

October 2011 Newsletter

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Fun Facts

Careers

According to the Bureau of Labor Statistics, accounting job openings are likely to increase 16% by 2016. This is due to the increasing complexity of corporate transactions and the Sarbanes-Oxley requirements.

Business

Industrial production was up 5.3 percent in 2010, after declining 11.2 percent the year before, according to the 22nd Annual State of Logistics Report from the Council of Supply Chain Management Professionals.

Technology

According to Gartner, by 2014 90% of organizations will support corporate applications on personal devices.

GP Tip

Recording an Unused Check

Occasionally a payables check may be spoiled or destroyed. To satisfy auditors, some firms need to record each check so they have a complete serialized register of checks. Here is a technique to record spoiled checks.

- Go to Bank Transactions Entry.
- Select Enter Transaction as the Option and Check as the Type.
- Enter the date the check was spoiled in the Transaction Date field.
- Select the Checkbook ID.
- Enter the check number of the spoiled check.
- Enter a comment in the Description field and more comments on the Check number Note window if desired.
- No other fields are required. Post the transaction and the Checkbook Register will now include the check with an amount of \$0.00.

Two Powerful Productivity Aids We Have Delivered to MAX Users Recently

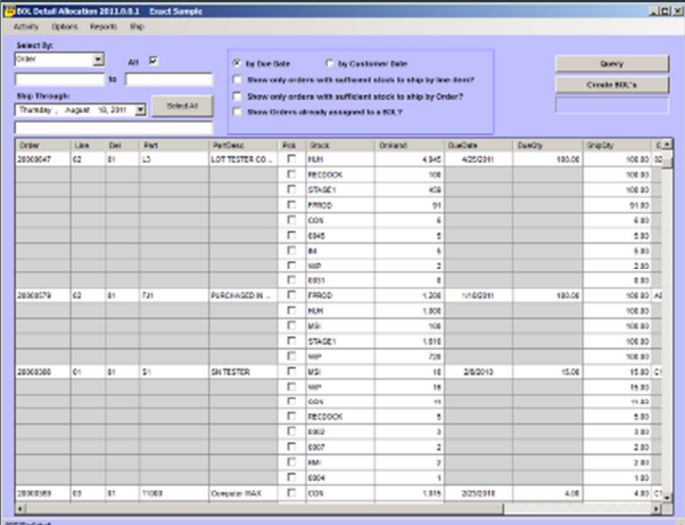
PickShip Utility for MAX Advanced Shipping

Sales order fulfillment is critical to most manufacturers and can be time consuming, especially if multiple stock locations must be checked to fulfill an order. In response to requests from several users of MAX Advanced Shipping, we have recently developed PickShip which along with Advanced Shipping can make the process both easy and efficient. In combination these two great tools can streamline the process of allocation, FIFO Lot assignment, printing of pick lists and BOL documents, and processing the ship transactions in MAX. Pick Ship will allocate inventory from multiple stock locations, generate Bill of Ladings and ship the allocated sales orders from one user interface. Charles Call from Ramco Specialties has this to say about the PickShip utility:

"Balance Point's PickShip Application opens up the capability of the MAX Adv Shipping Module. It allows you to Ship out of Multiple Locations which has saved Ramco hours of shipping time and paperwork."

The MAX Advanced Shipping module will match available inventory to open sales orders and "allocate" the sales orders for picking and shipping. The standard allocation process looks for available inventory in the stock location identified on the sales order line items. This works extremely well when finished goods are always shipped from a default stock location.

For companies with a random inventory system, the PickShip module provides an allocation process that looks in all available designated inventory locations. Once allocated, the user can assign Lots to be picked and shipped from multiple stock locations for a single line item. Once allocated, assigned and picked the BOL can be shipped from the PickShip module.



