Dynamics Product Comparison	Microsoft Dynamics Dynamics SL	Microsoft Dynamics Dynamics GP	Microsoft Dynamics Dynamics NAV	Microsoft Dynamics Dynamics AX
Product Background	Dynamics SL, originally called Solomon IV for Windows, was created by Solomon Software. In April 1999, Solomon Software refocused the product on an all Microsoft technology strategy. Microsoft SQL Server as the database technology,Visual Basic as the software language and Visual Basic for Applications (VBA) as the customization language. Solomon was acquired by Microsoft in 2001 as part of the aquisition of Great Plains Software. Today Dynamics SL finds its niche in companies interested in using its strong Project Accounting capabilities, including the Construction, Mining, Legal and Professional Services industries. It has approximately 14,000 companies using it in the United States.	Dynamics GP (formerly Great Plains) started as a DOS-based accounting system in the 1980's, moved to a Windows-based system in the early 1990's and was acquired by Microsoft in 2001. Dynamics GP is a complete and scalable business management solution that helps small growing and midsize organizations get up and running quickly. Dynamics GP integrates with industry-standard technologies, such as Microsoft Office, Microsoft Lync, Microsoft BizTalk Server, Component Object Model (COM), the Microsoft .NET Framework, Microsoft Message Queuing (MSMQ), Web services and XML. Dynamics GP offers a vast ecosystem of ancillary solutions thru Microsoft's Certified for Dynamics program. These solutions enable Dynamics GP to fit and scale an extensive array of different businesses and business models including Manufacturing, Distribution, Retail, Non-Profit and Professional Services as well as many smaller markets. Dynamics GP also has the largest number of customer in the US of any of the Dynamics ERP solutions with approximately 50,000 organizations using the solution.	Dynamics NAV (formerly Navision) was created through the merger of Navision Software and Damgaard in December 2000, and acquired in 2002 by Microsoft. Dynamics NAV is a business management solution for small and mid-sized organizations. Dynamics NAV integrates with Microsoft products such as SQL Server, BizTalk Server, Exchange, Office, and Windows. Dynamics NAV most commonly finds it's fit with organizations looking for a highly custom solution designed to meet unique and special business needs. It fits very well with companies who are operating in multiple countries with multiple locations. NAV offers an extensive development toolkit which enables the rapid development of the customized solution. NAV has approximately 14,000 organizations using it in the United States	Dynamics AX (formerly Axapta) was created through the merger of Navision Software and Damgaard in December 2000, and acquired in 2002 by Microsoft. Dynamics AX is multi-language, multi-currency enterprise resource planning (ERP) solution for growing or mid-sized and larger companies. Dynamics AX natively supports the breadth of Microsoft products such as SQL Server, BizTalk Server, Exchange, Office, CRM and Lync; Dynamics AX was designed with one database, one toolbox, one business logic, and one source code. Highly customizable and upgradable unlike many Tier 1 ERP solutions, it is also supported by a large and growing number of Certified for Microsoft Dynamics solutions. AX has strong features in Manufacturing, Retail, Distribution and Public Sector. Dynamics AX is used by approximately 16,000 companies in the U.S. Dynamics AX is the only Microsoft ERP solution which can be purchased thru Microsoft's Enterprise Agreements from a licensed Microsoft Large Account Reseller (LAR).
Technology	Microsoft Visual Basic 2005 (VB.NET), MS SQL Server	Microsoft Visual Basic and Visual C++ w/ Dexterity, MS SQL Server	C/SIDE, MS SQL Server or C/SIDE database server	3-Tier Object Oriented MS SQL Server, X++, MorphX
Target Market	$5M-$800M	$5M-$500M	$5M-500M	$30M to $10 Billion
Reporting Tools	Crystal, SRS - SQL Reporting Services	Great Plains Report Writer, Crystal, SRS - SQL Reporting Services	NAV Report Writer, SRS - SQL Reporting Services	AX Report Writer, SRS - SQL Reporting Services
Customization Tools	Customization Mgr. with VBA; VB Tools; Object Model	Modifier for VBA; Continuum for VB; Dexterity	NAV Developer Tool Kit C/SIDE	MorphX X++
Internet Modules	Business Portal built on Microsoft Sharepoint Foundation	Business Portal built on Microsoft Sharepoint Foundation	Business Portal built on Microsoft Sharepoint Foundation	Business Portal built on Microsoft Sharepoint Foundation, can be extended signifcantly with Sharepoint Standard or Enterprise
Integration Tools	Microsoft Dynamics SL offers a flexible development foundation, open architecture, and customizable reporting and budgeting tools. Built from the ground up on powerful Microsoft technologies, Dynamics SL offers Customization Manager, Tools for Microsoft Visual Basic and SL Object Model that allow a robust integration capabilities from out of the box integration to advanced integrations with a wide range of applications and functionality.	Microsoft Dynamics GP offers the following tools for integration: Integration Manager, Web Services and eConnect. These tools are supported by a wide array of Certified for Dynamics solutions developed to fulfill specific needs	Dataports are used to export data from Dynamics NAV to external text files, and to import data from external text files into Microsoft Dynamics NAV. XML ports are used to export and import data to and from external XLM documents. These functions allow you to exchange information between different computer systems in a streamlined way.	The Application Integration Framework (AIF) in Microsoft Dynamics AX provides an extensible framework that supports multiple asynchronous transports, as well as synchronous transport using Web services or other transport methods, to reliably exchange documents in XML format with trading partners or other systems. In addition to the AIF, AX comes standard with a data Import/Export tool.
