

GP

Winter 2019

OPTIMIZER

MAGAZINE

Favorite Things Edition



**A Few Of Our Favorite Things:
Advanced Timesheet Functionalities**

**RPA Success: One of Our Favorite
Things**

**Favorite Project Cost Features for
Government Contractors**

GP OPTIMIZER MAGAZINE



Welcome to the Winter 2019 Edition of the GP Optimizer Magazine! Not sure exactly what you're reading? The GP Optimizer is a digital magazine comprised of articles provided by Microsoft Dynamics GP Add-On Partners. Each article focuses on making your investment in Microsoft Dynamics GP more worthwhile by addressing issues and providing remedies.

The content, in our last two editions addressed one cohesive theme of 'Targeting Growth' and Customer Service. They were both well received, so here we go again! In this issue, we focus on 'Our Favorite Things'.

We have all seen Top 10 lists and I'm sure that you've heard about Oprah's Favorite Things list. No, sorry, you aren't getting a car with this issue, as nice as that would be! Instead, our contributing ISVs have collectively come up with their favorite things to share with you. This edition is full of favorites from mobility based access, payroll integrations for payables, time-saving tools, The Beatles..naps...raindrops on roses and whiskers on kittens....trips to the beach.... I digress. We challenge you to get out of your comfort zone and try a few of our 'Favorite Things'...including naps.

Rockton Software has been in the Microsoft Dynamics GP Channel for 20 years. We've established ourselves as fervent supporters of the greater Dynamics GP Channel, and we want you to excel in business by leveraging the abundant tools and knowledge available from our friends in the community. We are proud to continue offering this valuable resource to Dynamics GP users everywhere.

Thank you to all the participating ISVs—AvidXchange, Binary Stream, Blue Moon Industries, Horizons International, ICAN Software, Integrity Data, JOVACO, Metafile, Olympic Systems and Panatrack—for their help in producing this great magazine, as well as their commitment and support to the Microsoft Dynamics GP Channel.

Take a look and let my team know what you think - your candid thoughts are always appreciated.

Enjoy!

Mark H. Rockwell
Mark Rockwell
President, Rockton Software



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On the Cover

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17 A Few Of Our Favorite Things: Advanced Timesheet Functionalities

27 RPA Success: One of Our Favorite Things

30 Favorite Project Cost Features for Government Contractors

Table of Contents

- 5 Here are a Few of My Favorite Things in Microsoft Dynamics® GP Payroll**
- 7 Favorite Ways Of Automating Accounts Receivable In Dynamics GP**



- 9 Adding Efficiency to Inventory Tracking**
- 13 Rockton Software's Favorite Thing: Making Microsoft Dynamics Work Simpler & Easier**
- 16 A Few Of Our Favorite Things: Advanced Timesheet Functionalities**



- 19 Container Receiving, Landed Costs... What's the Big Deal?**
- 22 The Back Office Makes Front Page News! The Value of the ISV Community**
- 25 Favorite Way Of Tracking Long-Term Investment Assets in Dynamics GP**
- 27 RPA Success: One of Our Favorite Things**
- 30 Favorite Project Cost Features for Government Contractors**
- 33 For Quality Management Systems Comfort Can Destroy Success**



GP Optimizer **Sponsors**

4 Integrity Data
www.integrity-data.com

8 Panatrack
www.panatrack.com

11 GPUG
www.gpug.com

12 Rockton Software
www.rocktonsoftware.com

15 JOVACO
www.jovaco.com

18 Blue Moon
www.blumoonisv.com

21 Binary Stream
www.binarystream.com

24 ICAN Software Solutions
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26 Metafile Information Systems
www.metaviewer.com

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Here are a Few of My Favorite Things in Microsoft Dynamics® GP Payroll

Written by Marleen De Winter, [Integrity Data](#)

*Raindrops on roses and whiskers on kittens
Bright copper kettles and warm woolen mittens
Brown paper packages tied up with strings
These are a few of my favorite things*

The Sound of Music – who does not know that movie? I love that movie and especially the songs – a perfect winter weekend occupation, curled up in a blanket with hot chocolate in hand. Granted, GP Payroll may not be the first thing you think of when thinking of YOUR favorite things, yet there is a lot of functionality to be excited about!

Let's take a look at some of my favorite things in GP Payroll:

GP Payroll Freebies

As a GP user, you have access to GP Payroll in the Starter Pack. Many do payroll in house and the core functionality is all right there, including a couple of really cool things – absolutely free:

Overtime Rate Manager

Overtime pay: easy, right? 1.5 times the regular pay, done. Not so fast! The Fair Labor Standard Act (FLSA) says:

- “Unless exempt, employees covered by the Act must receive overtime pay for hours worked over 40 in a workweek at a rate not less than time and one-half their regular rates of pay.” What is their regular rate of pay? It is not just their regular hourly pay, it includes anything you pay your employee that is part of their regular compensation plan: variable pay rates, bonuses, commissions, tips etc.
- “The Act applies on a workweek basis. An employee's workweek is a fixed and regularly recurring period of 168 hours – seven consecutive 24-hour periods.”



The calculation then becomes: adding up all their different “pays” for that workweek (so not bi-weekly!) and then dividing it by hours worked that week to get their actual regular rate of pay. This freebie is great for automating these more complicated overtime calculations.

Deductions In Arrears

Generally, there are 2 situations where this cool functionality is useful:

- Employee does not have enough wages to cover all deductions. This is common in the restaurant industry, for example, when employees receive tips that they pocket directly or when they don't work enough hours that week. Then, you must manually track the check that they do get that week – which does not cover all deductions.
- Employee does not receive a check in a particular pay week (for example FMLA). They still get health insurance through their employment so the deduction is there, but there is no check to cover the deduction. Yet another tracking scenario.

This freebie keeps track of it all and deducts when the money is in a future check. No spreadsheet (or memory) needed!

Payroll Integration to Payables

The title says it all here: this freebie integrates payroll to payables automagically. Why is this awesome?

Monies withheld (aka deductions) from employee paychecks need to be remitted to various entities (e.g. Federal and State taxes/ Retirement and Health plans/ garnishments)

- Monies expensed (aka benefits) for employer provided benefits need to be remitted to various entities (e.g. Federal and State taxes/ Retirement and Health plans)
- Rather than having to create payable vouchers every time you run payroll, the system will keep track of all that for you (great audit trail!) and create the vouchers in bulk, sending them to the various entities.

Want to learn more about these freebies? Watch Tom's recording on the [GPUG site](#) (You do need to be a GPUG member to access.)

Affordable Tools to easily fix payroll mistakes

Have you ever entered the wrong pay code, applied time to the wrong department, or made a mistake on an overtime calculation? It happens. Probably more often than you'd prefer to admit. One simple mistake costs valuable time. Multiple mistakes can eat up hours, if not days. As your headcount increases, so does the time it takes to process timesheets into paychecks. Pushed to meet deadlines, the risk for mistakes also increases. Correcting payroll mistakes can be much easier with these two, affordable add-ons:

- [Negative Payroll Transactions](#) offers a more efficient way to make payroll corrections than a 17+ step process in GP Payroll out-of-the-box. You simply enter a negative transaction. That's it. The negative transaction is then automatically carried through the entire payroll process. The change is reflected on the payroll reports and shows up on the next earnings statement. Records update through to general ledger entries, appropriate credits or debits are made and an audit trail is created.

