

Maner Costerisan

Certified Public Accountants
Business & Technology Advisors

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Microsoft Dynamics GP



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. It's easy to understand why. As a customer, you know what we can do better than anyone. And you are likely to have a sense of which of your friends' and colleagues'

eNewsletter

October
2010

Greetings!

Seth Godin recently wrote on his blog about the foundation elements for modern businesses. One key bullet point is to match expenses to cash flow - don't run out of money, because it's no longer 1999. A key point is the best people to fund your growth isn't the bank -- it's your customers. Many companies today say they have superior customer service but do they? Do you generate joy for your customers, not just satisfy a need for a commodity? At Maner Costerisan, we put the customer and their business first. After all, technology changes but relationships last.

Regards,

Christine Strukel
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Maner Costerisan

Microsoft
GOLD CERTIFIED
Partner



GP Version 9.0 Expires on January 11, 2011

After January 11 2011, Microsoft will no longer support version 9.0. Microsoft Dynamics GP 2010 (GP 11) was released in May of 2010. The new version offers many features including the ability to e-mail orders, invoices and

businesses would best be served by us. 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.

Solutions Conference Year End Users Group

"A Day at the Movies"
November 17th, 2010

9 a.m. - 5 p.m.
Radisson Hotel
Lansing Michigan

[Click here](#) for more information.

Growing Through Innovation with Microsoft Dynamics, Office and SharePoint

See how [Primo Water](#) uses the Microsoft platform to run their business.

Quote of the Day

Always bear in mind that your own resolution to succeed is more important than any other. -
Abraham Lincoln

Fun Fact

In 1987, American Airlines decided to omit one olive from each martini it served in the first class. As a result, they made a savings of \$40,000.

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purchase orders thru the use of a new feature call Word Forms. Upgrades are going great, and the first service pack was release in July with only updates to payroll tables as required by new Government reporting requirements. This is the by far the best version Microsoft has released in terms of no bugs or upgrade issues. [Contact us](#) today about upgrading to GP 2010.



Why Use SharePoint?

The capabilities of SharePoint 2010 work together to help your company quickly respond to changing business needs. Using SharePoint 2010, your people can share ideas and expertise, create custom solutions for specific needs, and find the right business information to make better decisions. For IT, SharePoint 2010 helps you cut training and maintenance costs, save time and effort, and focus on higher business priorities. Don't just take our word for it. Watch this video to catch a glimpse of the exciting work customers are rolling out across their departments. [See](#) what SharePoint 2010 can do for you!

The Battle Between SaaS (Cloud) and On Premise Software

Cloud computing is certainly a buzz these days as everyone is looking to cut cost. SaaS has its pros and cons for business looking to purchase new ERP solutions. When choosing between SaaS or On Premise you have to look at the following variables.

- Size of your company and number of employees
- How is your business growth?
- What is the complexity of your ERP system needs?
- Do you need to integrate with third-party products?
- Do you need to control your IT systems in-house?

Choosing between SaaS and traditional on-premise ERP systems isn't always easy. Many smaller to mid-size companies find that SaaS works well for them while larger companies find that SaaS does not accommodate their financial software needs.

It is important to remember that there is so much more to an ERP implementation than whether the software is hosted (SaaS) or it is installed on site. You need to evaluate or re-evaluate your business processes, train employees, define new wholes, and have defined milestones. It is important to consider all of your options and partner with a company that does good implementations. For additional information or assistance contact [James Meyer](#).

Become a Dynamic Business

Microsoft Dynamics ERP solutions are built to work with the latest Microsoft business productivity applications, such as Microsoft Office 2010 and Sharepoint 2010 - so you can take advantage of the most recent advanced features to improve productivity and gain deeper insight. These products run smoothly with Microsoft Application Platform and IT Infrastructure products such as SQL Server 2008, Windows 7, and Windows Server 2008. Become a Dynamic Business with increased system efficiency, reduced IT administration and hardware cost, and enhanced security. [Click here](#) to read more on how you can become a Dynamic Business.

Sucking the LIFO Out of Inventory

Does the government see billions of potential tax revenue sitting on the shelves of your warehouse? LIFO allows companies to calculate the cost of goods sold based on the price of the most recently purchased ("last-in") inventory, rather than inventory that was purchased more cheaply in the past and has been sitting on the shelf. That boosts the cost of goods sold, which lowers profits - and, thus, taxable income. Congress dropped the plans to eliminate LIFO last year. However, the 2011 federal budget proposed by the Obama Administration again includes a provision to repeal LIFO accounting. For the full article on CFO magazine [click here](#).

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.