

Newsletter

Commerce Systems Group

Inaugural Issue of _____

Welcome to the inaugural issue of the _____, the newsletter of Commerce Systems Group.

Yes, something is missing. We don't have a name for our new newsletter. We've recently introduced a new company name, a new logo, and a new website, so our creativity level is very low right now. That means we are going to leave the naming of our newsletter up to you, our clients. The winner will not only have the satisfaction of seeing their creative name on every issue of our newsletter, but will also receive a gift card as our way of thanking you. So, put your thinking caps on and send us your suggestions.

Commerce Systems Group intends to use this newsletter to

effectively communicate with our existing customer base. _____ will include news and information about our company, news and product release information from Microsoft and Intuit, helpful tips for users of our products, and updates on our various customers.

In future issues, we would like to include questions and feedback from our clients as well as updates concerning user group activities. This newsletter should act as a forum for our customers to be able to communicate with each other concerning issues they have encountered and provide a mechanism for our customers to share their experiences with each other. Please contact us

at newsletter@commercesystemsgroup.com with questions and information you would like to see printed in future issues.



New company logo

Commerce Systems Group name change complete:

- Same Virginia Beach office address.
- Same contact phone number.
- Same team of consultants supporting you.
- New name, logo, and website.
- Now introducing our newsletter.

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Commerce Systems Group has a new website

Commerce Systems Group is pleased to announce its recent partnership with CINIVA Systems for the creation of our new website.

Commerce Systems Group has established a new website at commercesystemsgroup.com. Our new website will provide information for both potential and existing clients of Commerce Systems Group. Visitors to

commercesystemsgroup.com will be able to learn about all of our products and services as well as have access to company news, product updates, and user questions and tips.

Founded in 1998, CINIVA Systems is an internet marketing, web design, and site hosting company located in Virginia Beach, Virginia. They have designed over 450 websites and currently manage

search marketing campaigns for many businesses, non-profits, and government organizations across the United States.

Please visit CINIVA at www.ciniva.com.



Microsoft Dynamics Renewal Loyalty Offer

Microsoft announces a Renewal Loyalty Offer for Microsoft Dynamics customers.

Customers with 3 years or more in tenure on a service plan can avail themselves of a \$500 loyalty coupon that can be applied to a qualified license purchase of new modules, adding additional users or transitioning to Business Ready Licensing at the time of renewal.

A minimum purchase of \$2500

is required and this offer expires on June 26, 2009.

This offer applies to our customers who are currently using either Microsoft Dynamics NAV or Microsoft Dynamics GP who have been active on a service plan with a first registration date of December 30, 2005 or earlier. If you have been considering adding additional users and/or functionality, now is the time to act. Those of our customers

who are currently on Module Based Licensing should consider using this loyalty coupon to help pay for a License Model Transition to Business Ready Licensing.

Please contact Craig Strohecker at Commerce Systems Group to learn more about how you can benefit from this offer from Microsoft.

Dynamics Users Group

"...interested in participating in a regional Dynamics Users Group."

Commerce Systems Group wants to gauge the interest level in creating a regional Dynamics Users Group.

A users group is an opportunity for companies to gather together in their common interest to optimize their usage of Microsoft Dynamics. Membership and active participation can make all the difference in the effective use

of your Microsoft Dynamics software and had the following benefits:

- A forum for learning and professional development
- Provides collaboration, networking and knowledge sharing
- A source of unbiased information.

- An advocate for member needs and priorities.
- Serves as a collective voice with Microsoft
- Promotes awareness of Dynamics functionality, products and services.

Contact us if you are interested in participating in a regional Dynamics Users Group.

Client Referral



The Commerce Systems Group Team

The majority of Commerce Systems Group's prospective clients rely on references from people who have used our products and services. We recognize that our customers interact with many companies during the course of daily business operations. Commerce Systems Group wants to reward the loyalty your positive influence reflects.

Please take a minute to think about your customers, vendors and business contacts that may

be struggling with inefficient business systems and exploring the selection of a new software package to improve their operations.

Commerce Systems Group will reward you for any referral that results in a meeting or eventual software and/or services purchase.

Microsoft currently has some exciting offers available to companies that are switching from Sage MAS90, Sage MAS

200, or Oracle JDE (formerly JD Edwards). If you know anyone using these products who is not completely satisfied with their software, let us know.

