



Dynamic Business Solutions

Improving business life through technology.

February 2006

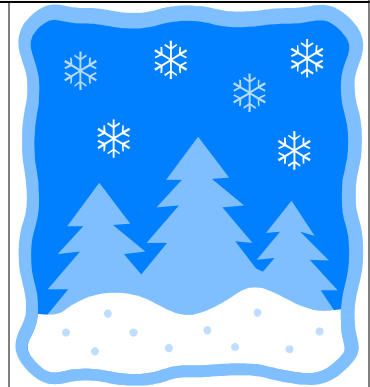
Dynamic Business Solutions Joins ACT! Family!

Over the past year, Dynamic Business Solutions has developed a number of custom applications, which integrate with both the Sage PFW and Microsoft Dynamics GP products. Recently, DBS has decided to make their commitment to ACT! official, by becoming a part of the ACT! Solution Provider Program, and becoming ACT! certified.

If you've never heard of ACT!, or if you were familiar with older versions of it, you should check out the new, revitalized version of ACT! ~ ACT! by Sage 2007 (9.0). With more than 2.5 million users, ACT! is the #1 selling contact and customer manager that helps you make contact, build relationships, and get results. With ACT! you can be more productive by centralizing critical contact and company information, work to improve your bottom line by forecasting and tracking customer opportunities, and maintain a complete customer view with robust reporting capabilities. ACT! can be tailored by each user and offers robust integration with the tools you use everyday, such as Microsoft® Office, accounting products, and handheld devices.

ACT! is a single, central repository for critical contact and customer information captured across your business. ACT! works with users in a network environment, and enables you to access detailed contact and customer information, manage individual and team calendars and activities, capture all customer communications, track opportunities through the sales process, and report on overall effectiveness. And, because ACT! allows you to link to Palm OS® and Pocket PC, you can download the data you need for instant access when you're on the go.

If you're interested in checking out *iConx2*, our custom product that integrates ACT! and Sage PFW, please go to <http://www.d-b-s.com/prodsol/iconx2/09.06iConx2-PFW.pdf>, or contact us via e-mail at Tanya@d-b-s.com, or by phone at 802-383-1600 x221.



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Upcoming Sage PFW Webcasts

Did you promise yourself to learn more about your Sage PFW software this year? Here's good news. You can become a power user without leaving your desk – and without paying a penny – by attending Sage's FREE Webcasts.

Fast, Easy, Free

Webcasts are a truly convenient way to learn. At the appointed date and time, you click onto a Web site, and dial into a conference number with your telephone. You'll watch as experts walk you through product features and benefits, explaining as they go. Then you get to ask questions. It's almost like your own personalized coaching session!

Sign up for one (or more) of the six interactive Sage PFW Webcasts this quarter.

Webcast Topic	Date
Sage PFW Business Intelligence Tools	February 14, 2007
Financial Reporting and FRx	February 21, 2007
Advanced Lookup Engine	March 14, 2007
Protect Your Data with Security Features	March 21, 2007

To sign up for one or more of these webcasts, go to <http://www.d-b-s.com/prodsol/accounting.html>, and click on this icon:



If you have any questions, or need help registering, please contact me at Tanya@d-b-s.com, or at 802-338-1600 x221.

Special Offers!

Business Intelligence Tools!

Buy one Sage PFW Business Intelligence Tool module (Customer Insights, Business Insights Professional, or Business Alerts Professional) and save 10%. Buy two or more and save 15%! Offer Expires 3/29/07.

FRx Add-Ons!

Save 20% on FRx add-on modules when you purchase by 2/27/07. Save 10% if you purchase by 3/29/07. Modules include FRx Report Designer Seats, FRx Report Manager, FRx Report Server, FRx DrillDown Viewer, and FRx WebPort.

Sage Support of Windows Vista—NOTE!

Sage PFW 5.5 is not fully certified on Windows Vista, but their testing proved it to be functional. They will certify Sage PFW version 5.6 on the Vista platform.



Microsoft Introduces Business Ready Licensing and Business Ready Enhancement

Microsoft has announced the Business Ready Licensing model and the Business Ready Enhancement Plan for Microsoft Dynamics that introduces simplifications and improvements in value to the licensing and maintenance programs for its Microsoft Dynamics business management solutions.

