Microsoft®

PROFESSIONAL SERVICES FOR MICROSOFT DYNAMICS AX

Solutions for Architects and Engineers

Increase profitability and offer unmatched customer service that sets you apart from the competition by better managing your financial, human, and material assets. With Professional Services for Microsoft Dynamics™ AX, architecture and engineering firms can help better manage project teams, increase billable time, improve customer service, and accelerate billings while controlling time and material investments through tighter integration of client- and job-related information.

Benefits:

- Automated project life cycle
- Better-managed enterprise resources
- Enhanced handling of time and expenses
- Centrally managed core project assets and information
- Positive return on investment (ROI)

Automate the Entire Project Life Cycle

Help manage projects from opportunity to closure with the integration of customer relationship management (CRM), project financials, and project task management. Sales teams can manage the sales pipeline and convert proposals to projects with the click of a button; project managers can produce key project metrics to stay in control of time lines and budgets; and management can keep their fingers on the pulse of the organization. Take advantage of existing technology investments by tightly integrating with familiar productivity software, including Microsoft® Office Excel® 2003, Microsoft Office Word 2003, and Microsoft Office Project Server 2003.

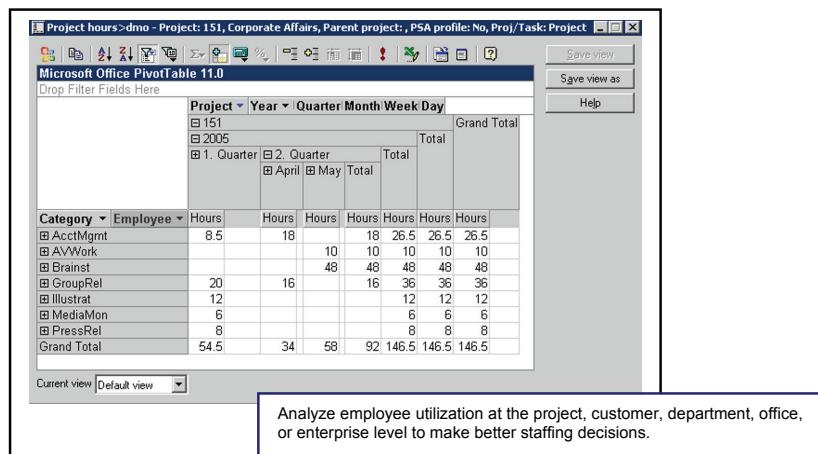## Capture and Report Time and Expenses Efficiently

Capture customer, project, sub-project, or task-level time and expenses through a powerful Web-based, workflow-enabled time and expense entry interface. Standard features include document and line-item-level timecard and expense report approvals; integration with client and firm expense reimbursement rules; and automatic downloading of assigned tasks to time sheets and credit card statements to expense reports.

Manage Enterprise Resources Firm-Wide

Manage resource availability and match employee skills to project requirements to meet client demands. Project managers can staff projects by searching the database by role, title, geography, and required skills and confirm resource availability before committing them to projects. Departmental and corporate resource managers can produce organizational resource utilization reports to make more informed staffing decisions and maximize billable resources. The net result: fewer resource conflicts and a higher billable ratio.

Analyze employee utilization at the project, customer, department, office, or enterprise level to make better staffing decisions.

Microsoft Dynamics™

Features Overview

Flexible Project Management Capabilities	Configure work breakdown structures (WBS) to suit your business needs; define matrix tables for costs and rates; and establish billing rules and revenue recognition methods.
Virtual "Project Binder"	Collect and manage all project data, including contracts, statements of work, budgets, change requests, sub-contractor quotes, production specifications, CAD/CAM files, electronic floor plans, and more into a Web-based virtual "Project Binder" accessible from anywhere in the world.
Detailed Job Analysis	Accumulate costs and analyze projects with drill-down capabilities at all levels. Flexible planning and reporting allow you to assign resources and report at the appropriate level of detail.
Customer Profile Folders and Templates	Customer and project folders allow you to create client-specific project billing rates, expense rules, and archive and retrieve historical staffing plans, estimates, purchase orders, invoices, and budget reconciliations.
Web-Based, Workflow-Enabled Time and Expense Entry	Maintain tight control over costs and shorten billing cycle time with automated approval processes for timesheets and streamlined processes for cash advances, travel advances, and credit card reconciliation. Set alerts on timesheets to indicate when time is not being entered as required or when committed costs exceed budgets.
Customizable Revenue Recognition and Project Billing Rules	Define recognition at the company, customer, project, or activity level and pre-configure rules for percent complete, completed contract, time and materials, and fixed fees with tools that conform to the way your company works. Flexible billing parameters support retainers, fees, milestones, and progress billing.
Multicompany and Multicurrency Support	Your business can support distinct departments, offices, and companies and apply inter-company rules within one database. Track financial transactions within and between different departments and subsidiaries to help ensure an accurate overview of revenue and cost flows. Full multicurrency support enables you to perform automatic conversions associated with project budgeting, costing, billing, accounting, and reporting.
Microsoft Project Bi-Directional Integration with Project Accounting	Full bi-directional integration with Project Server 2003 offers both increased team collaboration capabilities and ease of use. With powerful resource scheduling and tracking tools, your company can improve cost efficiencies by better managing the allocation of resources.

Record and Manage Critical Job Data in Virtual "Project Binders"

Help deliver projects on time and on budget by managing tasks, documents, and information with an easy-to-use, Web-based virtual "Project Binder." Record critical site data, such as weather, progress notes, and photographs, into the virtual Project Binder for audits of project history—which can be rolled up into customer and firm-wide views of project activity. With powerful reporting capabilities, a dashboard that organizes and presents information in an easy-to-read format, and e-mail alerts, management and team members can stay informed about changes to jobs, documents, and tasks.

Professional Services for Microsoft Dynamics AX also provides the utility for you to manage resource schedules and assignments. For more complex projects, you have the option to manage project tasks and team member assignments in either Microsoft Dynamics AX or Project Server 2003 with integrated connections for reporting and analytics.

Achieve a Positive ROI

Because Professional Services for Microsoft Dynamics AX integrates closely with other powerful Microsoft technologies such as Microsoft SQL Server™ 2000, Microsoft Internet Information Services, and the Microsoft Windows® operating system, your firm can take advantage of existing IT investments and gain a fast return on your investment. And supported by a wizard-based configuration and system setup tool, Microsoft Business Solutions–Axapta®, now part of Microsoft Dynamics, has been shown to significantly reduce implementation times and total cost of ownership for customers.*

*Nucleus Research, Inc. *The Real ROI from Axapta.* Research Note E116, October 2004.

For more information about Professional Services for Microsoft Dynamics AX, visit www.microsoft.com/dynamics

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