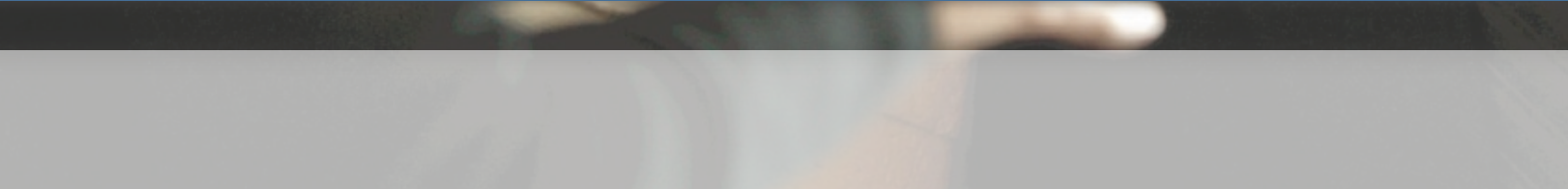


Transform data into

decision-driving intelligence.

MICROSOFT BUSINESS SOLUTIONS FOR

**ANALYTICS**—GREAT PLAINS



Microsoft® Business Solutions—Great Plains®

**equips you** to understand your business better and take control of the future of your organization.

Powerful, customizable tools help you create the right report quickly and easily for your specific business needs. And compelling views of business data help you present business intelligence in a meaningful way. Graphical representations of key performance indicators enable decision makers to visualize trends, patterns, and relationships that affect your bottom line and enhance strategic planning. You'll be able to adjust forecasts using accurate, up-to-date data pulled from your financial applications. Multiple report formats and distribution techniques allow you to ensure the right financial information is delivered to the right people—whether employees, clients, or stockholders—at the right time.

You've got the information—now you can use it to take your business forward.



## Solutions

for Pursuing Your Business Vision

Microsoft Business Solutions–Great Plains offers integrated capabilities for financial management, distribution, manufacturing, project accounting, human resource management, business analytics, and customer relationship management. By delivering deep access to decision-driving information, a rapid return on investment, and expert, dedicated customer service, Microsoft Great Plains helps you grow and manage your business better.

## Microsoft Business Solutions for Analytics includes:

### Microsoft Business Solutions for Analytics–FRX® Professional

Master your financial reporting processes with high-performance capabilities that provide highly customizable, presentation-quality financial and management reports that are easy to create, distribute, and use.

### Microsoft Business Solutions for Analytics–Forecaster

Meet business objectives and gain competitive advantage with budgeting and planning functionality that helps you plan more effectively and respond more quickly to changing business needs and new opportunities.

### Crystal Reports 10.0 Professional

Create compelling views of business data easier and faster than ever before to transform your Microsoft Great Plains data into presentation-quality information that can help you can make better business decisions.

### Microsoft Business Solutions for Analytics–Enterprise Reporting

Understand your business better and empower decision-makers to make quicker, more effective decisions to gain complete control of consolidations, financial reporting, and budgeting across the enterprise.

**“Microsoft Business Solutions has given us our weekends back. We are saving at least 60 hours per month by eliminating the countless hours expended on report consolidation, printing, and distribution, which means not only a cost savings to our company, but also a better work environment for employees.”**

JOE VON BOSE  
CORPORATE MANAGER OF ACCOUNTING OPERATIONS

SIX FLAGS

# High-performance financial reporting

Microsoft Business Solutions for Analytics—FRx Professional equips decision makers to build customized financial management reports and deliver them in a wide range of formats across your organization.

## Rapid Report Design

Make the process of creating sophisticated financial reports easy and intuitive.

- Use a “building block” approach to design reports, defining the rows and columns that will appear with a reporting tree that establishes the relationship between reporting units.
- Use the graphical user interface to determine the description and source of data, as well as any calculations and totals in your report.
- Consolidate financials across your organization via a graphical reporting tree to define relationships according to cost center segments.
- Make updating and maintenance easy, and help reduce errors associated with intensive updates, through tight Great Plains integration.
- Develop customized reports using powerful report design tools and wizards that help reduce entry time and maintenance.

