

WHAT'S NEW IN Microsoft Dynamics AX 2012



Powerful. Agile. Simple.

Get more value, faster.

Purpose-built industry capabilities—for manufacturing, distribution, services, and Public Sector (with retail coming soon)—and enhanced core ERP functionality, such as the Audit Workbench and budgetary controls, help you meet special business requirements with less customization. Our global solution grows easily with your business and gives people instant, RoleTailored insight and increased productivity.

Maximize business opportunities.

With a highly adaptable solution, you can continuously optimize processes to maximize business opportunities while reducing risk. And with flexible hosted and on-premises deployment options, and streamlined maintenance and upgrades, you can support your business now and in the future.

Let simplicity drive user involvement and innovation.

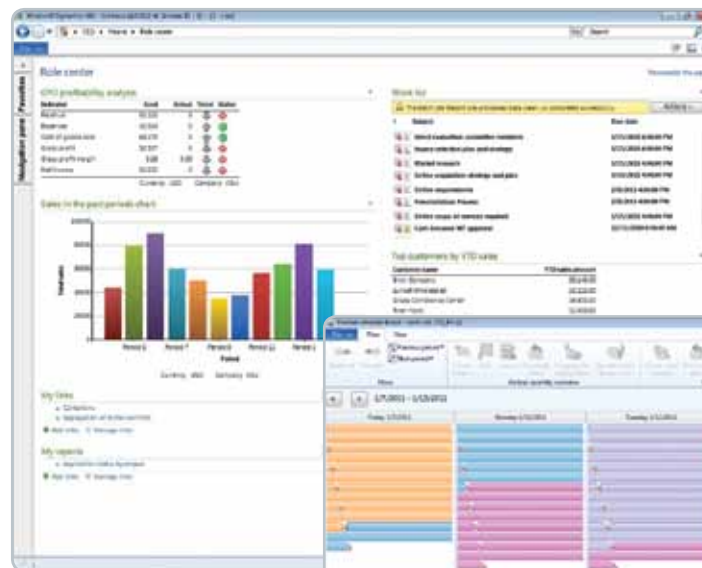
Give users a consistent, familiar experience, seamless Microsoft® Office interoperability, and improved collaboration across the extended supply chain. IT staff can focus on strategic development with simplified application life cycle management.

Microsoft and pervasive interoperability

What drives these capabilities? *Pervasive interoperability*—the interaction of ERP systems, business and productivity applications, communications solutions, and the underlying technology platform—that works on-premises or in the cloud. Microsoft Dynamics AX 2012 and other Microsoft products and technologies are built to deliver pervasive interoperability, and a global ecosystem of knowledgeable partners is available to help you realize the benefits. All of which makes upgrading to Microsoft Dynamics AX 2012 a sound strategic decision.

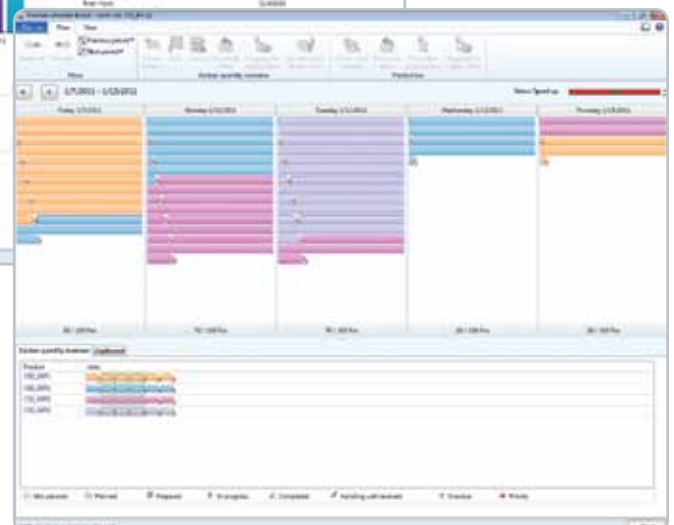
Microsoft is committed to continually deliver powerful, agile, easy-to-use solutions that add value across your organization, today and tomorrow. The release of Microsoft Dynamics® AX 2012 is a delivery on this commitment. With more than 1,000 new features and enhancements across core enterprise resource planning (ERP) and industry capabilities, Microsoft Dynamics AX 2012 will help provide more business value faster, enable agility and insight in your organization, and help drive faster adoption, broader usage, and easier maintenance and upgrade through a continued emphasis on simplicity.

