamics GP interface. The main window shows a list of customers with columns for Customer Name, Customer ID, Phone Number, and Contact. The 'MARGIE'S Travel' record is selected. An Action Pane is open for this record, showing details such as Bill To Address, Customer Priority, Current Balance, Credit Limit, Payment Terms, and Last Payment Date.

Customer Name	Customer ID	Phone Number	Contact
Center Suite Hotel	CENTERSU0001	(800) 555-0119 Ext. 0000	Mitch Payne
Direct Marketers	DIRECTMA0001	(612) 555-0135 Ext. 0000	Carlos Romero
Laser Messenger Service	LASERMES0001	(612) 555-0153 Ext. 0000	Dennis Swenson
Mahler State University	MAHLERST0001	(612) 555-0159 Ext. 0000	Sharon Delbourne
<b>Margie's Travel</b>	<b>MARGIEST0001</b>	<b>(612) 555-0187 Ext. 0000</b>	<b>Ruth Hunter</b>
Northstar Mall	NORTHSTA0001	(517) 555-0174 Ext. 0000	General Office
Nova Systems, Inc.	NOVASYS0001	(612) 555-0176 Ext. 0000	Fred Wagner
Plaza One	PLAZAONE0001	(612) 555-0182 Ext. 0000	Mike Unjhem
Pulaski Enterprises Inc.	PULASKIE0001	(218) 555-0184 Ext. 0000	Mary Jo Bancroft

<b>MARGIEST0001 : Margie's Travel</b> Bill To Address : 6789 82 Ave S. Minneapolis, MN 55402-1249 USA Salesperson : Sandra Martinez		Customer Priority : None Current Balance : \$5,637.82 Credit Limit : \$28,000.00 Payment Terms : Net 30 Average Days to Pay - YTD : 85	Last Payment Date : 01/30/2004 Last Payment Amount : \$5,500.00 Year to Date Sales : \$32,053.09 Last Year Sales : \$0.00
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Action Panes help save time and improve productivity by eliminating the need to juggle multiple windows. Users can view a list of records relevant to their role or task, select one or more records, and then perform an action against all selected records.

## Business Intelligence

Microsoft Dynamics GP 10.0 empowers all decision makers—essentially, all the people who work within an organization, from CEOs to entry-level managers—with relevant business insight. Release 10.0 utilizes Office SharePoint Server 2007 to transform people's ability to access and analyze accurate, updated data in a format that makes sense, whether they work in Microsoft Dynamics GP or another application. The combined power of SQL Server business intelligence technologies and integration with the Microsoft Office system delivers new flexibility and features for queries and report writing, extends business insight to people across the organization, and enables customers to transition to industry-standard Microsoft tools at their own pace.

- Office SharePoint Server 2007 enables centralized, Web-based storage and management for documents and reports for easy access to information.
- Users can now perform ad hoc queries with Office Excel reports, based on more than 200 SmartList favorites, and instantly refresh them at any time. These reports also can be published and made available on Office SharePoint Server 2007.
- While the Windows® SharePoint Services version of Business Portal still utilizes the Report Catalog, a new report library is available with Office SharePoint Server 2007. Files stored on Office SharePoint Server 2007 can be viewed and launched from within Microsoft Dynamics GP, Microsoft Office Outlook®, or directly from Office SharePoint Server 2007, enabling fast access to information for all people within an organization.
- Analysis Cubes for Office Excel have been converted to SQL Server 2005 and consolidated for easier data access and flexible reporting.
- Customizable SQL Server 2005 Reporting Services reports and report pack templates—including 75 reports converted from Report Writer—provide new flexibility and a robust toolset for report writing. Crystal Reports remains an alternative, and people can still take advantage of Report Writer for specific Microsoft Dynamics GP reports.
- The Microsoft Dynamics GP 10.0 Report List includes support for additional report types, offering a centralized location for finding reports and documents that span multiple formats, including Microsoft Dynamics GP, SQL Server Reporting Services, Office Excel, Office Word, and others.

## Workflow

By incorporating workflow automation into business-specific processes, organizations can maximize efficiency and enable proactive management and responses to changing conditions. Microsoft Dynamics GP 10.0 introduces new approval workflows, with a RoleTailored experience that takes advantage of the Windows Workflow Foundation built into Office SharePoint Server 2007.

