



MICROSOFT BUSINESS SOLUTIONS FOR

Financial

Management
- GREAT PLAINS

Microsoft
*Business
Solutions*

The background features a series of vertical lines in various shades of orange, yellow, and brown, creating a textured, woven appearance. A solid blue horizontal band runs across the middle of the image, containing the text.

MICROSOFT BUSINESS SOLUTIONS—GREAT PLAINS

ROCK-solid Financial Management

PURSUE YOUR BUSINESS VISION WITH CONFIDENCE.

From General Ledger to Expense Management, Microsoft® Business Solutions–Great Plains® equips your business with automated, customizable, and integrated financial operations. You can leverage financial data to understand what its business implications are. You are able to make strategic decisions quickly, armed with the power of insight. Your interactions with banks, your international transactions, and all other aspects of financial management in your organization are cost and time-effective, structured exactly as they work best for you.

At the same time, Financial Management applications integrate fully with other Microsoft Great Plains applications, streamlining processes and providing you with access to current financial information from across your entire business. Seamless integration and shared databases all work toward reducing costs, improving accuracy and efficiency, and increasing profitability.

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 that millions of developers are already familiar with. 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 Financials Series

GENERAL LEDGER

- General Ledger
- Multidimensional Analysis
- Account Level Security
- Intercompany
- Revenue and Expense Deferrals

EXPENSE MANAGEMENT

- eExpense Online
- eExpense Offline
- eExpense Receipt Imaging

CASH MANAGEMENT

- Cash Flow Management
- Collections Management

MULTICURRENCY MANAGEMENT

BANK RECONCILIATION

eBANKING

- Electronic Bank Reconciliation
- Electronic Funds Transfer
- Safe Pay
- Lock Box Processing

RECEIVABLES MANAGEMENT

- Receivables Management
- Revenue and Expense Deferrals
- Customer and Vendor Consolidations
- Refund Checks

PAYABLES MANAGEMENT

- Payables Management
- Revenue and Expense Deferrals
- Customer and Vendor Consolidations

FIXED ASSET MANAGEMENT

“ TO STAY COMPETITIVE, I NEED TO **know where** WE STAND. ”

As the central hub for all financial information across your entire organization, General Ledger applications deliver agility and control across your financial operations. Intelligent transaction processing and robust analytic capabilities help you align your finances with your business goals. You get the vital information you must have to adapt to changing market conditions and lay the financial foundation for the long-term viability of your business.

GENERAL LEDGER

General Ledger accesses any pertinent information in your organization to optimize your decision-making process. It integrates smoothly with other Microsoft Great Plains applications—including Payroll, Human Resources, Purchase Order Processing and Sales Order Processing—and with a rich array of reporting tools.

STREAMLINE YOUR ACCOUNTING with flexible account and allocation definitions and automatic transaction processing.

CUSTOMIZE FINANCIALS TO YOUR NEEDS by easily designing your own accounting structure, creating budget templates, and building reports that show you exactly what you want to know.

IMPROVE EFFICIENCIES by giving users the ability to verify and annotate transactions and quickly record recurring, auto-reversing, and standard transactions.

ENHANCE YOUR FINANCIAL CONTROL with complete audit control, definition of up to 367 fiscal periods, and immediate access to high-level as well as deeply granular financial information.

MULTIDIMENSIONAL ANALYSIS

Multidimensional Analysis equips you to analyze financial, sales, and purchase transactions using fully definable groups and codes, as well as track and categorize highly specific transaction activity. During transaction entry, users can allocate amounts to different projects and post to the Multidimensional Analysis tables for reporting and inquiry.

ANALYZE KEY INFORMATION such as revenues and expenses by project, in any grouping you need, automatically including information from other Great Plains applications.

SET UP UNLIMITED NUMBERS OF ANALYSIS CODES to inspect any aspect of your business with maximum transparency.

SHARPEN YOUR COMPETITIVE EDGE with rapid intelligence about crucial financial performance data.

WORK THE WAY YOU WANT with easy-to-use tools that can be customized to meet your specific needs.

View

account balance information in summary and drill down to analyze transaction details.

The screenshot displays the 'Account Balance' window for 'Accounts Payable' in the year 2007. It shows a summary table with columns for Period, Debit, Credit, and Period Balance. Below this, a 'Detail Inquiry' window is open, showing a list of transactions with columns for Date, Journal Entry, Debit, and Credit. The total debit is \$196,721.91 and the total credit is \$196,314.46.

