

# TENSOFT

Microsoft Dynamics GP  
Software Industry Edition

High Tech Enterprise Resource Planning (ERP)



SOFTWARE INDUSTRY SOLUTIONS

Leverage software industry-specific functionality unavailable in traditional ERP systems. Microsoft Dynamics GP Software Industry Edition is an off-the-shelf, vertical solution of Microsoft's award-winning business management software, designed specifically for software, Web 2.0 and online media publishers.

Streamline  
Customer Invoicing

Item Number	HTD	QTD	QTD Forecast	QTD +/-	YTD	YTD Forecast	YTD +/-
ARGUS-BGA216-C-TR	\$ 0.00	\$ 2,871,000.00	\$ 0.00	\$ 2,871,000.00	\$ 8,096,000.00	\$ 0.00	\$ 8,096,000.00
ARGUS-BGA216-C-TY	\$ 0.00	\$ 825,000.00	\$ 0.00	\$ 825,000.00	\$ 1,375,000.00	\$ 0.00	\$ 1,375,000.00
ARGUS-BGA216-C-TR	\$ 0.00	\$ 360,000.00	\$ 0.00	\$ 360,000.00	\$ 960,000.00	\$ 0.00	\$ 960,000.00
ARGUS-QFP216-C-TR	\$ 0.00	\$ 744,000.00	\$ 0.00	\$ 744,000.00	\$ 1,224,000.00	\$ 0.00	\$ 1,224,000.00
NAGA-BGA208-C3-TR	\$ 0.00	\$ 680,000.00	\$ 0.00	\$ 680,000.00	\$ 3,880,000.00	\$ 0.00	\$ 3,880,000.00
NAGA-BGA208-C6-TR	\$ 0.00	\$ 1,548,000.00	\$ 0.00	\$ 1,548,000.00	\$ 3,798,000.00	\$ 0.00	\$ 3,798,000.00
NAGA-QFP208-C3-TR	\$ 0.00	\$ 225,000.00	\$ 0.00	\$ 225,000.00	\$ 525,000.00	\$ 0.00	\$ 525,000.00
NAGA-QFP208-C6-TR	\$ 0.00	\$ 329,000.00	\$ 0.00	\$ 329,000.00	\$ 504,000.00	\$ 0.00	\$ 504,000.00
<b>Total</b>	<b>\$ 0.00</b>	<b>\$ 7,382,000.00</b>	<b>\$ 0.00</b>	<b>\$ 7,382,000.00</b>	<b>\$ 20,362,000.00</b>	<b>\$ 0.00</b>	<b>\$ 20,362,000.00</b>

GP Screens  
Pre-Configured

Order: DIST1-ORD Date: 8/11/2008  
 Document No.: DIS-000000000001 Batch ID: TEST  
 Customer ID: AVNET Default Site ID: AMKOR-K4  
 Customer Name: Avnet Customer PO Number: 23526  
 Ship To Address: ADDR Currency ID: ZUS\$

Item Number	U of M	Qty Ordered	Unit Price	Extended Price
DARD-123	EA	100	\$800.0000	\$80,000.0000

Amount Received: \$0.0000  
 Terms Discount: \$0.0000  
 On Account: \$175,000.0000  
 Subtotal: \$175,000.0000  
 Trade Discount: \$0.0000  
 Freight: \$0.0000  
 Miscellaneous: \$0.0000  
 Tax: \$0.0000  
 Total: \$175,000.0000

