

Customer Newsletter



December 2008

Happy Holidays

As we enter into the holiday season, we would like to wish you our very best. We have truly enjoyed working with you in 2008 and we wish you success and prosperity in 2009.

Sincerely,

The AIM Technologies Team

Don't Miss Out on Year End Deals

If you are in the market for a few extra users or a new module, there are several promotions being offered that expire on December 19th.

- Buy 2 users, get one 1/2 off or buy 5, users get 1 free.
- Save 10% on new modules

(See page 2 for details on these and other promotional discounts.)

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Attention Equipment Rental Customers

Ever wish you could manage **rental equipment bookings, agreements, maintenance, and invoicing** within Microsoft Dynamics GP? Our solutions for rental equipment management might be just what you've been looking for. Call us today to find out.

[See page 4 for more details.](#)

To take advantage of any of the promotions shown here, contact your [account manager](#) today!

Current Promotions Available from Microsoft

Customer Reward Sales Offer—Receive a **10% discount** on purchases of additional modules/granules for existing Microsoft Dynamics GP, Microsoft Dynamics SL, Microsoft Dynamics NAV and Microsoft Dynamics AX customers who purchased modules/granules between January 1, 2008 and June 26, 2008. Expires December 19, 2008.

User Sales Offer— Buy 2 system manager users and get ½ off the 3rd (limited to one purchase) or Buy 5 system manager users and get one free (limited to a total of 10 free system manager users per customer.) Expires December 19, 2008.

License Model Transition Sales Offer—receive up to **25% discount** on the License Model Transition fee for customers transitioning from Module Based Licensing (MBL) to Business Ready Licensing (BRL). Expires December 19, 2008.

Human Resources and Payroll Sales Offer—Receive up to **20% off** on Human Resources and Payroll modules purchases over \$5,000 (\$3000 for modular Standard licensing customers). Expires December 19, 2008.

Microsoft Dynamics Distribution Offer— Take advantage of a limited time offer* to expand your Microsoft Dynamics solution with additional distribution functionality. • Receive a 5%, 10%, or 15% discount on selected distribution modules/granules, depending on the dollar amount of purchase. Expires March 20, 2009.

Lapsed Customer Reenrollment Offer—Reenrolling customer receive 15% off reenrollment fees, \$250 off any license purchase between \$5000-\$10000, \$500 off on any license purchase over \$10,000. ** Special terms and conditions apply. Expires December 19, 2008.

Year End Closing Procedures

DECEMBER 2008

SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Microsoft Dynamics GP:

- [Fiscal year-end closing process in General Ledger, in Payables Management, and in Receivables Management](#)
- [Year End Closing Procedures for Payroll](#)

Microsoft Small Business Financials:

- [Fiscal year-end closing process for Small Business Financials](#)
- [Year end closing procedures for SBF Payroll](#)

You must have access to [CustomerSource](#) to access these links.

Need assistance with year-end? [Email us today.](#)

Are you using Microsoft Small Business Financials?

Small Business Financials is being discontinued. Mainstream Support and Tax and regulatory updates for Microsoft Small Business Financials 9.0 will retire after January 11, 2011.

While the change is not immediate, you may want to consider taking advantage of the promotion that is available this year.

Step Up To Microsoft Dynamics GP License Offers existing SBF customers up to a **90% discount** on user licenses and select A La Carte functionality for up to 10 users in the first purchase of Microsoft Dynamics GP.

This promotion is available until end of business day Friday June 26, 2009. (Conditions apply. Contact your account manager for more details.)

**“Step Up To
Microsoft
Dynamics GP
License Offers
existing SBF
customers up to a
90% discount...”**

Why Renew your Enhancement Plan?

Customers regularly ask us why they should renew enhancement plans each year, even if they don't need updates or upgrades during that year. It's understandable in a time of cost cutting to consider ways to save the cost of annual enhancements. However, it is important to understand what may be at stake.

Renewing your enhancement each year costs between 16 and 25 percent of your total software price, depending on which plan you select. The most basic of these plans gives you access to CustomerSource, all service packs and updates, version upgrades, and tax updates.

Allowing enhancement to lapse for a few years may save you in the short term. However, should you decide that you wish to upgrade for newer functionality or when your version is not going to be supported any longer, Microsoft will expect you to pay up to 3 missed years with a 3% penalty plus the cost of the upcoming year. This can be a hard pill to swallow and so we always encourage our customers to go ahead and renew each year to save in the long run.

Register for Convergence 2009 in New Orleans!

Plans are taking shape for events at Convergence 2009 in New Orleans March 10 – 13. We encourage all customers to make plans to attend and make the most of your Microsoft Dynamics GP investment. Registration is open—click here to visit the [Convergence Website](#).





To schedule a demo, contact your [account manager](#) today!

Featured ISV: WennSoft Equipment Rental

The [Equipment Rental module](#) from WennSoft leverages a streamlined, yet flexible approach to support the rental process. From booking to invoice, the solution allows you to record all events in the rental process.

The module allows you to rent both equipment and items and provides flexibility in terms of pricing and templates, meter-based metrics, frequencies/schedules, line-item discounts, commissions and stand downs. Additionally, all taxes and insurance amounts are automatically calculated and rentals can be integrated with the transport module to manage charges related to the delivery of equipment. Even bookings that don't result in a rental are recorded in the system for future reference and reporting.

Managers can use the analytical tools to sort or research variables such as model, location, status and attribute. You'll better understand your total picture and be in a position to make more informed business decisions, control costs and bill customers in a timely manner.

The Equipment Rental module manages all aspects of equipment rental including:

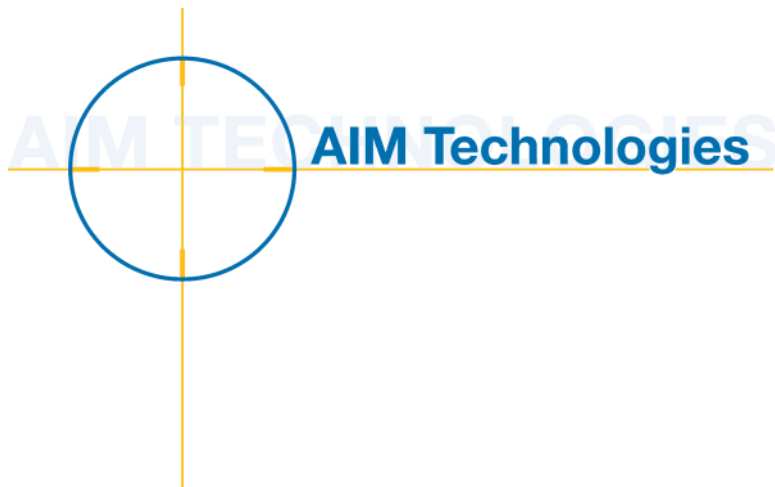
- Bookings
- Rental agreements
- On and off rental maintenance (allowing for the creation of service calls and transport requests)
- Off rental and periodic invoicing
- Flexible billing increments
- Integrated transport functionality

There is ample flexibility in the rental agreements, to allow multiple pieces of equipment with multiple time periods, to be contained within one rental agreement. Additionally, rental agreements can be retained in an active state indefinitely, until such time as the user chooses to move them to an archive.

Cool Tools – GP Agent

GP Agent lets you easily email documents, such as Sales Invoices, Invoicing Invoices, Purchase Orders and Remittance Advices right from Dynamics GP. *GP Agent* lets you schedule Dynamics GP Posting, Table Maintenance, Reports, Routines and Utilities and more.

GP Agent is a product of MC². Click here to [learn more](#).



Questions? Comments? Suggestions?

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