

WinWire

Smooth QuickBooks transition to Microsoft Dynamics GP

MTG Management

Overview

MTG Management was highly concerned that their QuickBooks environments was going to crash on them again and potentially cripple their business. After considering a number of options and partners, MTG elected to implement Microsoft Dynamics GP with Aztec Systems.

MTG Management

MTG is a family owned portfolio of businesses consisting of the operations company (MTG Management) and 10 other LLC's, each of which owns multiple commercial real estate properties in the Austin area, including 60 gas stations and another 90+ various other commercial properties. Headquartered in Austin, Texas, they have approximately 10 employees

Industry

Commercial Real Estate

Previous Infrastructure

MTG runs a virtualized environment consisting of both Microsoft and Java/PHP technologies which they access via Microsoft Terminal Server.

Pain

The existing systems at MTG were a mix of QuickBooks for accounting and multiple in-house developed Java-based custom developed business management applications including a fuel management system and an incident tracking system.

While MTG had managed to more or less connect these applications to QuickBooks, there remained manual intervention in many areas of their processes and it had become abundantly obvious in the past year that they had taken QuickBooks to its capacity.

As QuickBooks served as the center of MTG's business management tools, the application had been in place for nearly 12 years and was highly customized by the owner of the business who recognized that it the company had outgrown its capabilities. Because he was so knowledgeable of the MTG QuickBooks environment, the notion of phasing out the system in favor of a more capable accounting package was painful to him. This fear of leaving QuickBooks was only unparalleled by the fear of what might happen should the software crash on them for a third time.

The Solution

At the beginning of 2009, MTG operations manager, Chris Zigrossi, began the process of evaluating QuickBooks alternatives. Chris started by consulting with MTG's infrastructure partner who had been a long time trusted technology advisor for the company. This partner quickly recommended Microsoft Dynamics for consideration, based on their experience and that of their other customers.

Chris began his evaluation of Microsoft Dynamics GP with a Microsoft partner out of Houston, Texas. Soon thereafter, he was referred to Aztec Systems based on the company's solid reputation in the Austin market.

For the next several months, both partners met individually

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Deal Summary

- 3 users of Microsoft Dynamics GP 10.0 ADVANCED MANAGEMENT
- MICROSOFT DEVELOPERS TOOLKIT
- \$20K Dynamics Software License & Maintenance Revenue

New Infrastructure

Hosted Solution, operating in Aztec Systems Managed Data Center, Infomart-Dallas, Texas. Hosted environment will be configured with Server 2008, SQL 2005, 2008 Terminal Server, Exchange 2003 and Office 2007.

Partner

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with MTG to help them evaluate Microsoft Dynamics (NAV and GP) in effort to win the business. Ultimately, after exhausted sales discovery effort, Aztec Systems was selected to implement and host the solution for MTG.

Aztec was selected based on the company's reputation and keen understanding of MTG's needs from an accounting and financial management standpoint as well as an integrating their other business management solutions. The final solution architected was a Microsoft Dynamics GP hosted system in Aztec Systems Managed Data Center – Dallas, Texas.

Vision

MTG Microsoft Dynamics GP was designed to be completely scalable and reliable, integrated accounting solution that would serve the companies immediate needs as well as accommodate targeted future growth and possible new business directions. Additionally, with the inclusion of the Microsoft Developer's Toolkit for Dynamics GP, MTG's in-house development staff will be empowered to continue developing necessary application integrations and reporting sub-systems...something that the company sees as critical to their success with the system. With all of the advanced functionality of Microsoft Dynamics GP, MTG will be much more efficient than they were with their previous QuickBooks application.

Aztec Systems Inc. is pleased to be the Microsoft partner of choice to assist MTG in achieving their financial goals and achieving customer satisfaction, taking them into the future of this global economy.