## Powerful Analysis Features

View and manage financial information from all angles.

- Easily consolidate information from multiple companies and sources.
- Create reports comparing periods, then set the current base month, quarter, or other period when you run the report.
- Seamlessly work with multiple currencies and streamline Column Layout maintenance.
- Export Microsoft FRx reports directly to Microsoft Office Excel PivotTable® and PivotChart® formats.

## Efficient Report Scheduling and Delivery

Define how you deliver reports to meet specific business needs.

- Improve information visibility and easily share the right information with the right people using FRx Report Manager, available as an add-on to Microsoft FRx Enterprise.
- Build personalized packages that consolidate Microsoft Office documents, Microsoft FRx Reports, Crystal Reports, and other formats into a single file.
- Select from multiple delivery methods to share report books, including e-mail, print, or online posting.
- Adopt Extensible Business Reporting Language (XBRL) 2.0 taxonomy to enhance your ability to transfer complex, confidential financial information using a trusted communication standard.
- Automate reports that need to be run and distributed on a regular basis with a scalable, high-speed report-generation environment.
- Define your report distribution process by selecting when and how specific reports should be generated and distributed—for example, via e-mail, or automatically via the Web.



# Harness financial data with powerful forecasting and budgeting tools

With Microsoft Business Solutions for Analytics–Forecaster, you can deploy budgeting and planning data throughout your organization to plan more effectively and respond more quickly to changing business needs.

## Dynamic Forecasting

- Maintain control over revenue forecasting by making adjustments at any time to accommodate budgetary and planning changes.
- Forecast account balances with line-item breakdowns for major aspects of your business, including human resources, capital expenditures, and revenue planning.
- Provide flexible planning input by defining up to 100 columns from multiple budget versions.
- Create calculated columns such as variances between plans.
- See the impact of planning by viewing your business from the top-down, with easily accessed, real-time budget views.

## Extensive Budgeting Support

Forecaster integrates with Microsoft Great Plains to provide up-to-the-minute data from across your business. It also gives you the tools to manage that data to fit your specific needs.

- Manage depreciation with ease when going through the budget process for your business models.
- Budget employee assets effectively in multiple scenarios by adding more detailed budgeting data for specific personnel, with salary planning worksheets and flexible salary and bonus designations.
- Access up-to-date operating information and compare it side-by-side to your detailed budget. Automatically extend your current financial data from Great Plains General Ledger, using ExpressLink to initiate the budgeting process and update existing budgets.

## Effective Collaboration

Bring together business decision makers with easy-to-use tools that enable easy collaboration from any location.

- Facilitate coordinated planning with options like reminder e-mails, message boards, and budgeting instructions.
- Manage coordinated planning with extensive online collaboration between decision makers and automated features that allow them to enter their own data into templates based on standard budgetary tools.
- Extend planning collaboration by viewing and updating reports and budget plans using a Web browser, from any location.

**REDUCE THE LEARNING CURVE**

with a spreadsheet look and feel.

**MOVE BETWEEN BUDGETS EASILY** with the

Budget Version dropdown.