Period	Debit	Credit	Period Balance
Beginning Balance	\$0.00	\$3.00	\$0.00
Period 1	\$0.00	(\$5,777.95)	(\$5,777.95)
Period 2	\$3,210.00	\$16,124.07	(\$12,914.07)
Period 3	\$37,542.72	\$4,209.20	(\$43,751.92)
Period 4	15,425.34	\$1,171.00	(\$16,596.34)
Period 5	\$0.00	\$3.00	(\$16,593.34)
Period 6	\$0.00	\$3.00	(\$16,590.34)
Period 7	\$0.00	\$3.00	(\$16,587.34)
Period 8	\$0.00	\$142.30	(\$16,445.04)
Period 9	\$0.00	\$3.00	(\$16,442.04)
Period 10	\$0.00	\$3.00	(\$16,439.04)
Period 11	\$0.00	\$3.00	(\$16,436.04)
Period 12	\$0.00	\$3.00	(\$16,433.04)
Total	\$196,721.91	\$196,314.46	

Date	Journal Entry	Debit	Credit
3/2/2007	876	\$1,950.00	\$0.00
3/2/2007	900	\$3.00	\$96.25
3/2/2007	932	\$3.00	\$77.26
3/4/2007	962	\$12,365.20	\$0.00
3/5/2007	953	\$1,255.20	\$0.00
3/5/2007	995	\$4,435.50	\$0.00
3/6/2007	997	\$3.00	\$90.25
3/16/2007	930	\$3.00	\$28.46
Total		\$37,542.72	\$4,209.20

Create budgets

using Microsoft Excel and easily import the budget details using a wizard interface.

The top screenshot shows the 'New Budgets by Period' wizard interface, where a budget ID and description are entered. The middle screenshot shows an Excel spreadsheet with columns for Account, Description, and Periods 1 through 3, containing budget data. The bottom screenshot shows the 'Account Maintenance' window, where account details like name, description, and balance are being managed.

Define

variable allocation accounts based on factors that might change over time, such as the number of employees or the physical size of business departments.

“ I NEED TO KNOW THAT I CAN **navigate** CHANGE SAFELY. ”

Account Level Security provides your organization with enhanced security and streamlined account views. Based on the access rights granted for accounts, employees can enter, edit, and view information for a filtered set of accounts.

ACCOUNT LEVEL SECURITY

INCREASE SECURITY and avoid errors caused by entries made to inappropriate accounts by filtering account views based on user access rights.

ENHANCE USER PRODUCTIVITY by displaying only accounts of interest to a particular user.

ADAPT EASILY TO BUSINESS CHANGE by remapping users to a new role in the organization without restructuring the chart of accounts, automatically updating access rights to correspond to the new position.

IMPROVE THE MANAGEABILITY of your chart of accounts for users by allowing Account Level Security to eliminate errors while protecting sensitive financial data.

Intercompany processing lets you freely exchange funds or do business between companies in your organization. You can manage single-use or recurring transactions between companies—with unlimited flexibility in defining intercompany relationships and streamlined account distributions per journal entry.

INTERCOMPANY

REDUCE ADMINISTRATIVE OVERHEAD and increase the business value of financial data with streamlined, automated transaction processing between companies.

SIMPLIFY INTERCOMPANY TRANSACTION MANAGEMENT by allowing unlimited account distributions per journal entry, adjusting groups of accounts on a fixed or variable allocation basis, and using allocation accounts in intercompany transactions.

IMPROVE TRANSACTION CONTROL with automatic transaction processing and posting of transactions for review before posting through to General Ledger.

TRACE TRANSACTIONS back to their origins, even across companies, using the powerful online inquiry system.

“We were able to jump in and do our own reports in FRx. It’s user-friendly and we’re able to customize them ourselves. Our directors are happy with the ability to get detailed reporting and our ability to provide information faster.”

JIM BUCK

DIRECTOR OF FINANCE

VOLUNTEERS OF AMERICA MICHIGAN

Microsoft Great Plains offers robust, highly customizable, and flexible reporting and analytical capabilities to answer any question you might have about the financial aspects of your operation.

BUILT-IN REPORTING CAPABILITIES

SMARTLIST Create, display, and save favorite views of data from across your business, and then export data to Microsoft Excel for further analysis.

MICROSOFT OFFICE XP SMART TAG MANAGER Context-sensitive links enable you to drill back to detailed customer, vendor, and employee information instantly.

REPORT WRITER Create, update, and modify all reports and forms in your organization, then schedule them for publishing in several popular formats.

MICROSOFT EXCEL-BASED BUDGETING Export and import budgets to and from Microsoft Excel through an interactive wizard. Excel-based budgeting allows you to quickly and easily create a default budget template complete with accounts, descriptions and default amounts.

OPTIONAL GREAT PLAINS REPORTING APPLICATIONS

MICROSOFT BUSINESS SOLUTIONS FOR ANALYTICS-FRX® PROFESSIONAL Exercise direct control of the financial reporting process with multiple company consolidations, multiple currency translations, and the ability to drill down from Web-based financial statements back into the Great Plains General Ledger. Any employee with the appropriate rights can build and distribute comprehensive financial management reports.

MICROSOFT BUSINESS SOLUTIONS FOR ANALYTICS-FORECASTER Use the Web to compare budgets to actuals in real time, collaborating online with managers at any company location. Forecaster facilitates an extremely fast and reliable budgeting process that is also flexible enough to adapt to changing business demands.