Order	Line	Del	Part	Part Desc	Pick	Stock	Demand	Quat	Quat Desc	Qty	ShipQty	C
2000047	02	01	L5	LOT TESTER CO.	<input type="checkbox"/>	HEM	4942	4200091		190.00	100.00	02
					<input type="checkbox"/>	FRECOOK					100.00	
					<input type="checkbox"/>	STAGE1					100.00	
					<input type="checkbox"/>	FPROD					01.00	
					<input type="checkbox"/>	COB					6.00	
					<input type="checkbox"/>	CSH5					5.00	
					<input type="checkbox"/>	MI					6.00	
					<input type="checkbox"/>	WIP					2.00	
					<input type="checkbox"/>	EB01					6.00	
2000079	02	01	721	PURCHASGD IN	<input type="checkbox"/>	FPROD	1206	1180091		190.00	100.00	A1
					<input type="checkbox"/>	HEM	1308				100.00	
					<input type="checkbox"/>	WIP	108				100.00	
					<input type="checkbox"/>	STAGE1	1010				100.00	
					<input type="checkbox"/>	WIP	708				100.00	
2000200	01	01	51	SH TESTER	<input type="checkbox"/>	WIP	18	200010		10.00	10.00	C1
					<input type="checkbox"/>	WIP	18				10.00	
					<input type="checkbox"/>	COB	11				10.00	
					<input type="checkbox"/>	FRECOOK	5				5.00	
					<input type="checkbox"/>	EB01	3				3.00	
					<input type="checkbox"/>	EB07	2				2.00	
					<input type="checkbox"/>	MI	2				2.00	
					<input type="checkbox"/>	EB04	1				1.00	
2000089	03	01	11089	Complete MAX	<input type="checkbox"/>	COB	1318	2000318		4.00	4.00	C1

The End (of the year) is Near

Only three months remain in 2011 so now is the time to think about your year-end financial processes. A little preparation now can make your year-end much less stressful. Here is a short list of tasks to help you prepare.

Plan your year-end calendar. 2011 ends on a Saturday. Plan how you can close your receivables and payables by the end of the first week of January.

Reconcile Receivables and Payables. If you do not reconcile your receivables trial balance and your payables trial balance to your general ledger on a monthly basis, do so now so you can identify and correct any errors. The GP Reconcile to GP function makes this step quick and easy. Tools > Routines > Financial > Reconcile to GL.

Purge or archive historical data. If you have more than 2 years of historical transactions in GP, consider archiving the data in an archive company if it still has value to your company. If it does not have value, purge it. Contact us if you have questions about your archiving options or the purge processes.

Prepare for providing W-2's and 1099's. If you plan to print these documents yourself, you can order them online at <http://www.microsoftbusinesschecks.com>. Use Priority Service Code MM4246. If you would like to make them available electronically to your employees or vendors, we can explain your options. Providing them electronically is very cost effective and gives your employee or vendor the ability to reprint them as many times as they like.

Start planning your physical inventory. An accurate physical inventory takes time and planning so start the planning process early.

If you have any questions about preparing for your year end, please contact us.

AR Distribution Adder

A MAX client started a new MAX company to handle the distribution of their products. Instead of maintaining costs of the sales items in MAX, they wanted the cost of sales to be calculated as a percentage of the sales price. They also needed four additional GL distributions to accommodate deferred revenue and deferred cost of goods sold. Balance Point created a small utility in GP to give them the ability to automatically change the GL distributions and recalculate the cost of goods sold for all of the transactions in a selected batch. This will save them a considerable amount of time each day proving that even small enhancements can provide significant productivity gains.

Featured Products

MAX Tax Coordinator

The US has over 10,000 different sales and use tax jurisdictions making it very difficult for companies doing business in several states to manually maintain the correct tax rates. Budget shortfalls are causing states to become much more aggressive in enforcing their tax laws, making mistakes and oversights potentially much more expensive. MAX users can streamline their sales tax compliance procedures and reduce audit risk with Tax Coordinator for MAX.



Tax Coordinator for MAX uses a web-based tax subscription service and creates a sales tax code within MAX and GP for each taxable ship to address in MAX. Tax codes can be created or updated for a single address, or for all records in MAX ensuring MAX has accurate tax codes based on the city, county, state, and zip code of the ship to address.

At the end of the month, Tax Coordinator generates files and supporting reports for each state that can be used to prepare the state filings, or to upload to a service provider.

For more information on how to improve productivity and reduce risk with Tax Coordinator for MAX, contact us or your MAX account manager.

MICR Check Printing

Printing checks to blank stock, also known as MICR printing, makes it easy for you to manage multiple checkbooks while reducing costs and improving security. Instead of ordering and juggling and storing checks imprinted with all your bank account information, MICR printing allows you to use secure, blank stock. Using blank check stock dramatically lowers the cost of checks and reduces processing time and errors.

Mekorma MICR is the most widely used check printing software for Microsoft Dynamics GP. It not only gives you all the benefits of printing to blank stock but is tightly integrated

into standard Microsoft Dynamics GP check printing processes. There is nothing new for your check printing personnel to learn. In addition, Mekorma MICR adds:

- password security
- amount based signature printing
- easy configuration for unlimited number of check books
- extensibility to add special sorts or additional information or special payment selection criteria

Mekorma MICR uses standard office LaserJet printers to create your checks. No special hardware is required.

If you would like to learn more about simplifying your GP check printing processes and lowering costs, please contact us.

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