

Summit 2010

A Microsoft Dynamics User Conference



Microsoft Executive Briefing Center :: Fargo, ND

October 28, 2010

Pre-Conference Training Events:

October 26 & 27, 9am–5pm

- Management Reporter for Microsoft Dynamics GP 2010

October 26 & 27, 9am–5pm

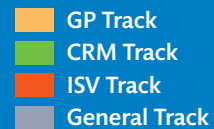
- Microsoft Dynamics and Microsoft SQL Reporting Services

Pre-Conference Customer Social Event:

October 27, 5:30pm–9:30pm

- Fargo Billiards & Gastro Pub (RSVP only)

Conference Agenda:



8:30–9:00 **Welcome and Opening Session** :: Dakota West

9:15–10:00 **Concurrent Sessions**

- Using Business Intelligence Within Your Organization :: Dakota West ■
- Data Integration for Microsoft Dynamics (co-presented with Scribe Software) :: Central ■
- Get Your Head Into the Cloud :: EBC West ■

10:20–10:50 **ISV Sessions**

- Experlogix: How to create fast and accurate quotes with Experlogix :: Dakota West ■
- Azox: E-Commerce and Credit Card processing for Dynamics GP :: Central ■
- vSync: Automating the Distribution Processes: Using Microsoft Dynamics GP and vSync/Accellos :: EBC East ■

11:05–11:55 **Concurrent Sessions**

- Management Reporter – A New Look to a Familiar Tool :: Dakota West ■
- What's New in Microsoft Dynamics CRM 2011 :: Central ■
- SharePoint II – Advanced Topics in Microsoft SharePoint :: EBC West ■

12:00–1:00 **Lunch** :: Dakota West

1:00–1:50 **Concurrent Sessions**

- What's New in Microsoft Dynamics GP 2010 :: Dakota West ■
- SQL Server Reporting Services 2008 for Microsoft Dynamics :: Central ■
- Customizing Microsoft Dynamics CRM 2011 :: EBC East ■

2:05–2:35 **Micro Sessions**

- SharePoint I – Introduction to Microsoft SharePoint Foundation :: Dakota West ■
- Customizing Microsoft Dynamics GP 2010 :: Central ■
- Getting the Most Out of Managed Services :: EBC East ■
- Infrastructure Planning for Microsoft Dynamics :: EBC West ■

2:50–3:20 **ISV Sessions**

- Wennsoft: Managing Costs and Increasing Profit Margins :: Dakota West ■
- Rockton: Making Microsoft Dynamics GP Work Simpler & Easier :: Central ■
- Marco and Info Dynamics: Full-Featured Document Imaging with Microsoft Dynamics GP Integration :: EBC West ■

3:35–4:25 **Concurrent Sessions**

- Managing Projects and Change :: Dakota West ■
- Smart Businesses Go Green: Using Greenshades and Microsoft Dynamics GP Payroll to Reduce Paper :: Central ■
- Advanced Customizations in Microsoft Dynamics CRM 2011 :: EBC East ■

4:30–5:00 **Closing** :: Dakota West

Using Business Intelligence within your Organization

9:15–10:00 :: Dakota West

Business Intelligence and its meaning to various members of an organization will be defined in this session. Explore the use of products and tools such as SmartList, SmartList Builder, SharePoint, Management Reporter, SQL Reporting Services, and Excel Reports. Open forum time will give attendees the opportunity to hear first-hand how other customers utilize and manage data throughout their organization.

Data Integration for Microsoft Dynamics (co-presented with Scribe Software)

9:15–10:00 :: Central

Understand the value and benefits provided by data integration between Microsoft Dynamics and other systems. Session includes demonstration of the latest version of Scribe Insight highlighting improvements and new functionality.

Get Your Head Into the Cloud!

9:15–10:00 :: EBC West

Discover new additions and versions to Microsoft's Online Services family: Exchange Online, SharePoint Online, Office Communications Online, Office Live Meeting, and Dynamics CRM Online.