CRYSTAL REPORTS® 9.0 PROFESSIONAL Import data from multiple sources, then create and maintain compelling data views that display the exact information you want in a presentation-quality format.

MICROSOFT BUSINESS SOLUTIONS FOR ANALYTICS-ENTERPRISE REPORTING Automate data collection from financial systems in your organization, then interpret and display the data to give you the business insight that allows you to get ahead. Enterprise Reporting can integrate with Microsoft Excel as an additional avenue to make the information meaningful and actionable. Reports can be created and published any time, from any location, via your Web browser.

“ I WANT ANYTIME, ANYWHERE **expense** MANAGEMENT. ”

The world's leading Web-based travel and entertainment (T&E) solution, eExpense automates each step of the expense management process—from expense report preparation and approval to policy compliance, reimbursement, and data analysis.

eEXPENSE

Streamline expense management processes by enabling employees to create and submit expense reports quickly and easily, in a browser-based environment that consists of simple checklists and templates with pre-populated data.

AUTOMATE EXPENSE PROCESSING by submitting expenses against pre-configured or custom cost centers mapped to General Ledger accounts, with e-mail based approval that speeds reimbursement.

REDUCE IT ADMINISTRATION by deploying eExpense over the Internet and using intuitive wizards to add employees, import data files, and create audit rules.

CONTROL EXPENSES by using powerful reporting tools to help manage vendors, forecast budgets, and isolate improvement opportunities.

eEXPENSE OFFLINE

Empower employees to create expense reports offline, from any location.

FREE EMPLOYEES TO FOCUS ON THEIR JOBS, rather than on tracking expenses, by enabling them to create expense reports while disconnected from the Internet.

HELP ENSURE ACCURACY by enabling complex itemization of expenses while offline.

SPEED PROCESSING AND REIMBURSEMENT with seamless transfer of transactions to eExpense.

eEXPENSE RECEIPT IMAGING

Save money and improve service levels by eliminating the costs and complications of managing paper-based receipts.

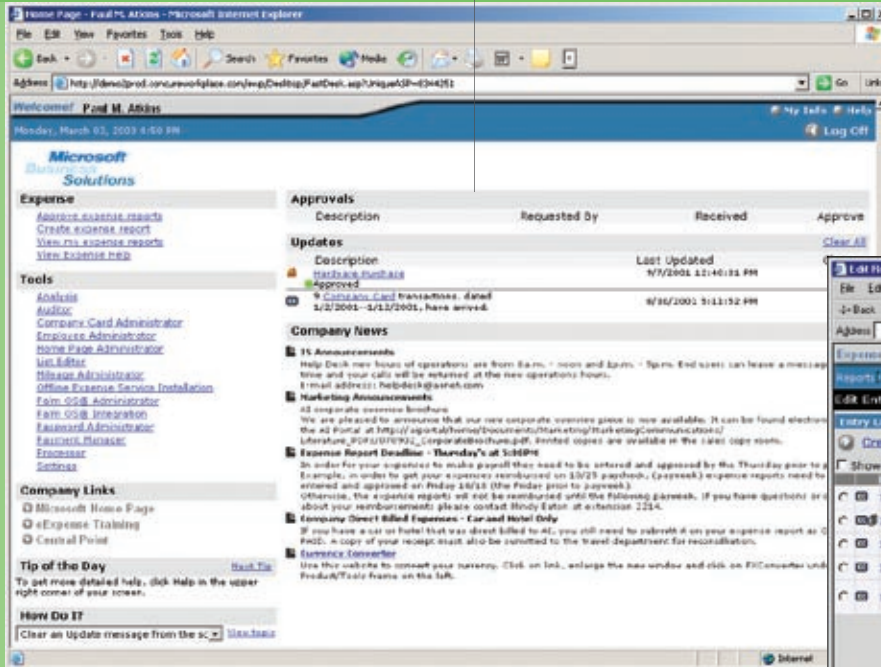
STREAMLINE RECEIPT MANAGEMENT with electronic attachment of faxed receipts to eExpense reports.

ELIMINATE PHYSICAL STORAGE COSTS by storing receipts online and providing easy access via eExpense.

IMPLEMENT IMMEDIATELY for maximum ROI. Hosted receipt imaging services mean no up-front costs for imaging software and hardware.