Employee Name		Tax Code	NI Number	Salary	SCP	Status
Miss	1	1000L	D	3	SCP	SCP
Tax Period	Month	1	30/04/2014	Salary 2	SCP	0.00
Pay Date	BACS	50863.00	13	WKS	0.000000	
Pay Method	Salary 1	27.50	27.50	HRS	52	000000
Units	Rate	Amount	4238.58			
Deductions			Amount			
Tax			644.11			
National Insurance			314.12			
Teachers Pension(11.			466.24			
*Employers Pension			597.64			
Total Gross Pay			4238.58			
Gross for Tax			3772.34			
Earnings for N.I.			4238.58			
Total Deductions			1424.47			
NET PAY			2814.11			
Year-to-date			3772.34			
Total Gross			4238.58			
Pen Ee's YTD			466.24			
Pen Er's YTD			597.64			
WKS			0.00			

- [Negative Deductions Enhancement](#) was designed specifically to address over-withholdings and saves valuable time in the payroll department. Simply enter a deduction for over-withheld health insurance or life insurance amounts and let Negative Deductions finish the process. Deductions can be delivered on a check with wages, or a check with no wages. The deductions will appear on a pay stub and a transaction report will detail the converted and non-converted deductions in the payroll process.

Comprehensive Leave Tracking

Leave management has evolved into so much more than just vacation time and sick days. Companies might offer comp time, allow employees to utilize time for volunteer activities, or provide personal days that employees can use to just take a day off every now and then. Managing a variety of leave time with varying rules can become complicated. Also, staying compliant with mandated sick leave can get tricky. Streamline leave management activities with [Comprehensive Leave Manager](#), a modern add-on to Microsoft Dynamics GP Payroll that allows you to create and manage unlimited types of leave with varying rules in GP Payroll.

See how it compares to PTO Manager: Watch the video "[Comprehensive Leave Manager vs. PTO Manager in Microsoft Dynamics GP](#)"

Add these to your list of favorite things and have more time to watch that movie, curl up in that blanket and drink the hot chocolate. [GP](#)

*When the dog bites, when the bee stings
When I'm feeling sad
I simply remember my favorite things
And then I don't feel so bad.*

Favorite Ways Of Automating Accounts Receivable In Dynamics GP

Written by David Eichner, [ICAN Software](#)

When entering a cash receipt that involves a large number of invoices, many Dynamics GP customers grow frustrated with the lag that occurs as each invoice is marked for apply. Mass Apply Receivables allows one customer to enter a cash receipt for a very large amount and then import the apply data for that payment against hundreds of thousands of invoices. Once imported, Mass Apply Receivables can be run in a mode that automatically applies the specific one-to-many apply records imported.

Many customers record returns in Sales Order Processing that need to be applied to a specific invoice. If they store the invoice in the Customer PO Number field, Mass Apply Receivables can be run in a mode that searches for and automatically applies any payments, returns or credit memos that reference a specific invoice.

Other customers just want to run an auto apply process across a wide range of customers and document dates... without having to do it one customer at a time. Mass Apply Receivables can also be run in an auto apply mode that auto applies open documents for a range of customers and document dates. It also can be restricted by customer class if needed. And it can auto apply within documents with matching prefix values!

Does your organization record credit memos with the same document number as the invoice to which it needs to be applied? Mass Apply Receivables can be run in a mode where it finds and applies documents with matching document number!

Short pay transactions can make life difficult. Find out how Mass Apply Receivables can automate processing short pay situations in a variety of ways.

Dynamics GP users who enter cash receipts that are to be applied to a single invoice often wish that they could just enter the invoice being paid and have the entire cash receipt entry done for them. One such Dynamics user had modified their sales invoice document to include a barcode for the



invoice number on the invoice stub that would be returned with payment. With Automatic Cash Receipts, they are now able to barcode read or manually enter the invoice number on a floating window above the cash receipt window and have the entire cash receipt window populated and the apply to the specific invoice done automatically. They can change the cash receipt amount if full payment of the invoice was not received. Otherwise, they can simply hit ENTER key and move on to the next invoice being paid. This allows them to enter a large number of cash receipts in a very short period of time.

Other users of Dynamics GP need to be able to provide a cash receipt to customers when payment is received. Print Cash Receipts allows them to print a cash receipt document from the cash receipts window or from the AR transaction entry window. Users can also reprint cash receipt documents from the AR inquiry windows as well. The cash receipt document can be modified with Report Writer to include company logo or other changes necessary.

Find out more by contacting us at ICAN Software Solutions: www.icansoftware.com [GP](#)

Extend Microsoft Dynamics® GP for powerful inventory and asset control

"Panatrack has a unique understanding of the business side of things as well as IT so they have helped us transition our culture and run a more efficient and accurate manufacturing business. We trust them immensely."

Carmen Door
Faribault Wollen Mill Co.
Read the case study...

"PanatrackerGP worked so well right out of the box...and worked exactly the way we needed it to. The improvements were immediate and we have been thrilled with both the solution and Panatrack's caring support team."

Pat Santana
Specialty A/C Products
Read the case study...



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Adding Efficiency to Inventory Tracking

Written by Alex Rode, Solution Consultant, [Panatrack](#)

Panatrack offers inventory and asset tracking solutions for Dynamics GP. For this season's Optimizer edition, we will review 3 of our favorite things.

1 Teaching our customers about the inventory features they already have within their Dynamics GP investment

One of the biggest advantages of PanatrackerGP is that we use Dynamics GP as the inventory database. This offers organizations the ability to add barcode and mobile technology effectively and at an affordable price. Our customers can be up and running without changing their current GP setup. Our team works with users to identify additional capabilities in GP that are now easy to use with the addition of barcode technologies. Panatrack loves to add efficiency with our native features and direct communication with GP.

These features include:

- Multiple bin tracking. This not only adds a level of organization but greatly increases efficiency by adding the ability to locate items within the warehouse. Adding a mobile data capture solution to inventory management gives the workforce access to stock locations instantly. This tool reduces the onboarding time required for new employees, enabling them to be productive immediately. Multi-bin setup also supports setting Min/Max levels for items, taking inventory control to the next level.
- Moving to a "Separate fulfillment process" for sales orders means that employees are updating the quantity fulfilled in real time based on what has been physically picked. Multiple configurations options and features allow Panatrack to work with clients on refining their pick and pack process to remove errors and increase customer satisfaction.

- Utilizing the stock and cycle count features in GP accomplishes periodic confirmations that your inventory is accurate. More to come, as this is the second of our three favorites.
- Barcoding and mobile hardware technologies provide the tools to record every movement of inventory. This results in accuracy and efficiency; moves from a one bin to another & site transfers are captured as they occur and instantly recorded in GP.
- Panatrack has added additional enhanced tracking features. One example is an internal transfer order infrastructure that includes order entry, stock request, and pick directives. Our additional inventory management extensions offer a front for standard Dynamics GP transactions keeping PanatrackerGP a true embedded solution.



2 Hearing from our users that Stock Counts now take hours, not days using PanatrackerGP

We like to call out this feature because we hear this feedback often. Having the ability to easily capture counts without a manual tallying of count sheets and tedious entry into the GP Stock Count Entry screen is a huge time saver for PanatrackerGP customers.

