



EXTENSIONS

Microsoft Business Solutions—Great Plains 8.0

Microsoft
Business
Solutions



What's New for Microsoft Business Solutions–Great Plains 8.0

Integrated solutions to help you achieve excellence across your company

Microsoft® Business Solutions is pleased to announce significant new extensions to Microsoft Business Solutions–Great Plains® 8.0, based directly on the feedback you provided to us. You told us you want greater visibility into your core business intelligence. You asked for help connecting people, processes, and information. You said you needed increased functionality and flexibility to increase industry fit.

We listened. Microsoft Great Plains has now been enhanced and extended in the following areas:

Business Analytics

- Strategic new combinations: Microsoft Great Plains Professional Edition Foundation Layer has been extended to include Analysis Cubes for Excel, along with Key Performance Indicators for Microsoft Business Portal, and the Microsoft Office Solution Accelerator for Sarbanes-Oxley. All this, at a significant discount over the cost of licensing each individual component.
- Analysis Cubes for Excel, the newest component of the Business Intelligence Foundation Layer, significantly improve your ability to easily analyze data from multiple angles.
- SmartList Builder offers virtually unlimited flexibility in defining SmartLists, so you can query all areas of Microsoft Great Plains as well as third-party applications.
- The Microsoft SQL Server™ 2000 Reporting Services Report Pack for Microsoft Great Plains includes eight templates to get you started using this powerful reporting option more efficiently.

Increased Industry Fit

- The new Grant Management module for not-for-profit and public-sector organizations helps track expenditures against specific grants for improved reporting and improved decision-making. Generate specialized reports to ensure compliance with regulations (SOX, GASB, FASB).
- An enhanced Analytical Accounting module includes new budgeting features and integration with Grant Management. Microsoft Business Solutions for Analytics–FRx® now integrates with Analytical Accounting.

Enhanced Flexibility

- New Microsoft Great Plains Extender enhances your ability to add new windows to any Microsoft Great Plains form, add new fields to windows, create new lookup windows, capture detailed notes, and much more—without writing a single line of code.

Extended Reach

- Microsoft Business Portal includes customer secure data access policies, allowing data restrictions on information you choose to have your customers see, further extending intranet access to your customers.
- International date, time, and number formats are available for multiple countries.
- Timecard Status has been added to the Microsoft Business Portal Human Resource Management (HRM) Self Service Suite, enabling managers and payroll administrators to identify which employees have and have not submitted their timecards.
- The Microsoft Business Portal HRM Self Service Suite for Canada features integration to Microsoft Great Plains Canadian Human Resources.

Business Intelligence Foundation Layer

FOR IMPROVED
VISIBILITY

Increase the value of your Microsoft Great Plains Professional suite with a powerful new Business Intelligence Foundation Layer. This complete financial foundation is designed to help businesses that require deeper financial analysis, and helps track information flow throughout your company to empower better decision-making. Included are new Analysis Cubes for Excel, Microsoft Business Solutions Business Portal KPIs and Microsoft Office Solution Accelerator for Sarbanes-Oxley.

The new Business Intelligence Foundation Layer is available for Microsoft Great Plains Professional. A Business Intelligence upgrade containing the following components is available for existing Microsoft Great Plains Professional customers.

Analysis Cubes for Excel

Microsoft Great Plains Analysis Cubes for Excel include Financial Series cubes such as General Ledger, Accounts Receivable, Accounts Payable, Receivables Aging, and Bank Reconciliation, so you can begin analyzing information immediately. Building on the powerful Microsoft SQL Server database and the familiar Microsoft Office Excel interface, you can view information in the format you prefer to analyze trends and improve decision-making processes.

Using the Microsoft Office Excel Pivot Table Generator you can define how to “slice and dice” information from Microsoft Great Plains for instant analysis in Excel.

The functionality in Analysis Cubes for Excel allows you to deploy analysis cubes on your Great Plains server and will consolidate up to two companies for analysis and reporting.

Microsoft Business Portal KPIs

Quickly and easily create Key Performance Indicators (KPIs) that define metrics important to your company, such as sales comparisons by month, quarter, or year; or the percentages of on-time deliveries. These powerful tools help you measure the success of your organization and send alerts of material changes that affect profitability—empowering key decision-makers to take corrective action before hot spots turn into fires.