| ID      | LABEL               | Jan     | Feb     | Mar     | Apr     | May     | Jun     |
|---------|---------------------|---------|---------|---------|---------|---------|---------|
| 4100    | Sales               | 608,000 | 608,000 | 608,000 | 608,000 | 608,000 | 608,000 |
| 4110    | Sales Returns       | -4,796  | -5,101  | -5,312  | -5,365  | -5,471  | -5,509  |
| NSLS    | Net Sales           | 603,204 | 602,899 | 602,688 | 602,635 | 602,529 | 602,491 |
| 4500    | COGS                | 100,000 | 100,000 | 100,000 | 100,000 | 100,000 | 100,000 |
| GMRG    | Gross Margin        | 503,204 | 502,899 | 502,688 | 502,635 | 502,529 | 502,491 |
| 5000    | Salary Expense      | 5,253   | 5,373   | 5,493   | 5,613   | 5,733   | 5,853   |
| 5050    | Officers Comp       | 8,333   | 8,333   | 8,333   | 8,333   | 8,333   | 8,333   |
| 5060    | Bonuses             | 1,885   | 1,885   | 1,885   | 1,885   | 1,885   | 1,885   |
| 5081    | Federal Taxes       | 2,011   | 2,027   | 2,043   | 2,058   | 2,074   | 2,089   |
| 5082    | FICA                | 928     | 936     | 943     | 950     | 957     | 972     |
| 5092    | Dental              | 74      | 75      | 77      | 78      | 80      | 81      |
| 5093    | Disability          | 32      | 33      | 34      | 34      | 35      | 36      |
| 5300    | Travel Expense      | 1,400   | 1,400   | 1,400   | 1,400   | 1,400   | 1,400   |
| 1       | Air                 | 1,000   | 1,000   | 1,000   | 1,000   | 1,000   | 1,000   |
| 2       | Hotel               | 400     | 400     | 400     | 400     | 400     | 400     |
| *       | difference          | 0       | 0       | 0       | 0       | 0       | 0       |
| 5120    | Trade Shows         | 1,000   | 1,000   | 1,000   | 1,000   | 1,000   | 1,000   |
| 5205    | Building - Deprec   | 0       | 6,333   | 6,333   | 6,333   | 6,333   | 6,333   |
| 5210    | Computer - Deprec   | 0       | 108     | 108     | 108     | 108     | 108     |
| 5200    | Office Expense      | 200     | 200     | 200     | 200     | 200     | 200     |
| TTL_EXP | Total Operating Exp | 21,118  | 29,703  | 30,048  | 29,993  | 29,756  | 29,691  |
| NETE    | Net Earnings        | 481,886 | 473,196 | 472,640 | 472,642 | 472,773 | 472,400 |
| HCNT    | Head Count          | 2.0     | 2.0     | 2.0     | 2.0     | 2.0     | 2.0     |
| HCHR    | Head Count - Hourly | 1.0     | 1.0     | 1.1     | 1.1     | 1.2     | 1.3     |
| HRSW    | Hours Worked        | 160     | 170     | 180     | 190     | 200     | 210     |

**ESTABLISH EASY ACCESS**, yet

maintain user-based security,  
through the hyperlinked menu.

“One of the biggest advantages to the organization has been the decentralized workload. This is especially true in the budgeting area. Managers feel like they are more in control of their own budgets now and each one can be held accountable for the results.”

MARGIE MELBY  
ADMINISTRATIVE DIRECTOR AND CONTROLLER

FACEY MEDICAL FOUNDATION

# Create the right report for each audience

With Crystal Reports 10.0 Professional, you can import data from multiple sources and create presentation-quality reports in virtually all standard file formats.

## Presentation-Quality Reports

Crystal Reports includes customizable formats and templates, empowering you to create professional-quality reports that meet your business needs.

- Maintain control over report logic, formatting, and data selection with powerful formula language and user-defined functions.
- Apply a consistent look and feel across multiple reports using the standardized formatting and logic of custom templates.
- Show presentation-quality images, including charts, maps, and other graphics, with new support for vector-based images.
- Control the look and feel of your reports with customizable templates and more than 100 formatting options. Add logos, pictures, shapes, and colors as needed.

## Streamlined report creation and maintenance

Create and maintain compelling views of data faster and more easily than ever before.

