



**Pivot to digital selling - adapting to the new normal**

## **Microsoft Dynamics 365 CRM**

We are happy to share that our Dexpro team is expanding into the Customer Relationship Management space and growing our Dynamics 365 Sales Professional practice.

Dynamics 365 Sales enables salespeople to build strong relationships with their customers, take actions based on insights, and close deals faster. Use Dynamics 365 Sales to keep track of your accounts and contacts, nurture your sales from lead to order, and create sales collateral.

[Schedule a call with us](#) to learn more from a certified Microsoft Silver Partner that supports Dynamics 365 Sales, Dynamics 365 Business Central, and Dynamics GP. We can help you understand your options and take advantage of the best Microsoft promotions.

[CRM Overview Video](#)

**Microsoft Promotions**



## Take Advantage of Business Central Promotions up to 40% Off

### Dynamics 365 BC 10% offer for Modern Work Customers

- Promotion available until June 30, 2024
- Microsoft 365 customers are eligible for a **10% discount on Business Central Essentials and Premium licenses.**
- Learn more about how Microsoft Dynamics 365 Business Central and Microsoft 365 apps including Outlook, Excel, and Teams can work together to eliminate data silos and improve your employees' productivity

### Bridge to the Cloud 2 Promotion

- Promotion available until December 31, 2024
- Ability to waive GP enhancement renewal fee throughout 3-year term
- Offers eligible Dynamics on-premises commercial customers a 40% discount during a 3-year non-cancellable term when migrating to most Dynamics 365 online products

[Contact Dexpro](#) today to learn more about the Microsoft promotions available to you.



## The Pitfalls of Patching and Over-Customization in Dynamics 365 BC

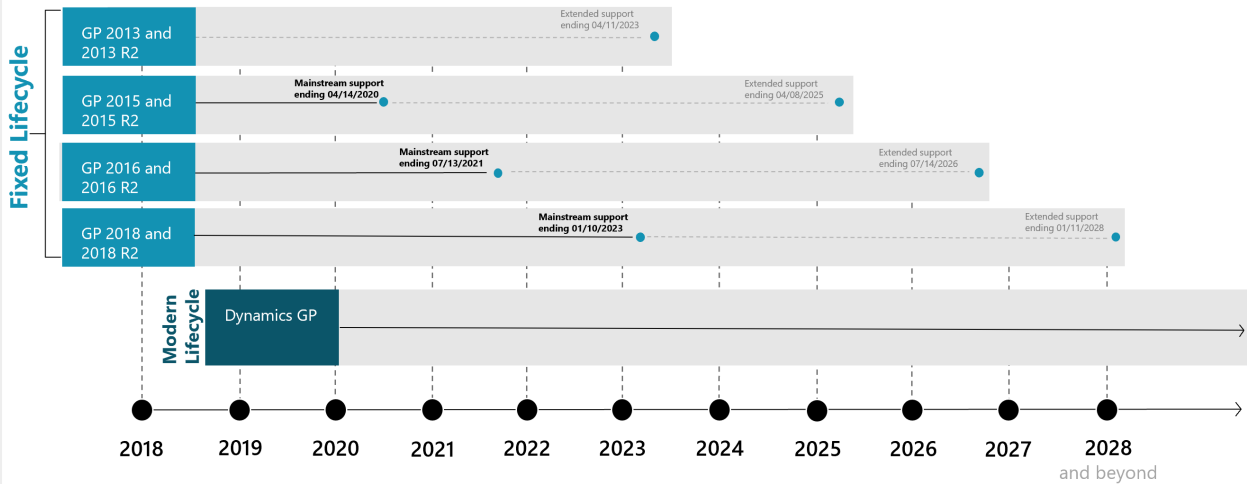
Learn from the pitfalls of patching and over-customization in Dynamics 365 Business Central. Discover the consequences of choosing the wrong partner and diving into customization without a proper understanding of system architecture. Find out how Dexpro Dynamics offers tailored solutions, guiding you through successful ERP implementations and avoiding costly mistakes.

Contact us today to build a solid foundation for your business.

[Read the Blog](#)

**GP News**

## Dynamics GP versions governed by Fixed and Modern Lifecycle



## Microsoft Dynamics GP Lifecycle

Microsoft's Lifecycle Roadmap indicates Dynamics GP is not going anywhere anytime soon. With the roadmap extending to at least 2028, we can see there is active development and support planned for many years to come.

[Read the Blog](#)

## Featured ISV

**True Sky**®

# Budgeting Tips and Tricks

Helpful tips to improve budgeting in your organization

Brought to you by [True Sky](#), our partner for budgeting, planning and forecasting

1. **Know your organization** - do you operate seasonally? Budgeting and forecasting more regularly (i.e., quarterly) can help you better prepare for spending during low volume times. Seasonality not an issue? It is still important to account for changes in industry standards or federal law, so be sure to revisit your budgets regularly.
2. **Collaboration is key** - whether you do top-down or bottom-up budgeting, it is important to make sure you have the right people involved in the process. As well, it is crucial to ensure every contributor to the budget is aware of standard budget rules/expectations. Regular communication and teamwork are key.
3. **Be detailed, but know your audience** - including prior year budget, actuals, and variance is important, but be sure you're not showing too much or any unnecessary data in your budget templates. Data overload can confuse your budget contributors, leaving more room for errors and causing the process to become an even lengthier one.

For these, and other tips on how to improve your budget, check out this interesting [Forbes article](#). If you need more help during the process, [True Sky](#), our partner for budgeting, planning and forecasting, has many powerful security, data and workflow tools. Let me know if you're interested in more detail.

## Dexpro Dynamics LLC

Serving customers nationwide.



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