



## Microsoft Dynamics GP Statement of Direction

### Frequently Asked Questions for Partners

#### ***Product Vision and Roadmap***

**Q: Has the product vision changed in any way since Microsoft Dynamics GP 9.0?**

A: From an extensive and innovative research project, the new Microsoft Dynamics® GP product vision began with version 9.0 and will continue into the future. The guiding principles are the foundation for what we refer to as a RoleTailored solution, one that offers a personalized user experience, deep integration with the applications people use every day, and functionality and deployment options that fit customers' specific organizational needs.

**Q: What is the industry and vertical strategy?**

A: Microsoft Dynamics GP will continue to invest in industry functionality, ease of installation, and customization. This provides a horizontal platform that enables our ISVs to serve vertical markets. Microsoft Dynamics GP defines industry as the 10-15 larger groupings of organizations—for example, Manufacturing, Government, or Service. A vertical is the 4-digit/5-digit SIC code within the industry—for example, Metal Fabrication.

**Q: What is the Microsoft Dynamics GP Service Orientated Architecture (SOA) strategy?**

A: Web Services is the driver for our SOA strategy. Our focus is on helping customers and ISVs maximize and extend existing IT assets, guided by concrete business drivers, to help businesses achieve a broader vision. We call this "Real-World SOA."

We aim to expand the significant scope of available Web Services for Microsoft Dynamics GP to provide comprehensive support for common business-to-business and application-to-application scenarios. Future releases of Microsoft Dynamics GP will further emphasize the creation of people-ready composite applications by expanding Web Services support for Microsoft Dynamics GP and the broader Microsoft® product stack, including our investments in the 2007 Microsoft Office system—including Office SharePoint® Server and Office PerformancePoint™ Server—Office Business Applications (OBAs), Microsoft SQL Server®, Microsoft BizTalk® Server, mobile applications, and other solutions.

**Q: The roadmap slide does not go further than Microsoft Dynamics GP "11." Will this be the last release for Microsoft Dynamics GP?**

A: No. The public-facing roadmap discusses our strategy through 2010 which is consistent for all Dynamics products. We do have plans for GP "12" and beyond, and we will begin the planning process in Q3 Calendar Year 2008 for "12" specifically.

## ***Extending the Reach***

### **Q: When will Microsoft Dynamics provide integrations to online services?**

A: Currently, partners and ISVs can easily create integrations to online services using Web Services. Integrations developed specific to online services for Microsoft Dynamics are still being evaluated. Utilize [Microsoft Dynamics Partner Solution Finder](#) to view some of these partner and ISV solutions.

### **Q: What is the eCommerce strategy for Microsoft Dynamics GP?**

A: Many Microsoft Dynamics GP customers have eCommerce solutions that are easily integrated to Dynamics GP. We will continue with our strategy to provide the necessary connection capabilities in order to help ISV's to develop solution. Whether using Microsoft Office SharePoint Server, ISV developed solutions, or connecting custom solutions via Web Services, our aim is to provide the connecting technologies.

### **Q: Are there plans to build additional mobile applications?**

A: Our Microsoft Dynamics GP ISV community already provides several quality mobile solutions, which can be found in [Microsoft Dynamics Partner Solution Finder](#). We'll continue to evaluate the market opportunity for additional Microsoft-developed mobility solutions.

### **Q: When will technical information be available for the Microsoft Dynamics CRM and Microsoft Dynamics GP integration?**

A: The integration is being built from the ground up and is not leveraging the existing Connector product. More information will be available in early 2009, after the requirements specifications are finalized.

### **Q: Should I look at third-party solutions for the Microsoft Dynamics CRM and Microsoft Dynamics GP integration?**

A: Yes, for more immediate integration needs, several solutions with a solid customer base are currently available. These products offer varying levels of robustness and integration with Microsoft Dynamics GP. Partners will want to evaluate each product to determine the best fit for a customer's specific needs.

### **Q: What is TAP?**

A: The Technology Adoption Program (TAP) is our beta program for Microsoft Dynamics GP. We will communicate more information about the program when we begin accepting customer and partner applications for participation.

### **Q: Is the feature pack an upgrade?**

A: Yes. Microsoft Dynamics GP Service Pack 2 contains data model changes that require a minor upgrade. Third-party products will need to meet compatibility requirements. The compatibility requirements are minor.

## ***Microsoft Dynamics GP "11"***

### **Q: What are the key drivers for Microsoft Dynamics GP "11"?**

A: Microsoft Dynamics GP "11" will focus on increasing depth and reach for core functionality, enriching integrations with the Microsoft Office system, extending external connections through Web Services, and ensuring faster Return on Investment (ROI) for customers. For more information, see the Microsoft Dynamics GP Statement of Direction.

**Q: When will Microsoft Dynamics GP “11” be available?**

A: Microsoft Dynamics GP “11” is being planned for release in the first half of the Calendar Year 2010.

