



MICROSOFT BUSINESS SOLUTIONS FOR

Foundation

- GREAT PLAINS

Microsoft
*Business
Solutions*



MICROSOFT BUSINESS SOLUTIONS-GREAT PLAINS

Building Business Success.

REST ASSURED THAT YOUR SOLUTION CHOICE IS STABLE, durable, and built for growth. Microsoft® Business Solutions–Great Plains® provides you with the tools you need to focus on pursuing your business vision without worrying about the systems that make your business run.

From Advanced Security to System Manager, Report Writer to Process Server, the Foundation series helps reduce IT administrative overhead, improve network efficiency, and enable easier analysis and distribution of key business information.

And with Microsoft Business Solutions Business Portal, you can leverage your existing IT infrastructure to provide access to applications, information, and processes via Web browser.

A SOLID FOUNDATION FOR BUSINESS SUCCESS—
WORKING FOR YOU TODAY, TOMORROW, AND INTO
THE FUTURE.

SOLUTIONS FOR **Pursuing** YOUR BUSINESS VISION

Designed for rapid time-to-benefit
and low cost of ownership,

Microsoft Business Solutions–Great Plains offers integrated solutions for financials, business analytics, e-commerce, supply chain, manufacturing, project accounting, field service, customer relationship management, retail management and human resource management. By delivering unparalleled access to decision-driving information, a rapid return on investment, and the finest customer service in the world, Microsoft Great Plains helps you grow and manage your business better.

LATEST AND BEST TECHNOLOGIES

No two companies are alike. Yours may need more timely data. Or be spread across multiple locations, or need multicurrency or multi-language capabilities. Microsoft Great Plains can be tailored to match those needs. All solutions are highly customizable, and dozens of industry-specific solutions are readily available. Great Plains also provides a suite of powerful industry-standard tools and technologies familiar to millions of developers. With these tools, data and processes can easily be shared with other applications, and functionality can be added or changed using Microsoft Visual Basic® for Applications, all without changing a single line of financial system code. From the ground up, your solution is designed to be adaptable to your needs.

WORLD-CLASS SUPPORT

Recognized as one of the most responsive and innovative service teams in the industry, Microsoft Business Solutions backs your investment in Great Plains by working with your local reselling partner to offer remarkable training and support services.

You also have access to a vast network of independent software vendors (ISVs) that can give you any additional support you need and tailor your solution to your specific requirements. At Microsoft Business Solutions, serving the customer for a lifetime is more than a commitment—it's a mission.

Components of the Foundation Series

MICROSOFT BUSINESS SOLUTIONS BUSINESS PORTAL

SECURITY MANAGEMENT

- Advanced Security
- Field Level Security

SYSTEM MANAGEMENT

- System Manager
- SmartTag Manager
- SmartList

REPORT WRITER

PROCESS SERVER

“ I WANT TO **share** THE RIGHT INFORMATION AND PROCESSES WITH THE RIGHT PEOPLE. ”

Unlock business potential and improve productivity by providing security-enhanced, immediate access to information from a single Web-based portal. Built on Microsoft .NET technologies, Microsoft Business Solutions Business Portal delivers applications, information, and processes to employees, customers, and partners across the enterprise.

IMMEDIATE ACCESS TO INFORMATION

Microsoft Business Portal enhances communications with your employees and partners, whether they are in a single location or spread across the world.

- Publish key information including sales reports, outstanding purchase orders, and budgets reports to enable employees to make informed decisions.
- Enable employees to instantly retrieve detailed information about customers, vendors, inventory items, and other key business information.
- Empower employees to complete common tasks quickly by delivering Web-based access to information and applications.
- Share information and processes with your customers and suppliers across your extranet, with built-in role-based security.