ENABLE EXECUTIVES TO LEAD MORE EFFECTIVELY The CEO, CFO, VP Sales, and purchasing manager each require different metrics that tell them how their piece of the business is running. Give them each detailed or top-level views of key performance metrics, with easy-to-build graphs, tables, and other forms that highlight the most important aspects of each view.

Microsoft Office Solution Accelerator for Sarbanes-Oxley

The Microsoft Office Solution Accelerator for Sarbanes-Oxley can assist organizations in developing the process controls they need to facilitate compliance initiatives related to Sections 302 and 404 of the Sarbanes-Oxley Act.

Analysis Cubes for Excel

With Microsoft Great Plains Professional, you can significantly improve your ability to analyze, report, and share financial data. Analysis Cubes for Excel put everyone in your organization, from your CEO to your finance managers, from salespeople to warehouse staff, in touch with vital business information.

BUILD MORE INTERACTIVE REPORTS Generate reports much faster than before, including company consolidations and multi-currency reporting.

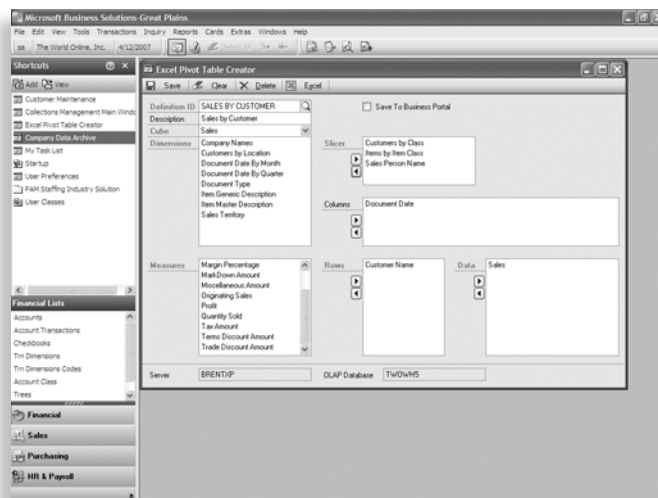
COLLABORATE MORE EFFECTIVELY Using familiar Microsoft tools you can share information across your whole company, combining data from Microsoft Great Plains, Microsoft CRM, or legacy systems. Interact with other departments and communicate effectively with colleagues. Even your remote field workers or trading partners can access your information in the familiar Excel environment, without investing in your host technology.

CUSTOMIZE REPORT DELIVERY Build customized report packages that include only the information that is relevant for each recipient.

SHARPEN YOUR COMPETITIVE EDGE Deliver the highest business intelligence to key decision-makers, and free them up to work at peak performance levels. Using sophisticated OLAP cubes for in-depth analysis, you can meet specific information needs for your business, gain a more holistic view of financial activities, and summarize data using multiple dimensions. Flexible and customizable, these tools are essential for making quick sense of large amounts of data, and helping your people do what they do best.

Analysis Cubes for Excel are available for Great Plains Professional as a component of the Business Intelligence Foundation Layer.

FOR IMPROVED
VISIBILITY



With the Excel Pivot Table Generator, you can define the dimensions to analyze.

Add-ons to Analysis Cubes for Microsoft Office Excel

FOR IMPROVED
VISIBILITY

Analysis Cubes Library and Advanced Analysis Cubes Library, available as add-on modules within Microsoft Great Plains Professional, give you an even greater competitive advantage with sophisticated analysis tools. Both complement the Analysis Cubes for Excel available within the Business Intelligence Foundation Layer, providing you a deeper understanding of information generated from Microsoft Great Plains.

Analysis Cubes Library

Microsoft Great Plains Analysis Cubes Library contains distribution series cubes for Sales Order Processing, Purchase Order Processing, and Inventory. It's available as an additional module within Great Plains Professional for those using the Business Intelligence Foundation Layer. The information you analyze will help you answer questions important to your business success, such as:

- Which vendors are providing the best prices on a particular item?
- What is our margin percentage by item, by customer, or by salesperson?
- Which customers are buying more from us this year than last? Which ones are buying less?
- What was our revenue for the week? Who was the top salesperson? Customer? Product?

