7 Ways to Grow Your Business

with

Microsoft Dynamics®

COLLINS COMPUTING

1. Expand without growing pains

Are the limits of your current accounting application, like QuickBooks or other entry-level software, holding you back? Limits on the database size or number of transactions and users force employees to work around the system. When the information you need is not in one central place, it's easy to make mistakes that lead to unhappy customers.
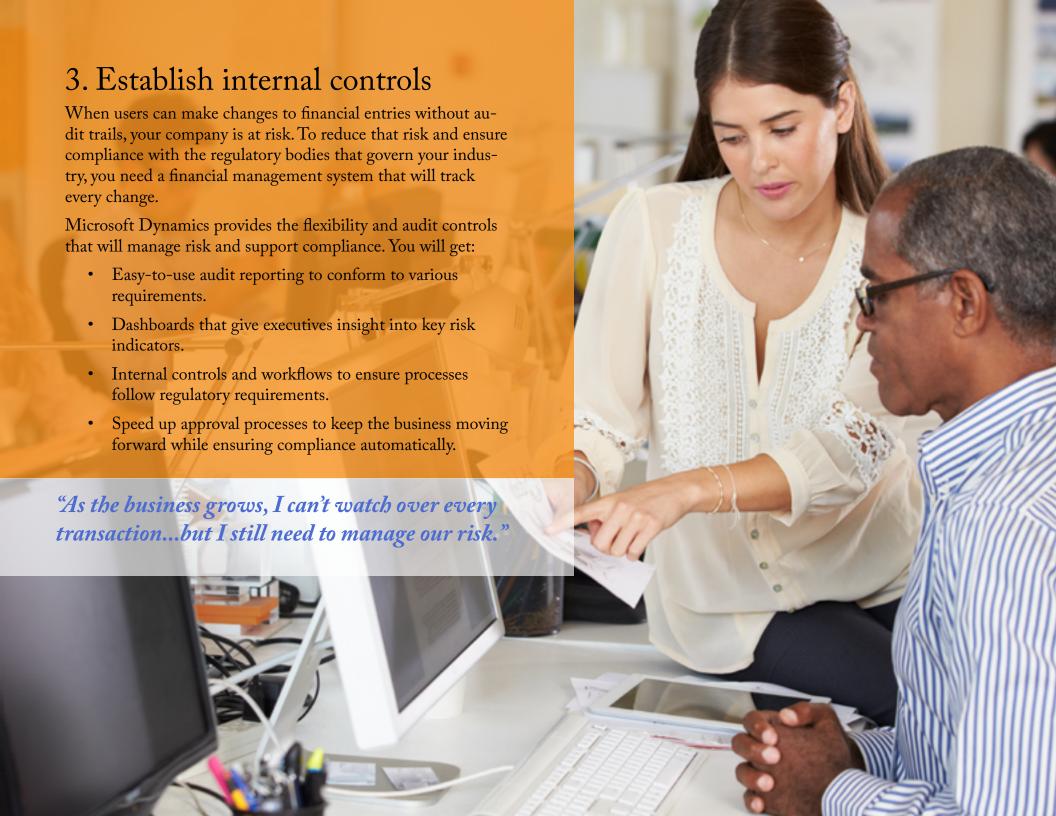
Microsoft Dynamics removes the constraints and enables employees to use the software to simplify their work. When workers spend less time looking for information or typing in data, they are more efficient and productive. You can grow the business without adding employees or complexity.

Keep IT simple

To further simplify, you have a choice of deployment options – on-premise, in the cloud, or a hybrid model. You can focus on what you do best and let the software professionals manage the infrastructure and software performance.

"We need to build profits by making everyone on the team more productive...not by adding more people."

2. Simplify business processes

With QuickBooks and other small business accounting packages even the most simple processes like invoicing and month-end closing, can take hours...even days to complete.

When employees spend all their time manually entering transactions, they aren't focused on customers. With Microsoft Dynamics, you can:

- Automate workflows for purchasing and employee expense approvals.
- Simplify the invoicing and remittance processes.
- Eliminate the need to maintain separate spreadsheets to keep track of exceptions.
- Automate reporting and deliver real-time information through dashboards.

Streamline your business bottlenecks to free up time for more important matters.

"We want to focus our time on making customers happy, not entering data and filling out paperwork."

3. Establish internal controls

When users can make changes to financial entries without audit trails, your company is at risk. To reduce that risk and ensure compliance with the regulatory bodies that govern your industry, you need a financial management system that will track every change.

Microsoft Dynamics provides the flexibility and audit controls that will manage risk and support compliance. You will get:

- Easy-to-use audit reporting to conform to various requirements.

- Dashboards that give executives insight into key risk indicators.

- Internal controls and workflows to ensure processes follow regulatory requirements.

- Speed up approval processes to keep the business moving forward while ensuring compliance automatically.

"As the business grows, I can't watch over every transaction...but I still need to manage our risk."

"Our company is becoming more complex, and we have better things to do than create reports."

4. Support multiple companies

With QuickBooks and other entry-level accounting packages, you have to track expenses shared across multiple entities separately. Instead of wasting hours combining financial statements and keeping countless spreadsheets straight, simplify your financial management.

Be ready to grow

When you grow your business through acquisitions and line of business diversification, financial management can get complicated. Accurate allocation of costs and revenues is critical to identify how each business unit is performing. You don't want to miss any opportunity to expand a profitable operation, or eliminate a service line that is costing you money.