- New document approval workflow functionality allows users to collaborate systematically and easily within a defined process—for example, approving documents such as purchase orders, or approving credit limit overrides based on specified business criteria. Workflow can be configured to fit needs exclusive to business processes and individual roles, including setting up rules and approvers.
- Depending on business rules, users receive automated task notifications through Office Outlook or the Microsoft Dynamics GP Role Center that prompt them to approve, reject, or take other actions for a document or batch. Users can view or take action through Office Outlook, Office SharePoint Server 2007, or directly within Microsoft Dynamics GP.
- Workflow functionality incorporates an audit trail of task ownership and actions per transaction record, helping improve compliance with internal business processes. In addition, reporting capabilities enable users to view key metrics and statistics relevant to workflow approval processes.

Microsoft Dynamics GP workflow automates notifications and approvals for the following business scenarios:

- General Ledger batches
- Receivables Management batches
- Payables Management batches
- Credit Limit Override in Sales Order Processing Entry
- Sales Quotes
- Purchase Orders

**Purchase Order Entry** 01/25/2007 Dextordinary Inc. sa

File Edit Tools View Options Help

Save for Later Submit for Approval Blanket Actions

Type: Standard  Hold Vendor ID: 100000  
 PO Number: PO0000000000000040 Name: Alexander & Alexander  
 Buyer ID: Currency ID: USA  
 Date: 01/15/2007  
 Allow Sales Documents Commitments

Line	Item	U of M	Quantity Ordered	Unit Cost	Quantity Canceled	Extended Cost
1	1 1/2" SASH BRSH	Each	500.00	\$3.95		
	Craftsman Brush 1 1/2" Sash	BOZEMAN	0.00			\$1,975.00
0			0.00			\$0.00
			0.00			\$0.00
Subtotal						\$1,975.00
Trade Discount						\$98.75
Freight						0.00
Miscellaneous						0.00
Tax						0.00
Total						\$1,876.25

Remaining PO Subtotal: \$1,975.00

Company Tax Sched: P-N-ND-%P

Comment ID:

**Workflow History**

**Shiela Sogge**  
1/15/2007  
Please review Purchase Order

**Brian Meier**  
Step 1  
1/16/2007  
Theresa - I am out, can you review

**Theresa Nistler**  
Step 2  
1/15/2007  
Shiela, can you check for a better price?

**Shiela Sogge**  
Step 3  
1/17/2007  
Price verified, price increase with other vendors, too.

**Theresa Nistler**  
Step 4  
1/18/2007  
Approved

New workflow functionality allows users to collaborate systematically and flexibly on a specified task or process. Workflow history provides an audit trail of task ownership and actions to help improve compliance and accountability.

## Advanced Search Capabilities

The variety of information sources for businesses is constantly growing, resulting in more data stored in more places. To find what they need, information workers struggle with multiple systems and search techniques, resulting in lost productivity and uncertainty about whether they have retrieved timely, complete information. Microsoft Dynamics GP Web Services registers Microsoft Dynamics GP data with the Business Data Catalog in Office SharePoint Server 2007—enabling people across the enterprise to search efficiently in the Microsoft Dynamics GP client or portal not only for structured Microsoft Dynamics GP data, but also for unstructured information, including Office Word documents, Office Excel spreadsheets, Business Portal data, and e-mails.

- For example, if a user is searching for specific information about a customer, they can quickly implement a name search and retrieve all information related to the customer—including sales and service records, Office Outlook e-mails, items awaiting approval, and more.
- Information can be returned from SQL Server Reporting Services reports, as well as from reports that are published to the portal in either text or PDF format.

## Tools and Technology

A key goal for Microsoft Dynamics GP 10.0 is to increase the use of technologies that include .NET 3.0, Web services, SQL Server Reporting Services, and Office SharePoint Server 2007. For Web services, we've added new Microsoft Dynamics GP Web Services connection points for Field Service Management and other areas. These new connection points work with Office SharePoint Server 2007 workflow and search functionality included in Microsoft Dynamics GP 10.0. Using this industry standard for sharing information, Microsoft Dynamics GP 10.0 offers customers standardized extensibility that expands access to business data, drives increased efficiency, and delivers the investment protection of technologies that can work now and into the future.

