



# Maner Costerisan

Certified Public Accountants  
Business & Technology Advisors

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## Events and Training

**Solutions Conference**  
(Spring Users Group)

**May 18, 2011**

9 a.m. - 5 p.m.

Okemos Michigan

[Click here](#) for more information and to see complete event and training calendar.

**Do you know another organization with business system issues?**



It's true for any business-the absolute best new business prospects are referrals from current customers. As a customer, you know what we can do better than anyone. So we would be especially honored if you sent a referral our way. Please take a moment to think of another organization that could benefit from Microsoft Dynamics GP or CRM and our services and then email [Christine](#). And thank you sincerely in advance for the recommendation.

[Learn about our Referral Rewards Program- Click here](#)

**Microsoft Dynamics GP**

**[Microsoft Promotions](#)**

## Solutions

### eNewsletter

**March  
2011**

**Dear Christine,**

Collectively, we all look for ways to improve our companies, whether it is through business direction, sales, marketing or technology. We hope for that million dollar idea, that cost saving strategy, or that marketing campaign that will make sales soar. While these are all wonderful things to strive for, it is also important to look at the small things that can make a big impact, especially in the places you may not expect.

Look for the ideas that can spread and make a big difference in your organization. Imagine if you could increase communications between departments by 30% or save 50% of the time that it normally takes you to run the monthly reports. This may seem insignificant to some businesses but it is the small victories that ultimately trickle down to the entire team and lead to those million dollar ideas.

The moral of the story...even your small ideas can make a big impact. Try jotting them down and start the spread!

Regards,

Christine Strukel  
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Maner Costerisan

**Microsoft**  
**GOLD CERTIFIED**  
Partner



### Business Intelligence for Microsoft Dynamics GP

One of the biggest challenges facing businesses today is having easy access to accurate and informative business data. Without strong reporting it can be extremely difficult to make informed decisions.

Many companies rely on Microsoft Excel spreadsheets that are manually updated with information that may or may not be current. Imagine if your business had reporting that would allow your operations to see if they are in alignment with the strategic

- Convergence 2011 Attendee
- SmartList Builder and GP Extender
- Human Resource Mgmt
- License Model Transition
- Sky is the Limit Re-enrollment
- Reenrollment Award

### GP Tip of the Day

#### Account Rollup Inquiry

Inquiry >> Financial >> Account Rollup. Save time by using the Account Rollup Inquiry window to view segment based inquiries that you have defined. Within this window you can also view data for historical years, create a quick summary view of operating expenses for a specific department or any segment in your chart of accounts.

[-Click here for Printable copy-](#)

### CRM Tip of the Day

#### Keyboard shortcut to Form Assistant.

When you've opened up an Activity/Opportunity, for example, and you need to quickly open up the form Assistant on the right hand side of the window pane, press the following keys to activate it: CTRL + SHIFT + F.

### Fun Fact

According to a Central Michigan University study, 1 in 5 U.S. companies allow employees to bring dogs to work which is creating a happier and more connected workforce.

### Three Steps to a Successful Convergence 2011

1. Write down five objectives
2. Visit the Convergence Website
3. Prioritize the sessions you would like to attend

[Please contact us with any questions. Convince your Boss.](#)

### Contact Us

**Maner Costerisan**

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goals of the company. All of this can be easily done with Microsoft Dynamics GP which has integrations into your other Microsoft tools such as Microsoft Office and Microsoft SharePoint. Additional benefits of having accurate data presented with tools that end users are familiar with will allow for easy adoption of a new system, improved planning, and better decision making. Read this informative document about how Business Intelligence with Microsoft Dynamics GP can help your business. When you are ready to take your company to the next level, contact us at (517) 886-9528, Christine and we will help you get started.

[Dynamics GP Business Intelligence Additional Information](#)

### Myth Buster: Integrations are Expensive and Complicated

Microsoft Dynamics has a new tool available that "busts" the myth that integrations are expensive and complicated. Its name you ask? It is "The Connector for Microsoft Dynamics" and the best part of this tool is that it is free. Yes, that's right, free. What it does for you is connect your Microsoft Dynamics ERP system with your Microsoft Dynamics CRM system.

In itself that may not sound all that impressive, but what is impressive are the out of the box mappings between the two and the bi-directional data communication. See how one company was able to leverage this free connector, gain faster service and reduce development cost. [Read Microsoft's case study on BSN](#), a health supplement maker, and learn how you can make these improvements to your organization today

### Attend Microsoft Convergence

At Convergence, see Microsoft Dynamics GP 2010 and connect with the experts, find out about the powerful upcoming R2 release, learn financial and operational functionality of your solution to quickly adapt to the changing needs of your business and maximize the productivity of your people. This year's [Microsoft® Convergence® 2011](#) is in Atlanta on April 10-13<sup>th</sup>. Learn the 5 good reasons you should be there: [Click Here!](#)

### Will Mobile Solutions Save You Money?

Mobile can mean flexibility and scalability, all of which are desirable for businesses today. But what specific benefits could it bring to your table? Here are a couple of scenarios:

1. Synchronizing the customer data, updates, and orders from your field salespeople with the main office reduces error and produces timely information to everyone on staff.
2. Automating the order entry process ensures a quick and streamlined route to getting your company paid on time and requires less manual input for your employees.

Microsoft provides mobile solutions integrated with Microsoft Dynamics® ERP and Microsoft Dynamics® CRM to help employees communicate, collaborate, and work effectively while

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on the go. If the benefits above speak to you, it's time to contact us to learn more about mobile solutions, contact Christine (517) 886-9528.

## About Maner Costerisan

Microsoft Gold Certified Partner specializing in Microsoft Dynamics GP ERP and Customer Relationship Management (CRM) Solutions.

The leading Microsoft Dynamics GP (formerly Great Plains) partner in mid-Michigan. Serving clients throughout Michigan, Northern Indiana and Northern Ohio, Maner Costerisan is well known for its ability to meet and exceed client expectations.

In today's economy, vision, speed and accuracy are the keys to organizational success. Maner Costerisan understands these principles and has provided them to clients for over 100 years.

As a CPA firm, we understand the importance of customer service. Unlike many of our competitors who focus on selling software, we are a professional services firm first and foremost and our focus is on the well being and business success of our clients. With a highly satisfied client base of over 140 Dynamics GP and Dynamics CRM clients, Maner Costerisan effectively and professionally services clients throughout Michigan and the Great Lakes area. Visit our website at [www.manersolutions.com](http://www.manersolutions.com).

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