Contact Craig Strohecker at Commerce Systems Group for more information.

Dynamics NAV News and Tips

Change Costing Methods

Experience has shown that when customers have tried to change costing method, they run into difficulty with data integrity, since postings created under the new costing method sometimes create entries applying to the old entries, although the customers have thought that the database was fully cleared for the switch to a new method. Therefore, we recommend that customers do

not change the costing method.

If it is really necessary to make a shift in the way business is conducted, the recommended way is to rename the item card(s) to almost the same item number. Item No. 1000 becomes X1000, for instance, or any other convenient number scheme can be used.

Then you can make adjustments to get the inventory over to the new item no. by posting adjusting entries

to the renamed item number to bring quantity to 0 and adjusting entries to the new item no, to reestablish inventory with the new costing method.

After a short transition period, you could then block all the old item numbers by clicking the Blocked option on the Item card.



Dynamics GP News and Tips

Bonus Tax Depreciation

Bonus depreciation, enacted in 2008 and recently extended for another year, allows companies to accelerate the depreciation of long-lived assets for tax purposes. Specifically, companies get to claim a 50% tax deduction for qualified assets and the remaining amount depreciates over the statutory life of the asset.

Microsoft Dynamics GP Fixed Asset module can handle the bonus depreciation. The Special Depreciation Allowance field is designed to handle bonus depreciation. Turn it on with the yes/no box and input the bonus percentage (50%). The bonus depreciation will then be added to the periodic depreciation against the cost of the asset.

Dynamics GP provides a mass

change option if you have a large number of assets that qualify for the special depreciation.

Make a backup of the company database and restore the backup to a test database to run the process initially in a test environment. Contact us if you would like assistance with this process.



QuickBooks Enterprise News and Tips

The High Cost of Paper

Admittedly, paper is a technology that is hard to kick around. It's cheap. It's plentiful. Everyone knows how to use it, but paper has drawbacks. Though the problems are pretty boring and mundane, the total expenses they cause a service business can be great.

Businesses that use paper work orders and clipboards have significant unrealized revenue. By adopting more efficient web and wireless tools, service

businesses enable their field technicians to complete more work for more customers every week. By enabling better work scheduling, better assignment decisions and reducing field techs' driving time, Intuit Field Service Management ES customers commonly find that each tech can perform between 1 and 2 additional work orders every week.

Service businesses can better manage their payroll and decrease administrative work

associated with payroll. By replacing paper time cards with wireless time cards, Intuit Field Service Management ES customers report seeing more accurate payroll costs by eliminating rounding error and time theft.

Contact us to see how Intuit Field Service Management ES can enhance your QuickBooks Enterprise solution and eliminate your paper processes.



Commerce Systems Group is now an Intuit Solution Provider



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Listen, Learn, Solve, Succeed

Commerce Systems Group, a Microsoft Gold Certified Partner, provides customizable ERP solutions that let small and medium sized companies manage their businesses “their way.” With over one hundred years of combined experience, we are expert at bringing together industry-experienced consultants with a proven methodology that seamlessly connects business management with technology.

Please contact Craig Strobecker at craig.strobecker@commercesystemsgroup.com for more information about our organization.

We're on the Web!

www.commercesystemsgroup.com

Customer Spotlight—Virginia Lake Management

Each issue of _____ will include a spotlight on one of our customers. This will give us the opportunity to highlight what your business does as well as how the systems provided by Commerce Systems Group have enhanced your processes.

Virginia Lake Management became a Microsoft Dynamics NAV client in December 2007. They are a full service lake and pond management company, providing a wide variety of aquatic products. They specialize in the treatment of lakes and ponds, with all applications performed by licensed and highly trained certified aquatic pesticide applicators. Virginia Lake

Management provides installation, service, and repair of all the aerators and fountains they sell. They also offer, fish stocking, water testing, GPS mapping, lake surveys and much more.

Commerce Systems Group developed functionality specific to the Lake Management industry within Microsoft Dynamics NAV. Since implementing NAV for Lake Management, Virginia Lake Management has realized a 50% gain in employee productivity allowing the company to take on additional client work with no increase in labor costs.



www.virginalakemanagement.com