- Using Microsoft Dynamics GP Web Services, businesses can extend Microsoft Dynamics GP through application integration and share information with customers and vendors.
- Microsoft Dynamics GP 10.0 simplifies deployment processes for reporting and reduces the need for extensive IT resources. For example, the SQL Server Reporting Services wizard automates the deployment process, including deployment for selected module reports, report models, and data sources. Microsoft Dynamics GP also offers a wizard that automates data connections and Office Excel report deployment, including reports for selected companies and registered modules. This wizard creates a folder structure for organizing connections and reports by company and series, and it provides options for publishing to Office SharePoint Server 2007 or within a network folder structure.
- By combining Microsoft Dynamics GP 10.0 with Office SharePoint Server 2007, businesses gain advanced search, information sharing, and workflow processes. Office SharePoint Server 2007 comprises a number of products that include the Windows Workflow Foundation, Excel Services in Office SharePoint Server 2007, and InfoPath® Forms 2007.
- Businesses can create additional workflows within Office SharePoint Server 2007 for a number of business requirements—for example, a workflow for legal contract reviews which are not dependent on Microsoft Dynamics GP. Through Web Services exposed within the Office SharePoint Server Business Data Catalog, information from Microsoft Dynamics GP can be added to workflows without special customization or development efforts.

## **Microsoft Stack Integration**

Microsoft Dynamics GP 10.0 offers strong integration with the latest Microsoft products and technologies, including compatibility with the Windows Vista® operating system. Microsoft Dynamics GP 10.0 works with the following Microsoft products and technologies:

- Windows Vista
- Windows Server® 2003
- The 2007 Microsoft Office system
- SQL Server 2005
- SQL Server 2005 Notification Services
- SQL Server 2005 Analysis Services
- SQL Server 2005 Reporting Services
- Microsoft BizTalk® Server 2006
- Office SharePoint Server 2007
- Windows SharePoint Services 3.0
- .NET Framework (Versions 2.0 & 3.0)

Microsoft Dynamics GP is compatible with current and previous versions of these Microsoft products, including Windows Small Business Server 2003, Microsoft Office 2003, Windows XP, and SQL Server 2000.

## Functionality Enhancements

The table below summarizes functional enhancements to Microsoft Dynamics GP 10.0. For detailed descriptions, please see the [Microsoft Dynamics GP 10.0 Enhancements brochure](#).

<b>Microsoft Dynamics GP 10.0 New and Enhanced Application Functionality Overview</b>	
<b>Feature</b>	<b>Description</b>
<b>Payables Management</b>	<ul style="list-style-type: none"> <li>▪ Improved flexibility for defining 1099 information</li> <li>▪ New Sub-ledger Reconciler</li> <li>▪ Improved flexibility for Electronic Funds Transfer to Payables Management</li> </ul>
<b>Analytical Accounting</b>	<ul style="list-style-type: none"> <li>▪ Analytical Accounting Checklinks</li> <li>▪ SmartList objects for Analytical Accounting</li> <li>▪ Support for multiple-year budgets</li> </ul>
<b>Collections Management</b>	<ul style="list-style-type: none"> <li>▪ Enhancements to Collections Aging report with notes</li> <li>▪ Additional query option for balance due greater than credit limit</li> <li>▪ Ability to list invoices on letter by aging period</li> </ul>
<b>Encumbrance Management</b>	<ul style="list-style-type: none"> <li>▪ Integration of encumbrances with Analytical Accounting Budgets</li> <li>▪ Updates to Encumbrance Summary inquiry to included totals for Pre-Budget, Pre-encumbered, and Encumbrances as separate columns</li> </ul>
<b>General Ledger</b>	<ul style="list-style-type: none"> <li>▪ Ability to budget based on start/end date, not tied to fiscal year</li> <li>▪ Enhanced traceability of costs and data</li> <li>▪ Improved simplicity and usability, including new reporting tools for General Ledger (GL) inventory reconciliation and item value dynamics</li> </ul>
<b>Distribution</b>	<ul style="list-style-type: none"> <li>▪ Two-Step Transfers</li> <li>▪ Workflow: Purchase Orders, Sale Quotes, and Credit Limit Overrides for Sales Order Processing</li> <li>▪ Lot Number Expiration Notifications</li> </ul>
<b>Manufacturing</b>	<ul style="list-style-type: none"> <li>▪ Support for site-specific requirements for Material Requirements Planning (MRP)</li> <li>▪ Improved MRP Pegging window</li> <li>▪ MRP Projected Available Balance Inquiry window</li> <li>▪ Ability to reverse (undo) a posted Manufacturing Order Receipt</li> </ul>
<b>Field Service</b>	<p>More than 15 enhancements include:</p> <ul style="list-style-type: none"> <li>▪ Ability to add preferred services times to a service call</li> <li>▪ Ability to change customer records based off an effective date</li> <li>▪ Support for assigning multiple technicians to one service call</li> </ul>
<b>Payroll and Human Resources</b>	<ul style="list-style-type: none"> <li>▪ Retroactive Pay, Sequencing Tax Sheltered Annuities, and Garnishment management for U.S. Payroll</li> <li>▪ Setup checklist for Human Resources</li> </ul>

