

Focus on ROI: Is Your Licensing Plan Working for You?

You walk into a restaurant; you look at the menu and discover two ways to purchase your meal. You can order your entrée, dessert, and drinks separately, and pay for each separately. Or, for a few dollars more, you can order a meal plan where you get what's in the first plan, but with the opportunity to get a couple of appetizers, three more entrées, and four more desserts and all your drinks for free.

You know that you're meeting friends, so you take the second option.

Seems like a no-brainer, right?

When you purchased your GP system it may have been with module based pricing: You bought just the modules you needed at the time, like the meal in the first scenario. However, in August of 2006, Microsoft switched over to scenario two, which they call Business Ready Licensing (BRL). Those users paid one price for each concurrent user but, depending on the plan, the price includes access to all 20 to 40+ modules – with no minimum or maximum concurrent user counts.

And Microsoft is now giving you the option to this Business Ready Licensing, with an investment credit, so that you can get access to ALL the modules at once too.

But what does this mean to you? Business Ready Licensing helps maximize the value of your investment. It combines modules that may make it easier and more cost-effective for your needs than the current module-based pricing model, giving you access to advanced capabilities, at a potentially lower price. So you can instantly extend your business management solution to meet the needs of your business as it grows.

This licensing model can help drive business productivity by providing you with increased capabilities and product innovations. Do you need the ability to do Bank Reconciliations? With module-based pricing you'd have to pay for that module by itself. But with Business Ready Licensing, all you have to do is have CAL turn on that capability, and with a little training, you're on your way to streamlining your business processes.

Team members will have ready access to the tools that enable business success. And as more people come to the table, just add users, not modules. And with the advanced role-based permissions in GP 10.0 you can specify what tool sets those users get to see.

And don't worry, as part of the Business Ready Enhancement Plan, you will continue to receive ongoing innovation of your solution through upgrades, updates, service packs, timely regulatory/tax updates and hot fixes.

So extend your business management solution throughout the life of your business. With the ability to turn on modules at will, Dynamics GP is ready to grow when you are.

Have questions? Contact Phil Franco at CAL Business Solutions to get a menu. Bon Appétit!