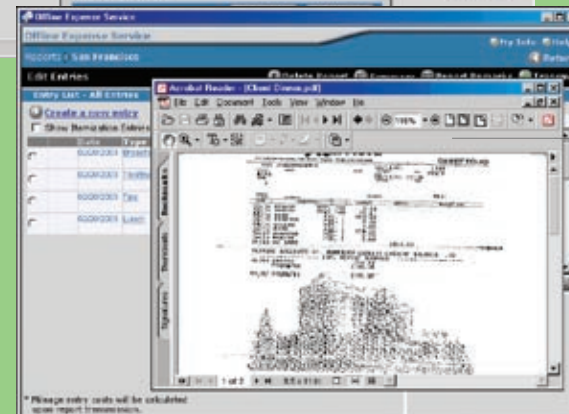
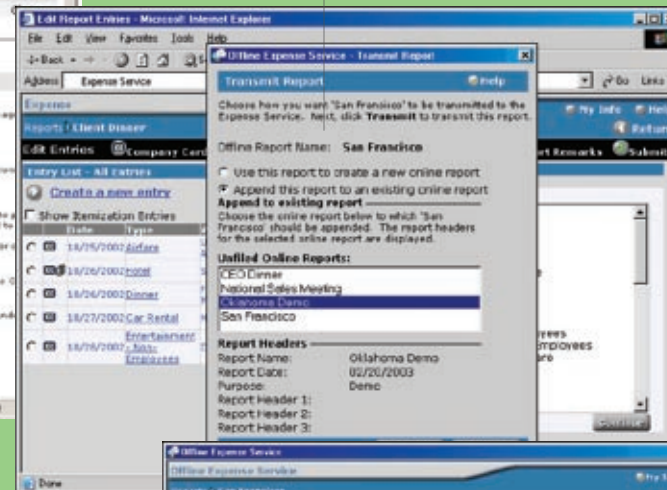
Streamline

expense management processes
by enabling employees to submit
expense reports via the Web.



Empower

employees to create
offline expense
reports and then
upload reports the
next time they go
online.



Eliminate

paper-based
receipts with
electronic receipt
imaging.

“ I KNOW **proactive** MANAGEMENT WILL GET ME THE RESULTS I WANT. ”

As a financial manager, your decisions need to be based on information that's up-to-date, complete, and accurate. Cash Flow Management enables you to view the summary or detail of a given day's cash inflow and outflow from a friendly, calendar-based interface. You determine the level of detail you want to expose. Simply click on any day and any entry in it to see daily totals, payments and receipts. You don't need to spend time exporting data into a spreadsheet—the information is immediately available and actionable.

CASH FLOW MANAGEMENT

ACCESS BUSINESS-CRITICAL FINANCIAL INFORMATION quickly, with clear, customizable views and extensive drill-down capabilities.

OPTIMIZE FINANCIAL DECISION-MAKING with forecasts based on what-if scenarios that can incorporate information from other components of the Financials Series, posted and unposted transactions, and different opening balances.

PREDICT AND UNDERSTAND ANTICIPATED CASH FLOW to identify any shortfalls and surpluses, make smarter investment decisions, and improve your day-to-day financial planning.

GAIN FINANCIAL CONTROL ACROSS YOUR BUSINESS with seamless integration to other Microsoft Great Plains applications.

Collections Management automates and tracks all details of your collections activities, helping implement future actions and avoid any customer-related negative cash flow. It contributes to a better customer experience and increased customer loyalty by providing documents usually requested by customers, making the collections process smooth and painless.

COLLECTIONS MANAGEMENT

REDUCE BAD DEBTS EXPENSE by centralizing customer contact and collection functions and targeting overdue accounts effectively.

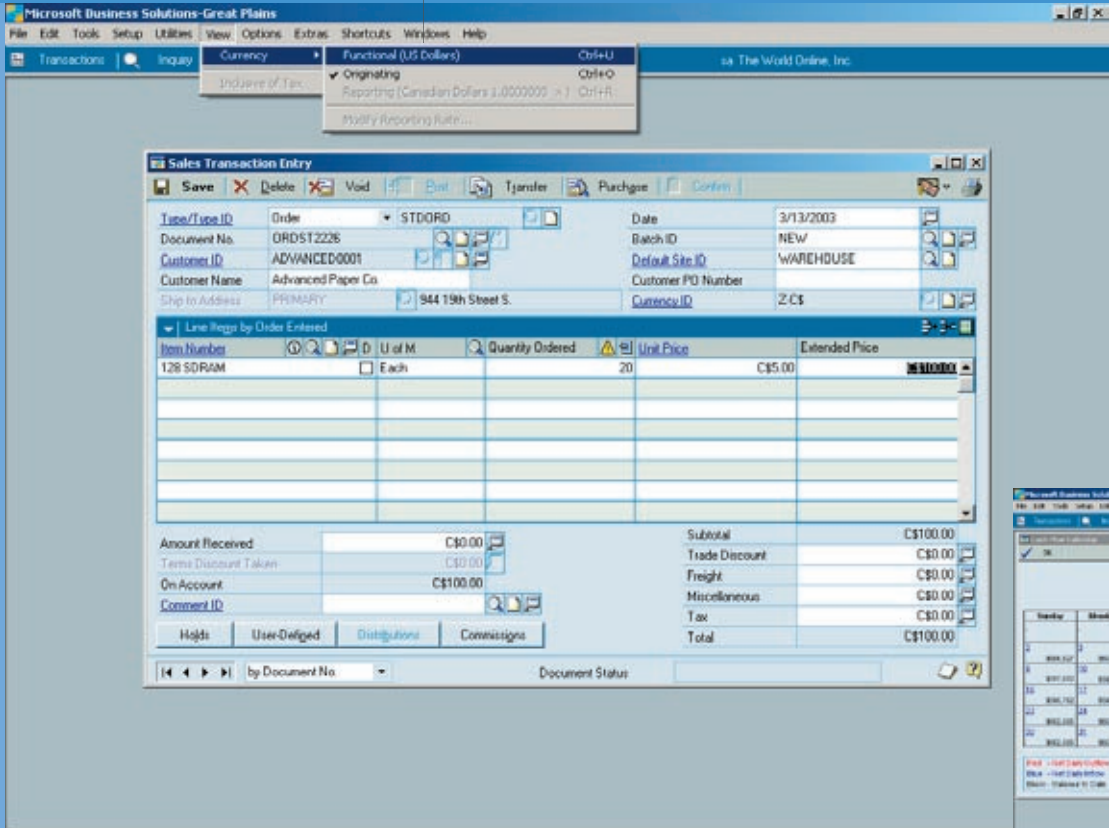
MINIMIZE ADMINISTRATIVE WORKLOAD of collections by automating correspondence, e-mail, statements, and invoices for customers, freeing staff resources for other tasks.