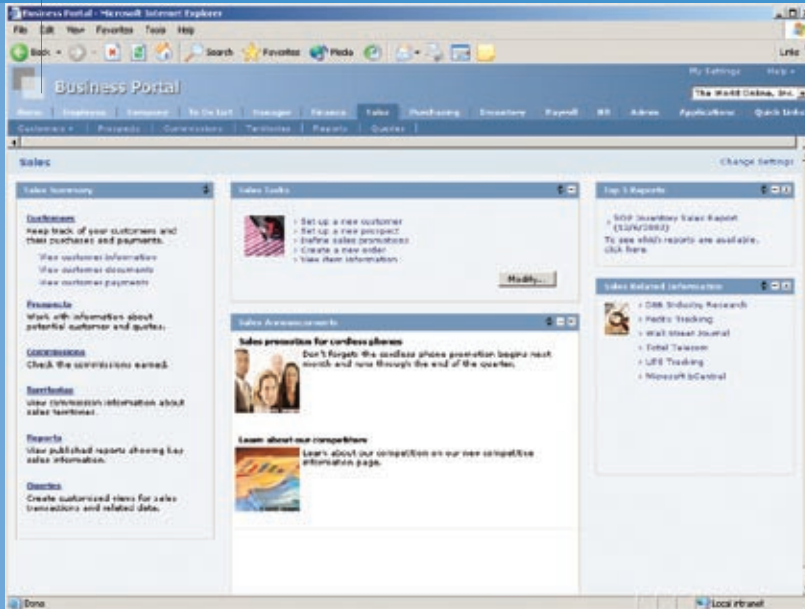
EASY DEPLOYMENT AND ACCESS FOR BUSINESS APPLICATIONS

From a centralized location, Microsoft Business Portal allows you to use a standard Internet connection and Windows® Terminal Server Advanced Client to access Microsoft Great Plains business applications over the Web.

- Deliver Web browser access to applications and information.
- Deliver both broadband and narrow-band access to business applications through your LAN or across a dial-up connection, providing a low-cost way to connect remote offices, telecommuters, and mobile employees to your business solution.
- Reduce deployment and maintenance costs with centralized loading and management of your business system. All thin-client users have instant access to updated software.
- Rapid security-feature setup allows for mass entry of users by matching users to their corresponding Employee ID.

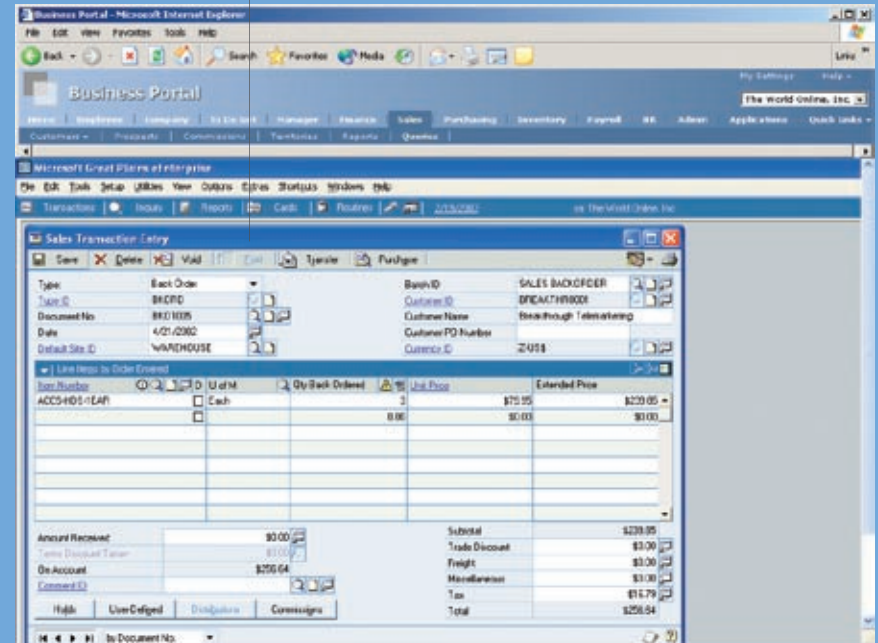
Share

*the right information with
the right people by assigning
role-based privileges.*



Deliver

*Web browser access to business
applications.*



“ I WANT TO REDUCE COSTS AND **enhance efficiency** ACROSS THE BOARD. ”

By providing employees with an easy way to access applications and processes, Microsoft Business Portal helps eliminate unnecessary training efforts and administrative costs.

- Minimize training needs with easy-to-use, wizard-driven applications.
- Increase employee use by delivering tasks in a common user interface.
- Help eliminate data re-entry with integration of relevant information throughout Microsoft Great Plains applications.
- Reduce costs by enabling employees to submit time cards and maintain pay, benefits, and personnel information themselves.

EASY CUSTOMIZATION AND ADMINISTRATION

Microsoft Business Portal includes predefined roles for accessing processes and business information, but you have the ability to add roles and change content to fit your business practices. The Administration Console allows your administrator to:

- Assign permission rights to users.
- Easily add and remove features such as reports, tasks, business application shortcuts, and Web parts to the appropriate pages.
- Access data and processes from other sources, such as business-specific applications.

- Manage workflow associated with business processes.
- Deploy additional Microsoft Business Portal applications from a centralized location.

A .NET-CONNECTED APPLICATION

Microsoft Business Portal leverages and extends Microsoft .NET technologies by providing capabilities such as Query Web Services using XML and .NET objects, role-based security features, and integrated workflow. This technology foundation enables Microsoft Business Portal to deliver a security-enhanced, role-based experience through a browser client in combination with the customer's existing back office solution. Other applications can also publish information to the Business Portal via XML and Query Web Services.

