

Statement of Direction

Product strategy and roadmap
for Microsoft Dynamics SL

March 2015



 Microsoft Dynamics

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Welcome

More than 13,000 small and midsize organizations around the world run their businesses on Microsoft Dynamics SL. This document is designed to help those who have already invested in the product, and those who are considering doing so, understand more about the future of Microsoft Dynamics SL.

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 committed to helping our customers and partners thrive and grow in the mobile-first, cloud-first world. To enable this, we have increased the frequency and cadence of our development and release processes. This agile approach enables us to ship faster, more frequent updates in response to customer needs, but also reduces our ability to state with certainty which new features will be packaged in each release. Therefore, this document focuses on the broader priorities and themes driving our investment in Microsoft Dynamics SL.

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

"We will reinvent **Productivity** to **Empower Every Person** and **Every Organization** on the planet to **Do More** and **Achieve More.**"

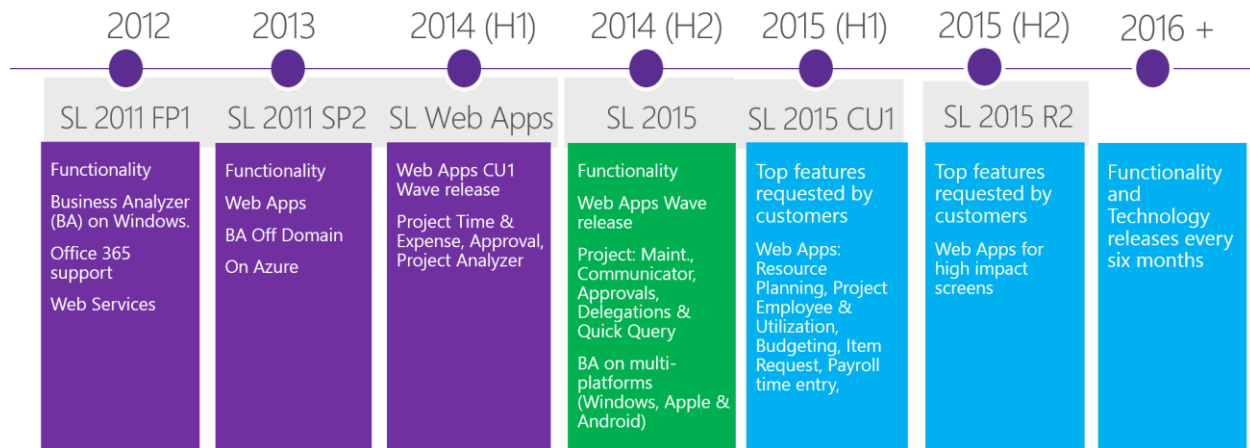
Satya Nadella
CEO, Microsoft Corporation
July 10, 2014

Overview of Microsoft Dynamics SL

Microsoft Dynamics SL is a project-focused business solution from Microsoft that is quick to deploy, easy to use, and with the power to support your business ambitions. Microsoft Dynamics SL product was originally developed by Solomon Software. Founded in 1980, by 1985 it was heralded by industry experts as the industry-leading accounting software for small businesses, having won the popular magazine's "Editors' Choice" award. Solomon was later purchased by Great Plains Software and 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 Microsoft Dynamics SL. Improvements have included upgraded architecture, refined user interface to match the Microsoft Office user experience, expanded ERP and accounting functionality and cloud capabilities.

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

Microsoft Dynamics SL roadmap

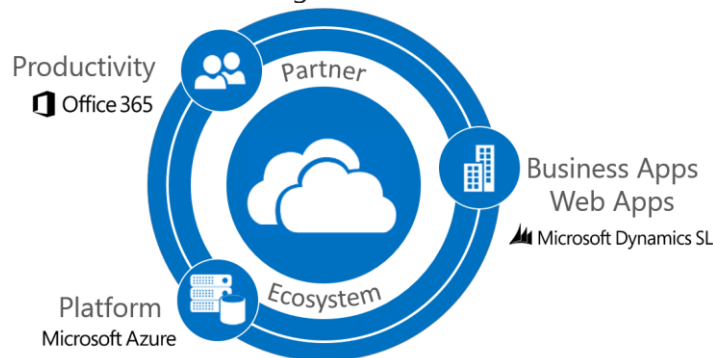


Priorities

The research and development priorities for Microsoft Dynamics SL 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 mid-sized 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 user's 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 Microsoft Dynamics SL customers derive the maximum benefit from the Microsoft Cloud for business proposition

Components of Microsoft's Cloud offering include:

