



Dialog's Microsoft Dynamics for Professional Services Organisations



Microsoft Dynamics' Professional Services Solution is a flexible Time Billing ERP Accounting software solution specifically developed for project-driven organisations operating in today's competitive environment.

Dialog Dynamics' Timesheet and Project functionality combined with Microsoft Dynamics AX 2012 creates a fully integrated "from Timesheet to P&L" solution.

Dialog Dynamics utilise extensive industry implementation experience to provide and support this powerful Professional Services solution, which operates on premise or the Microsoft Cloud.

Professional Services organisations depend on the ability to predict project needs, manage project budgets and variations, allocate resources effectively and invoice clients in an accurate and timely manner.

Dialog's Professional Services Solution is suitable for organisations that are project driven, enter time and/or also include the consumption of inventory and materials in projects.

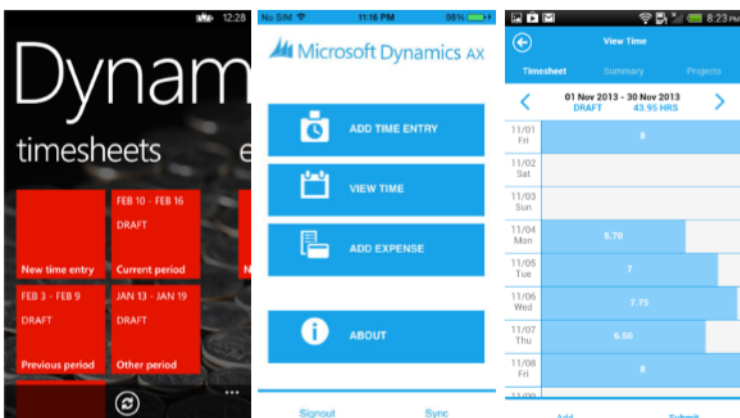
Integrated - From Timesheet to P&L

- Time & expenses entry (including mobile device T&E)
- Project management & accounting
- Estimating and project budgeting
- Resource scheduling
- Web portals for project information
- Flexible multiple billing rate configurations
- Invoicing with configurable project billing cycles
- Financials & integrated Australian Payroll
- Requisitions & purchase ordering linked to projects
- Workflow functionality
- Reporting & Business Intelligence (AX)
- Dynamics CRM (AX), MS Project (AX) & SharePoint integration points

Dynamics AX for Windows Phone

Dynamics AX for iPhone

Dynamics AX for Android



Dialog's implementation experience includes:

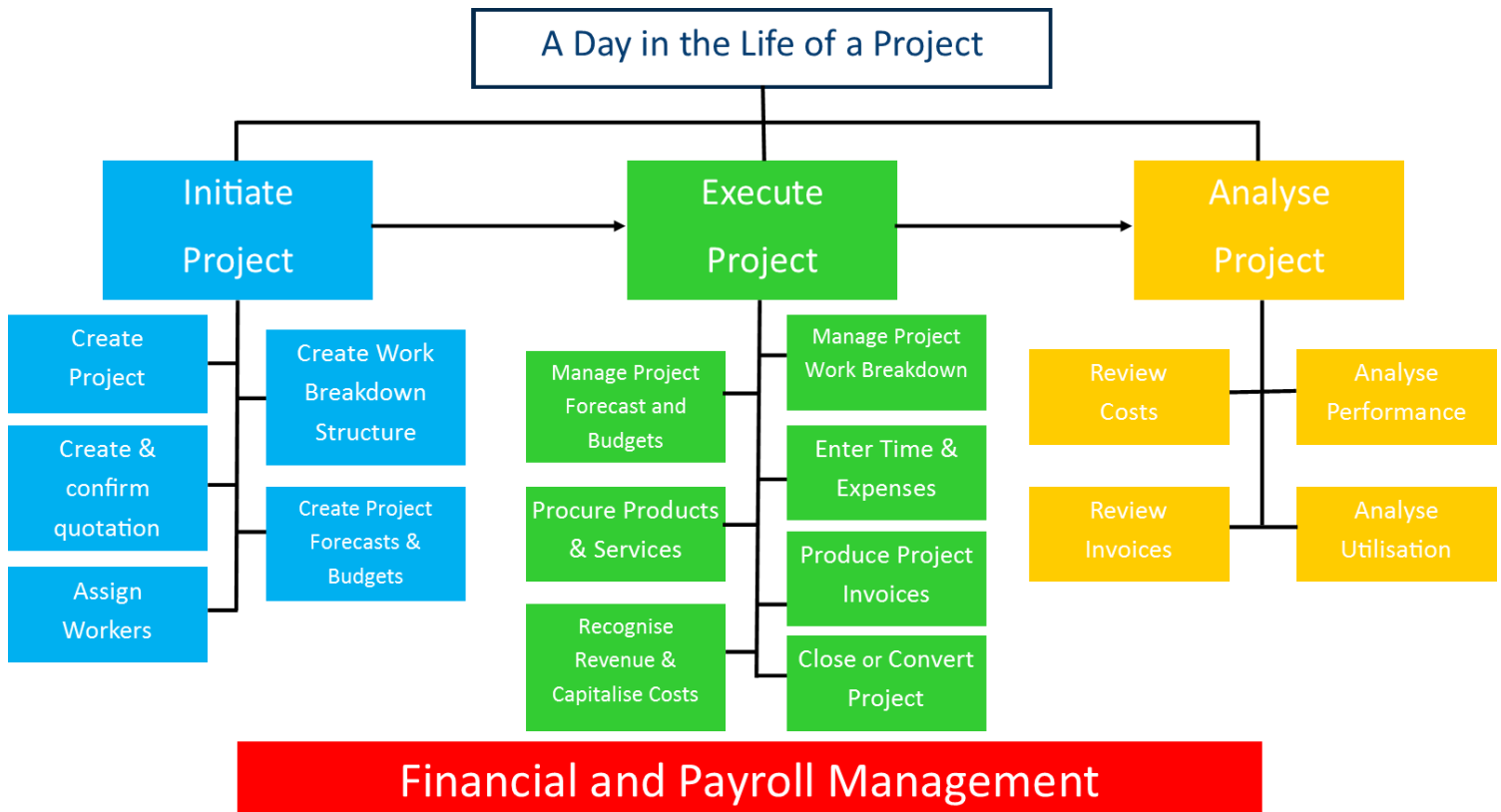
- Engineers
- Management Consultancies, Investment Banks
- I.T & Software Development
- Auditors
- Marketing & Advertising Agencies
- Service Based Government departments & Agencies
- Not for Profit (NFP)



Performance Management



Microsoft Dynamics for Professional Services



FEATURES

Flexible Project Management Capabilities	Configure work breakdown structures (WBS) at the company, client, product, and projects levels. WBS can be set-up as a Template for re use to accelerate Project set-up. Define costs and sell-rates, based on project roles, individual client's rate cards etc. Establish billing rules and revenue recognition methods.
Project Time and Expense, and Mobile Apps	Enter timesheets through project time management, with automatic validation of data upon entry. Add travel and other expenses against the specific projects, then have the billing process treat these as per the project billing rules configured. Have the ability to add additional cost to expenses billed to recover admin costs from clients.
Detailed Project Analysis	Accumulate costs and analyse projects at any level with drill-down capabilities at all levels. Flexible planning and reporting allows you to assign resources and report at any level of detail necessary. Measure utilisation actual-to-budgeted hours.
Multi-Company, Multi-Currency Support	Your business can support distinct departments, offices, and companies within one database and apply intercompany rules. Track financial transactions within, and between, different departments and subsidiaries to help ensure an accurate overview of revenue and cost flows.
Resource Scheduling	Use powerful scheduling and tracking tools to allocate resources effectively. Workers are able to be allocated to projects based on skills.
Web-Based, Workflow-Enabled Time and Expense Entry	Help maintain tight control over costs. Shorten billing-cycle time with an automated approval process for documents and line items; and streamlined processes for cash advances, travel advances, and credit card reconciliation. Set alerts on timesheets to indicate when contract talent exceeds the contractual hours estimate or reaches a warning threshold. Monitor variations in estimates and costs to help track trends in profitability.
Customizable Revenue Recognition and Project Billing Rules	Define recognition at the company, client or project level, and pre-configure rules for percent complete, completed contract, time and materials, and fixed fee, with tools that conform to the way your company works, not the other way around. Effectively manage agreements with suppliers and clients.