We find that many organizations aren't using the Stock Count Schedule and Stock Count Entry feature in GP because

of how cumbersome it is to manually key the counted quantities from count sheets. With PanatrackerGP, we eliminate the paper and provide a count tool that updates the count quantities as each item is counted. Lot and serial tracked items can be counted on an item level. With this option, serial and lot details only need to be captured when there is a discrepancy. Additionally, a full audit history is offered within the Panatrack portal as each count entry is logged. Users can take advantage of Smartlists to create a comprehensive report with the ability to filter and review only those items with variances. Embracing the use of the GP Stock Count Schedules and Stock Count Entry opens organizations up to other features such as defining ABC codes or setting up cycle counting. Panatrack offers many other tips and tricks for successful stock counts to their customers.

3 Learning about our customer unique business operations and streamlining their processes

The Panatrack team is proud of our diverse customer base; stretching from breweries to laboratories and film production to cricket farms. Our professional services team enjoys the challenge of finding the right process fit for each unique customer. Because PanatrackerGP is natively integrated with Dynamics GP, our solutions can be dialed in with a combination of configuration settings and transactional support to turn your GP investment to a WMS solution. From receiving against a vendor purchase order, completing restock requests, handling moves & transfers, through order fulfillment; GP and PanatrackerGP combined, provides an integrated and streamlined solution.

We would enjoy the opportunity to discuss your inventory^{GP} or asset tracking needs with you personally. Solution demos are always complimentary. Find more information at www.panatrack.com or contact us at sales@panatrack.com.

The GPUG Community

YOUR PLACE FOR SUPPORT
AND TRAINING IN 2019



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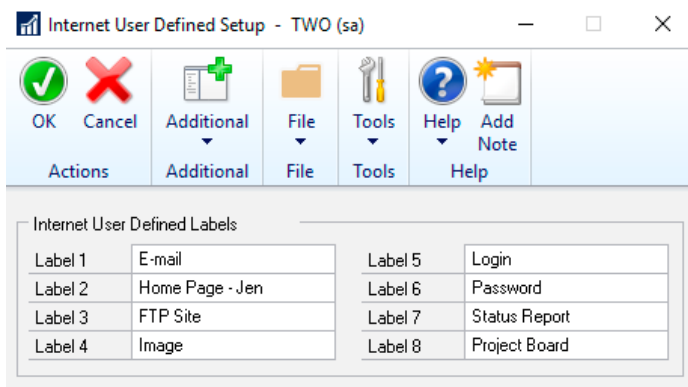
Rockton Software's Favorite Thing: Making Microsoft Dynamics Work Simpler & Easier

Written by Jenn Schoemer, [Rockton Software](#)

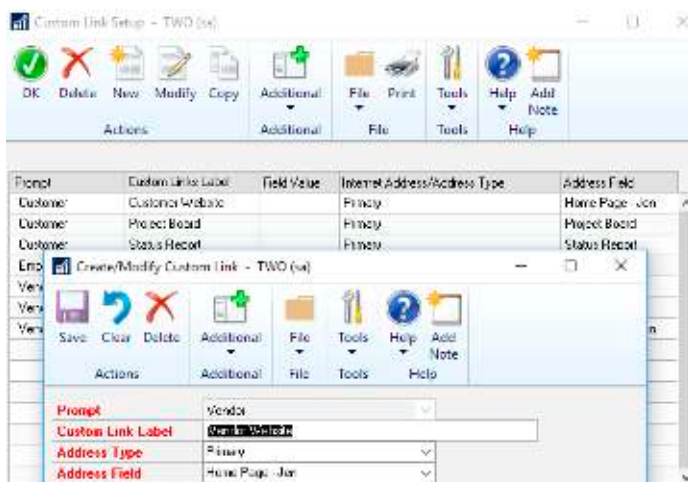
We filled this article with our favorite Microsoft GP feature, our own products, and some other delights! Enjoy!

Our Favorite Microsoft Thing! - GP Custom Link: This great feature, built into Microsoft Dynamics GP, lets you create quick links to outside information. Add a link to a customer's website or to a document in SharePoint. You create links directly from the main GP record, so there's no need to navigate away from GP to access them.

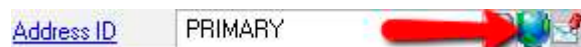
1. Navigate to Microsoft Dynamics GP | Tools | Setup | Company | Company and click on the Internet User Defined button to name the labels of your Internet User Defined Fields.



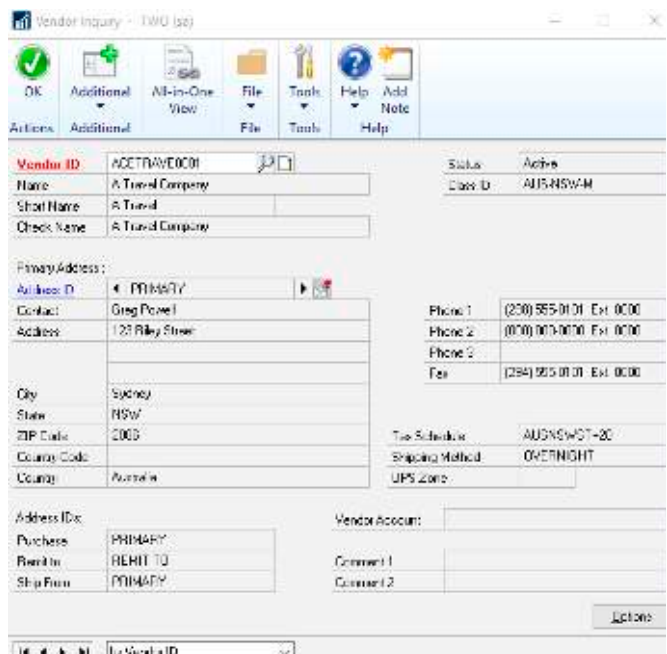
2. Navigate to Microsoft Dynamics GP | Tools | Setup | Company | Custom Link.



3. Click New to add a new link.
4. Select the Prompt you would like to access the link from.
5. Enter a label in the Custom Link Label field.
6. Select the address where you would like to add a link.
7. Select the Internet User Defined field you created in step 1 in the Address Field.
8. Navigate to the main record you would like to add a link to. NOTE: This is what was selected in step #4.
9. Click on the Internet Information Icon to the right of the Address ID field.
10. Populate the user defined field(s) you created.



Now anytime you are in a window where you have access to the record ID, you can hover over it and access the link you just created.



Our Favorite Rockton Things!

We asked our team members to tell us their favorite Rockton product and why. Here's what they said:

Team Member: Mark Rockwell, President

Product: SmartFill

Why: 'To see a product grow to positively impact tens of thousands of people is amazing. I love solving problems and making the world more efficient. I am so proud of SmartFill.'

Team Member: Jim Peliksza, Lead GP Developer

Product: Toolbox

Why: 'It can do so much! There is something for everyone. Whether you are an end user or a system admin, there are things to save you time. As a developer, it is one of the most fun to work on.'

Team Member: Alicia Weigel, Technical Sales Team Lead

Product: Auditor

Why: 'A customer shared they are getting even more value out of Auditor because they are also using it to measure performance of the sales entries each month. They could see, by users, who was entering the most and who might need some additional training on their process.'

Team Member: Dana Haessig, Technical Support Engineer

Product: Omni Price

Why: 'It allows so much greater flexibility in pricing structures and it removes the limitations of GP's pricing system.'

