

To help determine which of our Aspire19 sponsors you would like to meet during the Expo, leverage these questions and “ask yourself” if a solution might be of value to your business.

We have further noted which Microsoft business solutions each ISV solution integrates with.

**Note:** This is a living document and will be updated with additional sponsor questions. Come back to our Aspire19 microsite @ [www.aspire19.velosio.com](http://www.aspire19.velosio.com)!

***Questions on tax compliance? See Avalara***

1. How many states are you currently registered, collecting and filing in? How many should you be in?
2. Do you sell product into states that you are not registered in? If so, do you know your current tax exposure?
3. How many exemption certificates are you collecting and how are you handling them? Are you confident in your exemption certificate management process?

ERP: GP, SL, AX, D365 FO, NAV, D365 BC

***Questions about Accounts Payable solutions? See AvidXchange***

1. Does your AP department find manual paper processing labor intensive and not scalable for growth?
2. Are you interested in not having to print, sign, and mail paper checks?
3. Does your AP department find it time consuming to maintain supplier data and manage supplier calls?

ERP: GP, SL, AX, D365 FO, NAV, D365 BC

***Questions about property leasing solutions? See Binary Stream***

1. Do you experience inaccurate and slow processing of your orders, billing and payments?
2. Do you experience troubles with your leasing and reporting processes?
3. Do you control multiple accounting databases? Do you have trouble managing these separate entities?

ERP: AX, D365 FO, NAV, D365 BC

***Questions about fitting your business systems to your requirements? See eOne***

1. Looking to connect/integrate *Microsoft Dynamics 365* (or *Dynamics GP, NAV, or Business Central*) with other systems?
2. Interested in pulling SmartLists faster?
3. Want to capture data into *GP* that isn't there natively?

ERP: GP, SL, AX, NAV

**Questions on payroll processing or affordable care act compliance? See Integrity Data**

1. Are you looking for better ways to process payroll in *Dynamics GP*? We have 10 payroll add-ons to enhance your *GP Payroll* experience.
2. Are you looking for payroll functionality in *Microsoft Dynamics 365 Business Central*? Payroll NOW by Integrity Data is the fully integrated, embedded, complete and trusted U.S. Payroll app for *Dynamics 365 Business Central*.
3. Are you an employer who has struggled to comply or spent too much time trying to comply with the Affordable Care Act? We simplify ACA tracking and reporting with year-round eligibility tracking, auto populating, coding, and printing of the required IRS 1094-C and 1095-C forms at year-end.

ERP: GP, D365 BC

**Questions about ERP-integrated e-commerce solutions? See K-eCommerce**

1. Did you know that it can cost up to 5 times more to acquire a new customer than to retain an existing one?
2. Do you feel like your order process is slow? Really slow? When orders come in, are you copying them from your web store to your ERP, and then copying the invoice back to your web store? Looking for a better way to save time, increase operational efficiency, boost your bottom line, and make it easier for your customers to do business with you?
3. Looking for a way to stay ahead of your competition and make your business stand out?

ERP: GP, AX, D365 FO, NAV, D365 BC

**Questions on going paperless with ERP? See KwikTag**

1. Do you move all of last year's files into banker's boxes and into the "storage room"?
2. Do you receive invoices from your vendors via e-mail...and then print them out...and the later scan them back into your system?
3. Does your employee expense reporting process include Excel spreadsheets, tiny paper receipts, and too many paperclips?

ERP: GP, SL, AX

**Questions about payment processing in Microsoft Dynamics GP? See Mekorma**

1. Are you looking for ways to secure your payment processing in *Dynamics GP*?
2. Are you interested in adding automation to your payment process?
3. Is your company looking to convert vendor payments to electronic processing?

ERP: GP

***Questions about AP invoice processing solutions? See Metafile Information Systems***

1. Do you experience delayed invoice processing times and lost early-payment discounts due to paper-based processes?
2. Is your approval process disjointed, cumbersome and hard to keep track of, leading to lost documents and customer service issues?
3. Are you tired of manually entering data to your *Microsoft Dynamics* solution?

ERP: GP, SL, AX, D365 FO, NAV

***Questions about credit card processing solutions? See Nodus***

1. Do you struggle with achieving and/or maintaining Payment Card Industry compliance and payment card security?
2. Is your payment collection a manual process?
3. Do you think you are paying too much in credit card processing fees?

ERP: GP

***Questions on purchasing? See Paramount Workplace***

1. Do you often “approve” purchases after the goods/services have already been ordered? In other words, you have no control over who is purchasing what and who they are purchasing it from.
2. Do you have data silos – discrete repositories of information under the control of one department and not shared with other departments? Data Silos can result in duplication of effort, bottlenecks and missed opportunities.
3. Are you able to monitor purchasing compliance against budgets and do you have visibility to the impact of purchases throughout the entire process?

ERP: GP, SL, NAV, D365BC

***Questions on add-on solutions for Microsoft Dynamics SL or GP? See Plumline Consulting***

1. Do you have many prepaid expenses to manage manually (analyzing and/or amortizing)?
2. Do you have many Credit Card transactions to record manually every month?
3. Do you have many fixed assets to track in a spreadsheet or outside system not integrated with Dynamics SL?

ERP: SL, GP

***Questions on Project Service Automation (PSA) solutions? See Progressus***

1. Do you experience time consuming and cumbersome project creation - costing you labor hours that could be used for productivity?
2. Do you have invoices that are incomplete, not easily understandable, or tough to generate?
3. Do you have employees in the field that need a fast, easy, ACCOUNTABLE way to enter time and expenses against a project, from anywhere, on any device, while capturing attachments and pictures, and still maintain a trackable approval process into the ERP system?

ERP: BC

***Questions about online ordering solutions? See Sana Commerce***

1. Do your clients consistently order offline because they find your web store experience clunky and hard to use?
2. How can you capture a web order and complete the fulfillment process quickly?
3. Do you experience difficulties with managing inventory and pricing per customer account for your web store, sometimes selling out-of-stock or incorrectly priced items?

ERP: AX, D365 FO, NAV, D365 BC

***Questions on catching malicious email? See ZEROSPAM***

1. Am I or our Technical team in charge of email security not controlling ZERO-Day Threats or is our Cybersecurity strategy too resource or time intensive?
2. Have I already been attacked by Ransomware, Spearphishing or any sort of Spam that has caused problems or paralysis to my company?
3. Does my company know that EOP (Exchange on-line protection) or ATP offered by Microsoft does not fully protect emails from maliciously attacking your company? Especially via Spearphishing?

Office 365