

When was the last time your books balanced to the penny in Dynamics GP?

This may seem like a rhetorical question; however, how many controllers can definitively say, “every month end”? The reality is that many GP users have a hard time getting their books to balance. Most users have to walk thru the tedious process of “ticking and tying” their sub-ledgers to the GL on at least a monthly basis. If the information your company relies on is not accurate, it impacts sales reporting, budgeting and planning, purchasing, and cash flow, and creates discrepancies that lead to wasted time and effort.

The manual process of sifting through transactions to balance the books greatly diminishes the productivity of the accounting department. Users are essentially looking for “needles in a haystack”. The process is tedious and time consuming and rarely are all of the problem transactions found. This usually means resorting to the “band-aid” solution – a write-off. The symptom is addressed in the short-term, but the problem remains. If this approach keeps repeating, the problem compounds and the organization’s ability to accurately analyze operations and performance, and make informed decisions is compromised.

Small steps have been taken to address this problem for the Payables and Receivables modules, but as many end-users and consultants know, the tools from Microsoft only get you so far. Users still have to dig deeper to deal with the “indeterminate errors” that keep their sub-ledgers out of balance – the manual process continues.

The concept that books can balance to the penny seems elusive, but it is what every user wants and what partners intend for their customers. A month-end process should be measured in hours, not days, and financial reports should be accurate, not suspect. In today’s economy, every penny counts and people need accurate information to run their business.

So, how do we fix this? How do users get to the point where their books are consistently balanced without having to go thru the manual process of “ticking and tying”? When can a user stop taking write-offs because they cannot find the source of the problem? The answer to all of these problems is The Closer.

The Closer

The Closer, from www.Reporting-Central.com, is the one tool that reconciles key sub-ledgers to the GL in Dynamics GP. The Recieveables, Payables, Inventory, COGS, Sales Orders, Accrued Purchases and Cash sub-ledgers will balance with the GL to the penny - every day, every month and every year.

The Closer uncovers problems with your transactions immediately and makes the process of fixing them simple. Not only does The Closer identify the problem transactions, it tells you what the problem is and how to fix it.

The end of write-offs

One distribution company used The Closer to balance their books and get a complete handle on their inventory valuation. This organization has been running GP for 7 years and had recently completed an upgrade to GP v10. When the accounting department went to close their books they noticed some significant discrepancies in the Inventory to GL and Payables to GL trial balances. After several days of manually looking for the issues, they had all but given up.

The company was introduced to The Closer at Convergence2009 in New Orleans and decided that the discrepancy in their books was so large that the cost of The Closer was easy to justify. Upon installation of The Closer, the problem transactions, totaling \$ 80,000, were uncovered and within 2 hours the Inventory and Payables tied to the penny with the GL. The Closer turned a potential \$80,000 in write-offs into a fully balanced situation. "Ticking and tying" is a thing of the past for this company, and their processes have been fine tuned based on the information The Closer has yielded.

Unbalanced books lead to reporting nightmare

A software development and professional services company has been running Dynamics GP for over five years and prepared a full set of financial and operational reports for their annual Board of Directors meeting. The report and presentation packets were sent to the directors two days prior to the meeting. The "Fiscal Doctor" says, "If your BOD does not have their report packet five days prior to the meeting, it could be a sign of trouble" and trouble was brewing but no one knew it.

During the presentation of the financial and operational reports to the BOD, a key business advisor who was also an investor noticed a significant discrepancy between the operational sales reports and the financial reports and called the CFO to task on it. The CFO turned to the Controller, IT Director and VP of Sales and asked for an explanation. This led to some collective wiping of brows and wrenching of guts.

What happened was that the financials were prepared based on the accounting team's analysis and ability to balance the books in GP through what they call their "normal" process. They ticked and tied as best they could, took write-offs and posted GL transactions to bring the books to a perceived balanced situation. In the meantime, the VP of Sales requested reports from the IT Director for operational sales performance and analysis. The IT Director pulled the reports through the standard tools in GP and provided the VP of Sales with a complete report as requested.

The common thread here is that everyone did what they always do in preparation for such a meeting. The reports needed for the BOD meeting were built based on the information available in their Dynamics GP system. The ultimate cause of the discrepancy was bad transactional information that impacted both sets of reports: one set based on information from the GL and another set relying on transactional information from elsewhere in the system. If this company had The Closer in place to properly identify and fix transactional problems, they would have had a different outcome. They would have had harmonious reporting and *a single version of the truth*.

Not being able to balance the books puts everything in question from accountability to trust in the system. This adversely affects the entire organization from the Owner/CEO all the way down to the accounting clerk. This is now completely avoidable.

This is not a business system problem. Dynamics GP is one of the most accepted and used business solutions on the market. These problems persist in every company regardless of what business solutions are used. The reality is that posting errors are going to happen. With The Closer the problems are identified early and remedied swiftly and cost effectively.

Now that the “out of balance” problem is a non-issue, the added benefits that every end-user can look forward to are immeasurable. In today’s world of compliance and responsibility, GP end-users have peace of mind in knowing that their books are balanced and their data is accurate. End-users now have more time to perform the analytical and value adding accounting functions. End-Users can enjoy streamlined audits, when the books balance to the penny and the process is documented, audits will be faster and less invasive. Your confidence is higher, when owners and executives are looking at “a single version of the truth”, they are confident in their accounting team and the information they have, making them better equipped to plan and make decisions to drive companies forward.

The Closer has evolved over the past five years to become one of the most innovative, cost effective and value adding ISV solutions for Dynamics GP end users. It fixes real problems that Dynamics GP users face every day, it is not a “nice to have” tool, it is a “must have” tool.

Reporting-Central is a leading Dynamics GP solution provider that has been active in the Dynamics GP community for over 15 years.

To learn more about “The Closer” and how you can benefit from it, visit www.reporting-central.com