Our Favorite Rockton Features:

Team Member: Mark Rockwell

Feature: Period Open/Close (Toolbox)

Why: One year at GPUG I showed a prospect our new Period Open/Close feature in Toolbox, and she started shaking violently. She explained she spent a good three weeks per month logging in and out of over 300 companies to open and close fiscal periods. More than half her job was now going to be freed up to do more meaningful work. I am in awe what the power of great, simple software can do.

Team Member: Alicia Weigel, Technical Sales Team Lead

Feature: Inactivity Timeout (Toolbox)

Why: I love seeing and hearing customers reactions when I tell them they don't have to worry about users sitting in the system for days on end. It's amazing how much time and money this one feature saves customers! Just knowing you don't need to go buy another user license pays for the product so many times!

Team Member: Kris Berger, QA Development Lead

Product Feature: Price Check (Omni Price)

Why: 'It's a great little window that allows you to quickly analyze different pricing contract scenarios on the fly.'

Team Member: Dana Haessig, Technical Support Engineer

Feature: Custom SQL Object (SmartFill)

Why: 'Using Custom SQL, I have been able to assist a customer with using a SmartFill object in an eXtender window, which allowed her users to not have to memorize random ID's, but search based on addresses, which was the piece of information that was readily available to them.'

Our Random Favorites from the Rockton Team:

Team Member: Mark Rockwell, President

Favorite Quote: Never stop growing, questioning, and improving.

Why: 'Otherwise, life might get boring.'

Team Member: Jim Peliksza, Lead GP Developer

Favorite Band: The Beatles

Why: 'They can still sound as relevant and modern today as they did 50 years ago. They are the yardstick for great melodies, innovation in music production, and they are just cool. I mean, come on: they're the bloody Beatles.'

Team Member: Alicia Weigel, Technical Sales Team Lead

Favorite App: Wunderlist

Why: 'I keep track of everything from my grocery, Christmas and packing lists to the funny quotes my kids say in here!'

Team Member: Kris Berger

Favorite App: Cozi Family Organizer

Why: 'This app is really designed for families that are on the go. The calendar allows each member of the family to add appointments, schedules, etc that are then viewable and color-coded by family member on the calendar. Plus, you can have shared grocery lists, shopping lists that everyone can access, add to, shop for, etc.'

Team Member: Dana Haessig, Technical Support Engineer

Favorite App: Life 360

Why: 'This was very useful on a recent family trip! It provided peace of mind and helped us track each other down when needed.'

Our hope is that these Rockton Favorite things bring some **Simple & Easy®** joy to your world!

Integrate your timesheet to Microsoft Dynamics GP

Have a clear vision of your projects and effectively manage your resources

Timesheets are an integral part of any project-based organization. A web-based timesheet allows employees to enter their time and expenses from anywhere via the web and the information is directly entered into Microsoft Dynamics GP.



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A Few Of Our Favorite Things: Advanced Timesheet Functionalities

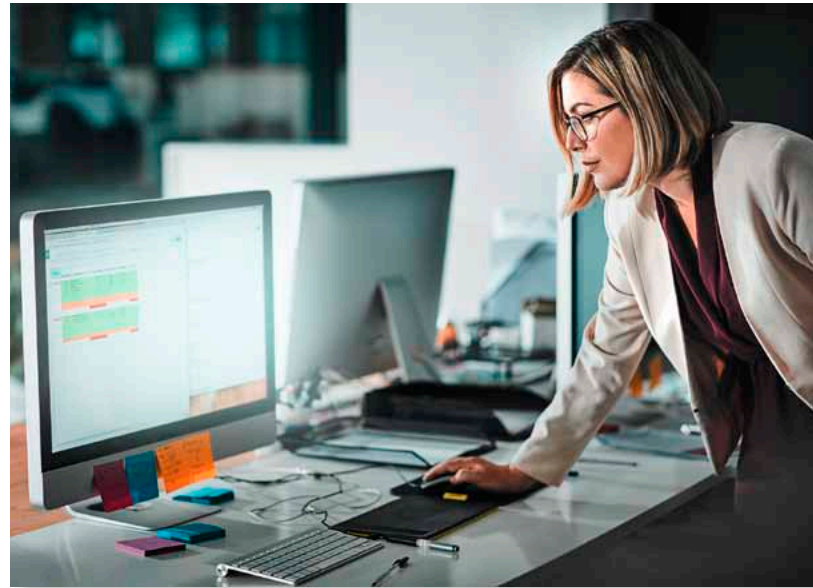
Written by Jonatan Coutu, General Manager, [JOVACO](#)

*Timesheets on time with customized reminders
Detailed approvals for project managers
The mobility that web-based access brings
These are a few of my favorite things
Comments, attachments and justifications
Favorites, recurrences and integrations
Reports are ready before the phone rings
These are a few of my favorite things*

No one enjoys filling out their timesheets, and nothing will ever make it otherwise. We know too well the stress of having to run after staff members to get them to fill out timesheets or having to track down errors when hours don't balance. However, an integrated timesheet and expense report application with user-friendly features can facilitate the process for everyone across your organization: staff members can fill out their timesheet more quickly with an intuitive interface, project managers get the visibility they need on project hours, while the administrative team has all the time information necessary to bill clients on time.

We at JOVACO Solutions have packed our timesheet application full of our favorite things so that filling them out is easier than ever. Read on to know what our favorite features are and how a web-based timesheet integrated to Microsoft Dynamics GP can make the process less time-consuming for everyone involved:

1. **The application is web-based.** This lets resources fill out their timesheets and expense reports from anywhere via the device of their choice, even on the road. Accessibility plays a huge part in improving the user experience of your staff members and ensuring that time is entered promptly. This reduces the number of timesheets submitted late and ensures higher accuracy of the data entered since resources can easily fill it out throughout the week.



2. **No need to send individual reminder emails anymore.** For forgetful employees, automated email alerts and reminders can be scheduled based on different rules to ensure that everyone submits their timesheet on time. Just this simple feature has been shown to drastically reduce time spent collecting timesheets. As they are approved faster, client invoices can be sent out more quickly as well.
3. **Comment boxes and attachments for every day and every entry.** This functionality ensures that project managers get all the detail they need, so they don't have to chase down staff members to better understand how time was spent on a particular task. Your employees can easily attach receipts to their expense reports as well as other details that can be automatically included in client invoices if required.

Photo by gudyreese/iStock/Getty Images Plus.

4. **No need to count your minutes.** An in/out timer can be used so that you know exactly when someone has started a specific task and finished it. They can also adjust the estimated time to complete a given task or activity directly from their timesheet. With this information in hand, project managers can easily make any adjustments necessary in case of additional delays.
5. **Managers can allocate tasks directly within employee timesheets.** As a result, staff members know at a glance what they need to do and what their priorities are. This also reduces the risk of coding errors and delays since resources know exactly where to code their time in the timesheet.
6. **Facilitate and accelerate the timesheet approval process with advanced capabilities.** A dual approval process by resource or by project lets the direct supervisor and project managers approve or reject timesheets globally or specific project lines. Both approvals can also be done in parallel within the same application, speeding up the approval and invoicing processes.
7. **Tag tasks as a recurring line or as a favorite for a user-friendly timesheet interface.** Staff members can create recurring tasks to make a given project line available every week on the timesheet and avoid having to enter the same project information with each new timesheet. Favorites allow them to easily access the project lines that come up again regularly in their timesheet.
8. **Employees can have self-service access to payslips and benefits.** This includes vacation days, overtime hours, and banked time, and reduces the number of requests made to the administrative team, freeing them up for other tasks. Leave requests can even be made directly from within the timesheet application, while managers can review, approve and reject requests.
9. **Project managers can view reports directly from the timesheet application.** Pay reports, expense reports and in/out time reports, for example, can be generated easily, ensuring that project managers get all activity details related to their projects, in real time and in just




a few clicks. This increases visibility on where and how their employees use their time and expenses.