Couple this with a constant focus on pervasive interoperability—the natural interaction of ERP systems with Microsoft business productivity applications and IT infrastructure technology—and the release will help sharpen your competitive edge and empower your people to anticipate and embrace change.



Consolidate role-specific information, workflow, reports, task lists, links, and key performance indicators (KPIs) on a single, easily customized Role Center to enable fast, convenient review and action, whether you're using the Windows® client or a web browser.

User interfaces such as the kanban scheduling board feature an intuitive visualization to help you stay on top of production job status.



Microsoft Dynamics AX 2012

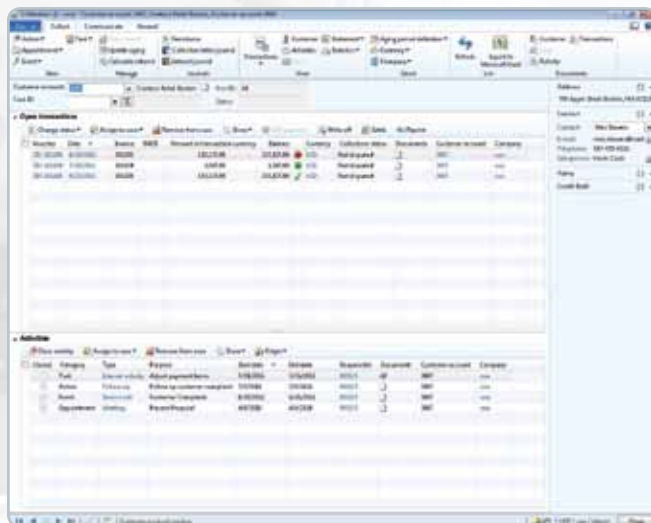
WHAT'S NEW

RoleTailored User Interface

The enhanced RoleTailored user interface spans the Microsoft Dynamics AX Windows client and Enterprise Portal and helps drive productivity and business insight through its familiar user experience and connection with business processes. Microsoft Word and Microsoft Excel®, familiar and powerful tools that workers already know and use, allow access to business data in Microsoft Dynamics AX 2012 to enhance worker productivity, and a more flexible Help system provides added support when needed.

RoleTailored ERP client

- Improve productivity with enhancements to the RoleTailored user interface such as FactBoxes, Fast Tabs, and Preview Panes that let you view data from multiple sources without leaving the current form. Highlight relevant items, multitask, visualize information in useful new ways, and reduce chances of accidentally changing the data. In this release new Role Centers are included, such as Treasurer and Budget Manager.



Role Center and Collections Form of the Collections Manager

Enterprise Portal based on Microsoft SharePoint® technology

- Improve the user experience overall with a common interface, Action Panes, and more configuration options. Collaboration workspaces allow teams to quickly organize and share information about projects, marketing campaigns, and opportunities. And Windows Live® ID authentication, improved search, and appearance of pages fosters productivity.

Microsoft Office add-ins

- Take advantage of Microsoft Office add-ins that enable you to use Microsoft Word to build templates and documents that combine structured and unstructured information from Microsoft Dynamics AX. Use Excel and Word add-ins to view, analyze, and share information in Microsoft Dynamics AX. Bidirectional interoperability enables users to access and refresh data in Microsoft Dynamics AX without leaving Excel.

New Help system

- Make Help more relevant to your business by customizing topics, enabling others in the organization to create Help documentation, promptly applying and distributing updates, and using Search and the Help viewer to find Help on your network or the web.

Industry Capabilities

Microsoft Dynamics AX 2012 is purpose-built for organizations in manufacturing, Public Sector,¹ services, and distribution (with retail coming soon), delivering industry-specific capabilities out-of-the-box. New in this release is support for Public Sector organizations. Microsoft Dynamics AX 2012 uniquely combines industry-specific capabilities in one solution and makes them available to all customers, benefiting organizations that require capabilities for more than one industry.

