

Five Ways The Right Accounting Software Can Help You Save Time and Money



Presented by :
Anya Ciecierski & George Mackiewicz
CAL Business Solutions Inc.



Overview – Microsoft Dynamics GP

- Built on Microsoft Technology – Reliable and Scalable.
- Complete System - Core Financial Features Plus So Much More.
- Familiar Interface - Easy to Use & Easy to Learn



#1 – Connect With Your Best Customers

“80% of your profits come from the top 20% of your customers”

“Repeat customers spend 33% more than new customers.”

#1 – Connect With Your Best Customers

How Can The Right Accounting Software Help You:

- Identify your best and customers (and your worst!)
- Evaluate which projects or products are the most profitable.
- Retain your customers by providing better customer service.

#2 – Take Control of Inventory

“When not managed carefully, inventory costs can be the difference between being profitable or losing your shirt. “

-Inc. Magazine

#2 – Take Control of Inventory

How Can The Right Accounting Software Help You:

- Track quantities to avoid having too much or too little in stock
- Know where your inventory is with the click of a button.
- Provide better customer service – ship fast, ship right and have the info at your fingertips when a customer calls.
- Use key reports to identify slow moving inventory.

#3 – Expedite Invoicing & Collections

“If you can’t sell more in this economy, you can at least take steps to lose less!”

#3 – Expedite Invoicing & Collections

How Can The Right Accounting Software Help You:

- Reduce the time between sales order and delivery so you can invoice faster.
- Track past due accounts
- Send collections notices directly from Outlook/Word.

#4 – Eliminate Double Entry

The Cost of Manual Data Entry

Every 300 keystrokes = 1 error

1,000 order lines each day with an
average 10,000 keystrokes per line =
33 data errors every day

Where does that bad data go?
Straight into your accounting system

#4 – Eliminate Double Entry

Take info from these common data sources:

- Website Orders
- Payroll
- Supplier Companies
- Industry Specific software systems
- Budget & Journal Entry Spreadsheets

Have info automatically show up in GP.

#5 – Supercharge Reporting

“Workers spend an average of 30% of their time every day searching for and analyzing information.”

-IDC Research

What does this cost your company?

#5 – Supercharge Reporting

How Can The Right Accounting Software Help You:

- Dashboards & Business Portals
- FRx Financial Reports with Drill Down
- Put data into familiar Excel format – slice/dice/chart/pivot!

Microsoft Incentives

- Financing for Microsoft Dynamics GP
- “Give Me 5” 5 Users for \$3,000 (expires June 22, 2012)

Why Choose CAL

- 19 Team Members 100% focused on GP with over 150 years of combined experience.
- Connecticut's only GP dedicated training center.
- Ranked in top 5% of Dynamics Partners worldwide – 7 times!

Next Steps

- Discovery Meeting
- Personalized Demo

George Mackiewicz
860-485-0910 x3002
georgem@calszone.com