INCREASE SALES PRODUCTIVITY by feeding collection contact notes and other customer details back to the sales force.

IMPROVE CASH FLOW with streamlined, customizable, and highly efficient collections activities.

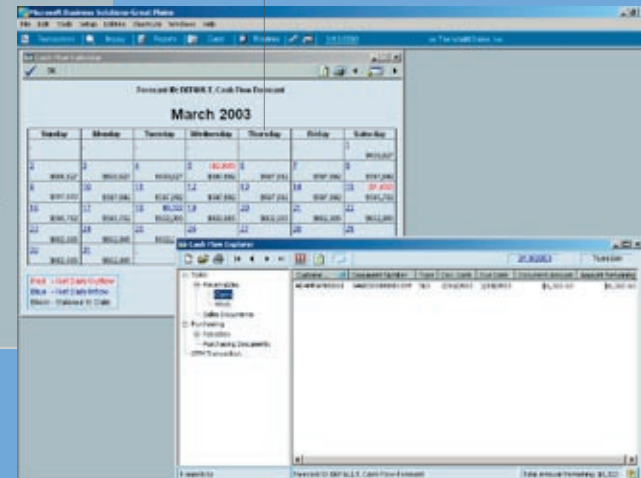
Enter

and view collections information from one central point in Collections Management.



Forecast

cash flow in a calendar view and drill down by date for detail transaction information.



“ I WANT A **system** THAT GOES BEYOND ACCOUNT MANAGEMENT. ”

Opportunities abound. Business growth can give your operation global reach, even without any physical representation or branch offices in other countries. You need to adhere to international currency standards, instantly adjust to changing rates and conditions, and enable your workers to manage statistics and accounting operations with minimal administrative effort.

MULTICURRENCY MANAGEMENT

Multicurrency Management removes unnecessary limitations by giving you all the capabilities you need in order to manage multinational transactions. It mitigates the complexity of international currency management with powerful capabilities that can adjust completely to your business requirements and changing global conditions.

REALIZE GAINS AND LOSSES for sales and purchases to automatically track the effect of currency changes over the life of a transaction.

GET IMMEDIATE INSIGHT into your international business performance with customizable financial reports.

SIMPLIFY TRANSACTION PROCESSING and improve its quality with default rates for specific customers, vendors or accounts.

CONDUCT BUSINESS IN EUROPEAN UNION MEMBER COUNTRIES with full euro support in Multicurrency Management.

FACILITATE AUDITS and allow for after-the-fact transaction entry by tracking time and date of exchange rates.

EXTEND MULTICURRENCY CAPABILITIES as needed to General Ledger, Intercompany, Receivables and Payables, Bank Reconciliation, and other applications in the Financial series.

Maximize the value of your assets by managing them more effectively. Fixed Asset Management gives you the tools to track, analyze, and manipulate these assets for best results. This powerful capability lets you create and manage an unlimited number of books of assets for each company you manage, and allows immediate access to all critical information about the assets.

FIXED ASSET MANAGEMENT

SAVE TIME AND EXPENSE with easy setup and grouping, and customized fields to track and manage any specific information you need to include.

CREATE CUSTOM AND STANDARD REPORTS to view asset information in the most effective format.

SIMPLIFY DEPRECIATION with any of 16 depreciation methods.

CONTROL PHYSICAL INVENTORY and asset movement with location IDs for comprehensive tracking.

View

originating or functional currency amounts when entering multicurrency transactions.