Microsoft Dynamics supports multiple databases, business units and companies, delivering insight across your growing business. Reporting and business intelligence right out of the box will help you keep your finger on the pulse of all your business interests.

5. Transform the way you work

The way we work is changing. Information needs to be at the tips of your fingers when and where you need it. Outdated accounting systems simply can't keep up with the demands to support the varied interactions between your employees and customers.
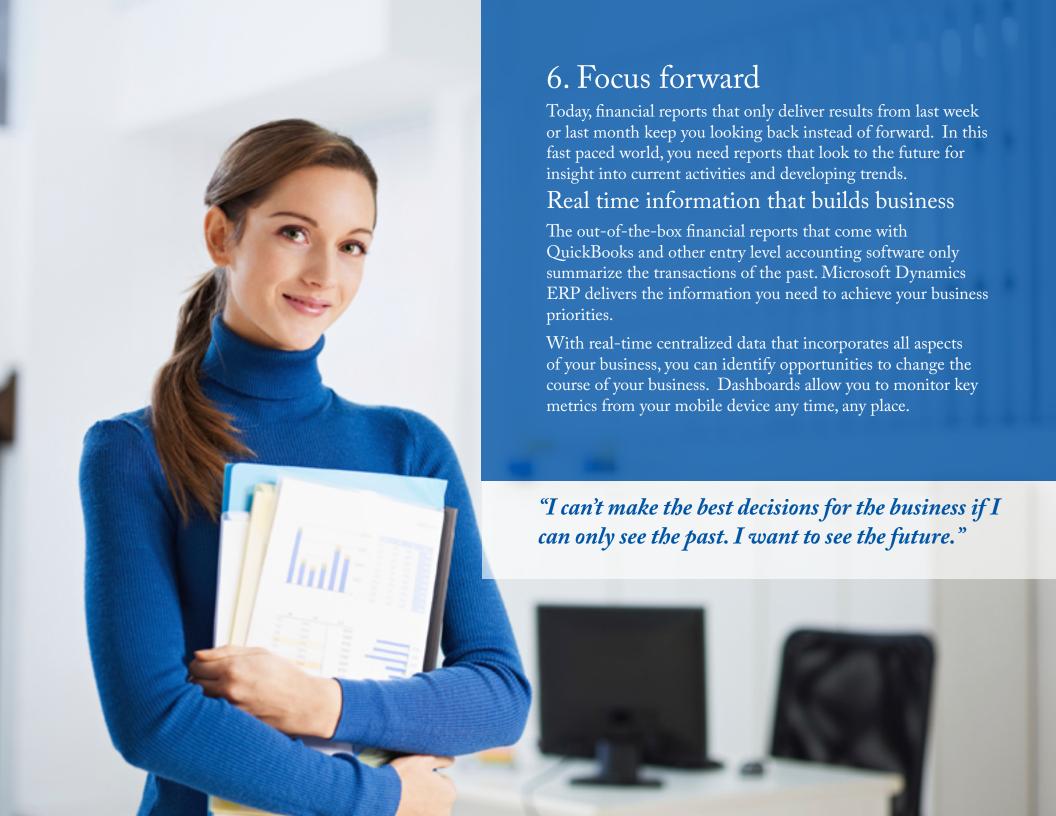
Harness technology to compete

Businesses today – including your competitors – are using technology creatively to deliver better, faster service to customers. There is no reason that you can't compete on the same terms, harnessing technology to improve your business processes.

As familiar as Microsoft Office, Microsoft Dynamics delivers the flexible, secure deployment options that support creativity and keep everyone productive – at the office, at home or on the road.

"Our customers expect more and more... and we want to deliver."

6. Focus forward

Today, financial reports that only deliver results from last week or last month keep you looking back instead of forward. In this fast paced world, you need reports that look to the future for insight into current activities and developing trends.

Real time information that builds business

The out-of-the-box financial reports that come with QuickBooks and other entry level accounting software only summarize the transactions of the past. Microsoft Dynamics ERP delivers the information you need to achieve your business priorities.

With real-time centralized data that incorporates all aspects of your business, you can identify opportunities to change the course of your business. Dashboards allow you to monitor key metrics from your mobile device any time, any place.

"I can't make the best decisions for the business if I can only see the past. I want to see the future."

7. Get down to business

You can implement Microsoft Dynamics without interrupting your business. At Collins Computing, our specialists use proven implementation methods to manage every step of your project—from requirements analysis, implementation and customization to training and support. We ensure that your Microsoft Dynamics solution integrates seamlessly with other systems and that your staff is prepared to hit the ground running.

Our people are relationship experts

We work for you – and with you – to improve your organization's productivity and success. Sharing best practices that will give your business the competitive edge, our team will show you how to get the most value from your financial and customer relationship systems.

With Collins Computing, you'll realize the benefits of advanced Microsoft software technology immediately.

"My Microsoft Dynamics partner helps me spend my time using our technology, not trying to figure it out."

There has never been a better time

Small and mid-size businesses today can take advantage of software and services that only large organizations could afford in the past. Microsoft Dynamics ERP offers enterprise level business management functionality that is affordable and easy to use. Options to host your software can simplify and accelerate your implementation time.

Let's talk

Let's talk about your unique business needs and how we can clear your path for growth. You can count on Collins Computing. Give us a call at 800.943.9211 or send us an email at info@collinscomputing.com.

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