For widespread adoption across your company, Analysis Cubes Library lets you view detailed transaction information in Excel. For example, with a few mouse clicks, you can view all the checks that have cleared the bank to date. You have the option of drilling to the detailed transaction level on almost all of the examples shown, so you can see exactly what makes up the values in a graph.

The functionality in Analysis Cubes Library is available for one Great Plains server and up to two Great Plains companies.

Advanced Analysis Cubes Library

The capabilities of the Microsoft Great Plains Advanced Analysis Cubes Library put no limits on the number of Great Plains companies and servers across all the cubes that you use to analyze data. Advanced Analysis Cubes Library contains distribution cubes that complement Analysis Cubes for Excel and supports businesses that have the most complex reporting and analysis needs—such as enterprise-level organizations, or rapidly growing mid-market companies—without sacrificing the ease of use you expect from Microsoft Great Plains.

With Advanced Analysis Cubes Library, organizations can load analysis cubes on their own server, increasing scalability. You gain more accurate and timely insight into your business, and create an information-rich environment designed for quick and strategic decision-making.

SQL Server 2000 Report Pack for Microsoft Great Plains

Create the sophisticated analytical reports you need to drive your business forward, leveraging Microsoft SQL Server 2000 Reporting Services, a new report-building solution that enables your users to author, manage, and deliver paper and interactive Web-based information. Seamless integration gives you the freedom to extract data from Microsoft Business Solutions–Great Plains and share information across your organization.

PULL REPORT INFORMATION FROM MULTIPLE SOURCES TO GAIN ADDITIONAL FINANCIAL INSIGHT The SQL Server 2000 Report Pack seamlessly integrates with OLE DB and the Open Database Connectivity (ODBC) interface, as well as with multiple output formats such as those used by familiar Web browsers and Microsoft Office System applications.

LEVERAGE EXISTING IT CAPABILITIES Using Microsoft Visual Studio® .NET and the Microsoft .NET Framework, developers can leverage the capabilities of their existing information systems and connect to custom data sources, produce additional output formats, and deliver to a variety of devices.

UNLOCK THE VALUE OF YOUR DATA Your employees rely on accurate information to achieve success. Give everyone in your organization, from board-level decision-makers to front-line employees, the advantage of real-time information on key business operations.

CONTINUE TO WORK IN TOOLS YOU ALREADY KNOW AND LOVE Using the familiar, widely-used Microsoft Office Excel interface, you can get even new employees up to speed quickly, without extensive training.

TURN REMOTE COWORKERS INTO COLLABORATING PARTNERS Move your business beyond the confines of four walls. Keep your decision-makers, remote field workers, and third-party vendors connected with information they need to collaborate more efficiently.

Eight templates are included in the Report Pack:

Sales

- Open Orders
- Commissions
- Customer Profitability
- Inventory Value

Purchasing

- Open Purchase Orders by Vendor
- Back-Ordered Quantities Without Open Purchase Orders

Manufacturing

- Employee Capacity
- Work Center Capacity

These templates are available to download from:

<http://www.microsoft.com/sql/reporting/downloads/default.asp>

**FOR IMPROVED
VISIBILITY**

SmartList Builder

FOR IMPROVED
VISIBILITY

SmartList Builder takes the highly popular, easy-to-use SmartList tool in Microsoft Business Solutions–Great Plains and dramatically increases its power and range. Now you can query more data in more ways because SmartList Builder gives you access to all the information that you capture, allowing you to create your own SmartLists.