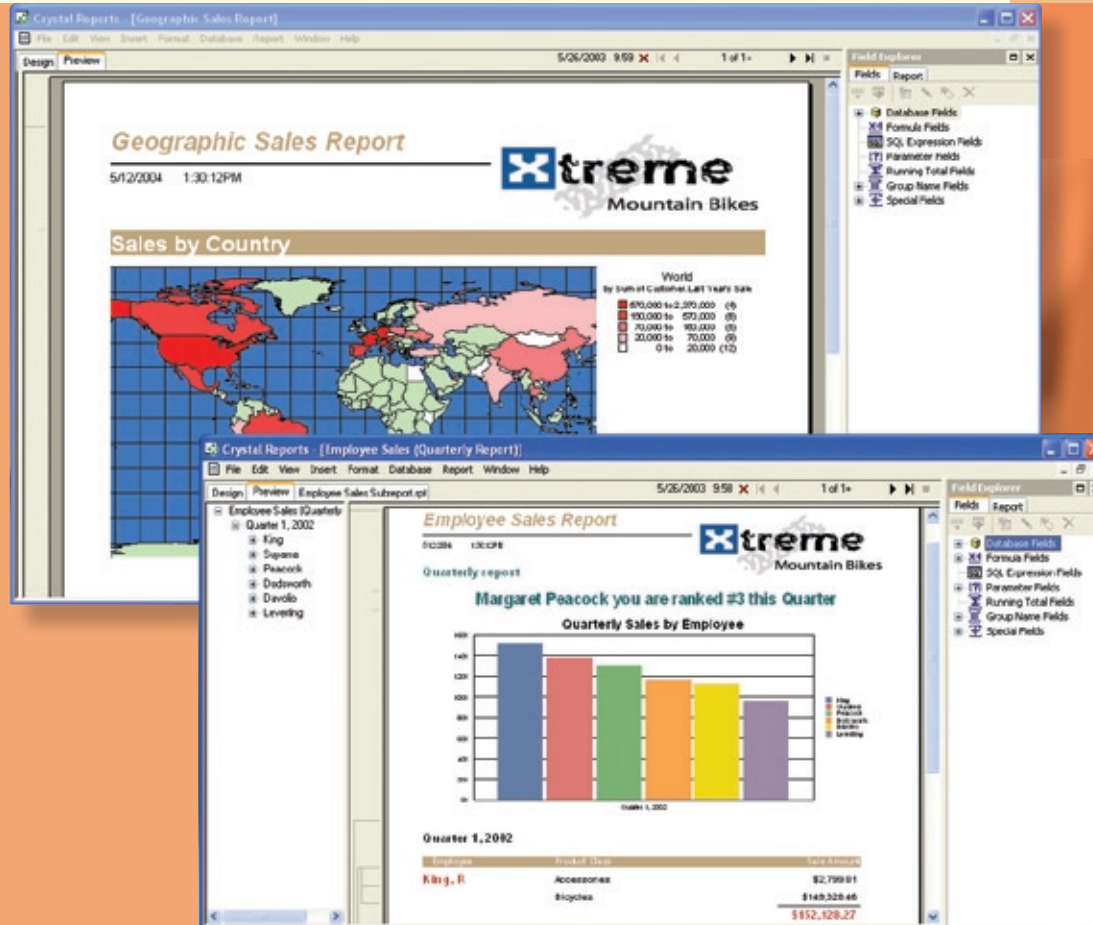
- Simplify report creation with an intuitive user interface, report creation wizards, and drag-and-drop operations.
- Create and maintain custom formulas and functions using the Formula Workshop with a codeless Wizard, enhanced error tracking, auto-complete, and enhanced string limit of up to 64,000 characters.
- Reuse key report objects such as text objects, images, and custom functions by storing them in Crystal Report's central library.

## Comprehensive Report Distribution

Allow your colleagues to view and analyze the same data in different ways with advanced report distribution capabilities.

- Export data or publish fully formatted reports in XML, PDF, HTML, CSV, ODBC, or record-style formats, as well as Microsoft Access and Excel formats.
- Make data and reports more accessible by turning them into interactive Web pages that connect to related information, with charting, mapping, grouping, sorting, and drill-down capabilities.
- Share information easily by inserting key report objects—including charts and tables—into Microsoft Office Outlook®, Word, or Excel for instant sharing, viewing, and refreshing from within Office documents.

