Statement of direction

Product strategy and roadmap for Microsoft Dynamics GP

March 2015

Microsoft Dynamics

Contents

Welcome 2
Overview of Microsoft Dynamics GP 3
Priorities 4
Microsoft Dynamics GP 2015 .. 5
The future of Microsoft Dynamics GP 7
Commitment to you 8

Welcome

More than 47,000 small and midsized organizations around the world run their businesses on Microsoft Dynamics GP. This document is designed to help those who have already invested in the product, and those considering doing so, understand more about the future of Dynamics GP.

This document includes an overview, brief history and strategic direction of the product, as well as more detailed information about the next release.

Microsoft is deeply committed to helping our customers and partners thrive and grow in the mobile-first, cloud-first world. To enable this, our development processes have become more agile. We have accelerated the frequency with which we make new releases of Dynamics GP available. This means we are unable to provide details about which specific features will be included in the release after next. The document will however give you a strong sense of our focus and expected priorities.

On behalf of the entire Microsoft team, thank you for your interest in Dynamics GP.

> "We will reinvent **productivity** to **empower every person** and **every organization** on the planet to **do more** and **achieve more**."
>
> Satya Nadella
> CEO, Microsoft Corporation
> July 10, 2014

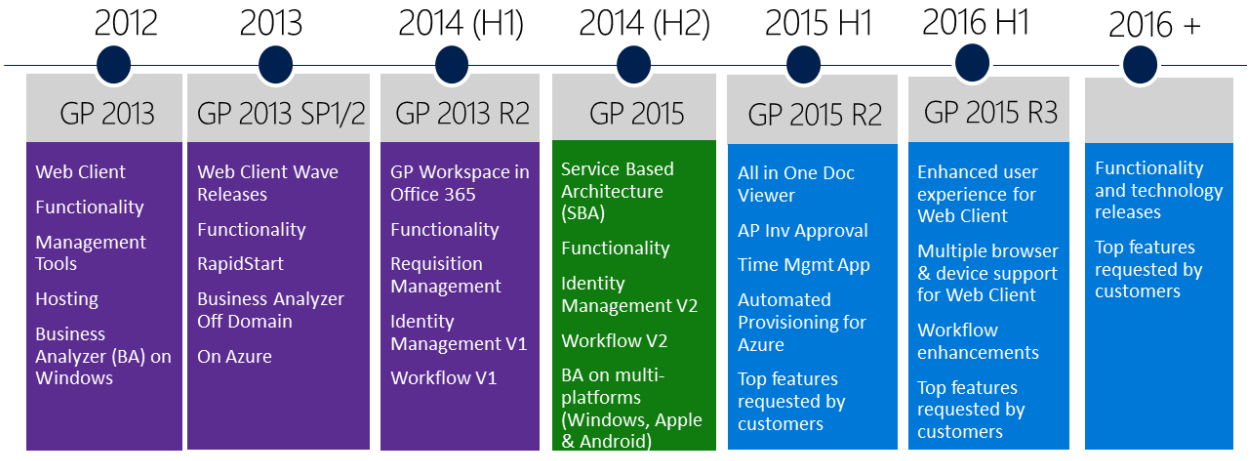
Overview of Microsoft Dynamics GP

Dynamics GP is a business solution from Microsoft that is quick to deploy, easy to use, and with the power to support your business ambitions.

Dynamics GP product was originally developed by Great Plains Software. Dynamics Release 1.0 launched in 1993, and was one of the first U.S. accounting packages designed to be multi-user and to run on Windows as 32 bit software. In late 2000, Microsoft announced the purchase of Great Plains Software for $1.1 billion. This acquisition was completed in April 2001. Since then Microsoft has invested heavily in the further development of Dynamics GP. Improvements have included upgraded architecture, refined user interface to match the Microsoft Office user experience, expanded ERP and accounting functionality, and cloud capabilities. Today, Dynamics GP is delivered through a network of more than 1,500 partners worldwide, each with unique industry expertise and knowledge of local needs.

Microsoft recently adopted a six-month release cadence for Dynamics GP, with the latest version, Dynamics GP 2015, launched in December 2014.