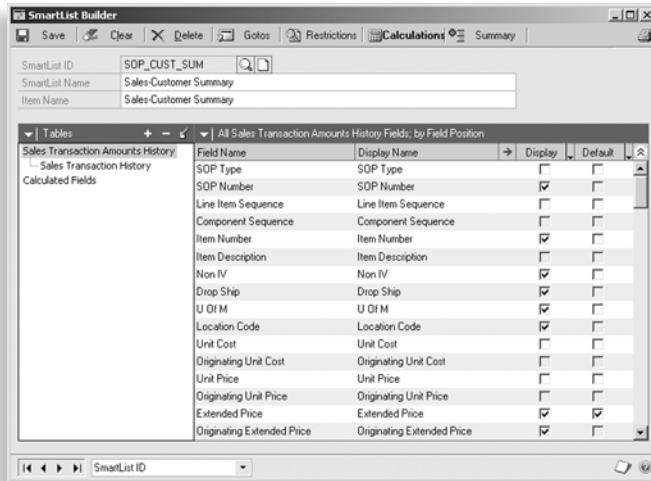
BETTER INTELLIGENCE FOR BETTER DECISION-MAKING View information the way you prefer. Using SmartList Builder, you can quickly link data from Microsoft Great Plains and analyze information according to your criteria. For example, combine and link data from up to 32 separate tables, including third-party dictionaries. Hide details for easier viewing, and reveal relationships from a vast number of sources.

STREAMLINE YOUR WORKFLOW Integrated mathematical functions make it easy to add calculated fields to your SmartList windows. You also can combine data and create SmartLists from Microsoft Great Plains or third-party dictionaries. Gain instant insights by counting your records, calculating sums, and viewing averages, minimums, and maximums automatically.

CREATE DEFAULTS FOR A MORE USER-FRIENDLY ENVIRONMENT No matter where the records reside, you'll see the data in a user-friendly format that fits your applications. SmartList Builder lets you add fixed restrictions to your resulting datasets. You can select which fields are displayed by default, as well as which terms are available in selection lists. If you want to drill deeper, you can incorporate Go To buttons that take you to associated records within other tables.

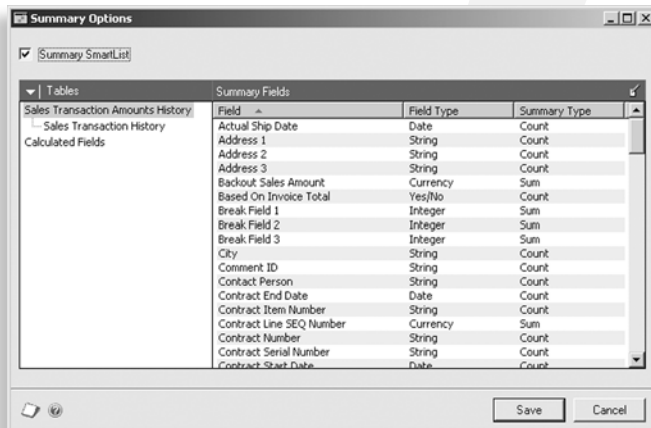
SAVE TIME WITH PRECONFIGURED LISTS Many common data-analysis functions are available in preconfigured SmartList objects you can download from Microsoft. Instead of starting from scratch, you can use these modules to create sales summaries, track serial numbers and lot numbers, manage collections, create payrolls, and more.

SmartList Builder is available for Great Plains Standard and Professional editions.

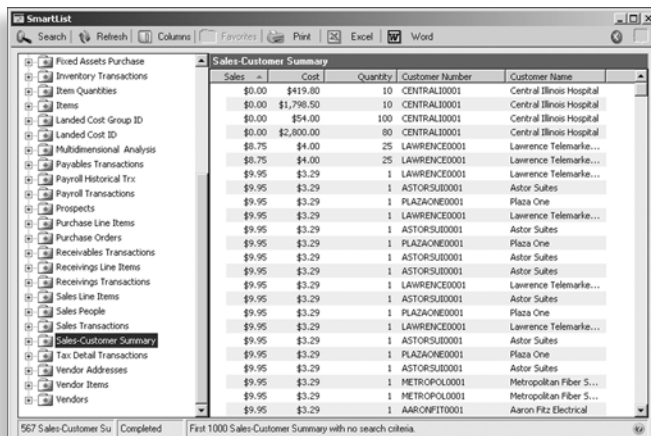


Create your own SmartLists with the information that you want to view and analyze. SmartList Builder also lets you link tables and add calculated fields.