**CREATE PRESENTATION-QUALITY REPORTS** with interactive options, including zooming, exporting and searching on report data.



**TAILOR THE LOOK OF YOUR REPORTS** by using customizable templates and more than 100 other formatting options.

# Gain control of complex consolidations, financial reporting and budgeting

Microsoft Business Solutions for Analytics–Enterprise Reporting gives your company the flexibility to manage consolidations, financial reporting, and budgeting across the enterprise.



## Flexible Reporting and Distribution

Enterprise Reporting is designed to meet sophisticated group reporting and consolidation needs.

- Test unlimited reorganization combinations without actually modifying your “live” data.
- Examine “what-if” scenarios easily with intuitive graphical manipulation and unlimited tree structures.
- Collect information from virtually any financial system, creating a flexible consolidation environment for your organization.
- Easily group different types of reports that need to be processed on a regularly-scheduled basis for efficient processing and distribution using the Enterprise Reporting Report Package Wizard.

## Sophisticated Analysis Tools

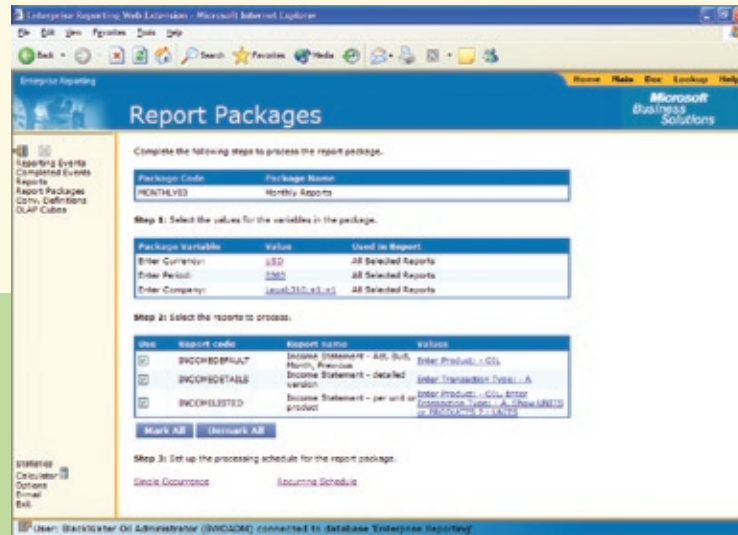
Enterprise Reporting presents critical business information in a meaningful way, allowing you to make strategic business decisions quickly and effectively.

- Analyze advanced multi-dimensional consolidations, eliminations, and multicurrency transactions.
- Use the ProClarity analytical platform to create custom solutions to meet a wide range of specific analysis needs. Decision makers can make ad-hoc queries towards OLAP Cubes for custom views of data, as well as publish briefing books on the Web that show multi-dimensional, graphical representations of key performance indicators.

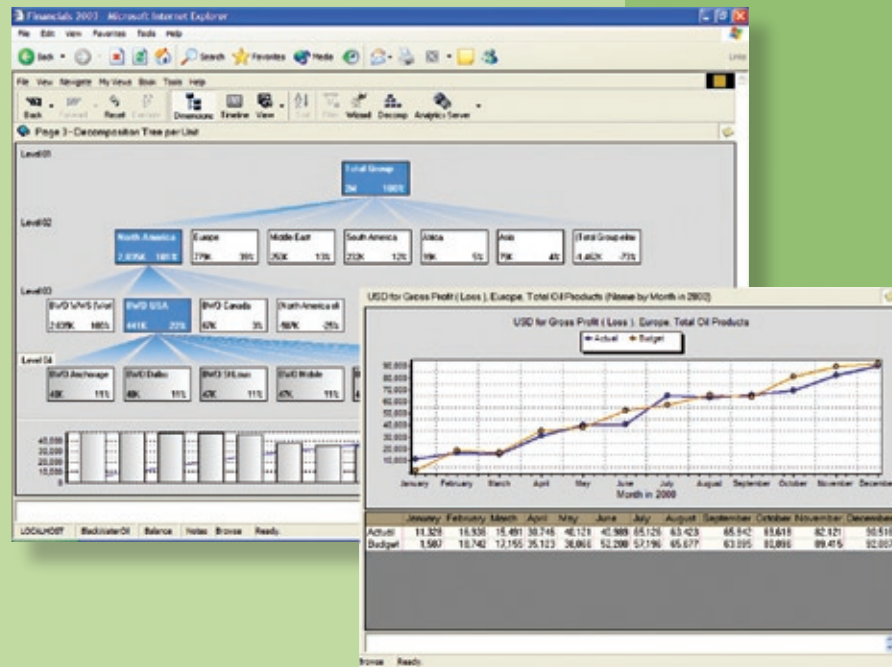
## Additional Enterprise Reporting Components