Manufacturing

- Utilize the flexibility of Microsoft Dynamics AX 2012 to run process and discrete manufacturing models in a single solution. The mixed-mode capability also allows implementation of lean manufacturing practices in the way best suited for your company.
- Take advantage of a new operations resource model to efficiently use resources at multiple locations. Schedule resources (vendors, people, machines, tools, or locations) to jobs and operations based on their capabilities (ability to perform a specific production-related activity). A scheduling engine will handle resource selection.
- Model and execute lean manufacturing on production flows to reduce delivery lead times, trim excess inventory between work centers, treat contractor labor as a service (not a BOM component), and support continuous improvement by using kanban boards, event kanbans, and kanban rules to view, plan, and run kanban jobs.
- Use the new constraint-based Product Configurator to efficiently create, maintain, and reuse product models, components, and attributes.

¹ Available in the United States, Canada, United Kingdom and France.

- Let shop floor workers use the touch-enabled job registration form to register time and quantities produced; use this functionality to let shop floor supervisors prioritize jobs and perform actions such as start/stop jobs.

Public Sector

- Use unlimited dimensions to support Public Sector fund accounting and expanded reporting capabilities for fund, program, function, organization, grant, project, location, and object.
- Facilitate multiyear budgeting, accounting, and reporting for projects and grants with the capability to track multiple funding sources and automatically distribute funds according to program guidelines, including: 1) linking transactions to specific funding sources; 2) prioritizing funding sources; 3) restricting funding sources to specific activities or classes of expense; and 4) providing support for matching funds and grants.
- Define accounting distributions and view subledger journal entries prior to journalizing source documents.
- Use posting definitions to automatically generate "due to/due from" entries between different funds.
- Implement a flexible departmental billing engine for efficient collaboration with customers, while significantly reducing process management time requirements.

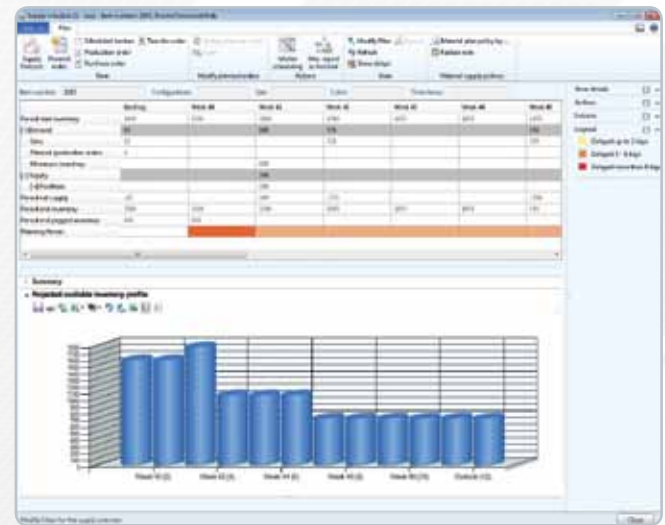
Service industries

- Strengthen proposal management, project quotation, and project budget control with complex work breakdown structures, milestone definitions, task assignments, and deliverable specification.
- Improve your ability to forecast, plan, and ultimately schedule the right resources onto projects at the right time and in the right place, matching individual skills and capabilities to service tasks and project goals.
- Take advantage of Workspace Collaboration in Microsoft SharePoint Server to increase project collaboration and foster application of best practice service-delivery methodologies. Build on that foundation to connect with service partners and clients in richer and more interactive ways.

Distribution

- Improve supply chain planning capabilities across your organization, using new views that display all intercompany supply and demand. In addition, planned intercompany demand is visible for upstream companies within the organization, and can be considered in master planning. Planning and management are also supported with a full view of intercompany order-pegging using a multilevel pegging form.
- Allow users to place orders in a more productive way with sales order process enhancements, allowing faster order entry by limiting the amount of information to be entered. This permits easier access to sales order header or line details as well as expert features, allowing users to modify default settings and customize sales orders.

- Take advantage of other features that include pricing enhancement to manage mass changes, smart rounding rules based on currency and amount, and translation of prices in multiple currencies based on a reference price list.