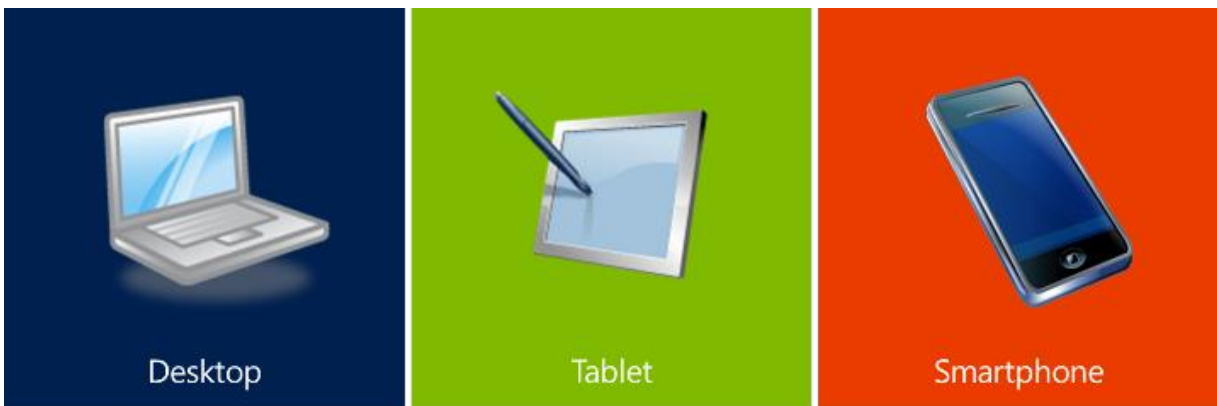


- Microsoft Azure, an open and flexible Cloud Platform that provides data and infrastructure services. These services enable customers and partners to build, manage and deploy applications quickly and to use predictive analytics to gain insights that help them be more proactive.
- Office 365, a Cloud 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 Microsoft Dynamics SL and Microsoft Dynamics CRM

Microsoft Dynamics SL 2015

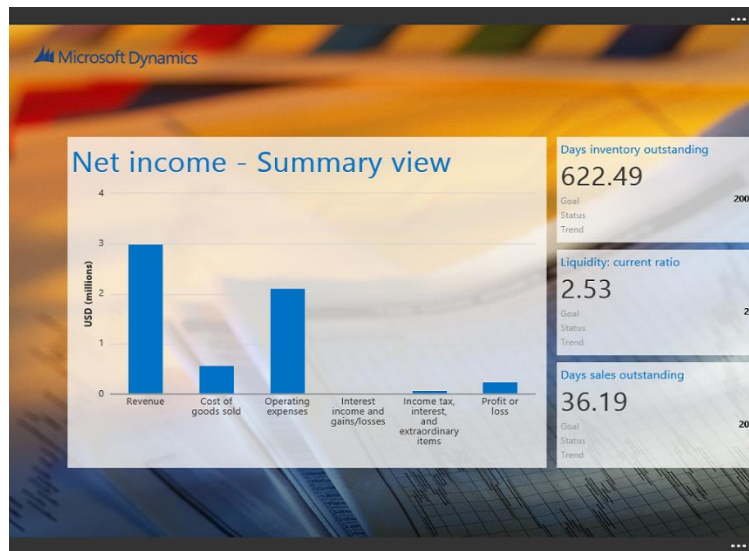
Microsoft Dynamics SL 2015 offers significant new capabilities including:

1. **Web Apps** provide users a way to access, analyze and enter data into Microsoft Dynamics SL. Web Apps only require a web browser so they can be accessed on Windows, iOS, and Android devices. The initial release focused on project features, and will continue to expand with features throughout SL in future releases.



2. **Project multicompany & multi currency enhancements** help streamline processing, data entry and reporting.
3. **Reporting enhancements** help users view, search and share information seamlessly across Microsoft Dynamics SL, Office 365, and other cloud-based applications.
4. **Financials/Payroll enhancements** continue to make existing processes even easier.

5. **Business Analyzer R7**, a “companion” tablet application for Microsoft Dynamics SL, is also available for download from the Windows, iOS, and Android app stores.



Microsoft Dynamics Partners can download Microsoft Dynamics SL 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/en-us/dynamics/erp-sl-overview.aspx>.

1: Additional costs may apply. Some functionality requires WiFi, Internet connection or mobile data plan (fees may apply)

Next Releases of Microsoft Dynamics SL

The next releases, Microsoft Dynamics SL 2015 CU1 & R2, currently scheduled for calendar year 2015, will add more remote capabilities and deliver incremental value through Web Apps. Most significantly, Microsoft Dynamics SL 2015 CU1 & R2 will offer new capabilities that include:

1. Over 25 new Web Apps, including top Business Portal replacement features requested by customers, including:
 - a. Web based reporting
 - b. Project Resource Management
 - c. Requisition Item Request Entry and Approval
 - d. Inventory Inquiry
 - e. Project Time Entry with a grid interface
2. Partner tools to simplify moving to Web Apps: A new set of scripts designed to help automate tasks related to moving Business Portal users to Web Apps.

Microsoft Dynamics SL releases are also planned in 2016. New capabilities will be offered through additional Web Apps that include:

Top requested Web App screens for job roles, including features for:

- a. General Ledger
- b. Accounts Payable
- c. Accounts Receivable
- d. Distribution
- e. Service

Plans are then to continue to release new Microsoft Dynamics SL features every six months.

Commitment to you

Microsoft Dynamics SL 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. Microsoft Dynamics SL is ready to support your business today – and capable of supporting the decisions you make to grow your business tomorrow.

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