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## Upcoming Webcast

**NAV 2009 R2: What's in it  
for You?**

**January 18th, 2011 | 11am**

Todd Bergeson from Microsoft will show you the possibilities Microsoft Dynamics NAV R2 gives your business.

Visit [www.gilbertassociates.com/events.html](http://www.gilbertassociates.com/events.html) for registration information.

## Microsoft Dynamics NAV 2009 R2 is Here!

**The latest release of Microsoft Dynamics NAV 2009 was ready for US distribution on December 15<sup>th</sup>, 2010. Microsoft continues to deliver rich features that deliver on their software-plus-services vision. Microsoft Dynamics NAV 2009 customers will benefit from the following:**

**Microsoft Dynamics CRM integration.** Today's fast-paced business environment demands instant access to customers and vendors. Microsoft is providing built-in integration with Microsoft Dynamics CRM. Benefits of customer relationship management (CRM) integration include eliminating redundant data entries, keeping information up to date in both ERP and CRM solutions, and providing salespeople with the ability to quickly access detailed business information about contracts, pricing and product availability. Customers can choose between integration to on-premises Microsoft Dynamics CRM or Microsoft Dynamics CRM Online with the option to migrate to either option over time.

**Online Payment Service for Microsoft Dynamics NAV.** This enables customers to process payment transactions from the Microsoft Dynamics NAV interface across multiple channels, including e-commerce, point of sale and call center transactions. The Payment Service works with leading payment processing services and all major credit cards.

**RoleTailored interface access for remote or roaming users.** Microsoft Dynamics NAV 2009 R2 supports direct access from the Microsoft Dynamics RoleTailored experience over the Internet. This allows for remote or roaming users to take advantage of the richness and Microsoft Office integration of the RoleTailored interface and the many integration features connected to local resources, such as the operating system and Microsoft Office. This reduces the complexity and overhead compared with using other applications such as Citrix Systems and Terminal Services, especially for hosting partners offering cloud-based Microsoft Dynamics NAV deployments.

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## The Advisor: Blog Edition

Did you know we have a blog now? We post tips and tricks, relevant product news and updates, and even a few industry articles. Check it out.

[www.GilbertAssociates.com/blog](http://www.GilbertAssociates.com/blog)

*A gift for you...*

## Complimentary IT Renewal Summary

We are pleased to offer a complimentary service for our customers to assist in planning for the new year. We have received requests from a list of renewal dates and amounts to help with their budgetary planning. We thought, why wait for clients to ask? Why not ask them?

Would you like us to provide you a list of your software renewals for 2011? If so, email or call Kristen at [Kristen@gilbertassociates.com](mailto:Kristen@gilbertassociates.com) and she will provide you an estimate for your 2011 renewals.



## 5 Reasons to Back Up Your Data

**1. Mistakes Happen:** We are human, need we say any more? Files get deleted accidentally, backups can save the pain of re-creating documents.

**2. Failed Hard Drives Happen:** There is always a possibility that your hard drive will fail and discontinue working— either bit by bit or an entire crash at once.

**3. Disasters Happen:** Floods, fires, power surges— all things we hope won't occur. If they do, they are bound to sizzle your equipment and cause data loss.

**4. Corruption Happens:** Nobody wants a virus, we all know they do nasty things and leave you with corrupt documents.

**5. Life Happens:** Hard drives get dropped and computers get stolen.

If these five reasons leave you thinking you need better backups, give us a call and we will discuss backup options with you.

## Section 179 and Software Purchases

Over the past year, we have had a few clients ask us if their software investments would be covered under IRC Section 179. The short answer is, yes. All of the software we sell is usable out of the box and minor customizations are allowed under this IRC. Most people think it is a complicated tax code, and this was our initial thought. However, we came across a great resource for simplifying the Section 179 deduction ([www.Section179.org](http://www.Section179.org)).

### What is the Section 179 Deduction?

Essentially, Section 179 allows businesses to deduct the full purchase price of qualifying equipment, including software, purchased and financed during the tax year. This means if you buy (or lease) the latest version of NAV or Sage Pro, you can deduct the full price from your gross income. It is an incentive created by the US Government to encourage businesses to buy equipment and invest in themselves.

### How does it work?

In past years, when you purchase certain pieces of equipment or software, you write off a little at a time through depreciation. For example, if your company spent \$50,000 on a new ERP system, it gets to write off \$10,000 per year for five years (these numbers are solely for example).