Software Industry-  
Standard Reports and  
Dashboards

Item Number	HTD	QTD	QTD Forecast	QTD +/-	YTD	YTD Forecast	YTD +/-
ARGUS-BGA216-C-TR	\$ 0.00	\$ 2,871,000.00	\$ 0.00	\$ 2,871,000.00	\$ 8,096,000.00	\$ 0.00	\$ 8,096,000.00
ARGUS-BGA216-C-TY	\$ 0.00	\$ 825,000.00	\$ 0.00	\$ 825,000.00	\$ 1,375,000.00	\$ 0.00	\$ 1,375,000.00
ARGUS-BGA216-C-TR	\$ 0.00	\$ 360,000.00	\$ 0.00	\$ 360,000.00	\$ 960,000.00	\$ 0.00	\$ 960,000.00
ARGUS-QFP216-C-TR	\$ 0.00	\$ 744,000.00	\$ 0.00	\$ 744,000.00	\$ 1,224,000.00	\$ 0.00	\$ 1,224,000.00
NAGA-BGA208-C3-TR	\$ 0.00	\$ 680,000.00	\$ 0.00	\$ 680,000.00	\$ 3,880,000.00	\$ 0.00	\$ 3,880,000.00
NAGA-BGA208-C6-TR	\$ 0.00	\$ 1,548,000.00	\$ 0.00	\$ 1,548,000.00	\$ 3,798,000.00	\$ 0.00	\$ 3,798,000.00
NAGA-QFP208-C3-TR	\$ 0.00	\$ 225,000.00	\$ 0.00	\$ 225,000.00	\$ 525,000.00	\$ 0.00	\$ 525,000.00
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## Improve Productivity

Improve team productivity with software that produces answers rather than questions. Eliminate spreadsheet workarounds for sales, revenue recognition, distributor management, dashboards, multi-national operations and inventory valuation analysis.

## Gain Insight from Software Industry Experts

Spend less time customizing and explaining your needs to non-industry consultants. Tensoft's consulting organization delivers a turnkey solution to manage software industry-specific issues, such as multi-element contracts, automated revenue recognition, IP royalties, license key management and professional services billings.

## Broaden Visibility

Functionality to capture software industry-specific data improves your ability to understand and manage. Improve the velocity of information exchange across the enterprise with integrated business processes.

## Streamline Major Business Processes

Integrating important business processes avoids silos of conflicting or unavailable information. Contract quote-to-cash collection and requisition-to-vendor payment processes are fully integrated, supporting better controls and better company-wide team utilization.

## Ensure Compliance

Improve accuracy and shorten audits with complete transaction history, detailed reporting and controlled, compliant processes.

AVAILABLE WITH:

- ✓ MICROSOFT CUSTOMER RELATIONSHIP MANAGEMENT (CRM)
- ✓ MICROSOFT OFFICE SHAREPOINT SERVER (MOSS)

**FEATURES OVERVIEW**

<i>Revenue Cycle Management</i>	Includes sophisticated revenue, billing and contract management tools to support complete auditability, SOP standards (97-2), AICPA, FASB and SEC regulations, and SOX Section 404 requirements.
<i>Financial and Cash Management</i>	Seamlessly integrates general ledger, fixed assets, analytical accounting, bank reconciliations, intercompany processing, EFT, payables and receivables management, and more.
<i>Sales and Purchasing Management</i>	Sales order processing, invoicing, order management, purchase order processing and online requisitions are all tightly integrated with other key processes and departments.
<i>Multi-National Operations and Consolidation</i>	Completely streamlines multicurrency transactions, including translation and valuation, CTA impact calculations, historical rate maintenance, unlimited reconsolidations, local entity support and FASB 52 compliance.
<i>Integrate to CRM and eCommerce Applications</i>	Unite sales, marketing, technical support and online sales operations by integrating with customer relationship management and online commerce systems.
<i>Workflow Control</i>	Includes hierarchical and configurable electronic system workflows and routing approvals. Notifications are made online or through e-mail.
<i>Collaboration Tools</i>	Features native integration with Microsoft Office applications and the web-based SharePoint portal, granting employees, customers and partners secure access to applications and collaborative information.
<i>Workforce Management</i>	Interactive tools include a fully featured human resources suite, as well as payroll, employee self-service, time and expense management.
<i>High-Tech Dashboard</i>	Cash requirements are easily viewed, as is bookings/billings/backlog information, margin analysis, VSOE, backlog of maintenance contracts, forecasting and other industry metrics.
<i>Business Intelligence and Reporting</i>	Streamlined reporting includes cash flow forecasting, financial budgeting and key performance indicators, paired with flexible reporting and analysis tools.
<i>Professional Services Automation</i>	Manage flexible project billings and milestone deliverables through automated time and expense capture, project accounting and job cost controls.

