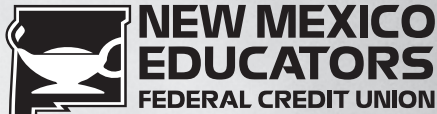




MICROSOFT DYNAMICS GP



*The Power of WE.®*

## SUCCESS

### Microsoft Dynamics GP Integration Cuts Time on Entry, Reporting and Reconciliation by 90% for NMEFCU

*“We find BPW is a ‘trusted’ advisor—and we don’t use the term ‘trusted’ lightly—it is the reason we choose BPW and continue to recommend BPW to our industry.”*

Ken O’Brien, Controller  
New Mexico Educators Federal Credit Union

#### THE BACKGROUND

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CREDIT UNION CUSTOMER New Mexico Educators Federal Credit Union (NMEFCU)

PRODUCT SELECTED Microsoft Dynamics GP

CORE PROCESSOR INTEGRATION XP Systems

PROBLEM The legacy general ledger did not have the necessary automation, so tasks had to be performed manually, and it did not integrate with NMEFCU’s other systems.

SOLUTION With the help of BPW, NMEFCU implemented Microsoft Dynamics GP. The business management solution was integrated with the credit union’s core processor. The integration created greater accuracy by automating tasks, maximized personal productivity and improved reporting to enhance business performance.

#### ABOUT NMEFCU’S NEED FOR CHANGE

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NMEFCU’s Mission Statement says they serve their members “...with all the convenience, technology and accessibility of today and tomorrow.” In order for NMEFCU to live up to that statement, they knew a change would have to be made to their financial reporting system, without changing their core processing system.

Ken O’Brien with NMEFCU recalls, “The general ledger from XP Systems was very limited.” Daily processing, monthly-quarterly processing and all reporting were very inefficient. Having timely access to crucial financial information proved to be a challenge and a change had to happen.



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WHY | MICROSOFT DYNAMICS GP AND  
BARTLETT, PRINGLE & WOLF, LLP

While looking for a replacement financial system, NMEFCU performed an internal needs analysis using a decision matrix to determine how well the vendor capabilities aligned with their needs. They ranked the vendors on a scale of 0-100%, and the two vendors that made the short list were Microsoft Dynamics GP and Epicor.

In the end, NMEFCU chose Microsoft Dynamics GP as their new software platform and BPW as their implementation partner due to the following major factors:

- Microsoft Dynamics GP’s prominence in the Credit Union industry and NMEFCU’s geographic region. Epicor did not compare.
- BPW’s expertise in implementing Microsoft Dynamics GP with Credit Unions. BPW has implemented Microsoft Dynamics GP for approximately 40 Credit Unions.
- BPW’s commitment to stand by the product, service and price as quoted in the RFP with a fixed price implementation.
- NMEFCU’s strong support from their IT and Technical Staff.
- BPW’s excellent references on both the product and service.
- BPW’s knowledge of the accounting and financial services industry and willingness to advise on financial reporting.

IMPLEMENTATION AND TRAINING

Implementing a new financial system can be potentially disruptive and time consuming to the staff involved in the changes, but Ken O’Brien recalls the seamless transition to Microsoft Dynamics GP. “The BPW training and installation went smoothly and problem free,” he said. “All chart of accounts, history fixed assets and AP master files were set up, balanced and tested before we went live.”

BPW’s goal is for the customer to be as self-sufficient as possible when they hand over the keys to the new system. Knowledge transfer is a key factor in all successful implementations.

“The BPW staff stayed most of that week until they realized that they were in the way, and we were on our own,” Ken O’Brien remembers. “Our accounting staff thoroughly enjoyed the relaxed, yet professional approach of Mike Weaver and Scott Hadley.”

THE RIGHT RESULTS

*“The flexibility of the integration Manager and FRx reporting reduced entry, reporting and reconciliation time at least 90%.”*

Ken O’Brien, Controller  
New Mexico Educators Federal Credit Union

THE IMPORTANCE  
OF INTEGRATION

A key differentiator in working with BPW is their deep understanding of the integration points between Microsoft Dynamics GP and a Credit Union’s core processor. Through a seamless integration that utilizes the tremendous processing power of Microsoft SQL Server, thousands of transactions are brought into the Microsoft Dynamics GP General Ledger. These transactions can replicate the detail of your core processor or can be summarized during import to allow an abridged review of your financial data.

One of the principal benefits of the integration is the flexibility built into the solution. For example, BPW uses the existing branches in the core processor as is, translates branch data into diverse reporting units and/or rolls up branched accounts from the core when that detail is either unnecessary or undesirable. In the event a Credit Union decides to switch from one core processor to another, the process is simple and requires no custom programming. As a result, nearly all clients that have gone through a core processor change are happy to discover they can continue to use the Microsoft Dynamics GP solution with no downtime or headaches.