FOR IMPROVED VISIBILITY



SmartList Builder gives you easy access to custom data views based on virtually any criteria you specify. Create summary SmartLists like this one, which shows sales orders summarized by customer.



The newly created SmartList is available to authorized users.

Enhanced Functionality Foundation

FOR ENHANCED FUNCTIONALITY

The ability of Microsoft Great Plains to be customized for specific industry needs has been enhanced in the 8.0 Extensions release, with a new Grant Management module that integrates with Analytical Accounting to deliver more functionality to not-for-profit and public-sector organizations, as well as new budgeting functionality within Analytical Accounting and its integration with Microsoft Business Solutions for Analytics–FRx.

Grant Management

Infuse your non-profit or public-sector organization with new efficiency. By automating many of your grant management processes with Microsoft Great Plains, you can track funds more easily, demonstrate accountability, and help attract future funding.

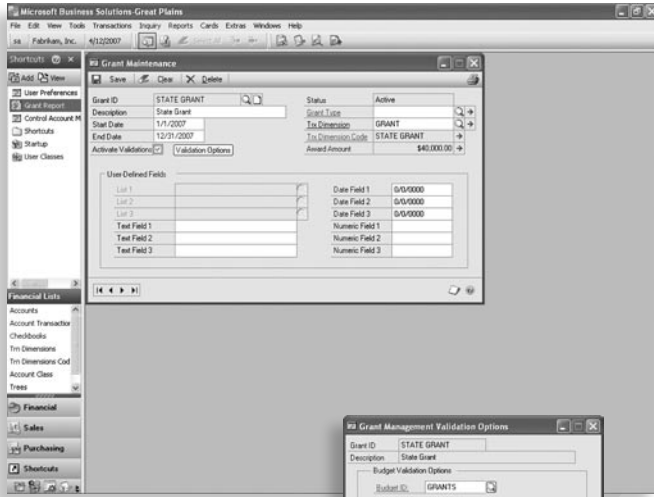
CENTRALIZE GRANT INFORMATION Manage funds more efficiently by putting data in a centralized location. With current information at their fingertips, your staff can produce timely reports and work more productively, unencumbered by information bottlenecks.

TRACK CRITICAL FUNDS Seamless integration with the Great Plains Analytical Accounting module, required for Grant Management, empowers you to track specific funds against specific programs and keep a closer eye on expenditures. Create a master record file that defines grants, award amounts, and sponsors. As you enter transactions, the Analytical Accounting module automatically validates them against your budget, so you always know your immediate budget status.

MAKE BETTER SPENDING DECISIONS Automated grant management helps you make faster, more realistic spending decisions for better use of funds on a daily, monthly, and yearly basis. Establish automatic alerts to warn you of possible budget overruns.

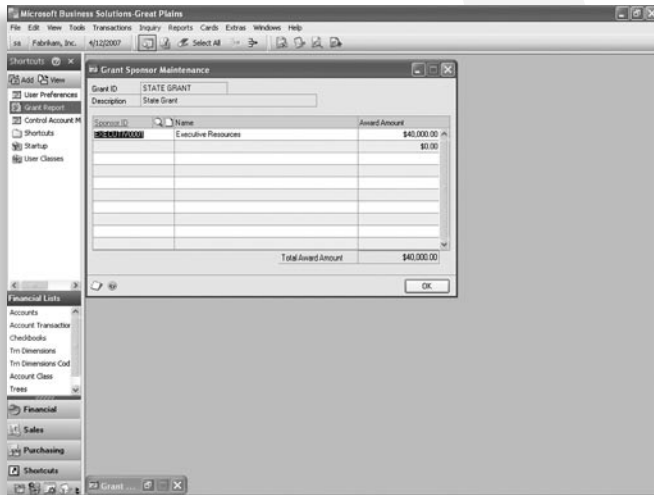
HELP ENSURE TIMELY COMPLIANCE Generate the specialized reports you need to demonstrate accountability to your sponsor and to help ensure compliance with regulations, including Sarbanes-Oxley, FASB, GASB, and other legislation.

IMPROVE DECISION-MAKING With a real-time view of grant transactions and allocations, Grant Management helps your organization make proactive decisions, instead of reacting to events.