Supply Scheduling

Core ERP Suite Capabilities

Microsoft Dynamics AX 2012 raises the bar for delivering powerful ERP capabilities and supporting operational efficiency in many key functional areas. Microsoft Dynamics AX 2012 includes new capabilities such as supplier relationship management, case management, and the Audit Workbench, as well as important enhancements in the following domains: finance, sales and marketing, procurement, project accounting, human capital management, supply chain management, inventory management, and compliance and internal controls.

Financials

- Quickly create unlimited, form-based financial dimensions that can be shared across legal entities for a complete business view, audit trail transparency, and detailed analyses.
- Transform budget information into precise, workflow-driven management tools with multiple, variable, and hierarchical budgetary controls that allow you to define how you want to manage expenditures and achieve greater control of the procurement process.
- Set up, view, and manage encumbrances, including purchase order commitments, in the general ledger, and manage workflow items with respect to year-end processing and encumbrances.

Microsoft Dynamics AX 2012

WHAT'S NEW

- Streamline the cash-to-collections process to save time, engage efficiently with customers, and improve cash flow.
- Simplify and help ensure accurate processing of requisitions, orders, invoices, and other key transactions by defining accounting distributions and viewing subledger journal entries before journalizing source documents.
- Improve accounts payable operational efficiency with new capabilities to match invoices, allocate charges, process and track purchase order prepayments, add lines to invoices, and more.
- Define and control the information you capture more precisely to achieve better insight into your business.
- Increase productivity and accuracy as you leverage architectural advances to share key financial data among legal entities.
- Sharply reduce time and effort for year-end closing with enhancements that include purchase order rollover and budget carry-forward options.

Sales and marketing

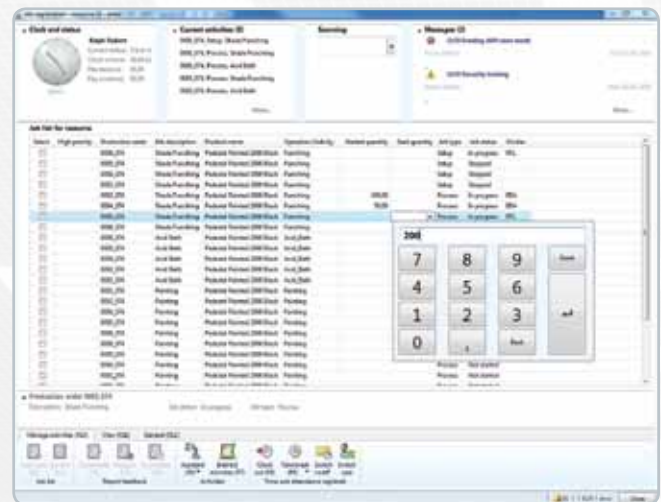
- Use the Microsoft Dynamics CRM Connector to access information in Microsoft Dynamics CRM 2011, both on-premises and online.
- Efficiently open, assign, resolve, and follow up on customer service, collections, and similar issues using new case management capabilities.

Procurement and sourcing

- Manage direct and indirect procurement of goods and services using procurement and sourcing in Microsoft Dynamics AX.
- Empower workers to order day-to-day goods and services from searchable online catalogs. Help vendors operate more efficiently by enabling them to perform a variety of tasks online, such as updating profile data, requesting additional users, requesting that the scope of their offering be expanded, uploading catalog content, submitting invoices, reviewing payments, and more.
- Import, create, edit, stage, publish, and search catalogs of items for internal consumption on an internal shopping site. Or punch out directly to your vendor catalog.
- Create a virtual workplace where category managers can manage overall spending by category.
- Utilize requisition aggregation, work queue management, category management, and other procurement functionality through a procurement-based Role Center.
- Establish a centralized procurement desk capability across your organization to support procurement policies and processes.
- Easily set up and maintain one or more different purchasing policies and apply them to different sets of requisitioners across the organization.

Supply chain management

- Easily convert a purchase order line or sales order into a delivery schedule and maintain total order discount eligibility even when multiple deliveries result.
- Support quality management with a new inventory-blocking feature that works manually or on an automated basis to enjoy greater flexibility and granularity in quality order specification, and more.
- Improve your ability to report the value of goods in transit between companies, using two new reports in Microsoft Dynamics AX 2012.



