

# Top 10 Reasons to Upgrade to Microsoft Dynamics SL 2011

Move your business forward—and stay ahead—with the latest product enhancements and technology innovations from Microsoft. Microsoft Dynamics® SL 2011 raises the bar for productivity, performance, and growth with the familiar user experience your people need; insight to fuel the results your customers want; and new ways for your organization to thrive in a connected world.

## 1 Get more done in less time

Give people easy access to the resources they need to stay productive. New activity panes, role-based menus, and quick lists make it easy to prioritize tasks, and enhanced menu search features let you find what you need in just a few clicks. Simply type a few words to locate a screen or report, or view a history of recently viewed reports and screens. And you'll minimize training time with a familiar solution that works like and with Microsoft® Office products, such as Microsoft Outlook®, Microsoft Excel®, and Microsoft Word.

## 2 Enhance insight with real-time reporting data

Gain visibility into key reporting data to help your business thrive. Get over 50 predefined views of data by using Quick Query to filter, customize, or drill back to a Microsoft Dynamics SL screen to view the original transaction; and save your custom views. Companies can also create their own custom views on standard or custom tables, and connect them into the Quick Query menu. With Microsoft Management Reporter—a real-time financial reporting system built on the latest Microsoft technologies—you can create boardroom-quality reports without IT assistance, enhance security for reports, and increase support for regulatory compliance.

## 3 Make it easier to manage and share information

Transform document management so that it's easy to share information with employees, customers, and vendors using Microsoft SharePoint®. You can boost productivity with a single, consolidated view of orders, requests, and customer data; and quickly upload reports directly to a SharePoint site to share with your department. With the DocShare feature, you can automate the upload process and connect SharePoint sites related to customers, vendors, and projects—and gain further insight with the ability to attach documents directly to screens in Microsoft Dynamics SL.

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"The improvements in the Microsoft Dynamics SL 2011 release are proof that Microsoft is continuing to invest in this product's future, and we'll be very happy to stay on the product for the long term."

— **Scott Kopald,**  
Metson Marine, Inc.

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## 4 Simplify multicompany activities

With Microsoft Dynamics SL 2011, you can make entries for multiple companies with ease—without having to close any windows to log in to other companies. Now you can keep multiple screens open for different companies and complete entries in a single session. Color coding helps to ensure accurate association of companies for specific entries, from financial data to project entries and reports. You can also enter service calls for multiple companies without changing companies, and create duplicate service calls by selecting from previously entered calls.



## 5 Automate even more financial processes

Get tighter control of your general ledger with the robust financial capabilities of Microsoft Dynamics SL 2011. Complete general ledger tasks quickly and reduce errors with automated support for common actions—from reversing and copying entries to correcting journal batches. You can also connect transactions using a single view of accounts payable transactions and unreconciled purchasing transactions.

## 6 Move projects forward with 24/7 web access

Empower managers and team members working from remote locations with convenient, web-based access at any time. With the Business Portal for Microsoft Dynamics SL, you can complete virtually any project-related task—from setting up projects and assigning resources to creating budgets, approving documents, and more—all via the web. Enhanced timecard features make it easier for employees to record detailed hours information, including notes and time for subtasks. You can also work quickly with summarized line-item approvals—and new automated approval delegation—that speed the approval process for time, expense, invoices, and budgets when key managers are away.

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“Everything in Microsoft Dynamics SL 2011 is a time-saver. It’s all geared toward saving our customers time, and making the experience easier, better, faster.”

— Carolyn Jasiulewicz,  
Progressive System Solutions

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## 7 Enhance connectivity for projects, purchasing, inventory, and order processing

Capture time and expenses sooner with automated project creation that begins as soon as you create a sales order. When you place a purchase order, inventory can be allocated to a specific project. When additional inventory items are needed, you can search company-wide and export the results to Excel. Available stock can be reallocated so that you can avoid accumulating redundant inventory. New billing options in Microsoft Dynamics SL 2011 can also improve customer satisfaction with consolidated project billing that includes shipped material, labor, and expenses on a single invoice and includes only consumed items.

## 8 Manage today’s changing business needs with greater flexibility

Stay organized by using a standard method for common cost allocations, and creating a secondary method for billing. You can also protect cash flow and margins by separating costs and billing—and collect costs while you’re still negotiating billing terms. In addition, administrators can monitor and correct entries using a security-enhanced audit tool. Keep up with U.S. government contractor needs and regulations by allocating labor and item costs based on a period or date range; and access job summaries and backing reports designed for government contractor jobs.

## 9 Align project management with accounting using Microsoft Project Server 2010

Connect your processes and financials with two-way data integration between Microsoft Dynamics SL 2011 and Microsoft Project Server 2010—and maintain projects from either solution. Balance priorities with access to comprehensive, up-to-date records for shared resources; improve budgets with the ability to view prior performance including time-phased labor by resource; monitor labor and expense by resource assignments; and track tasks and subtasks with ease.

## 10 Extend connections with web services and Microsoft technology innovations

Take advantage of a new web services architecture that leads to better performance and efficient integrations for a host of applications and platforms—including systems you already own and those you adopt in the future. With web services, you can connect in-house systems, like Microsoft Dynamics CRM, directly to customer and project data. You can also use Windows Communication Foundation to host web services without investing in additional servers, and make the most of Microsoft SQL Server® and Microsoft Windows®, SharePoint, and Project Server technologies.

For more information about Microsoft Dynamics SL visit:  
[www.microsoft.com/dynamics/sl](http://www.microsoft.com/dynamics/sl)