Grant Management Validation Options enables you to specify your tracking requirements.

FOR ENHANCED FUNCTIONALITY



Streamline tracking functions with Grant Sponsor Maintenance. You can enter the grant award amount and sponsor info; the sponsor ID will link to the customer master table.

Analytical Accounting

FOR ENHANCED FUNCTIONALITY

Transform data into valuable financial insights you can share across your organization for better decision-making.

DO MORE THAN JUST CREATE REPORTS With powerful new enhancements to Microsoft Great Plains Analytical Accounting, you can do more than just report the numbers—you can make sense of them with deeper views into your accounting transactions.

GAIN DEEPER VISIBILITY Get a detailed view into your accounting transactions and enable deep analysis with capabilities to organize data hierarchically for multi-level reporting.

TAP THE POWER OF SEAMLESS INTEGRATION Find and analyze transactions with precision across your entire organization by taking advantage of seamless integration across multiple Microsoft Great Plains modules.

INCREASE ACCURACY Improve financial analysis and reporting accuracy with functions that facilitate easier data entry and sharply reduce user error.

EASE REPORTING WITH WIZARD-DRIVEN INQUIRIES Generate multi-level reports more easily with wizard-driven inquiries that integrate with Excel and the Microsoft Great Plains SmartList feature.

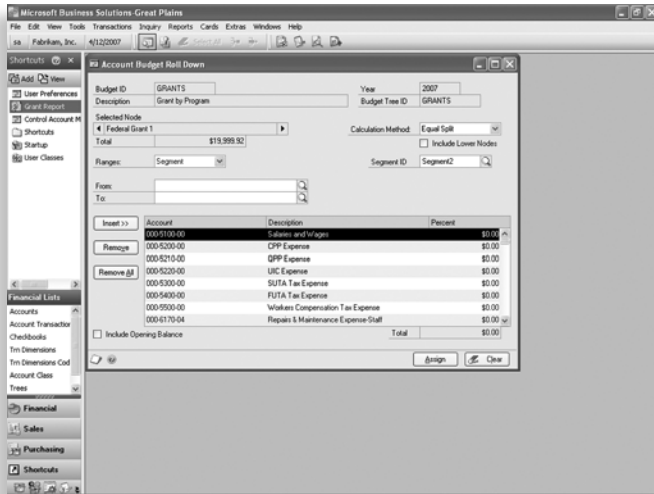
ENHANCE FLEXIBILITY New budgeting features help you create budget trees to establish hierarchies of dimension codes. Budgets can be created at a dimension code level or a dimension/account combination—providing greater flexibility by allowing budgeting at a summary or detail level.

FRx Integration with Analytical Accounting

Microsoft Business Solutions for Analytics–FRx already helps you take control of your financial reporting process and gives you the information you need to manage your business. Now, FRx integrates into the Analytical Accounting module working with your Microsoft Great Plains solution.

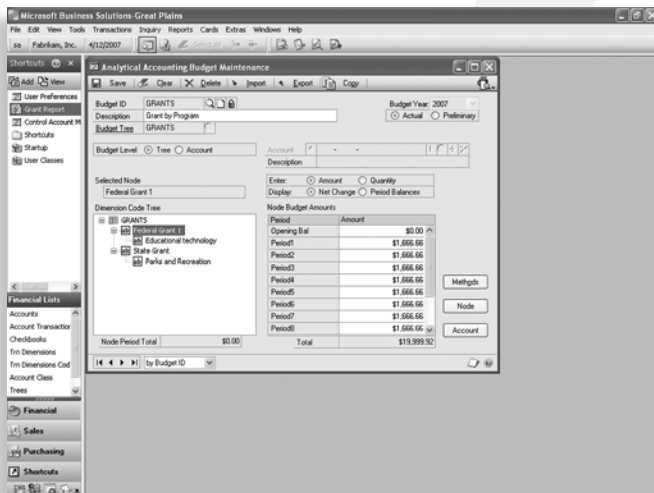
This update extends the familiar FRx “rows, columns, and trees” design functionality to create reports that combine information from Analytical Accounting with the information in your Great Plains General Ledger system.