10. **Access your information in Power BI for increased insights.** Since all timesheet and invoice details are available within Dynamics GP, you can create the dashboards you need to give upper management a global view on all of your projects. Microsoft's robust intelligence tools also allows you to manipulate and visualize timesheet data in myriad ways.

These are just a few of our favorite things within our time and expense application, TEDI.5. If you want to ensure that your resources fill out their timesheets on time and accurately, that managers can review and approve the information quickly and easily, and that time and expense information is reflected accurately and in real time across your entire system, these are a few of the functionalities that you should look for when selecting a timesheet application.

*When deadlines come
When clients call
When time's running out
I simply remember my favorite things
And then I'm not so put out*

For more information about how a timesheet application such as TEDI.5 can help your organization maximize its billable hours, accelerate its invoicing cycle and improve its cash flows, [visit our website](#) or [contact us](#). 



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Container Receiving, Landed Costs... What's the Big Deal?

Written by Janice Phelps, [Blue Moon](#)

The world is full of companies buying goods from other companies and selling those goods to companies or individuals. These buyers either consume them as-is, or use them to make something they, in turn, sell to other companies or individuals, etc. This is commerce. And everyone along the chain wants to pay as little as possible for the goods they purchase, so they can make the most profit on them when they sell them. This is a very simple description of what is referred to as “supply chain”. So far so good?

The start of this chain includes the well-known business document called the Purchase Order. When a purchase order, which is a commitment to purchase, is sent to a vendor, it kicks off the process of manufacturing, picking, packing and shipping those items to the buying company. In some industries, these purchases are made from companies overseas, and the most efficient way for them to be delivered is to pack the goods into a shipping container, place the container on a vessel and ship it across the ocean. Often, a shipment includes multiple containers of goods, items from multiple purchase orders and even from multiple vendors. On top of this, there are costs that are charged in addition to the cost of the item – freight, drayage, duty, customs, logistics, etc., that should, in some way, be added to the vendor cost so that the ‘true’ cost is tracked within the inventory of the company buying the goods. These are generally referred to as Landing or Landed Costs.

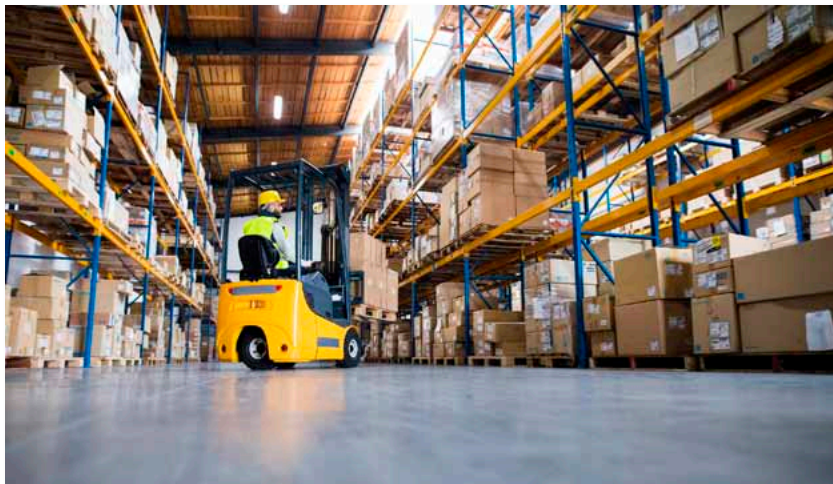
To complicate this further, ownership of the goods often happens as soon as the items are ‘on the water’, and many vendors require payment in full at that time – well before the items are received into the physical warehouse of their buyer. This is referred to as FOB (Free on Board) Shipping Point. It is important that the buyer be able to track what they own



while it is in transit versus what they own that is physically stored in their warehouse.

Within your Dynamics GP system, you already have the ability to track purchase orders by vendors, the associated receipts and the matching of those receipts to the vendor invoice. You can also use the Landed Cost functionality in Dynamics GP to calculate the additional cost per unit (using a variety of apportionment methods) for freight, customs and other related shipping and delivery costs. What you don't have (out of the box), is the ability to create a shipping manifest using the lines from one or multiple purchase orders, from one or more vendors, and track the progress of that shipment from the point of origin all the way to your warehouse dock. That is where Blue Moon's Container Management module comes in.

With Container Management, single or multi-container shipments can be setup easily from your existing purchase orders. Landed costs may be added either at the individual container or total shipment level, and we add the ability



to apportion those landed costs by the physical space the items are taking up in the container (referred to as cubage), in addition to the options that Dynamics GP provides as standard. These calculations are created by the addition of weight and square footage fields at the item level. If the items need to be received into an “In Transit” location as soon as the shipment leaves the originating port, you can use the FOB function to automatically receive the items and create the related receiving transactions. You also have the option

to create the In Transit entry as a General Ledger journal entry, without any impact on your Inventory module. In this usage, physical inventory quantities are only updated after the shipment is physically received into your warehouse.

In addition to all of this functionality, we add the ability to reconcile the quantities when the shipment is physically received into your warehouse, just in case what they planned to put into the container was different from what was actually in the container. This will give you complete visibility to all aspects of the shipment, as well as the tools you need to report and analyze vendor performance.

In some cases, vendors will send the manifest electronically, and if that is the case, you can use our import functionality to either import single container or multi-container shipment contents directly into the manifest windows. This will ensure that data integrity is intact between systems.

For more information, or to see Container Management in action, please contact our [Channel Management](#) team! 

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The Back Office Makes Front Page News! The Value of the ISV Community

Written by Neal MacDonald, Solution Consultant at [Binary Stream Software Inc.](#)

At GPU Summit in Phoenix, I had the privilege of co-hosting a session with Mary Miller of ImageTag and Donald Thibodeaux of American Midstream Partners (AMP) entitled The Back Office Makes Front Page News!

American Midstream is an “energy mover”. What does that mean? In the oil and gas industry, there are three industry segments of moving the fuel from the gas and oil fields (“upstream”) to the retailer where you fill up your tank, or the wholesaler where you purchase your natural gas and heating oil (“downstream”). The steps in between – processing, transportation and storage – is the forte of midstream companies. American Midstream Partners owns, or has ownership interest, in over 5,100 miles of onshore and offshore pipelines across 17 gathering systems.

During our session, Donald Thibodeaux, head of IT for AMP, stated that prior to optimizing their Dynamics GP system with the integration of several ISV partners, “it was easier to move energy than move paper”. He was referring to the challenges they faced with their Dynamics GP system.