Business Ready Licensing streamlines pricing for Microsoft Dynamics solutions by moving from a pricing model based on hundreds of modules/granules to a new model based primarily on the number of concurrent users who actually use the software. This new model has three simple offerings: *Microsoft Dynamics Business Essentials*, *Microsoft Dynamics Advanced Management* and *Microsoft Dynamics Advanced Management Enterprise*. They are based primarily on common functionality and represent a price reduction for a typical entry-level configuration, eliminating much of the complexity of licensing enterprise resource planning software. Designed to increase value for customers through the life of their product solution, the new Enhancement Plan represents a global maintenance program for Microsoft Dynamics solutions and introduces new benefits such as transition investment credits, unlimited online training courses for customers, and resources to connect customers with the Microsoft Dynamics community.

If you're wondering which, if any, of the Business Ready Licensing offerings is right for you. Here's a brief description of each:

- **Microsoft Dynamics Business Essentials Edition.** This offering is an integrated, powerful financial and supply chain management solution that is designed for companies that need a core financial management and trade solution that will enable them to easily scale as their business grows.
- **Microsoft Dynamics Advanced Management Edition.** Advanced Management Edition is the preferred solution for growing customers who need complex, highly functional financial and accounting programs and who are looking for an adaptive solution to manage advanced processes for their financials, supply chain management, manufacturing and project accounting needs. It also helps them obtain the key business intelligence and reporting required to manage their organization.
- **Microsoft Dynamics Advanced Management Enterprise.** For organizations with complex needs, Advanced Management Enterprise extends the Advanced Management Edition by providing a rich set of advanced supply chain management, field service, configuration, manufacturing and development capabilities on a flat-fee basis.

Business Ready Licensing is focused on new customers. Customers not licensed under Business Ready Licensing today will have the choice to stay on their current licensing model (modular-based licensing) or make the transition to Business Ready Licensing when it makes sense for them. If you have additional questions about Business Ready Licensing, please do not hesitate to contact me at 802-383-1600 x221, or via e-mail at Tanya@d-b-s.com.

Microsoft Convergence—March 11-14 in San Diego

Convergence is the premier Microsoft Dynamics event, bringing customers, partners, team members and industry experts together in an environment created for you to discuss solutions, address business needs and establish a true community that can be leveraged throughout the year.

Convergence 2007 will take place in San Diego, California, March 11-14. This is your opportunity to participate in an excep-

tional program including a variety of speakers, detailed product demonstrations and hands-on learning sessions. You will learn how to enhance your Microsoft investment now and in the future, and gain a stronger sense of community through interacting with industry leaders, Microsoft team members, partners and other customers.

Convergence 2007 will help you:

1. Build skills across all Microsoft platforms and equip yourself with the tools and knowledge you need to optimize your business solution.
2. Interact with peers, partners, Microsoft team members and top industry experts in both structured and informal settings.
3. Hear the vision and strategy of key Microsoft executive leaders and gain insight on the future of the company, product direction and investments so you can align your business and take advantage of the benefits.

For more information about 2007 Convergence, go to <https://www.msconvergence.com/public/home.aspx>



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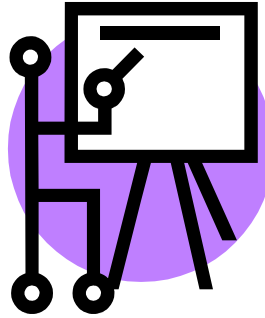
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Staff In-Service Training

We're planning in advance! Dynamic Business Solutions' staff will be involved in day-long training sessions, keeping current on hardware and software, on the following dates:



- **February 16, 2007**
- **March 16, 2007**
- **April 20, 2007**
- **May 18, 2007**

Please note that some of these meetings will be off-site and we will be available for emergencies only on a limited basis. If you need software support, here are some helpful tech-support numbers.

- | | |
|---------------------------------------|--------------|
| • Sage Abra | 800-424-9392 |
| • Microsoft Business Solutions | 800-456-0025 |
| • Sage PFW | 800-333-5524 |

Tip of the Month From Dynamic Business Solutions

View Multiple Pages in Word

Isn't it great how you can see several pages at a time in print preview? Did you know you can also view multiple pages when working in print layout view in Word? Just add the Multiple Pages button to the Standard toolbar. Here's how:

- On the File menu, click Print Preview.
- Right-click the toolbar and click Standard.
- Right-click the toolbar again and click Customize.
- Holding down the CTRL key, drag a copy of the Multiple Pages button from the Print Preview toolbar to the Standard toolbar.
- Close Print Preview.

Now the Multiple Pages button appears on the Standard toolbar in print layout view. Just click it, and select how many pages you want to view.