You will also be able to restrict FRx reports to just the Analytical Accounting information. Using FRx to report on the dimensions that are added by the Analytical Accounting module gives you a better way of analyzing your information and managing your businesses.

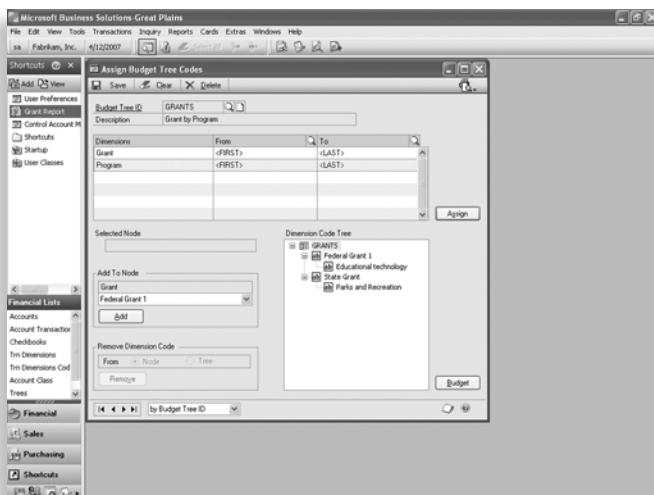


Analytical Accounting lets you roll down amounts based on a percent split, or you can split the amounts equally across all accounts in the range.

FOR ENHANCED FUNCTIONALITY



When creating a budget you need to specify the budget ID, budget year, and budget tree. Clicking a specific node in the code tree view shows the amounts that were allocated for your chosen split percentage.



Setup options include specifying codes for each transaction dimension that should be included in the budget tree. In this case, the tree reflects a specified relationship between Federal Grant 1 and Educational technology.

Microsoft Great Plains Extender

FOR INCREASED
FLEXIBILITY

Your ability to modify business applications to suit your business practices is an extremely important factor in determining the overall value you receive from those systems. With the new Microsoft Great Plains Extender module, we're making it easier than ever for you to modify data entry windows, add fields, and track the exact information you need to run your business more effectively.

Microsoft Great Plains Extender

Capture information that meets your business needs and make fast, easy modifications without writing code.

CUSTOMIZE YOUR DATA COLLECTION Link extra windows to any Great Plains form, even those from third-party products. With a choice of field types, you can fine-tune your interface to capture the data you need.

OPTIMIZE YOUR DATA ENTRY Great Plains Extender puts you in control, letting you add lookups, create templates, and easily collect additional information pertinent to your business.

INCREASE VISIBILITY INTO DATA View your data in infinite combinations and formats. You can consolidate information from any Microsoft Great Plains or third-party table, seeing relevant details and data subsets on demand.

CUSTOMIZE YOUR LOOKUPS Use Great Plains Extender to create lookups that are custom-tailored to your industry and your needs. Lookups let you view the data that matters, at the place and time you specify—no matter where it resides.

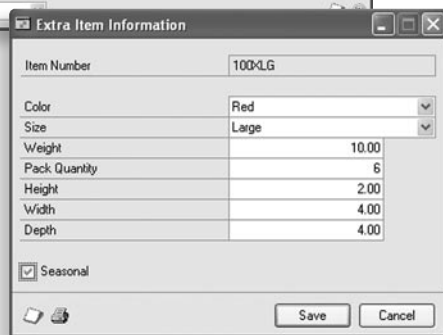
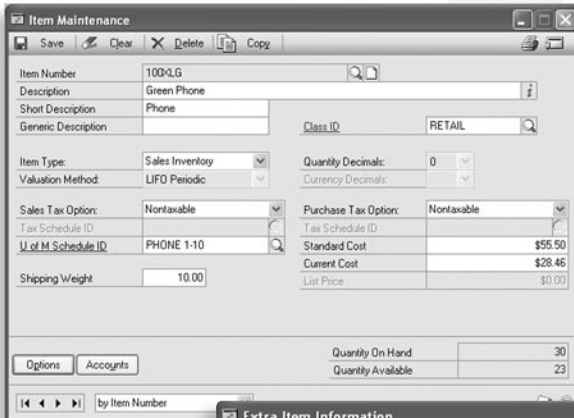
OPTIMIZE YOUR ANALYSIS SQL views simplify the process of retrieving data and preparing it for third-party reporting applications. Export views to Microsoft Office Excel for reuse elsewhere.