Realize the benefit of faster time-to-value with fewer technical issues and platform restrictions. Easily lower up-front investment costs, accelerate ROI, and drive business process efficacy. Understand how to get a complete business solution instantly with an integrated Microsoft Exchange, SharePoint, Dynamics CRM, and mobile experience supporting one user or 1000 users. Gain an understanding of integrating on-premise solutions to online services. It is the true power of choice at work: in the cloud, on-premise, or both!

Experlogix—How to create fast and accurate quotes with Experlogix

10:20–10:50 :: Dakota West

See how Experlogix extends and enhances the quote and order process within Dynamics GP and CRM. Eliminate the need for external spreadsheets and eliminate errors. Increase your pipeline visibility and increase your sales.

Azox–E-Commerce and Credit Card processing for Dynamics GP

10:20–10:50 :: Central

Join our presentation and learn more about the benefits of using a fully featured E-Commerce solution that can manage product catalogs, website content, customer information, orders and transactions all while being seamlessly integrated to Microsoft Dynamics GP. Learn how to get the most out of an E-Commerce solution that includes an easy to use content management system featuring web part technology, SEO optimization and social media driven storefronts. Find out why using a secure PA-DSS certified payment processing solution back office and online can streamline your business process and help organizations meet the PCI-DSS compliance mandates.

Accellos/vSync - Automating the Distribution Processes: Using Microsoft Dynamics GP and vSync/Accellos

10:20–10:50 :: EBC East

Join vSync, an Accellos company, as they talk about solutions to challenges that distribution companies face today and how using Dynamics GP and the Accellos modules can dramatically improve the bottom line at your customer. See how customers/vendor/3rd party warehouse transactions can be automated via EDI. How the warehouse using handheld RF devices can save your company time and money with barcoding. And lastly, how using an integrated pack verification shipping system, can automate your outbound shipping process including both small parcel and larger truckload shipments.

Management Reporter–A New Look to a Familiar Tool

11:05–11:55 :: Dakota West

Gain insight on new ways of administering and delivering financial data by examining the new Management Reporter tool (formerly FRx) now available with Microsoft Dynamics GP 2010. Observe and appreciate the areas of improvement!

What's New in Microsoft Dynamics CRM 2011

11:05–11:55 :: Central

See changes made to Microsoft Dynamics CRM 4.0 to Microsoft Dynamics CRM 2011. Get a firsthand look at this latest version of Microsoft Dynamics CRM from the perspective of the user experience both within Microsoft Outlook as well as Internet Explorer, the ability to personalize your experience as an end user, analytic, dashboard, and visualization enhancements, new functionality such as UI Scripting, and an overview of the new Hardware/ Software requirements, the ability to create recurring activities in Microsoft Dynamics CRM 2011 and much more!

SharePoint II—Advanced Topics in Microsoft SharePoint

11:05–11:55 :: EBC West

Discover how to take an out-of-the-box SharePoint installation and move it to the next level with custom development, integrate SharePoint with Dynamics CRM and GP, and connect other line of business applications to SharePoint.

What's New in Microsoft Dynamics GP 2010

1:00–1:50 :: Dakota West

Microsoft Dynamics GP 2010 is here! Attend this session to realize the value and benefits of upgrading to Microsoft Dynamics GP 2010 and learn about the additional features this version has to offer.

SQL Server Reporting Services 2008 for Microsoft Dynamics

1:00–1:50 :: Central

Learn technical tips and tricks for SQL Server Reporting Services (SSRS) 2008 to maximize its functionality and build better reports for Microsoft Dynamics. Discover new ways SSRS reports can be consumed, delivered, and integrated into your business to provide increased efficiency and insight.

Customizing Microsoft Dynamics CRM 2011

1:00–1:50 :: EBC East

Get the know-how on forming customizations by dragging and dropping your attributes, embed grids into your forms, create globally available picklists, and incorporate field level security as well as auditing with just a few clicks. In addition, this session will demonstrate how to use workflows, add attributes, create custom activity types, and much more.