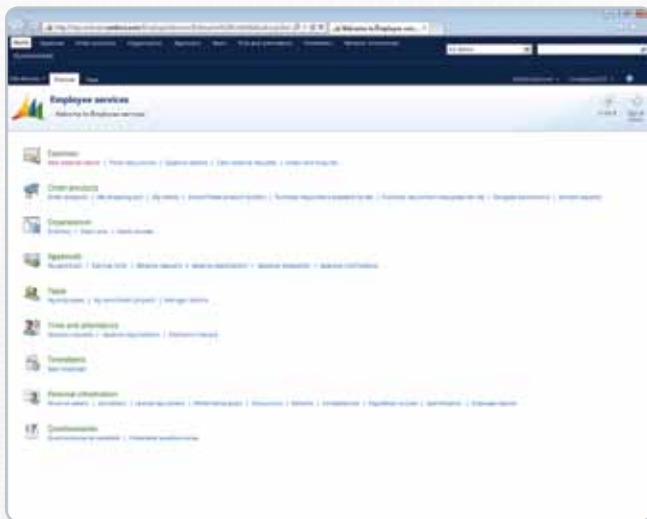
Touch Screen Capabilities for Shop Floor Workers

Project management and accounting

- View a summary as the project budget is created, compare against funding, and make corrections before submission.
- Create and manage projects in Enterprise Portal to enable remote access.
- Make time sheet entries more efficiently with enhanced time entry capabilities and user experiences from a web browser or the client application.
- Allocate and post revenue based on internal sales prices for workers, categories, and dimensions, enabling profitability monitoring by allocation area.
- Improve management of complex portfolios of projects and next-level optimization of resource schedules through enhanced interoperability with Microsoft Project Server 2010.

Human capital management

- Improve individual productivity by referring to Role Centers for data, alerts, task lists, and reports pertinent to specific job functions; 34 predefined Role Centers can be accessed from the Enterprise Portal or Microsoft Dynamics AX Windows client.
- Use the Employee Self-service Portal and workflow tools to enforce spending and approval policies at a more granular level, and to enable employee self-service for performance goal management.



Employee Self-Service Portal

- Transfer and view employee records easily, and reduce manual process steps in recruiting, onboarding, development, transfer, and termination.
- Streamline processes and improve productivity with the improved Expense Management application for the Enterprise Portal. This includes the expense entry, cash advance request, credit card dispute, travel requisition, and expense report delegation. In addition, the approval experience for expense reports, travel requisitions, and cash advances are new or improved.

Compliance and internal controls

- Define/refine your corporate policies and automate the auditing process with the Audit Workbench.
- Track energy consumption and greenhouse gas emissions to proactively monitor your organization's environmental impact: use the enhanced Environmental Sustainability Dashboard and the new, associated data cube to keep aware of energy consumption, carbon footprint, and KPIs for waste and water usage. Take advantage of a graphical interface for easy setup and "what-if" capabilities to help you assess the impact of proposed changes.
- Help ensure organizational compliance with laws, regulations, policies, and business rules through Compliance Center enhancements including improved Internal Controls capabilities, the new Default Controls Library, and the new Import and Mapping Wizard.

Country-specific capabilities

- Control feature availability based on the location of the legal entity using the country associated with the legal entity's primary address. For example, if the address of the legal entity is in Canada, users can see and work with Canada-specific features.
- Microsoft Dynamics AX 2012 offers a range of capabilities that support country-specific localization. To learn more, visit CustomerSource.

Application Foundation

Master data, reference data, and global engines are the foundation of the application. In Microsoft Dynamics AX 2012 the enhancements in these three areas simplify the definition of master and reference data and the use of global engines across the multi-entity enterprise.

Master data

- Organization model: Model organizational structures more accurately, capturing more hierarchies and greater detail, to enable more sophisticated reporting, improved security, and easier data sharing.
- Global Address Book: Create multiple address books, manage address book access, selectively enforce policies by address book, and create applicant records directly from application forms.
- Product information management: Create and maintain product definitions and master definitions for sets of products across the entire organization, and share them across companies to maintain centralized product repository control.



Organization Model

Reference data

- Time zone enhancements: Easily set and change time zone preferences, support multiple time zones, synchronize time zone preferences with local time zones, and view different time zone information for transactions.