Microsoft Business Solutions - Great Plains
File Edit Tools Setup Utilities Options History Shortcuts Windows Help
Transactions Inquiry Reports Cards Routines 3/13/2003

Collections Management Main Window
New Note Query Print Tasks E-Mail Stats Redisplay

Customer ID: AARONFIT0001
View: All Query: (No Current Query)
Customer Name: Aaron Fitz Electrical
Address ID: PRIMARY
Contact Person: Bob Fitz
Phone: (312) 555-0101 Ext. 0000
Fax: (312) 555-0101 Ext. 0000
Last Payment: 4/29/2002 \$609.75
YTD Sales: \$58,689.97
Unposted Sales: \$53.50

Display	Aging Periods	Amount
Current		\$3,434.09
	31 - 60 Days	\$0.00
	61 - 90 Days	\$0.00
	91 - 120 Days	\$0.00
	121 - 150 Days	\$0.00
	151 - 180 Days	\$0.00
Total Due		\$23,333.13
Credit Limit		\$35,000.00
Salesperson		PAUL W.
Parent ID		

Date	Note\Comment	Action Promised
3/13/2003	Total Action Amount: \$8,077.03***	CALL
AARONFIT0001	SA SA	3/18/2003 \$8,077.03

by Customer ID

Define

currency conversion rates with expiration dates so that appropriate exchange rates are always used.

Microsoft Business Solutions - Great Plains
File Edit Tools Setup Utilities Shortcuts Windows Help
Transactions Inquiry Reports Cards Routines 3/13/2003

Multi-Currency Exchange Rate Public Setup
Save Clear X Debits

Exchange Table ID: ZCZC-SELL
Description: Canadian Sell
Currency ID: ZCZC-Canada
Exchange Rate Source: ConsolGens
Rate Frequency: Daily
Rate Calculation Method: Multiply
Transaction Rate Default: Exact Date
Search for Unexpired Rates: Unexpired
Base Exchange Rate On: Functional Currency

Exchange Table ID: ZCZC-SELL
Description: Canadian Sell
Currency ID: ZCZC-Canada
Date: 3/13/2003 Exchange Rate: 0.000000
Time: 9:49:05 AM Expiration Date: 3/13/2003
Rate Calculation Method: Multiply
Base Exchange Rate On: Functional Currency

Date	Time	Exchange Rate	Expiration Date
3/13/2003	9:49:05 AM	0.754000	4/13/2003
12/18/1999	9:00:00 AM	0.742000	3/16/1999
11/16/1999	9:00:00 AM	0.732000	2/16/1999
10/28/1999	9:00:00 AM	0.730000	1/26/1999
9/16/1999	9:00:00 AM	0.724000	12/16/1998
8/16/1999	9:00:00 AM	0.716000	11/15/1998
7/17/1999	9:00:00 AM	0.710000	10/11/1998
6/12/1999	9:00:00 AM	0.711000	9/13/1998
5/12/1999	9:00:00 AM	0.720000	8/12/1998
4/14/1999	9:00:00 AM	0.720000	7/14/1998

by Exchange Table ID

“ I NEED TO BE IN **control** OF ALL MY BANKING ACTIVITIES. ”

Support a straightforward, streamlined approach to managing all of your bank transactions through a single, automated intersection. Bank-related activities flow back to Bank Reconciliation from throughout Microsoft Great Plains, making it easy for you to maintain tight control of information and processes across your business.

BANK RECONCILIATION

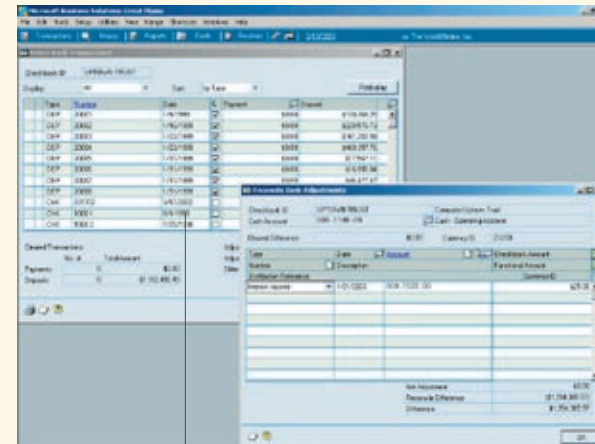
IMPROVE YOUR ROI with streamlined processes and intuitive tools for reconciling multiple accounts on a regular basis.

SPEED UP TRANSACTION ENTRY AND PROCESSING with flexible defaults and customizable views.

BE ASSURED OF COMPLETE ACCOUNTABILITY with a full complement of checkbook, history, and audit trail reports.


INCREASE YOUR FINANCIAL CONTROL with instant access to transaction information, complete transaction tracking, and extensive drill-down capabilities.

REDUCE ADMINISTRATIVE COSTS and free resources to focus on more strategic objectives by automating banking transactions.



Reconcile

bank transactions that affect the bank balance during the reconciliation process.



Automate your critical banking activities and interact electronically with your bank with comprehensive tools that help reduce administrative costs, increase productivity, and improve cash management—in a security-enhanced environment.

ELECTRONIC BANK RECONCILIATION

AUTOMATE RECONCILIATION OF TRANSACTIONS and adjustments with tools that work with any bank that supports automatic reconciliation.

