



Expand Your Microsoft Dynamics GP Sales Channel

June 28, 2012



Assurance • Tax • Consulting

© 2012 McGladrey LLP. All Rights Reserved.

Expand Your Microsoft Dynamics GP Sales Channel

Welcome! Important Web Seminar Notes

- We have automatically muted the line. During the presentation, all participants will be in listen-only mode
- Please turn off all webcams
- Following the presentation we'll have a Q&A session. Submit questions via the Q&A feature. Simply select the Q&A window, type your question into the dialog box, and click the "Ask" button
- The slides and recording of this call will be sent to attendees for today's program
- Having technical difficulties?
 - Call 800.374.1852 or
 - E-mail pfs@intercall.com
- For audio help, please call 1.800-374.2441



Welcome! Important Web Seminar Notes

Presenters

McGladreyLLP

Pat Smith

Director of Operations

717.901.8414

pat.smith@mcgladrey.com

Azox

Giuseppe Ianni

Director of Sales

734.928.6004

gianni@azox.com



3

© 2012 McGladrey LLP. All Rights Reserved

Presenters



Headquarters: Plymouth, MI

Founded: 1999

Industry Focus: Retail, Distribution, Automotive, Not-For-Profit, Food & Beverage

Solutions: E-Commerce and Payment Processing for Dynamics GP

Accolades: Microsoft Managed ISV
Microsoft President's Club (2007, 2009)
Earned Certified for Dynamics Distinction - CCE (2008) 
Earned Microsoft Gold ERP Competency (2011)
Earned Microsoft Silver ISV Competency (2011)

Built on  Microsoft Dynamics™ GP

Microsoft Partner
Gold Enterprise Resource Planning
Silver Independent Software Vendor (ISV) 

Slide 4

Solution Overview – Integrated E-Commerce

- B2B dealer buying sites, B2C consumer shopping sites and Sales Portal customer order entry sites are available
- Provides a secure e-commerce environment that allows users to view pricing, account history, print invoices and check order status
- Display customer specific pricing and user specific catalogs
- Integrate pricing, payments, inventory and invoices between your website and Microsoft Dynamics GP




Website

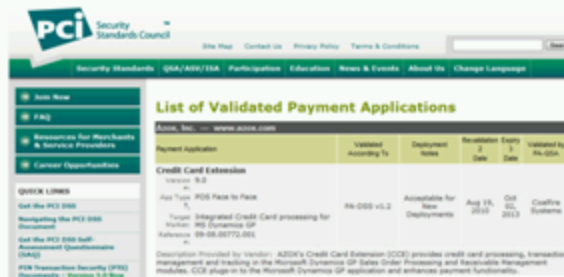


Solution Overview – Integrated E-Commerce

Solution Overview – Credit Card Extension (CCE)

- Provides payment processing, transaction management and tracking in the Microsoft Dynamics GP Sales Order Processing and Receivable Management modules.
- CfMD (Certified for Microsoft Dynamics) solution*. 
** Software solutions that have met Microsoft Corporation's highest standard for partner developed solutions to deliver comprehensive business management systems.*
- A secure solution that is PA-DSS certified and can help organizations gain PCI Compliance.

FEATURES	
Multiple Merchant Accounts	✓
Multiple Gateways	✓
Web Services Available for Integration	✓
Credit Card and ACH Transactions	✓
Credit Card and ACH Maintenance	✓
Credit Card and ACH Lookup	✓
Multi-Currency	✓
Fraud Filter	✓
Encryption and Masking	✓
Uplift Based on Freight or Miscellaneous Charges	✓
Transaction Inquiry	✓
Transaction Reports	✓
Batch Processing	✓
Batch Save	✓
Credit Card Swipe	✓
Gateway Bypass	✓
Level II & Level III	✓
Import Utility	✓
Auto Pre Authorization	✓
Store Multiple Credit Cards	✓
Tokenization	✓
PA-DSS Compliant	✓
Certified for Microsoft Dynamics GP	✓



Solution Overview – Credit Card Extension (CCE)

New E-Commerce Features: One Page Checkout & Mobile Store

One Page/Guest Checkout

- Makes the checkout process faster and easier by keeping forms on one page
- Allows guests to checkout without registration

Mobile Store

- Provides a mobile friendly shopping site for use on Android, Windows Phone, iPhone or iPad devices
- Direct integration to Microsoft Dynamics GP

The screenshot shows a checkout form with three main sections:

- Shipping Information:** Includes fields for Name, Phone, Email, Address, City, Country (USA), State (dropdown), and Zip. It also has a Shipping Method dropdown set to 'UPS Ground Service' and a 'SHIP' button.
- Payment Information:** Includes a 'Payment Method' dropdown set to 'Credit Card', a 'Card Type' dropdown with icons for Visa, MasterCard, and American Express, a 'Card Number' field, an 'Expiration Date' field (MM/YY), a 'CVV2' field, a checkbox for 'Use Bill to Information (if agreed to)', and fields for Name, Company Name, Street 1, Street 2, City, Country (USA), State (dropdown), and Zip.
- Cart Summary:** Titled 'ITEMS IN CURRENT ORDER', it lists items like 'COLD CHICKENS', 'Holiday Salt Pudding', and 'The Perfect Tea'. It also shows a 'Subtotal', 'Shipping Estimate', 'Taxes', and 'Total'.