## Microsoft Office Business Applications

A major goal of the Microsoft Dynamics GP product strategy is to make software functionality available where people need it most in an organization. For example, RoleTailored functionality allows users to spend the majority of their time in Microsoft Dynamics GP, and work without having to leave the application.

However, some users may spend more time working in Microsoft Office system applications such as Office Outlook or Office Word, but from time to time need information from Microsoft Dynamics GP. In a traditional scenario, that user would switch between the Microsoft Office system application and Microsoft Dynamics GP, or would need to ask for somebody's assistance in locating information from the business management solution.

For this kind of user, Microsoft eliminates the need to switch between software environments or enlist assistance by extending the Microsoft Office system experience through Office Business Applications.

Office Business Applications (OBAs) are an emerging class of composite applications that enable customers to unlock and increase the value of their existing line-of-business (LOB) systems. For people who typically perform significant additional work outside of the formal processes of a line-of-business (LOB) system, OBAs help simplify this interaction by fitting within the informal processes that information workers actually follow. OBAs help enhance the productivity of information workers because they enable them to access and use business processes and data from back-end applications such as Microsoft Dynamics GP directly from within the Microsoft Office system. Examples include:

- Processing workflow approvals directly through Office Outlook
- Taking full advantage of Office SharePoint Server 2007 search, collaboration, and information management for data drawn from Microsoft Dynamics GP and external sources
- Using Smart Tags to view Microsoft Dynamics GP information from within Microsoft Office system applications
- Publishing Microsoft Dynamics GP list data to Office Excel or Office Word.

We expect to make additional OBA functionality available out of the box in the major releases following Microsoft Dynamics GP 10.0. OBA functionality can also be enabled via partner-developed solutions.

[Read more](#) about Office Business Applications.

## Microsoft Dynamics GP 10x

Microsoft Dynamics GP already offers a solution designed for rapid installation and straightforward configuration and data migration. With the release of Microsoft Dynamics GP 10x, new system enhancements will appeal to customers looking to further decrease time, complexity, and costs for solution implementation and setup.

Customer benefits can include not only reduced costs and faster return on investment, but also a solution configuration that can quickly meet their needs and efficiently migrate and update data from legacy systems and external data sources. In addition, customers or partners can create custom configuration and data migration templates that meet highly specific business needs.

Enhancements and new features will build on functionality delivered with Microsoft Dynamics GP 10.0 to help enrich business intelligence, analytical accounting, field service management, inventory management, and workflow processes.

Microsoft Dynamics GP 10x is currently scheduled for release in Calendar Year 2008, Quarter 2. This date is subject to change.

**Note** The features and functionality described below reflect our plans and goals for Microsoft Dynamics GP 10x; as such, they are subject to change as we move through the development cycle.

## **System Enhancements**

**Simplified installation:** Based on the concept of a “simple” or “custom” installation, the Microsoft Dynamics GP 10.0 Service Pack 2 (SP2) offers step-by-step guidance for predefining the features and functionality customers want. This straightforward approach accelerates both customer- and partner-side implementation processes and fuels our goal of achieving a “5-minute” installation.”

**Fast, flexible configuration for industry-specific requirements:** Customers and partners can work with industry-specific configuration templates and security settings that can be easily modified. Based on customer requirements, customers and/or partners can efficiently build custom templates that meet business and industry-specific needs.