**Q: When will a complete features list be available?**

A: The current features list is still under development and subject to change; for the current targeted features list, see the Microsoft Dynamics GP Statement of Direction. A complete list will be published in Calendar Year 2009.

## ***Rapid Implementation Tools***

**Q: What is the Rapid Migration Tool (RMT) for Microsoft Dynamics GP?**

A: The RMT is an intuitive, easy to use tool designed to migrate QuickBooks data to an empty Microsoft Dynamics GP company database. The tool supports QuickBooks Professional and Premier versions 2003-2008, as well as QuickBooks Enterprise versions 3.0-8.0. Customers can select the type of data they wish to migrate and also edit master records—including Customers, Vendors, and Items—to import in Microsoft Excel. To help ensure audit control, transactions cannot be edited. The tool also includes a data reconciliation process to correct any QuickBooks data errors. The data that can be included in the migration includes:

- Master Records: Accounts (including opening balances), Customers, Vendors, Employees, Items
- Open Transactions: Sales Orders, Purchase Orders, Payables, Receivables, Inventory (including inventory level)
- Configuration Settings: Classes, Company Address, Customer Type, Payment Terms, Sales Tax, Vendor Type, Fiscal Year, Shipping Methods

**Q: What is the Rapid Configuration Tool (RCT) for Microsoft Dynamics GP?**

A: The RCT is an easy-to-use tool that helps ensure fast configuration for core Microsoft Dynamics GP Business Essentials modules, including System Manager, General Ledger, Bank Reconciliation, Receivables Management, Payables Management, Sales Order Processing, Purchase Order Processing, Inventory Management, Fixed Assets, and Payroll. The intuitive user interface can be used to deploy one of thirteen built-in, industry-specific configuration templates; partners can also deliver a customized, Office Excel-based configuration template. Partners can export the configuration settings from an existing Microsoft Dynamics GP database to the Office Excel templates, so that they can re-use or customize an existing configuration.

**Q: How can I get the Rapid Implementation Tools and what is the cost?**

A: The tools are available at no cost to any Microsoft Dynamics GP partner or customer. They can be downloaded from the [Microsoft Download Center](#). The tools are NOT included in the Feature Pack media.

**Q: What are the plans for the next release of the Rapid Implementation Tools, including the release date?**

A: The next release of the Rapid Implementation Tools in Microsoft Dynamics GP “11” is planned for H1 of Calendar 2010. Features currently being considered—and subject to change—include:

- Add summary GL account balances for historical years
- Migrate data directly from Office Excel files
- Add migration option from other products
- Allow ISVs to add additional migration to the Rapid Migration Tool (SDK)
- Allow ISV's to add additional modules and/or ISV modules to the Rapid Configuration Tool (SDK)

## ***Topics for ISVs***

**Q: Where do I go to get deep technical information that is developer-focused?**

A: The [Microsoft Dynamics GP Developer Center on MSDN](#) offers documentation that includes topics on integration, customization, and architecture.

**Q: The Statement of Direction did not reference eConnect or Integration Manager. Is eConnect and or Integration Manager the recommended integration tool?**

A: Integration Manager, eConnect and Web Services are good tools for integrations. It's important to choose the right tool for each customer situation, so you will want to consider factors such as security, infrastructure, the level of integration, and upgradability. More information on choosing the right GP tool is located on the [Microsoft Dynamics GP Developer Center on MSDN](#). You may also log a [Support request](#) to discuss your integration options for a particular solution.

**Q: Will Microsoft Dynamics GP be multitenant?**

A: Multitenancy is an important topic that we are taking very seriously. We are currently evaluating multitenancy for Microsoft Dynamics GP; more information will be available in 2009.

**Q: Is the Certified for Microsoft Dynamics program really worth the cost and development efforts for certification?**

A: Feedback from our certified ISVs has been positive. We strongly recommend that you consider becoming part of this program.

**Q: As an ISV, will I receive early code releases for Microsoft Dynamics GP "11"?**

A: Yes. More information will be posted on PartnerSource in early 2009.

**Q: Is there a source code program for Microsoft Dynamics GP?**

A: Yes, for partners only. Learn more about [North America](#) and [EMEA](#) Source Code Programs.

**Q: Should I continue to develop in Dexterity?**

A: Yes, depending on customization requirements. The Dexterity development community is still very active and will continue to be active into the future.

**Q: As an ISV, where do I go to begin developing and marketing my solution?**

A: Contact your Partner Account Manager to discuss your marketing options and plans. Also, the following on-line sites offers a wide range of resources for the ISV community:

[Innovate On](#)

[Microsoft Partner Program and Microsoft Business Solutions Competency](#)

[Certified for Microsoft Dynamics Program](#)

[Partner Channel Builder](#) (requires partner registration).

[Partner Solution Profiler](#)

[Microsoft Dynamics GP Online Community](#)

[Microsoft Dynamics Live Community for Finance](#)

[Partner Resource Kit Online](#)

[Microsoft Dynamics GP Developer Center on MSDN](#)