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**Upcoming Product Survey**

We want to know how we measure up. Watch for an upcoming partner/product survey in your email, we are looking to



find out how we rank and what we can improve on.

**Upcoming Product Webinars**

We work hard to produce valuable product webinars that highlight 'wow' and desirable features your customers will significantly benefit from.

December Webinar Dates:

[Project Tracking with Advanced Analytics](#), December 16th at 10:30am CST

[Recurring Contract Billing](#)

Hello again and welcome to the winter edition of the Encore Product Newsletter. As all the leaves have fallen and the warmth of the sun has turned into a crisp breeze the Encore team has been kept busy planning and crafting new ways in which to help you, our 'Top Partners' be successful and position the right products for the right customers.

We hope you find the information in this newsletter useful and thank you for your continued support!

**Encore Products - What's New in GP2010**

**Recurring Contract Billing**



Microsoft Dynamics GP 2010

- When creating SOP documents, filtering by Contract Number is now an available option.

**Project Tracking with Advanced Analytics**

- The ability to add project distributions to posted transactions.
- The ability to give a breakdown code a status of Inactive. This new status can be used as a filter in other Project Tracking windows and reports.

**Investor Relationship Manager**

- The Investor Holdings report allows the user to generate a report showing the ownership at any point in time.

**Tax Distribution** (formerly referred to as GST/PST Distribution)

- Tax Distribution is HST Harmonized Sales Tax (HST) Compliant. This new Canadian tax replaces the federal GST and PST in some provinces.

For the full list of what has been changed or added to all products for 2010 SP1 click [here](#).

**Valuable Product Sales Tools**

December 14th at 10:30am CST

A new series of product webinars will start in January, please click [here](#) for those dates & times.

We are always available to schedule a personalized demo with a client to showcase how the solution can work for them, to schedule a demo contact [sales@encorebusiness.com](mailto:sales@encorebusiness.com).

### **AMEX \$200 Gift Card**

For each and every sale of Recurring Contract Billing and Project Tracking with Advanced Analytics closed between now and February 28th receive a \$200 AMEX gift card!



### **Lapsed Customers Reenrollment**

From now until June 30, 2011, we are aligning a Lapsed Customers Reenrollment promotion with Microsoft. When a customer who has been lapsed on their Encore Enhancement for over one year renews, they have the ability to purchase any Encore Product at 20% off.

### **Certified for Microsoft Dynamics - What's the Value?**

#### **Certified solutions are:**

1. Designed to meet your customers' unique business and industry needs
2. Tested and seamlessly integrated with Microsoft Dynamics products
3. Used and recommended by other companies

**Discovery Guides** - The purpose of our Discovery Guides is to help you/and or your client identify what a GP user wants and needs from a [Project Tracking](#) and/or [Billing Solution](#) to realize efficiencies within a specific role and organization

**Presales FAQ** - These documents for [Project Tracking](#) and [Recurring Contract Billing](#) are used to answer common presales questions that arise.

**Monthly Webinars** of Project Tracking , Recurring Contract Billing and Investor Relationship Manager are held every month, to view dates and to register please click [here](#).

### **Advanced SmartList Turnkey Marketing Campaign**

We have created a turnkey marketing campaign for you, our Top Partners to educate and sell Advanced SmartList (ASL) to your existing customer base. This campaign can be launched by your internal team or for a small fee we can launch this for you. With minimal effort utilizing the plan we have created, the revenue potential of selling into your existing customer base is in the tens of thousands.

Now until February 28<sup>th</sup> 2011, existing GP customers can purchase **Advanced SmartList for 25% off at \$1500.**

We've created the following Advanced SmartList collateral that is easy for you to customize with your logo and contact information.

[Sales Letter](#)

[E-mail Message #1](#)

[E-mail Message #2](#)

[E-Mail Message #3](#)

[Bill Insert](#)

[Website Promo Wording](#)

[Turnkey Registration Form](#)

Please contact [Tanya](#) if you have any questions. Additionally, we'd be more than happy to host a 15 minute webinar for your clients showcasing ASL - don't hesitate to let us know how we can help.

**NEW** - We've updated our Advanced SmartList demo movie, be sure to check it out [online](#).



### **Microsoft Pinpoint**

Our products are posted on [Pinpoint](#), Microsoft's newest technology marketplace. If you can spare 5 minutes we'd appreciate you telling

**Microsoft Pinpoint**

### **Recurring Contract Billing Now Works Seamlessly with Azox's Credit Card Extension**

This solution allows you to save different credit cards with different contracts and facilitate the process of handling recurring orders efficiently, freeing up time for your organization and removing repetitive procedures that go into cyclical contract billing.

Watch the [demo movie](#) now.

### **ERP Software Blog**

Encore is an active member of the [ERP Software Blog](#). Monthly we post articles so readers have access to valuable information regarding [Microsoft Dynamics](#). If you haven't checked out this informative blog yet be sure to visit it soon.



### **Contact Us!**

For sales contact:

#### **Sam Bettencourt**

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#### **Tanya Burdett**

Sales & Marketing Associate  
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### **Office Holiday Closures**

The Encore office will be closed the following dates:

Dec. 27: In lieu of Christmas Day

other partners/customers about your thoughts regarding our products using Pinpoint's Review feature. You can share comments that will be helpful to other partners/customers looking to add on solutions for GP. Go to our Apps + Service listing page on Pinpoint [here](#), select the product you wish to review, scroll to the bottom of that product listing and click on the orange button "Submit a Review" button. Thank you in advance for your comments!

### **Recurring Contract Billing Web Interface Beta Version**

We are looking for existing Recurring Contract Billing customers who are interested in receiving a Beta version of the new Recurring Contract Billing Web Portal that we are currently developing. This new product will assist with creating customers in GP and contracts in Recurring Contract Billing. Selected participants will be expected to provide feedback and will have input into product features and direction, and in return will receive a complimentary\* copy when we have a final product available.

Please email [Sam Bettencourt](#) with your customer(s) who might be interested.

\*Annual enhancements will apply.

### **New - 20% Partner Margins on Custom Development**

We're now offering you, our partners, 20% margins on custom development projects. Backed by 20+ years' experience in the Dynamics community we know how important it is to be able to offer your new and existing clients the ability to customize their software to better meet their unique needs. Our team of experienced, in house developers are now at your service. Our team will work closely with you and the end user to ensure a clear understanding of the system requirements to deliver stable, high quality solutions. Let us provide you with the solution that you and or your client are looking for. Let our over 2 decades of experience be your assurance that we will provide you with a high quality product that will fulfill your requirements.

Contact [Sam Bettencourt](#) for more information.



Dec. 31: In lieu of New Year's Day



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Encore is proud to be one of the first partners to earn a Gold and Silver competency in Microsoft's Partner Network.

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