EASILY MANAGE EXCEPTIONS, and reconcile transactions and adjustments with electronic account information.

INTERACT EASILY with your bank over any communications link with transaction downloading for later viewing and auditing.

ELECTRONIC FUNDS TRANSFER

STREAMLINE PROCESSES by posting sales batches with associated payments and automatically generating an electronic file for transfer to your bank.

SECURELY TRANSFER PAYMENTS to vendors and employees or across accounts by transmitting your payables to the bank once you've processed them.

CONFORM WITH THE STANDARDS of leading US and Canadian banks for seamless transaction processing.

SAFE PAY

ADD CAPABILITIES with Positive Pay functionality, including daily exporting of checks for comparison by the bank upon presentation.

LOCK BOX PROCESSING

PROCESS AND MATCH TRANSACTIONS from the lockbox file provided by your bank, with an intuitive user interface and line item control.

STREAMLINE PAYMENT PROCESSING by automatically importing and applying customer payment information from your bank to open accounts, including outstanding invoices and other remittance or invoice information.

REDUCE EFFORT by setting up multiple lockbox profiles and reusing them, with easy mapping of key fields in the lockbox file to the appropriate field within Accounts Receivable.

“ THIS IS THE **critical point**— MANAGING COSTS AND REVENUES. ”

RECEIVABLES MANAGEMENT

This is where the rubber hits the road – the critical meeting point between your financial system and your customers. Receivables Management gives you much more than streamlined, highly automated receipts processing. You can fully understand customer activity to enhance the sales process, based on sophisticated sales performance analysis with detailed tracking receivables.

REDUCE YOUR COSTS by automating all routine functions of receivables processing while maintaining full control.

IMPROVE YOUR SALES RESULTS with comprehensive, customizable trend and performance analysis.

ENHANCE YOUR PROFITABILITY by shortening receivables cycles, fine-tuning product and service offerings, and creating a predictable cash flow.

IMPROVE CUSTOMER SATISFACTION and retention with customized information, history, and notes.

ALLEVIATE ADMINISTRATIVE WORKLOAD with the Refund Checks module, which automatically creates debit memos and automates the process of writing refund checks.

CUSTOMER AND VENDOR CONSOLIDATIONS*

DEFINE RELATIONSHIPS with existing customers who are also vendors by applying open debit and credit documents against each other, consolidating current balances in both Payables and Receivables Management.

PAYABLES MANAGEMENT

Manage your expenses with complete vendor information and cash-saving automation of many routine and complex tasks. Payables Management effectively links your purchasing systems to General Ledger. All payables information is immediately accessible, and you can drill down to the level of detail you want. If you pay vendors in installments, you can automate that process. Payables Management will be able to set a schedule, calculate interest, amortize amounts and forecast the impact of any changes.

MINIMIZE EXPENSES with fully controlled check runs, and complete tracking of payments of all types.

INCREASE STAFF PRODUCTIVITY with intuitive transaction entry and customizable automation of processes.

MANAGE VENDORS EFFECTIVELY with access to complete histories and instant recall of billing, payment, discounts, and other information.

REDUCE YOUR COSTS by exploiting all opportunities for vendors' discounts.

REVENUE AND EXPENSE DEFERRALS*

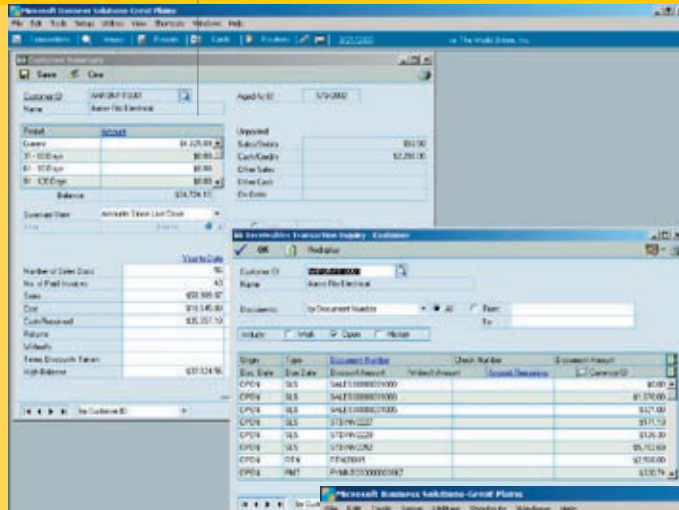
SIMPLIFY DEFERRING PAYMENTS OR COSTS over multiple periods with automatically managed calculations and journal entries, customized to fit your business needs.

View

customer balance information in summary and drill down to analyze transactions details.