Strengths	User friendly customization tools, copy/paste functionality	Bus. alerts, routines, wizards, help, drill down, Smart Lists	Integrated Customer Relationship Management	Powerful Customization Engine with Forms and Menu Designer
	Strong Project Accounting, web-based tools for Time & Expense entry	Huge selection of Certified for Dynamics solutions to fit various vertical markets	Multiple Currency and Local Statutory Requirements	Includes out of the box Customer Relationship Management, can also be integrated with Dynamics
	Drill down capabilities	Multi-company, multi-currency with consolidations	Fully Integrated Human Resource Management Functionality	Strong Multi-Company and Multiple Site Support
	Natural chart of accounts and expanded subaccounts	Analytical Accounting	Dimensional Chart of Accounts	Dimensional Chart of Accounts, Inventory…etc, enable extensive flexibility
	User defined key field structures (project id, subaccount, customer id,	Customization options	Extensive 3rd Party Offerings	Multiple Currency and Local Statutory Requirements

	Column 1	Column 2	Column 3	Column 4
	Integrated Project Accounting, Field Service modules	Manufacturing series-BOM, Manuf Order Process, Job Cost, Sales Config, QA, ECM, CRP, Sales Forecasting, MPS, MRP	Business Notifications	Comprehensive MRP and Supply Chain Management
	Standard payroll and union payroll modules	Strong Distribution including returns management, Available to Promise	Comprehensive Distribution Capabilities	Strong Intercompany Trade Functionality
	Integrated Inventory, Order Mangement modules	National accounts	Strong Returns Management Capabilities	OLAP and COM Support
	Communicator alerts and approval processing	Account level security (GL)	Strong Intercompany Functionality	Fully Integrated Payroll Functionality With Ability To Define Complex Calculation Scenarios
	BIO analytical tools	Collections management		Fully Integrated Human Resources Module
	Bi-directional link to Microsoft Project	Strong e-banking suite		Robust Inventory Control
	Web enabled project functionality	Extensive 3rd party offerings		Supports Financials Dimensionalization
	Government contract compliance capabilities	Refund checks		Business Alerts
	Web based Time & Expense Entry for employees	Customer/Vendor consolidations		Purchase Requisition Functionality
	.NET compliant	Deferred revenue/expense module		Security Down to the Record Level
	Integrated Windows Authentication	Integrated fixed asset module		Warehouse Management
	Microsoft Office-like menu interface	Integrated HR and Payroll		EDI
	Configurable, role-relevant menus	Configurable roles based homepage		Native Web Access
		Analysis Cubes for Excel		Cross browser support for devices (iPad, Android…etc)
	Pay-When-Paid functionality	Starter Pack includes all core Accounting, Distribution, and basic HR & Payroll functionality		Microsoft Office-like user interface
	Quick Send provides electronic document delivery (email/fax invoices, PO's automatically to	Microsoft Office-like user interface		
	Foreign currencies and VAT tax accepted on Expense Reports			
	Multi-currency scheduled billings			
	Strong 3rd party offerings			
	Customizations to screens and reports do not hamper upgrades			
	Graphical Dispatch Board for scheduling technicians			
Weaknesses	National accounts only with 3rd party application	Proprietary Report Writer for standard reports; may use Crystal, SQL Reporting Services & others	Proprietary Report Writer or SQL Reporting Services	Proprietary Report Writer or SQL Reporting Services
		Limited WMS & APS w/o 3rd party	Modifications to Source Code Increase Difficulty in Moving to New Versions	Named User licensing model may increase costs for some clients
		Concurrent User Licensing Model may increase costs for some clients	Payroll Functionality provided via 3rd Party	
			Concurrent User Licensing Model may increase costs for some Clients	