**Rapid data migration capabilities:** All customers can benefit from enhanced capabilities for migrating and updating data from legacy systems and other data sources. In addition, new data migration capabilities simplify the move to Microsoft Dynamics GP for customers using Intuit QuickBooks or any data that can be extracted to Office Excel. Power users or partners can point to an existing file and simply mark the information they want to migrate to Microsoft Dynamics GP—including customer, vendor, and master records. Migration capabilities also allow users and partners to update information and master records during the migration process; for example, both minor and extensive updates and changes can be made to an existing Chart of Accounts. In addition, partners can save migration settings and export them for use with other customers.

## Functionality Enhancements

### Business Intelligence

- **Improved Microsoft Office PerformancePoint™ Server 2007 Integration with Microsoft Dynamics GP:** A new data connection will support Office PerformancePoint Server 2007 planning functionality. Microsoft Dynamics GP currently utilizes Office PerformancePoint Server 2007 scorecarding and analysis functionality through integration with and support for SQL Server Analysis cubes.
- **The Office Excel Report Builder:** Create new Office Excel report and data connections for Microsoft Dynamics GP. The user interface is very similar to the user interface for SmartList Builder.

### Analytical Accounting

- **Analytical Accounting Data Warehouse/Cubes:** Incorporate the Analytical Accounting module into the Analysis Cubes module to support a much richer analysis experience. This new functionality will allow users to break their cubes data using Analytical Accounting categorizations for tailored analyses of Financial, Payables, and Receivables cube data.
- **The Analytical Accounting Alias:** Create a grouping of Analytical Accounting Transaction Dimension codes as defaults when entering analytical information on a transaction similar to the account alias in General Ledger. A default combination of transaction dimension codes will help increase speed and accuracy for data entry and enable users to create more than a single set of defaults for the transaction dimensions.
- **Analytical Accounting Reporting Forward Balances:** Include transactions dimensions as part of the year-end close process. For P&L accounts, users can bring in the dimensions entered on original revenue and expense transactions, summarize the amounts by transaction dimension code, and create an entry (or multiple entries) to retained earnings that include the dimension code allocation. For Balance Sheet accounts, users can bring forward the summarized dimension code balances in combination with the account balances.

### Field Service Management Enhancements

- **Sales Order link with Equipment Maintenance:** Deliver fast drill-down access to the original sales order used for the item shipped.
- **New Field Service Reconcile Report:** This new report will include the ability to print after reconciliation.
- **Depot Inquiry drill-back:** Quickly change all Depot Inquiry drillbacks within the Work Order Inquiry window.
- **Work Order Inquiry window:** Add items from Sales Order Processing to an existing open contract.
- **Consolidated service call billing:** Create one invoice per customer that includes all service calls invoices for a given range of time.
- **Contract Move for "Quote" contracts:** Improvements to Microsoft Dynamics GP 10.0 Contract Move functionality will allow users to work with Quote contracts as well as Open contracts.

- **Contract Type functionality** allows users to add the Contract Type field to the Service Call Entry/Update window.

#### **Additional Enhancements**

- Regardless of Inventory Valuation Method, the **Historical Inventory Trial Balance Report** will enable users to tie the Inventory Sub-Ledger to the General Ledger.
- Approval Workflow history records storage will be transitioned from within Office SharePoint Server 2007 List Pages to SQL Server databases, helping improve system-wide data management.

## **Microsoft Dynamics GP 11.0**

Microsoft Dynamics GP 11.0 will emphasize an approach to business processes that helps support specific business goals and empowers people to excel at their individual roles.

Microsoft Dynamics GP 11.0 development will focus on the following areas:

- Supporting business goals and practices with functionality that deepens core capabilities, meets unique business and industry requirements, and expands the reach of business intelligence
- Driving productivity with out-of-the-box tools for personalizing Microsoft Office integration, business intelligence and reporting, and workflow
- Enabling companies to better connect with customers, partners, and suppliers with online services, hosted application offerings, and Web services strategies for connecting business systems

**Note** The features and functionality described below reflect our plans and goals for Microsoft Dynamics GP 11.0; as such, they are subject to change as we move through the development cycle.

### **Enabling Businesses to Pursue New Opportunities**

Development plans for Microsoft Dynamics GP 11.0 include deeper functional support for both core and specialized processes; built-in features and enhancements for public sector organizations; industry-specific capabilities for manufacturing, distribution, and retail organizations; and new business intelligence capabilities that consolidate, personalize, and expand the reach of analysis and reporting across organizations.