“ I WANT SECURITY **security** FEATURES THAT SIMPLIFY IT ADMINISTRATION. ”

Advanced Security provides a flexible Microsoft Internet Explorer-style interface and powerful, simple methods for configuring user security.

ADVANCED SECURITY

With Advanced Security, you are able to:

- Administer security easily with tools that provide immediate access to information when a user is denied access. Flexible options that allow the system administrator to grant temporary or permanent access.
- Set security settings quickly and efficiently with customized user classes and groupings, as well as special views that group together all customized resources into a single area.
- Simplify security configuration with interactive dialogs that identify errors with security and allow administrators to fix problems on the fly.
- Define automatic security settings so that changes made to a user class automatically roll-down to users assigned to that class. At the same time, you can assign security settings to an individual user and only selectively apply those settings to an overall class.

Field Level Security extends the user security of the Advanced Security module to the field level within your business solution. As with Advanced Security, the security settings can then be assigned to specific users in the system.

FIELD LEVEL SECURITY

By managing user security restrictions on individual data fields, Field Level Security allows you to:

- Define how you want security restrictions managed—password-protect, disable or hide individual fields completely, depending on your business needs.
- Easily manage user access to individual fields with clear user and class controls and a straightforward, intuitive administrative interface.

“ I WANT MY SYSTEM TO **line up** WITH THE WAY MY BUSINESS WORKS. ”

System Management is the backbone of the Foundation series, providing you with the means to configure your system to meet your way of doing business, rather than the other way around.

SYSTEM MANAGER

While you may not think about System Manager very often, it plays a vital role in helping you improve your business success.

- Ease of set-up allows you to fine-tune your solution from the start. System Manager's interview-style setup wizard walks you through the setup procedures so you can begin working the way you want faster.
- An intuitive interface provides ease of navigation and organizes tasks by process, rather than by module.
- A short learning curve makes your solution easy to use—the same interface appears across the entire system. Online documentation helps you enrich your skills while you're using the product, with content-relevant information and keyword searches available at any time.

SMART TAG MANAGER

The Microsoft Office XP Smart Tag Manager helps your employees work more productively by providing context-sensitive links between Microsoft Office documents and data in their Microsoft Business Solutions applications.

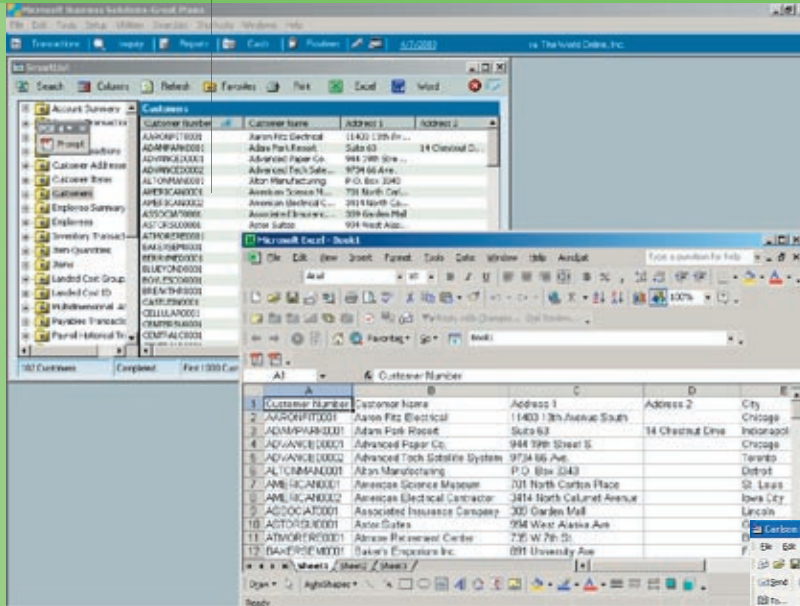
- A pop-up menu appears when the user clicks on a smart tag, allowing them to choose the type of underlying information they wish to see.
- Users can drill down instantly to key information in Microsoft Office documents.
- Strong security features help ensure that only authorized personnel have access to your business management information.