Global engines

- Policies management: Use this new capability to help implement a unified procurement strategy across employees, purchasing agents, and vendors.

Microsoft Dynamics AX 2012

WHAT'S NEW

Business Intelligence and Reporting

Microsoft Dynamics AX 2012 BI and Reporting includes more than 800 Microsoft SQL Server® Reporting Services reports, 11 SQL Server Analytics Server data cubes, and enhancements to the framework.

Microsoft SQL Server Reporting Services

- Combine the power of SQL Server Reporting Services with the simplicity and flexibility of Microsoft Dynamics AX by using the Microsoft Dynamics AX production reports. Along with more than 800 built-in reports, Microsoft Dynamics AX 2012 will provide a wizard-based migration tool for existing X++ reports and integrated, role-based security options.
- Help meet exacting reporting requirements and reduce IT workload, with auto-generation of SQL Server Reporting Services reports, and create basic reports using the Microsoft Visual Studio® 2010 Charting Control.
- Support global operations by developing a report in one language, and let the reporting framework produce reports in multiple languages.

Microsoft SQL Server Analysis Server

- Instantly identify and take action on business process issues using new cubes for workflow and environmental sustainability. Track history and current status, and generate performance analysis reports.
- Easily implement, configure, and customize prebuilt data cubes using a wizard-driven UI, which helps you deploy prebuilt business intelligence solutions when you set up Microsoft Dynamics AX 2012.

Framework

Microsoft Dynamics AX 2012 structural enhancements can improve operation IT efficiency in your organization and return more value to you. Some of these enhancements are a graphical workflow editor and cloud-based services that help reduce IT complexity and front-end capital requirements. Application Integration Framework enhancements and new programming concepts help IT professionals write less code. Role-based security accelerates the implementation of internal controls. And a host of new and improved Enterprise Portal features deliver the benefits of Microsoft Dynamics AX 2012 through the Internet and a web browser.

Workflow

- Use powerful new capabilities to enable creation of more complex workflows and separate workflows for each line associated with a header, as well as automated workflows requiring no human intervention. The Graphical Workflow Editor enables drag-and-drop functionality for workflow creation. Work Item Queues help users control what they work on and load balance across the team when necessary.



Graphical Workflow Editor

Services (sites, payment, and commerce services)*

- Support your end-to-end business processes with cloud-based services that are cost-effective, easy to deploy and use, and integrate fully with your existing on-premises or hosted Microsoft Dynamics AX implementation. Sites Services for Microsoft Dynamics ERP extends Microsoft Dynamics AX 2012 business processes and workflows on the web, empowering business users to collaborate with their customers and vendors with minimal IT investment. Payment Services for Microsoft Dynamics ERP is a PCI-certified Level 1 Payment Gateway. Out-of-the-box, it supports authorization, settlement, voids and refunds, address verification, and business card Level 2 and 3 processing. Commerce Services for Microsoft Dynamics ERP provides integration between Microsoft Dynamics AX 2012 and the organization's online sales channels. The Microsoft Dynamics Online Connect Gadget Web Part for Role Centers hosts a slide deck of links and information relevant to a user's role, including links to CustomerSource, community content, training materials, and Knowledge Base articles. This gadget can be added to the Role Center master page or to personal Role Center pages.

Services and application integration

- Take advantage of new capabilities such as: exposing X++ business logic as a service to external systems to extend the life of X++ code investments, including more than 90 document services; integration supports that include non-XML file format support, flexible error handling, bulk import support; accessing service groups easily; using business operation framework to write applications; and consuming external services from X++. Simplify configuration and administration of services.

Microsoft Dynamics ERP RapidStart Services*

- Microsoft Dynamics ERP RapidStart Services is a questionnaire-based service that enables a fast and reliable setup and configuration of the Microsoft Dynamics ERP solution by taking advantage of best practices and processes available within your business application.

