



## Partner Newsletter

Hello,

September 2009

Congratulations to Dawn Prigmore at Advanced Integrators for winning the July Typo contest! Each month there will be one intentional typo, and those who report it will be entered into a drawing for a \$25 gift card for Amazon\*. There might be unintentional typos too, but since you will not know the difference, reporting those will also count!

### Features of the Month

#### Consulting Toolkit

The big news this month is a special suite of GP functionality just for you.

- **Database Manager:** a complete set of SQL Server management tools (like Enterprise Manager, Query Analyzer and Profiler), which are all written in Dexterity and run inside Dynamics GP. It is much faster to pop-open the Query window in GP than logging-in to the server to run a query. Also, since you are in GP already, no special security or log-in are required.
- **View Wizard:** if you are using SmartList Builder with SQL Views, you have probably gone through the process of manually renaming every column in SLB from something like PRBTADCD to Primary Bill To Address Code. View Wizard creates a SQL View using the dexterity table definition, so all of the columns have human-readable column names. Give this one a shot—there are lots of uses for these easy to read Views.
- **Stored Queries:** have you had an implementation where you, or a user, had to periodically run some SQL Query or update? It either requires your time to log-in and run the query, or the risky arrangement of having an end-user run sql queries. Stored Queries provides a way for you to create and save a query, with parameters, than can be executed securely by an end user. The end-user selects a Query Name to execute, but has no ability to change what the query does.
- **Finder:** locate all of the tables and columns that contain a particular piece of data. Do you want to locate all tables that contain a reference to a particular SOP Number? Finder locates records in any GP table, whether the

#### Product Information

- [Advanced Preactor Integration](#)
- [Consulting Toolkit](#)
- [CompleteCount](#)
- [EDI830 Integration](#)
- [EZImport](#)
- [GP PowerPack](#)
- [Horizons Migration Tool](#)
- [LeanMFG](#)
- [MFG PowerPack](#)
- [MFG DataArchive](#)
- [WASPLink](#)

data is in a core GP module, a 3<sup>rd</sup> party product, or even a custom table.

- **Resource Explorer:** got a table name from SQL, but don't know which product uses that table? Or maybe you are changing label on a field with Modifier and need to know all windows where that field is used. Resource Explorer provides myriad ways to search GP fields, tables, windows and reports to locate the information you need.

Consulting Tool Kit is a suite of tools for you to use. The intent is that you install the suite at each implementation site for your use, but it is not sold to the GP customer. We are not offering end-user pricing for Consulting Toolkit. It is \$600 (your cost), plus \$50 per customer site.

## **Random Branch**

I just finished a great crime novel by Tana French called *The Likeness*. If you are reading the book, don't worry, I'm not about to ruin the story!

The main character, Cassie, is an undercover police officer in Dublin. She gets called into a case where the murder victim looks exactly like her, and is carrying ID with a name the officer had used when she was in a different undercover operation – Lexi Madison.

To discover Lexi's murderer, and who she really is and why she had that false identity, Cassie re-assumes the "Lexi" identity, and moves into a house occupied by Lexi and four other people. The police told housemates Lexi almost died, but recovered. Cassie will be living and working with people who knew Lexi very well.

When Lexi was murdered she had a cell phone with her which had a number of videos of her and her housemates, so Cassie had some background information to use to pick-up many small details about how Lexi behaved. From interviews with her housemates, and students and faculty at the college she attended, the police fleshed out a pretty full profile.

Nevertheless, Cassie is eventually discovered. It's the small stuff. Some small stuff could be chalked-up to "having almost been killed". But other small stuff, things that shouldn't make any difference, things you wouldn't care about one way or the other...somebody picked up on these changes.

This story reminded me of a design conversation I'd been having with a group in Quebec about how to create a disassembly module for GP that would automate a key part of their business process. The equipment is returned by the customer; certain high-value components are removed, and then re-used to build an upgraded unit for the customer.

My design was not quite what they wanted, and we had repeated cycles of revision and review, and seemed to not be getting it quite right. Perhaps it

was the French/English language barrier.

Eventually somebody on their side said, "We don't actually have the returned unit in inventory." For various reasons, not having the original unit in inventory makes a significant difference to the end objective of the software, and we were able to quickly come to agreement on the spec.

The point of this is that the small stuff matters, and sometimes it matters a lot. We will often provide a ballpark estimate for a proposed customization. If all players are not even in the same ballpark, you can reassess at that point.

Now "ballpark" can be the local park diamond of dirt with a chain-link backstop, or a new stadium with an \$80 million dollar HD TV that hangs a little too low over the field. These are orders of magnitude differences; made up of small details; such as whether Lexi said she....well, read the book for that one!

Contact Us: [support@WilloWare.com](mailto:support@WilloWare.com)

\* This is just for fun. There are all kinds of rules, none of which are published anywhere. We reserve the right to do anything, so don't get too picky about this. Somebody, and not our friends or family, will get an Amazon gift card each month. Actually, if you do win, it doesn't mean you are NOT our friend, just that you were picked at random.

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