SMARTLIST

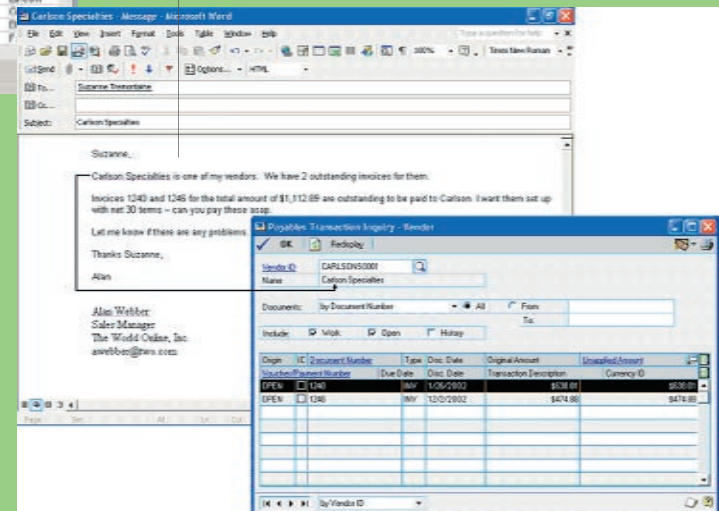
SmartList allows you to create and save sophisticated queries for detailed customer, vendor, general ledger, inventory, and employee information.

- Retrieve information quickly and precisely with customized queries.
- Quickly update spreadsheets or create mailing lists for sales and marketing initiatives. You can also import queries into Microsoft Excel and Microsoft Word.
- Share saved queries with others in your organization to increase team productivity. With SmartList, you can set security to provide access to different users in the system on per user or per class basis, helping ensure employees gain access only to the information you specify.

Define
 customized queries easily and
 export them to Excel for further
 analysis.



Drill back
 to key information using
 context-sensitive "links" between
 Microsoft Office documents and
 data in Great Plains.



“ I WANT reporting REPORTING TOOLS DESIGNED FOR REAL PEOPLE. ”

Take control of your business by analyzing key data the way you want and making that information available across your organization. Report Writer gives you the deep visibility into business information and the flexible distribution options that can increase the effectiveness of your decision-making processes.

CREATE AND CUSTOMIZE THE EXACT REPORT YOU NEED

With Report Writer, you can modify existing reports—or create entirely new reports—using information from throughout the system.

- Design reports for specific audiences by choosing from multiple fonts, colors, sizes, and graphics.
- Maintain consistency by giving all reports you modify the same look and feel of the originals.
- Tailor information to your audience by assigning individual users different versions of reports attuned to their specific needs.

LEVERAGE POWERFUL REPORTING TOOLS

By taking advantage of analytical tools built into Microsoft Great Plains, Report Writer enables you to analyze every aspect of your business, pinpointing the exact information you need to increase productivity and make better, more effective business decisions.

- Work with your data effectively by performing calculations or creating customized views of information.

- Find the information you need by pulling data from multiple locations for a single report, or creating custom restrictions to isolate specific information.

DISTRIBUTE REPORTS EFFECTIVELY

Share information more effectively with decision makers across your organization. Report Writer offers a variety of flexible scheduling and distribution options that help improve the flow of information across your organization.

- Distribute and publish reports in multiple formats, including HTML, and PDF.
- Control the flow of information by defining who can publish and view a report based on user-defined roles, allowing only appropriate people to see sensitive information.
- Automate publication by setting up recurrent or immediate publication for any report option or report created with Report Writer.
- Publish reports online and enable authorized decision makers throughout your organization to easily view published reports from their Web browser.

“ I WANT MY BUSINESS **network** TO OPERATE AT PEAK EFFICIENCY. ”

Maximize your network efficiency. Process Server enables you to distribute tasks that require a large amount of processing power—such as posting or printing checks—to separate computers.

PROCESS SERVER

Distributed processing reduces workload for client computers and improves performance. The client computer used for data entry will be available to perform other tasks, so you won't experience work stoppages or slowdowns during background processing.

Using Process Server to enable distributed processing results in a number of advantages for most offices, allowing you to:

- Use faster processing capabilities of powerful computers on your network that are dedicated to these processor-intensive tasks.
- Send tasks to distributed process servers easily on a case-by-case basis, or by specifically designating which tasks will be completed on the remote computers.
- Designate remote computers as dedicated process servers, or use them as client computers as well, depending on your specific business needs.

- Meet your business needs by setting up as many process servers as necessary, limited only by your internal network protocols.
- Reduce client computer workload by moving heavy background tasks to process servers and using your client computers for more immediate tasks.

“We chose Microsoft Business Solutions over other options because we knew the software would be continually improved and upgraded, providing us with a long-term information infrastructure solution.”

Jim King

*Controller
Chirbardun*

Microsoft Business Solutions ApS, which includes the businesses of Great Plains, FRx Software Corporation and Microsoft bCentral™, offers a wide range of business applications designed to help small and midmarket businesses become more connected with customers, employees, partners and suppliers. Microsoft Business Solutions applications automate end-to-end business processes across financials, distribution, project accounting, electronic commerce, human resource management, manufacturing, supply chain management, business intelligence, sales and marketing management, and customer service and support.

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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The logo for Microsoft Business Solutions, featuring the word "Microsoft" in a bold, sans-serif font, with "Business" and "Solutions" stacked below it in a similar font style.