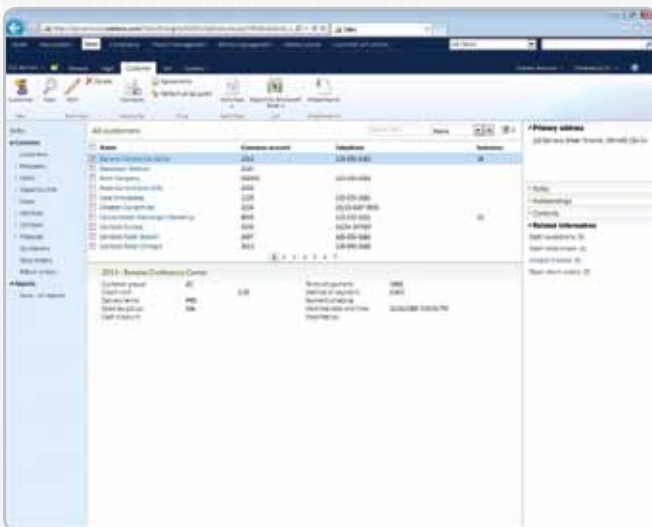
* Check availability in your country with your Microsoft Dynamics partner or local Microsoft office

Role-based security

- Create security permissions for individual application objects to simplify maintenance and enable reuse of security constructs. Implement security policies for individual table records, offering greater granularity. Simplify configuration and administration of services.

Enterprise portal enhancements

- Develop Enterprise Portal integrations easily using Visual Studio 2010. Enterprise Portal supports table hierarchies for more efficient database structures, and a new security model has been introduced.



Customer List in Enterprise Portal

New programmability concepts

- Implement a set of new capabilities that improve data model design and reusability of schema components, and that contribute to the development, use, and maintenance of more flexible, accurate, productivity-enhancing information and reporting.

Integrated development environment

- Store all application elements in a single repository and distribute them in physical modules called Models. Models can easily be combined to add capabilities. Both MorphX[®] and Visual Studio tools are available for developers.

Data upgrade framework enhancements

- Conduct data upgrade with reduced business downtime by performing the majority of your upgrade on a live Microsoft Dynamics AX system and using a new source-to-target model, which scales up using a high degree of parallelization between various upgrade stages.
- Upgrade directly from Microsoft Dynamics AX 4.0 or Microsoft Dynamics AX 2009 to Microsoft Dynamics AX 2012.

Microsoft Business Productivity Applications and IT Infrastructure Technology

A core strength of Microsoft Dynamics AX 2012 can be found in its interoperability with other Microsoft products and technologies. From a technical perspective, this strength fosters efficient, cost-effective development. Users enjoy the benefits of interoperability in greater productivity and data integrity.

SQL Server model store

- Maintain one store for data and metadata in the Microsoft SQL Server model store.

Visual Studio 2010 support

- Take advantage of the integrated development experience, new tools, and Visual Studio 2010 resources—available worldwide—to model business application elements that integrate into Microsoft Dynamics AX 2012. Manage source code, including branching and work items, effectively with Microsoft Team Foundation Server 2010.

Microsoft solutions, applications, and technologies

- Microsoft Dynamics AX 2012 capabilities support Microsoft SQL Server 2008 R2 (including SQL Server Reporting Services and SQL Server Analysis Services); Microsoft SharePoint 2010; Microsoft Search Server 2010, Microsoft Search Server Express 2010, and Microsoft Fast Search Server 2010; Microsoft Office 2010; Microsoft Project Server 2010; and Microsoft Visual Studio 2010.

Full system requirements are available on www.microsoft.com/dynamics/ax.

Licensing

Microsoft Dynamics AX 2012 is available on the familiar Microsoft licensing model (Server and CALs), which connects RoleTailored design to the licensing model to help ensure that you buy the exact licenses required to meet the needs of individual users, and can easily grow when needed.





Take the next step toward becoming a dynamic business—the Microsoft Dynamics vision for organizations that can continuously evolve to face economic, operational, and organizational challenges. By planning your future upgrade to Microsoft Dynamics AX 2012, your organization can become more agile, so you can adapt quickly to change, expand into new markets, and develop innovative products and services.

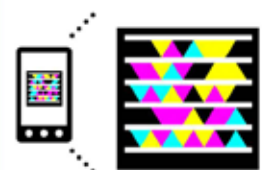
Talk to your partner about the business benefits that an upgrade to Microsoft Dynamics AX 2012 could offer.

FOR MORE INFORMATION ABOUT

Microsoft Dynamics AX 2012, visit:
www.microsoft.com/dynamics/ax



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