While a small write off is better than none, most business owners would prefer to write off the entire purchase for the year they buy it. If they could write off the entire amount, they might add more equipment this year instead of waiting. This is the motivation of Section 179, to drive the American businesses and the economy to move in a positive direction. For most small businesses (adding total equipment, software and vehicles totaling less than \$500,000 in 2010), the entire cost can be written-off on your 2010 tax return. For businesses adding even more than \$500,000, the write-offs are still substantial, including a first-year 50% depreciation for qualifying equipment and software up to \$2 million.. See [Section179.org](http://Section179.org) for more information.

### Who Qualifies for Section 179?

If your business purchases or finances less than \$2,000,000 in business equipment during tax year 2010, you should qualify for the Section 179 Deduction. In addition, most tangible goods (including software) qualify for the Section 179 Deduction. Note that to qualify, the equipment purchased must be placed into service between January 1, 2010 and December 31, 2010.

### What about Software & Hardware Purchases in 2011?

On Sept. 27, 2010, President Obama signed into law the Small Business Jobs Act, the most significant piece of small business legislation in over a decade.

The new law will provide critical resources to help small businesses continue to drive economic recovery and create jobs. The new law extends the successful SBA enhanced loan provisions while offering billions more in lending support, tax cuts, and other opportunities for entrepreneurs and small business owners.

### Introducing the Small Business Jobs and Credit Act of 2010.

Ok, that is encouraging, but what was the impact of the Small Business Jobs and Credit Act of 2010? The new legislation increased the amount a business can write-off up to \$500,000 of qualified capital expenditures, and

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**Microsoft Application Virtualization support.** The Microsoft Dynamics NAV 2009 R2 RoleTailored interface can be deployed using Microsoft Application Virtualization (App-V) technology, which is relevant for both on-premise and hosted solutions. This provides a better experience for the end user as all integration with local applications is done on the desktop. It also cuts IT costs by centrally managing Microsoft Dynamics NAV client installations with automatic deployment to the desktop after an update.

**Windows 7 user experience improvements.** Through Microsoft Dynamics NAV 2009 R2, **jumplists** can be used to open recently accessed customers and vendors for increased business productivity and efficiency, and the icon overlay functionality provides information on system events and status streamlined with the Windows 7 user experience.

**Treemap visualization.** Microsoft Dynamics NAV 2009 R2 showcases the possibilities around business data visualizations abilities in Microsoft Dynamics NAV through rich ad hoc data visualization. It provides treemap analysis that enables the comparison of any two values, for example sales and profits, which increases business productivity and business insight. The innovative client extensibility framework used allows partners to extend the user experience of Microsoft Dynamics NAV to integrate visualizations into any end-user scenario.

"We're delivering this release in response to customer and partner feedback," said Crispin Read, general manager of Microsoft Dynamics ERP at Microsoft. "Microsoft is committed to continuously bringing forth innovation in our ERP solutions, including the integration with cloud services. These latest enhancements to Microsoft Dynamics NAV 2009 are an important step in delivering solutions that drive real business productivity."

"The new features in Microsoft Dynamics NAV 2009 R2 improve our business opportunities and benefit our customers. The fact that Microsoft is able to deliver faster than planned reaffirms our decision to build our solutions on Microsoft Dynamics NAV," said Christian Sega, managing director at agiles Informationssysteme GmbH, an industry solution provider and consulting company specializing in horizontal workflow solutions built on Microsoft Dynamics NAV.

### 179 Deduction, continued from Page 2

extended this write-off to purchases in tax year 2011. Note: it does not extend the 50% bonus depreciation.

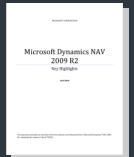
### How do I get the Deduction?

The website gives comprehensive instructions on obtaining the deduction and it promises that electing to take the 179 Deduction is very easy. You can download Form 4562 from [www.IRS.gov](http://www.IRS.gov) and follow the instructions or contact your tax professional for additional assistance.

## ERP Holiday Users Offer

**Buy 2 or more NAV users before December 23rd and get 20%-off each user.** Minimum purchase of 2 additional users required. [Contact us](#) for more information.

## In-Depth Look at NAV 2009 R2



Visit our [website](#) to download a copy of the NAV 2009 R2 Highlights paper for an in-depth look at what is included in this release.

## Paperless Invoicing

A few months ago, we rolled out a new invoicing delivery option for our clients: paperless invoicing. Thank you to those who are already enrolled. If you would like to enroll, please email Kristen [Kristen](mailto:Kristen@gilbertassociates.com) [Kristen@gilbertassociates.com](mailto:Kristen@gilbertassociates.com) with the name(s) of the person(s) who should receive a copy of the invoice.