"GP is core to our business"

With Dynamics GP at the center of its back office operations, AMP had to overcome some significant challenges:

- Administrative costs were too high! A recent upgrade cost over \$90,000! Why? AMP had over 60 Dynamics GP companies, thus over 60 databases. Each database takes approximately 4 hours to upgrade and test; 60+ resulted in paying for over 240 hours of upgrade cost, not to mention the downtime, and the upgrading of the various ISVs installed in their GP system.
- With separate databases, various departments and systems were disparate, requiring a lot of manual effort and intervention for processes which should have been easy. Donald gave a simple example: one division, in its own database, wanted to pay the bills for another division. Due to the way GP handles the intercompany transactions, users had to validate

each “due to” and “due from” transaction, then go to the other databases to verify everything worked ok and if not, post the transaction.

- With 60+ databases, and many employees working on each database on a regular basis, too much time was spent, and wasted, on manual processes, including changing companies.

Company	000	Batch ID	
Description	Head Office	Doc. Date	4/12/27
Voucher No.	000000000000000616	Allocation ID	
Document Type:	Invoice		
Description			
Cost Center			
Description			
Vendor ID		Currency ID	ZUS\$
Name		Document Number	
Address ID		P.O. Number	

Resolving the issues

Since GP was a core element of the back-office, Donald and his team needed to resolve these issues quickly! By turning to the GP ISV community, many of the challenges faced by AMP were resolved.

They installed Multi-Entity Management (MEM) by Binary Stream Software. MEM allowed AMP to combine all of their databases into a single Dynamics GP database, while still retaining the separateness and security required for each company. Reducing from 60+ to 1 database significantly cut down on the time IT had to spend upgrading, backing up and maintaining databases. It also eliminated the need for employees to be constantly logging in and logging out to move from one database to another. As Donald put it “to go from one company to another, you literally had to go from one company to another”. Sounds simple, but it can be time consuming. Imagine this real-life situation presented to us by one of our customers: They had 75 databases; they had 8 employees who touched on average 20 different companies (databases) every day; their system took about 3 minutes for them to move from one company to another (YMMV). They



did the math (8 employees x 20 hrs x 3 mins) and realized their staff was spending the equivalent of a full FTE just watching screens change! With MEM, as long as you have security rights to a company, you can do transactions in it from where ever you are currently logged in! Simply tell MEM which company “owns” the transaction, it does the rest.

Due to its design, MEM allowed simplified centralized payables and receivables, with all intercompany distributions happening automatically – and more importantly, accurately – in the background, without user intervention. Month and year end closings became much simpler. SEC filing of “Qs” and “Ks” was done in a more timely manner.

AMP also installed KwikTag for their AP automation. This ISV solution allowed them to significantly cut down the manual processes required for AP to receive, manage, match and approve their AP invoices. Prior to KwikTag, the AP staff was overworked; afterward, Donald joked, “they are the first to leave every night”.

Other ISVs were added to the mix – Mekorma MICR for check processing; Greenshades for managing 1099s; Regal Pay for automated AP payment; SmartConnect and SmartView from eOne Solutions for integrating systems and simplifying data retrieval and reporting, respectively. Adding in other solutions such as Power BI made analytics easier as well. And

best of all, every one of these ISV products integrates very well with both Dynamics GP and Multi-Entity Management, so implementation and managing them was seamless!

But many GP users are worried that bringing in an ISV will cause more problems than it is worth. But consider this: think of your cell phone. When you bought it, did it work exactly right out of the box, or did you head to the App/Play Store to get the apps you needed? The GP ISV community is the GP “App Store”. Many are certified by Microsoft.

Ripped from the Headlines

What was the result of all of this back-office streamlining and automation? See for yourself:

Due to the improved back office processes and improved financial situation AMP found itself in, it was “on the radar” of other companies, not just in the midstream space, but also financial organizations looking for sound investments.

Even if you are not seeking investors or expecting a buy-out anytime soon, it speaks to the value of streamlining YOUR back office processes. As we discovered during the session, many of the audience were faced with the same challenges Donald and AMP faced. If you are faced with these, or any other GP challenges, ask your VAR for the right ISV solution. Like AMP, you’ll find your back office will be glad you did! **GP**



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Favorite Way Of Tracking Long-Term Investment Assets in Dynamics GP

Written by David Eichner, [ICAN Software](#)

Dynamics GP users who need to track holdings of long-term investment assets such as stocks, bonds, collateralized securities, gold, land, etc. know the difficulty of properly accounting for such holdings in accordance with Generally Accepted Accounting Principles (GAAP).

In many cases, organizations have been tracking such assets within complicated Excel spreadsheets manually maintained by accounting staff. A normal scenario is one where all purchases and sales are manually added to the worksheet and where staff regularly have to manually update the current market value of the investment holdings. We met with one organization whose normal procedure was to spend hours each evening looking up each investment's market value on Yahoo Finance and copying/pasting that value into each row of the spreadsheet. They would also spend days at the close of each month trying to reconcile the spreadsheet and identify the inevitable human errors introduced by the manual processes of maintaining the spreadsheet.

Investment Assets for Dynamics GP provided them with a full sub-ledger module in Dynamics GP for tracking buys/sells of investment holding within different trading accounts. And with one click of a button, Investment Assets downloads market values off the internet for all of the thousands of investments within their system. It allows them to import investment masters, buy/sell transactions, investment-related cash transactions like dividends and interest, and market values provided by their investment broker in a file format.

Some organizations need to be able to accrue interest on interest-bearing bank accounts in one month and then post the receipt of the accrued interest in the following month. Investment Assets provides this functionality with the ability to accrue with either Daily Balance or Average Daily Balance interest accrual method.



Other organizations spend time and effort tracking interest accruals and amortization of discount/premium on amortizable investments like bonds. Investment Assets automates interest accruals for interest-bearing investments and also automates the amortization of discount/premium of amortizable investments.

Family Office organizations that track investments for the members of high net worth families need to be able to track investments within trading accounts by the owners/beneficiaries of those trading accounts. Investment Assets tracks owner percentage of holdings so that a report can be generated for each family member showing their percentage of the market value of investment holdings in accounts that they have a percentage ownership within.

Organizations that have multiple endowment funds or pension funds often need to track investments held specifically for those funds. Investment Assets is used by the largest cemetery park in Los Angeles to automate the tracking of holdings and performance by endowment fund.

Contact us at ICAN Software Solutions to find out more about this full subledger for long-term investment assets within Microsoft Dynamics GP! www.icansoftware.com

Are your paper-based processes overdue for a change?