Microsoft Dynamics GP Roadmap

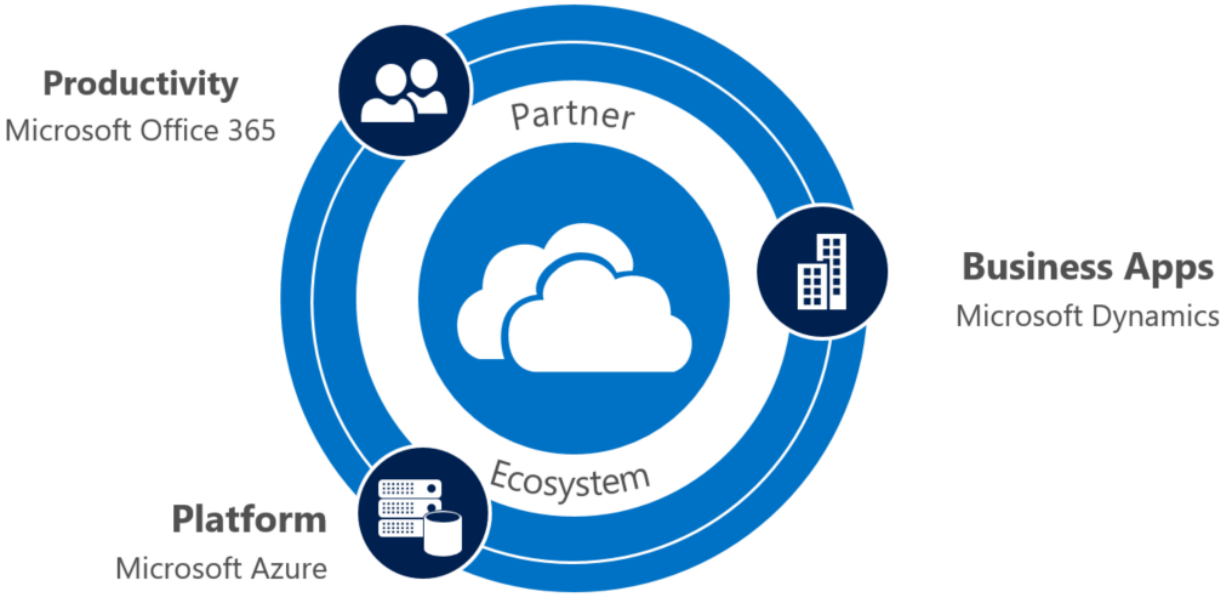


Priorities

The research and development priorities for Dynamics GP are defined through extensive consultation with customers and partners, as well as through collaboration across Microsoft's many product teams serving the needs of small and midsized customers. In particular, we always seek to:

1. Help customers reduce the cost and complexity of growing their businesses
    a. Increase productivity with great end-user experiences customized for each users job role
    b. Streamline business processes through automation and efficient management tools
    c. Enable new ways of working through secure collaboration and shared business processes between companies and their suppliers, customers and partners
2. Support a vibrant partner ecosystem that serves customers in specific industries and geographies
3. Help Dynamics GP customers derive the maximum benefit from the Microsoft Cloud for business proposition

Components of Microsoft Cloud offering include:



- Microsoft Azure, an open and flexible cloud platform that provides data and infrastructure services. These services enable customers and partners to build, manage and deploy applications quickly, and to use predictive analytics to gain insights that help them be more proactive.
- Microsoft Office 365, a cloud productivity suite that delivers the tools people need to be productive in a digital world, unlock insights on data, and connect and collaborate through enterprise social-capabilities.
- Customer-centric business applications, including Dynamics GP and Microsoft Dynamics CRM

Microsoft Dynamics GP 2015

Dynamics GP 2015 offers significant new capabilities including:

1. **Expanded workflows** to help streamline financial, purchasing, sales, payroll, and project expense approvals. These new native workflows enable customers to quickly customize their solutions and accelerate business approvals.
2. **Single sign on through integration with Microsoft Azure Active Directory** to help users work seamlessly across Dynamics GP, Office 365, and other cloud-based applications.

3. **Service based architecture** to lower the cost and time required for customers and partners to create and modify business solutions built on Dynamics GP.
4. **Business Analyzer R7**, a "companion" tablet application for Dynamics GP is also available for download from the Windows Store or the Apple or Android app stores.

Microsoft Dynamics partners can download Dynamics GP 2015 and access readiness materials on PartnerSource. Customers can find more information, including online demos, videos and a detailed capabilities guide at http://www.microsoft.com/dynamics/gp.

The future of Microsoft Dynamics GP

The next release, Dynamics GP 2015 R2 will add more capabilities to Dynamics GP 2015 and deliver incremental value in several areas. Most significantly, Dynamics GP 2015 R2 will offer new capabilities that include

1. Top 25 features requested by customers. Popular ones include
    a. Workflow type for Accounts Payable transactions
    b. Ability to create SQL Views using SmartList Designer
    c. Enable users to see the entire life cycle of sales and purchasing transactions on a single form
    d. Self Service user type
2. Partner tools to simplify provisioning: A new set of scripts and utilities designed to help automate tasks related to provisioning tenants on a hosted web client.
3. Time management app: This companion app available on Windows, iOS and Android enables users to manage and report their time off via and easy to use mobile application.

We also plan to release Dynamics GP 2015 R3 during 2016 (H1). Dynamics GP 2015 R3 will offer new capabilities that include

1. Top 25 features requested by customers. Popular ones include
    a. Home Page enhancements
    b. Optimize screen resolution for display size
    c. Intercompany bank transfers
    d. Multiple PO Prepayments
2. Enable users to see the entire life cycle of inventory transactions on a single form
3. Web client rearchitecture: Updating the architecture to provide a modern look and feel to the user interface that can be accessed using a variety of browsers and devices.

We plan to continue to release new Dynamics GP features every six months.

Commitment to you

Microsoft Dynamics GP has accrued real functional strength over many years, is supported by an extensive ecosystem of Microsoft Certified Partners, and has been engineered to support deployment in the cloud, privately hosted or on premise. As such Dynamics GP is ready to support your business today – and capable of supporting the decisions you make to grow your business tomorrow.

© 2015 Microsoft Corporation. All rights reserved. This document is provided "as-is." Information and views expressed in this document, including URL and other Internet Web site references, may change without notice.You bear the risk of using it.Some information relates to pre-released product which may be substantially modified before it's commercially released. Microsoft makes no warranties, express or implied, with respect to the information provided here.This document does not provide you with any legal rights to any intellectual property in any Microsoft product.

U.S. and Canada Toll Free 1-888-477-7989

Worldwide, visit: http://www.microsoft.com/dynamics/gp