SharePoint I—An Introduction to Microsoft SharePoint Foundations

2:05–2:35 :: Dakota West

SharePoint is a fast-growing Microsoft technology that has become an integral part of a number of solutions. Learn how SharePoint can launch better communication and collaboration in your organization, how you can use it in your environment, and discover the costs and free features of this exciting product.

Customizing Microsoft Dynamics GP 2010

2:05–2:35 :: Central

Learn techniques to customize Dynamics GP to fit specific business needs such as add additional fields to display on a Sales Transaction Entry window, import transactions into the Payables Transaction Entry window, or create new windows that pull data from existing GP windows.

Getting the Most Out of Managed Services

2:05–2:35 :: EBC East

Do you field “how to” questions from your team? Wish you had more time to train that new employee? Not sure how to plan and budget for the next upgrade? Sounds like Summit Group Software Managed Services could solve a few problems for you. Come to this session to learn the value proposition of Managed Services and upcoming enhancements. Hear from one of our clients about why they decided to go with Managed Services and the resulting benefits.

Infrastructure Planning for Microsoft Dynamics

2:05–2:35 :: EBC West

It is vital to have proper information technology infrastructure in place to make your Microsoft Dynamics implementation/upgrade a success. Hardware and software requirements for the latest versions of Dynamics CRM, Dynamics GP, and SharePoint will be discussed; in addition to tips and recommendations on topics such as backups, 64-bit software and hardware, and virtualization.

WennSoft—Managing Costs and Increasing Profit Margins

2:50–3:20 :: Dakota West

There are really 2 ways to increase profits—drive more revenue and manage costs. Sometimes it’s easy to focus on driving revenue, but managing costs is incredibly important particularly in today’s economy when everyone seems to be doing more with less. Join us to learn how WennSoft Classic can help you achieve your profitability goals with Cost Management Plus.

Rockton—Making Microsoft Dynamics GP Work Simpler & Easier

2:50–3:20 :: Central

A high level overview of Rockton’s Suite of Products including live demo’s upon demand.

Marco and Info Dynamics Full-Featured Document Imaging with Microsoft Dynamics GP Integration

2:50–3:20 :: EBC West

Imagine entering any Microsoft Dynamics GP document - invoices, bills, payroll information - and it automatically generates into a full-featured document management product that innovatively integrates with Microsoft Dynamics GP. That's what Intact SMART does! Intact SMART will increase productivity, ease of use, and maintain uncompromising security.

Managing Projects and Change

3:35–4:25 :: Dakota West

It is often said that the hardest part in any large scale software deployment is not the technical work—but everything else. Proper management of projects, tasks, and scope as well as the people involved in the project and impacted by the change is the most critical and often overlooked part of the process. This session will discuss some basic tenants of project and change management, cover a high level introduction to the Microsoft Dynamics SureStep Implementation Methodology, and provide some time share stories of things that we have all picked up along the way. This session is a must-attend for leaders, project managers, or other key people involved in the planning and execution of projects like this in your organization.

Smart Businesses Go Green: Using Greenshades and Microsoft Dynamics GP Payroll to Reduce Paper

3:35–4:25 :: Central

Since 2003, Greenshades' partners and customers have saved over 44,258,692 pieces of paper! "Go Green" and learn how Greenshades partners with Summit Group Software and your business to deliver the most efficient payroll processing and reporting in the industry. Store HR data electronically, process payroll reports via web portals, e-file tax reports, implement a self-service employee web site, and deliver online W-2s and pay stubs to employees to reduce not only the amount of paper generated but also the amount of data entry.

Advanced Customizations Microsoft Dynamics CRM 2011

3:35–4:25 :: EBC East

Discover new Microsoft Dynamics CRM 2011 customization solutions such as the incorporation of Silverlight, XSL and CSS style sheets, images, web pages, and globally available jscripts. We'll demonstrate navigation changes and enhancements without using the ISV.Config file, show how Microsoft SharePoint can be embedded within Microsoft Dynamics CRM 2011 out of the box, and how this new version can utilize new tools such as Azure and WCF.