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RPA Success: One of Our Favorite Things

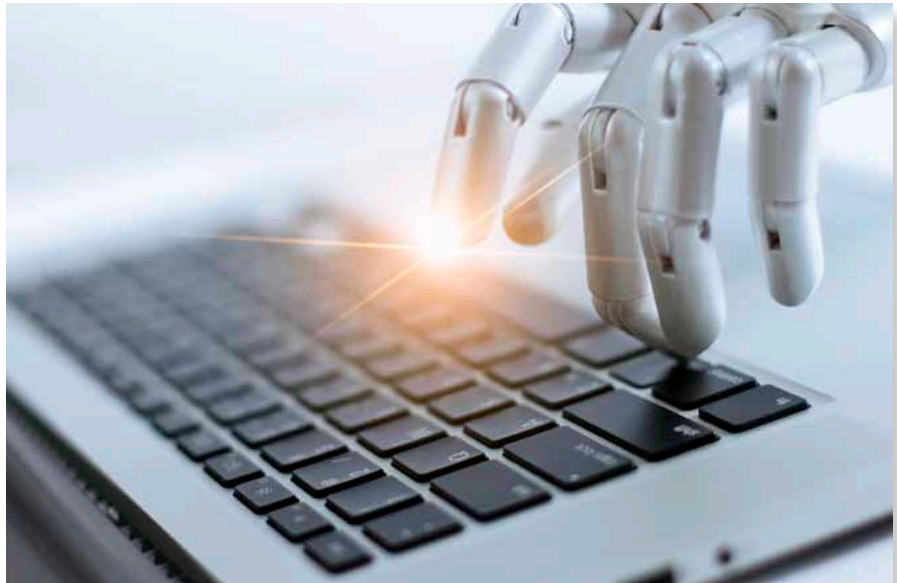
Written by Alyssa Putzer, Marketing and Communications Specialist for [MetaViewer from Metafile](#)

Robotic process automation (RPA) is a trending topic in the world of business software and software as a service (SaaS), and so many organizations have seen some serious success and ROI after implementing RPA technology. The numbers often tell the story all on their own. Increased efficiency, transparency, accuracy and accountability, as well as time savings and the ability to become more competitive in the market. These are all proven results of a successful RPA implementation. One of an RPA vendor's favorite things is seeing RPA deployed correctly.

However, RPA vendors also recognize that there can be RPA implementation projects that fail, or that don't generate the expected ROI or efficiency gains. NOT one of our favorite things. This does not mean that the technology is bad or that the vendor did not deploy it correctly. In fact, a failed RPA project can occur for a variety of reasons. In some cases, the chosen solution may not be the right fit for the customer, not meeting their needs or accomplishing the desired results. Additionally, some customers go into the implementation unprepared for a new system and the changes that it will bring to their organization. Below are some common RPA implementation problems, in addition to some of our favorite fixes to get your team on-track toward a smooth integration.

Problem 1: Bad Procedures

Many believe that implementing RPA will be an automatic fix to their bad, inefficient and manual processes. Unfortunately, this is not the case. RPA does not fix bad processes and procedures, it only makes the bad processes and procedures faster. It's important that companies work with their RPA vendor to analyze their processes prior to integrating the technology to make sure their procedures are streamlined



even before RPA and can easily be automated. Advanced planning is key to making sure that your departments and organization will be able to reap the benefits of automated technology.

Our Favorite Fix 1: Think Strategically

What are the areas of your enterprise that could greatly benefit from automation? Start where you know you can experience the most substantial ROI and where you know the impact will be the greatest. You can always expand across the enterprise and continue with a full digital transformation, but digital transformation will not happen overnight. Being strategic with your software solutions is essential in order to move other parts of your company into the automated world, so starting your implementation in a department like accounts payable can be a great base for launching a larger automation initiative across your enterprise.

Problem 2: Automating Complex Processes

It may be called robotic process automation, but RPA is best used to automate specific tasks rather than entire processes.



Unfortunately, companies don't always look at it this way and see automation as a chance to get the entire company on the robotics bandwagon. When companies hear "automation," they often underestimate how complex their processes that they are trying to automate are. A complex process is not necessarily a bad process, but complex processes are those that should be carried out by employees, rather than machines. Companies may get discouraged when they try to automate an entire process and abandon the project altogether. The most success will be seen when simple, tedious tasks are automated rather than complex procedures, thus freeing staff time to take care of more complex work.

Our Favorite Fix 2: Humans and Robots Working Together

RPA can't eliminate all human intervention – and you don't want it to! Humans are a valuable part of your organization, and you want to keep them around. By using RPA to automate the manual, repetitive tasks, it frees up your staff to focus on more high-value work that requires decision-making and a more strategic approach. RPA is smart, but your employees are smarter. Getting rid of those high-volume, but tedious tasks gives your staff the opportunity to take on, execute and accomplish bigger projects.

Problem 3: Too Much Automation at One Time

Once you start experiencing the benefits of automation, it's hard to stop. RPA is designed to automate tasks, rather than

processes, and a successful automation results when RPA is implemented into processes that are already streamlined, but are currently human-intensive and manual. RPA can't deliver results when it is disjointed, so companies should focus on a specific, manual, repetitive task and start and continue to look for other opportunities to automate down the road.

Our Favorite Fix 3: Focus on Basic Automation

Look at the flow of your organization from a holistic standpoint. What are the basic tasks that each part of your organization is doing? By integrating RPA into parts of the organization and focusing on basic automation, you can eventually achieve a bigger digital transformation and end-to-end automation. In order to do this, you may need to define what success looks like for your RPA implementation. Success may not be achieving high ROI right out of the gate, or achieving total company digital transformation. For the first six months or one year, success may be eliminating paper, increasing efficiency or freeing up your staff's time. Start with the basics.

So if you're thinking about RPA, don't be discouraged! With some planning, a strategic approach and a firm definition of success, you can set yourself and your organization up for a successful RPA implementation. [GP](#)

Looking for a better cost accounting solution?

Project Cost is now the most fully and tightly integrated Project Module for Microsoft Dynamics GP.

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Favorite Project Cost Features for Government Contractors

Written by Jim Beers from [Olympic Systems, Inc.](#)

Overview

Contractors subject to Federal Acquisition Regulations (FAR) and audits by an agencies like the Defense Contract Audit Agency (DCAA) will find these Project Cost features provide superior contract cost support documentation. This will help maximize cost recovery.

Approval and Edit Audit Trail

Auditors are concerned that contractors might improperly move or re-class charges from a contract that is over budget to one that has ample budget during the approval process. Project Cost records each change to a transaction as well as the date, time, and user who made the change. Even data from deleted transactions is maintained for a perfect audit trail.

Type	Tran #	Sequence	Modified	Edit User ID	Project ID	Task ID	User ID	Employee	Approval Cost ID	Approval Billing ID	Qty
ADD	125	1	12/10/2018 2:51:23 PM	Cliff	Shelter	Operations Labor	Cliff	CLIFF			4.00000
CHG	125	2	12/10/2018 2:52:27 PM	Cliff	Shelter	Operations Labor					8.00000
CHG	125	3	12/10/2018 2:53:24 PM	Cliff	Shelter	Operations Labor					
CHG	125	4	12/10/2018 2:57:38 PM	Carol	Shelter	Operations Labor			Carol		
CURR	125				Shelter	Operations Labor	Cliff	CLIFF	Carol		8.00000

The audit trail records all transaction data as well as:

1. Modified Date and Time,
2. User who edited,
3. The transaction User ID,
4. The Employee ID from the Payroll System,
5. The approver for the Cost Side of the transaction, and
6. The approver for the Billing Side of the transaction.

Sample GP Cost Document and Sale Document Links

Each PC transaction is linked to either a GP cost document or a GP sales document or BOTH.

With Project Cost every cost and revenue is easily understood.

PC Transaction Column	Purchase Order	Payables	Sales Order
zDistDocumentType	POTYPE	DOCTYPE	
zDistDocumentNumber	PONUMBER	DOCNUMBER	
zDistSequenceNumber	ORD		
zSalesDocumentType			SOPTYPE
DDL			
zSalesDocumentNumber			SOPNUMBE
zSalesLineNumber			LNITMSEQ

Cost Segregation

Items 2a & 2d of the standard form “SF 1408 Pre-Award Survey Prospective Contractor Accounting System >> Section B – EVALUATION CHECKLIST” published by the General Services Administration (GSA) requires both:

- 2a. “Proper segregation of direct costs from indirect costs.” and
- 2d. “Accumulation of costs under general ledger control.”