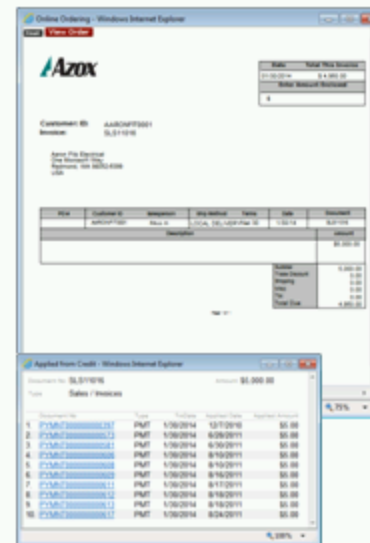
New E-Commerce Features: One Page Checkout & Mobile Store

Solution Overview – Online Bill Pay Bundle

- Provides a secure, user-friendly environment to accept payments online.
- Allow customers to view detailed reports of their invoices.



Email payment confirmations



See previous payments

View individual invoices

Print invoices online or email

Solution Overview – Online Bill Pay Bundle

Companies that Use Azox E-Commerce

Automotive



Founded in 1916, Auto Vehicle Parts Co. manufactures and distributes the world's largest selection of specialty automotive and industrial fasteners.

How Azox Helped

Azox provided a solution that allows customers to find parts, view illustrations/product specifications, check stock, place and track orders, check account status and preprint invoices and packing lists, all in a fully secure site.

"Azox was the only real time solution that fully integrated into Dynamics GP. All solutions, modifications and costs came in exactly as proposed."

Joseph Hohe,
VP-Operations, **Auto Vehicle Parts Co.**



Slide 9

Companies that Use Azox E-Commerce

Retail

Dr.Hauschka

Skin Care

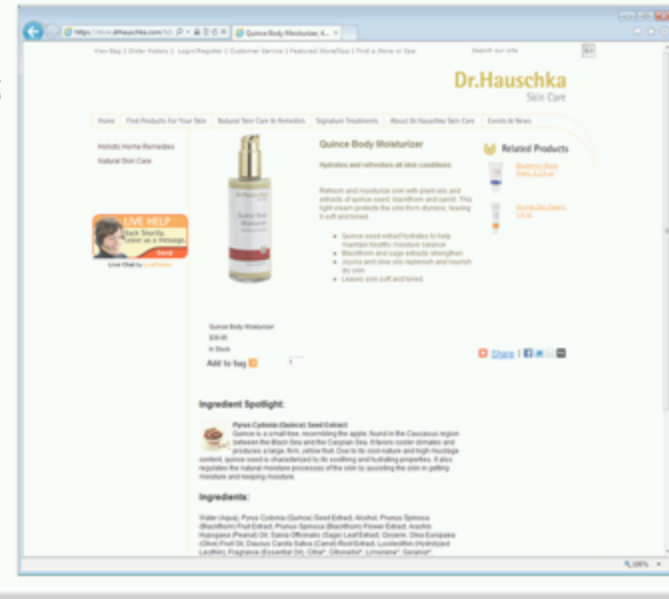
Dr. Hauschka is one of the world's most trusted natural skin care brands. With products that are certified natural, containing only the highest-quality plant and mineral ingredients.

How Azox Helped

Azox provided a solution that has tripled conversion rate of their consumer facing site. Providing up sell and cross sell capabilities as well as social media integration has allowed them to sell more online.

"We envisioned a robust, fully integrated, user friendly solution and that is exactly what Azox delivered."

Jason Constantine,
IT Solutions Manager, **Dr.Hauschka**



Slide 10



Slide 11

Q & A

- Submit questions via the Q&A feature. Simply select the Q&A window, type your question into the dialog box, and click the “Ask” button
- The slides and recording of this call will be sent to attendees for today’s program



facebook.com/McGladreyTBS



twitter.com/McGladreyTech
twitter.com/McGladreyERP



12

© 2012 McGladrey LLP. All Rights Reserved

Q & A

McGladrey Resources

East Region:

(CT, NY, NJ, PA, DE, MD,
DC, VA, NC, SC)

Pat Smith

717.901.8414

pat.smith@mcgladrey.com

New England Region:

(RI, MA, NH, VT, ME)

Stacy Patturelli

617.241.1334

stacy.patturelli@mcgladrey.com

Central Region:

(IA, KS, MO, MN, ND, NE,
SD, IL, IN, WI)

Dee Borts

515.281.9311

deanna.borts@mcgladrey.com

West Region:

(CO, AZ, NV, CA)

Jim Auer

602.760.2808

jim.auer@mcgladrey.com

13

© 2012 McGladrey LLP. All Rights Reserved.

McGladrey Resources



Disclaimer
The information contained herein is general in nature and based on authorities that are subject to change. McGladrey LLP guarantees neither the accuracy nor completeness of any information and is not responsible for any errors or omissions, or for results obtained by others as a result of reliance upon such information. McGladrey LLP assumes no obligation to inform the reader of any changes in tax laws or other factors that could affect information contained herein. This publication does not, and is not intended to, provide legal, tax or accounting advice, and readers should consult their tax advisors concerning the application of tax laws to their particular situations.

Circular 230 Disclosure
This analysis is not tax advice and is not intended or written to be used, and cannot be used, for purposes of avoiding tax penalties that may be imposed on any taxpayer.

McGladrey LLP is the U.S. member of the RSM International ("RSM") network of independent accounting, tax and consulting firms. The member firms of RSM collaborate to provide services to global clients, but are separate and distinct legal entities which cannot obligate each other. Each member firm is responsible only for its own acts and omissions, and not those of any other party.

McGladrey, the McGladrey signature, The McGladrey Classic logo, *The power of being understood. Power comes from being understood and Experience the power of being understood* are trademarks of McGladrey LLP.
© 2012 McGladrey LLP. All Rights Reserved.



Assurance • Tax • Consulting

Slide 14