- New and enhanced financial management features will further solidify Microsoft Dynamics GP as one of the leading financial management packages available in the market.
- Service organizations will benefit from new features and increased functional depth that streamlines and integrates service management, project accounting, and financial management. Enhanced integration with Microsoft Dynamics CRM will increase touch points across solutions by enabling people to easily view project and service information from within Microsoft Dynamics CRM.
- For public sector organizations in state and local government, education, and healthcare, Microsoft Dynamics GP 11.0 will deliver a solution designed to meet relevant business requirements. Organizations looking to further refine their solution will continue to find a vast range of ISV and partner solutions available to them.

- Manufacturing, retail, and distribution organizations will benefit from new and enhanced functionality designed to meet industry-specific requirements.
- Business intelligence capabilities will build on Microsoft Dynamics GP 10.0 to deliver consolidated reporting capabilities that can be easily personalized to fit specific roles. Along with extending the reach of Office Excel-based reporting and offering new SQL Server Reporting Services capabilities, Microsoft Dynamics GP 11.0 will build on previous integration capabilities with Office PerformancePoint Server 2007, a comprehensive performance management solution that includes score carding, analytics, planning, budgeting, and forecasting that can reach employees across the business, whether they work in Microsoft Dynamics GP or another application, and across finance, operations, marketing, sales, and human resources.

## **Enhancing Productivity with Built-In Personalization Tools**

Plans for Microsoft Dynamics GP 11.0 include further enhancing integration with the Microsoft Office system with built-in capabilities for personalizing integration, consolidating business intelligence and reporting, building new workflow processes, and more.

- Built-in tools and wizards will allow users to personalize Office Excel reports and KPIs, as well as enhance the Role Center home page to display the exact information they need. The Role Center will serve as a centralized location for people to monitor and analyze the business conditions and performance relevant to their job within the organization.
- Both Microsoft Dynamics GP users and people working outside the solution will have access to comprehensive, RoleTailored information while working in Microsoft Office system applications. For example, while working within Office Outlook, a salesperson or CEO will be able to view personalized dashboards and access Microsoft Dynamics GP reports without logging into the system.
- Enhanced integration with Office SharePoint Server 2007 will simplify processes for modifying and extending the workflow capabilities introduced with Microsoft Dynamics GP 10.0.
- When used with Microsoft Dynamics GP 11.0, Windows Vista tools will provide people with at-a-glance views of critical information relevant to their roles. For example, RSS feeds might deliver real-time customer, financial, and supply chain information that give people effortless visibility into changing business conditions.

## **Connecting across a Global Ecosystem**

Companies looking to extend specific business processes and connect more easily with customers, suppliers, and service providers can take advantage of a rich set of complementary online business services. Our goal for Microsoft Dynamics GP 11.0 is to help increase access to relevant Microsoft Dynamics GP information without complicated implementation efforts. New and enhanced Web Services for Microsoft Dynamics GP will help extend the value of existing applications and enable customers and partners to add business processes and applications, while minimizing development time and costs.

- When companies decide to move a particular business process online in a security-enhanced environment, Microsoft Dynamics Live Surround Services can offer an alternative approach, with many choices, at a low cost. Development plans for Microsoft Dynamics GP 11.0 include online offerings for the following:
  - Payroll services

- Marketplace abstraction services such as eBay and OL commerce
- Online payment services such as CPS, PayPal, VeriSign, Vital, and FDC
- Online credit monitoring services such as Equifax
- eMarketing services
- Microsoft Dynamics is promoting a “Software plus Services” initiative through a partner model for hosted applications. With Microsoft Dynamics GP 11.0, customers will be able to take advantage of a hosted offering for Microsoft Dynamics CRM that integrates with the Microsoft Dynamics GP back office system. Equipped with browser-based access to Microsoft Dynamics CRM, people with appropriate rights will gain fast views of relevant Microsoft Dynamics GP customer, product, and pricing information whether they are working within Microsoft Dynamics GP or other systems. [Learn more](#) about the Software plus Services initiative.