Dynamics GP does an excellent job of meeting these requirements.

Item 2b also requires:

- 2b. “Identification and accumulation of direct costs by contract.”

Dynamics GP with Project Cost does an excellent job of meeting these requirements.

It also satisfies the requirements for the remaining items in the Evaluation Checklist. Read the short “Cost Accounting System Compliance for Government Contractors” paper referenced below for more information.

Overhead Processing

Full support for multi-level overhead pool application and processing to support all evaluation requirements listed above.

Project Model and Project Historical Model

The Project Model is a Project Income Statement Presentation. It shows actual versus budget, fully burdened Costs and Revenues using any overhead rate structure.

The Project Historical Model shows actual versus budget, fully burdened Costs and Revenues using the actual overhead applied in past periods and budgeted rates going forward. This is especially helpful in understanding profitability for larger multi-year projects.

- Ease of Use and Accuracy
- Project Cost supports project coding on all Dynamics GP transactions including:
 - Purchase Order
 - Payables
 - Cash Receipts
 - Receivables
 - Sales Order Processing
 - Inventory
 - General Ledger

- Project Cost also supports most Dynamics GP Requisition Modules.
- In all cases, the Project Cost form opens off the primary Dynamics GP entry form.
- Based on User Options, it may open automatically or with a standard Ctrl + z key stroke.
- These simple interfaces between Dynamics GP and Project Cost make using a project costing module easier to use and likely more accurate.

Cost and Efficiency

Project Cost supports project coding on all Dynamics GP transactions with a minimum of key strokes. Its consistent user interface and efficiency reduced both training and operational costs making Project Cost likely the most cost effective project costing module in the Dynamics GP marketplace.

Early Processing

Auditors worry that users may input labor charges before they are completed. Project Cost records the date and time of entry as well as the actual transaction date. This allows auditors to easily locate any transactions entered before the work was completed.

No Need to Print and Sign Timesheets

The DCAA considers the technology used to validate users in Project Cost T&E Entry equivalent to an electronic signature. This means that employees do not need to print and sign timesheets.


Built in Dynamics GP Integration to DevExpress Report Writer.

One of the Federal Acquisition Regulations original goals was to standardize cost submissions. As time passed, the audit agencies submission requirements diverged. The integration with the DevExpress Report writer allows each contractor to readily meet the submission requirements for each funding agency.

Summary

Contact Jim Beers at (206) 547-5777 x 111 or Tom Goodspeed at (206) 547-5777 x 119 to discuss your firm's contract cost presentations.

More Background

DCAA Audit Guidance and links to more documentation.
<http://bit.ly/2S2RJPO> 



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For Quality Management Systems Comfort Can Destroy Success

Written by Frances Donnelly, C.Q.P.A., Director of Product Development, [Horizons International](#)

What do Excel and a 1990's era recliner have in common?

We are so comfortable with both of them that we have a hard time getting rid of either, even when we know they have outlived their usefulness.

We build our business processes with the best tools we have available at the time. As new problems or needs arise we extend the original solutions and rarely go back for a rethink or a redesign. Too often that means that we continue to rely on old solutions and miss achieving performance and cost improvements that come with new tools.

If your current quality management systems are heavily dependent on paper or spreadsheet based tools then it is possible that your operation is missing out on the efficiency and accuracy benefits that can be found in [Quality Essentials Suite](#). Below we have identified the top 5 problems that our solution solves for our customers. If you see any of your quality control challenges here then maybe it is time you retired your spreadsheet based quality control processes and gave us a call. We'd love to be your next favorite quality management solution.

Enabling accurate and timely generation of Certificates of Analysis to accompany shipments.

If you are an ingredient manufacturer, whether those ingredients are supplements, flavorings, chemicals or other tight tolerance products, who has to provide Certificates of Analysis with you shipments then you already understand what a challenge this task can be. Not only do you have to collect the needed data that appears on the certificate but you also have to make sure that the data is presented on the document in the layout required by your customer. Not all of your customer's want the same data and they certainly don't all want it with the same layout. You may even be a co-packer or support drop shipping in which case you have to be able to support your customer's documentation



requirements for their customer's. Failure to include the right documents can result in refused shipments and other penalties. Our functionality supports these tasks as well as others that can bring needed efficiency such as emailing certificates directly to customer addressees and using COA data for shipping labels and other documents too.

Affordable pricing based on unlimited user access

Switching your solution from spreadsheets or a proprietary or custom solution can be difficult if the perception is that those tools are free. So first we have to understand what free is really costing us. We have to be clear about the gaps in performance and the cost of those gaps to our organization. Quality Essentials was designed from the ground up to support the creation of a complete quality record and to make sure that everyone participates in the quality mission. Achieving total participation is really difficult if you have to pay for every user that accesses the data, so we don't price the product based on user counts. Our solution is sold with unlimited user access which means the tasks of quality can be dispersed throughout your organization in the way that best supports your procedures.



Spreadsheet style calculations with audit capability

Not all the data collected for quality control is discrete data. Often what we need is to run a calculation against a data string and evaluate the result against tolerances or other parameters. Most quality departments love spreadsheets because they can create complex formulas and reliably obtain results without having to grind through all the math manually. There are however a few problems with the spreadsheet approach, most notably the lack of audit capabilities and the restrictions on simultaneous user access can cause bottlenecks and data entry delays. Calculations and formulas are often very industry and business specific so locating tools that can provide the same calculation flexibility as spreadsheets while also supporting the needed audit trail tracking all within budget can be challenging. With Quality Essentials Suite end user organizations solve these challenges and so much more. When a step up in control and security is required our solution provides user management control, audit trails and formula calculations all without limiting the feature set required to support business operations.

Statistical Process Control Including Capability Calculations

One of the most effective tried and true methods of maintaining consistent performance in manufacturing is through the use of statistical process control techniques. Deploying and utilizing such techniques brings a whole new set of challenges to the IT department and Quality Essentials Suite can help. Results from data collected can be viewed immediately in control and capability charts

specifically developed for this purpose. Users can opt for touch screen supported data entry forms to support real time data collection at work centers, receiving docks or other production locations and eliminate the need for transcription from paper records. A built in dashboard tool provides additional flexibility for spotting trends, reporting on periodic results or simply keeping an eye on real time operations.

Out of the box integration between data entry, reporting and analysis tools

What is the most significant cost to the quality department? It's not the cost of failed products because those costs are applied to the manufacturing operations, no, it is the time spent transporting data from silo to silo and the data entry error risks associated with those efforts. Quality Essentials Suite is an integrated quality management solution that provides customizable data entry forms and then provides the tools users need to analyze and expose that data for reporting and performance purposes. All of this is achieved without having to move data from one document to another or having to import or export data between spreadsheets and databases. The quality control analyst can be a data analyst without having to be an IT whiz too.

If you are ready to formalize your organization's commitment to quality and all the benefits it can deliver, we would love to share more about the problems our products deliver. Talk to us soon by calling 800 287 8014 ext. 811 or email sales@QualityEssentialsSuite.com. 