Easily add more fields to any Great Plains window. Enter the field names and select the field types.

FOR INCREASED FLEXIBILITY

SmartList objects can be added easily to any Extender window.



Link extra windows to any Great Plains form, even those from third-party products.

Microsoft Business Portal Enhancements

FOR EXTENDED
REACH

Discover new ways to increase efficiency by extending business processes and information throughout your organization. Extensions to Microsoft Business Portal help you build a more complete solution for your entire business.

Microsoft Business Portal Enhancements

Microsoft is continuing to build greater functionality in Microsoft Business Portal. This release has several enhancements, including:

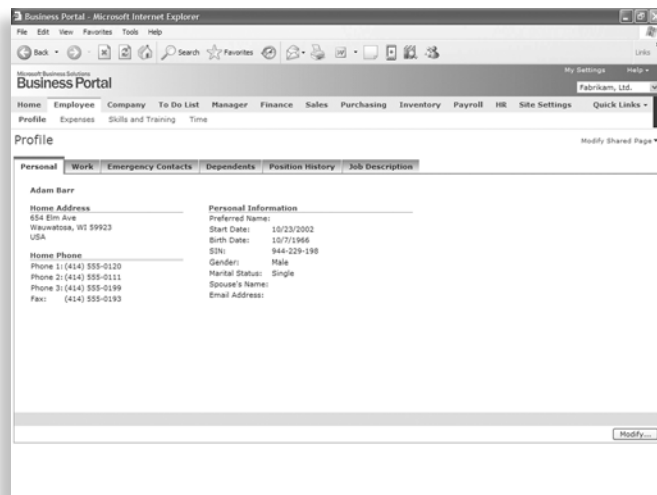
SECURE DATA ACCESS POLICIES FOR EXTENDING MICROSOFT BUSINESS PORTAL TO CUSTOMERS Data access policies have been written for customer, sales, document, receivables summary, and receivables cash receipt entities. This assists businesses interested in extending Microsoft Business Portal access to their customers within an intranet environment. These entities can be used with a customer role to develop custom pages that are customer-facing.

INTERNATIONAL DATE, TIME, AND NUMBER DISPLAY Microsoft Business Portal now enables dates, times, and number formats to be set for Canada, the United Kingdom, Ireland, Australia, New Zealand, Singapore, Hong Kong, the Middle East, South Africa, and the United States. Microsoft Business Portal uses the functional currency format defined in Microsoft Great Plains to display currency amounts.

TIMECARD STATUS ADDED TO HRM SELF SERVICE SUITE FOR U.S. AND CANADA Timecard Status has been added to HRM Self Service Suite to provide managers with a view of direct reports who have or have not submitted their timecards for a particular pay period. Managers also have the ability to export the list to Excel for further analysis. Payroll administrators also have this functionality available to view the timecard status for all employees.

HRM SELF SERVICE SUITE FOR CANADA HRM Self Service has been released for Canada, extending employee and manager self service capabilities. HRM Self Service Suite integrates with Microsoft Great Plains Canadian Human Resources, not Canadian Payroll, and includes the ability to view and update personal information; enter vacation requests and timecards; create, view, and apply for job positions; review job performance and pay history; and much more.

FOR EXTENDED REACH



Empower employees to complete common HR tasks such as viewing and updating personal and work information, entering time cards, applying for positions, and more—all within a personalized portal.



“The breadth of what Microsoft Great Plains has replaced is incredible—all without adding complexity to our organization, while still meeting global requirements. These financial system efficiencies equate to expense savings of close to \$1 million per year.”

Russel Kuteman

Vice President of Finance
Six Flags

Microsoft® Business Solutions

Microsoft Business Solutions offers a wide range of business applications designed to help small and mid-size 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.

MICROSOFT BUSINESS SOLUTIONS—GREAT PLAINS

A solid foundation for building business success.

More information about Microsoft Business Solutions can be found at

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

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