- Free up personal workstations and process report packages on a dedicated server, specifying different output profiles, processing, and distribution schedules with the Enterprise Reporting Report Server.
- Publish forms and reports to the Web using the Enterprise Reporting Web Extension. Data can be submitted and reports processed based on tailored requests from each user at any time, from any location.
- Import transactions and data from other sources into the Enterprise Reporting database via the Import Server, and eliminate the need to enter information multiple times into different systems.
- Generate OLAP cubes using Enterprise Reporting data with the OLAP Cube Designer.
- Extend Microsoft Excel functionality to access and analyze Enterprise Reporting data by using the Excel add-in.

**PROCESS REPORTS TO HTML AND EXCEL FORMATS** and schedule for mass distribution using the Report Package Wizard.



**GENERATE MULTI-DIMENSIONAL OLAP CUBES** based on data held in the Enterprise Reporting database.



# Inherent reporting and inquiry capabilities

Microsoft Great Plains delivers analytics and reporting capabilities designed for real people, so that decision makers and employees have the power to see exactly what's happening with your business—not just the big picture, but the critical details that determine profitability and performance.

## Do more than access information—make sense of it

- Monitor all operations, revenues, spending, and sales trends with built-in drill-down, inquiry, and reporting capabilities.
- View reports and information from any location, at any time—via the Web, intranets, and network and offline formats.
- Proactively manage business conditions with real-time alerts, SmartList inquiry capabilities, and a comprehensive view of manufacturing and distribution processes.
- Define and deliver personalized views of key performance metrics that enable decision makers to quickly assess current conditions and drill down to underlying causes.
- Easily create, update, and modify all the reports and forms your business uses with Microsoft Great Plains Report Writer, as well as use flexible scheduling and delivery options to publish reports.

## Leverage the Microsoft Office tools your employees already know and use

- Share budgeting and query data with Microsoft Excel and Microsoft Word and manipulate data in graphical formats using OLAP tools.
- Keep working in Microsoft Office applications, with the ability to drill back instantly to customer, employee, vendor, and product information contained in Microsoft Great Plains.
- Create, display, and save data views from across your business using SmartList inquiries, and then easily export inquiries to Word or Excel for use in mass mailings or for further analysis.

## Maximize your information and systems to enhance data analysis

- With just a few clicks, you can load Microsoft FRx report data into an Excel PivotChart for graphical data support, enriching understanding of strategic business information and reducing the labor required to create these tables and charts.
- Provide executives and decision-makers with personalized, “at-a-glance access” to key performance indicators so they can quickly assess current conditions and drill down to underlying causes.



Realize your business vision now.

Microsoft Business Solutions offers a wide range of business applications designed to help small and midmarket segment businesses become more connected with customers, employees, partners, and suppliers. Microsoft Business Solutions applications automate end-to-end processes for enterprise resource planning, customer relationship management, and business analytics.



More information about Microsoft Business Solutions can be found at

<http://www.microsoft.com/BusinessSolutions>

US and Canada 1-800-456-0025

International +1-701-281-6500

[mgpinfo@microsoft.com](mailto:mgpinfo@microsoft.com)

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