## **Real-World SOA**

Businesses need to connect processes, people, and information both within the organization and across organizational boundaries. Service-oriented architecture (SOA) is a technology development style that helps meet these demands without forcing companies to rework their existing infrastructure and perform costly, time-consuming upgrades. Development plans for Microsoft Dynamics GP 11.0 include expanded Web services and other SOA technologies that will help companies integrate legacy and new applications with Microsoft Dynamics GP, build functionality that supports common business-to-business and application-to-application scenarios, and enable information to flow freely across systems and platforms. By taking a pragmatic approach to helping companies maximize and extend existing IT assets, Microsoft Dynamics GP 11.0 will help businesses keep their focus on productivity, performance, and profitability. We call this “Real-World SOA.”

Microsoft Dynamics GP 11.0 is currently scheduled for release in 2009. This date is subject to change.

## **Beyond Microsoft Dynamics GP 11.0**

Future releases will emphasize the creation of people-ready applications by expanding Web services support for Microsoft Dynamics GP and the broader Microsoft stack, including our investments in Microsoft Office system applications, BizTalk Server, Office SharePoint Server 2007, Office PerformancePoint Server 2007, mobile applications, and other solutions.

Web services support will continue to be an integral part of forthcoming feature developments. Customers can look forward to services that not only expose Microsoft Dynamics GP business logic, but also enrich business processes by leveraging external services. We understand the increasing importance of master data management, and we plan to make investments that will help enable SOA strategies and reduce TCO by streamlining application maintenance.

As we enter new applications categories such as supplier relationship management, businesses can expect Microsoft to build on SOA concepts and Web services for incremental deployments. Microsoft will also continue to simplify integrations with third-party line-of-business applications to create end-to-end business processes across on-premise, Microsoft-hosted, and partner-hosted Software plus Service offerings.

## Geographic Availability

Microsoft Dynamics GP is available in the following regions and countries:

North America	EMEA	APAC	LATAM
United States	United Kingdom	Indonesia	Mexico
Canada	Ireland	Australia	El Salvador
Puerto Rico	Cyprus	New Zealand	Puerto Rico
	Malta	Philippines	Argentina
	Nigeria	Singapore	Guatemala
	South Africa	Thailand	Trinidad & Tobago
	West and Central Africa	Malaysia	Colombia
	East Africa		Chile
	Egypt		Dominican Republic
	Jordan		Venezuela
	Kuwait		Costa Rica
	Pakistan		Honduras
	Qatar		Panama
	Saudi Arabia		Ecuador
	UAE		Peru
	Lebanon		Bolivia
	Bahrain		Uruguay
	Oman		Paraguay
	Libya		Nicaragua
	Afghanistan		Jamaica
			Bahamas
			Barbados
			Guyana
			Suriname
			Belize
			Saint Lucia
			Antigua and Barbuda
			Grenada
			Dominica
			Saint Kitts and Nevis
			Saint Vincent and the Grenadines

**Note on available languages:** Microsoft Dynamics GP 9.0 has versions available in U.S. English, International English, French-Canadian, Latin American Spanish, Iberian Spanish, French, German, and Dutch. Microsoft Dynamics GP 10.0 and beyond will continue to be available in U.S. English, International English, French-Canadian, and Latin American Spanish. These languages serve 50+ countries across the world. For more information about language availability, please contact your Microsoft Dynamics partner.

## Conclusion

With the release of Microsoft Dynamics GP 10.0 and Microsoft Dynamics GP 10x, we expect to continue building momentum across a wide range of industries and businesses of all sizes. Our reputation for serving small and midsize organizations is quite well known; in addition, over the past few years, Microsoft Dynamics GP has built a customer base within large organizations and divisions of global enterprises.

Our success is due to several factors, including:

- Ease of use, implementation and maintenance
- An intuitive, RoleTailored user experience that works like and with the Microsoft Office system
- Rich functionality that spans the full range of operations needed to run a complete business
- The ability to scale to meet business growth, based on continuing investments in SQL Server technologies
- Portal-based access to information and applications
- Reporting and business intelligence that empower people at all levels of an organization to work with the information they need, in the formats that are relevant to their role
- Simplified, cost-effective customization and extensibility, based on industry technologies such as .NET and Web services
- Long-term investment protection

Equally important, Microsoft Dynamics GP 10.0 delivers a consistent integrated experience with Microsoft products, including BizTalk Server, SQL Server, and the Microsoft Office system. For both current and future releases, we will continue to invest in integration with other Microsoft products in line with the overall [Microsoft Dynamics strategy](#).