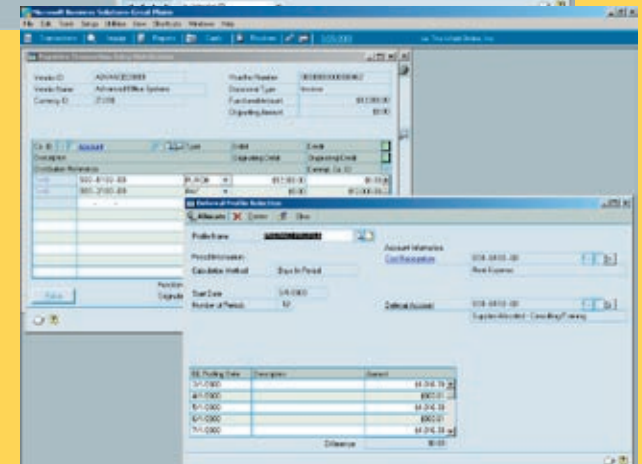
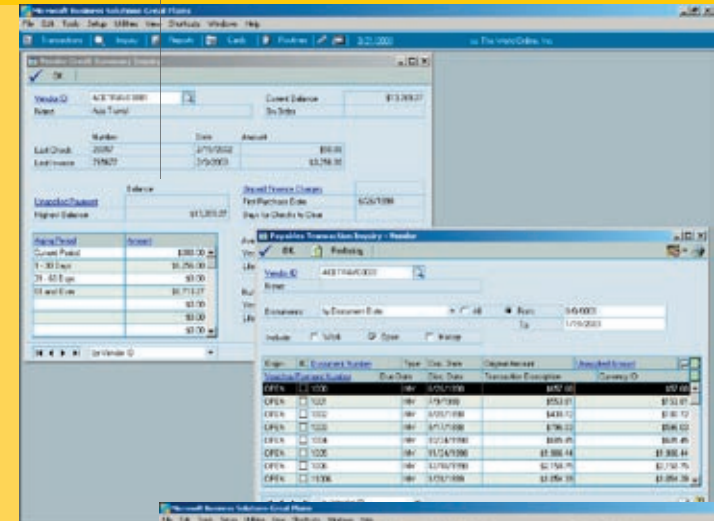
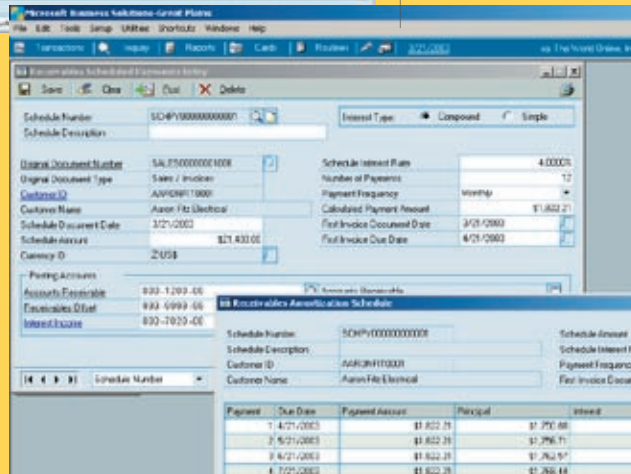
View vendor

balance information in summary and drill down to further analyze transaction detail.



Create

payment schedules for customers that have extended terms, with options for calculating interest and creating amortization tables.



Defer

prepaid expenses by creating deferral profiles or templates that can be used during transaction entry.

“ I WANT TO **connect** INFORMATION ACROSS MY BUSINESS. ”

INCREASE THE RETURN ON YOUR TECHNOLOGY INVESTMENT

Integration extends the reach of your software tools by making data and capabilities accessible to other applications. You save valuable time that would otherwise be spent with redundant data entry tasks, repetitive searches and laborious report creation. You enhance your workers' productivity, allowing them to work effectively.

Integration capabilities for Microsoft Great Plains extend beyond your financial applications to encompass your entire business system. For example:

GREAT PLAINS PAYROLL INTEGRATES with General Ledger. Payroll increases your productivity with streamlined data entry and processing, and a high level of control for your employees. You can reflect payroll data directly in General Ledger and reflect payroll in the overall context of your business financials.

GREAT PLAINS SUPPLY CHAIN MANAGEMENT APPLICATIONS INTEGRATE with General Ledger as well: Purchase Order Processing gives you full control and insight into your purchase orders, shipping and receiving, while Sales Order Processing increases the predictability of the sales process.

FIXED ASSET MANAGEMENT INTEGRATES with Great Plains Purchase Order and Payables to unify and streamline asset management.

CONNECT INFORMATION AND STREAMLINE PROCESSES WITH MICROSOFT INTEGRATION

MICROSOFT VISUAL BASIC FOR APPLICATIONS (VBA) provides a familiar development environment for adding business-specific add business-specific functions into data entry and inquiry windows.


THE MICROSOFT OFFICE XP SMART TAG MANAGER, a component of the System Manager, makes information in Office documents available to Great Plains applications, and vice versa.

SMARTLIST LETS YOU CREATE VIEWS of financial data and queries, quickly update spreadsheets, and create mailing lists with one click to import queries into Microsoft Excel and Microsoft Word.

ADVANCED BUDGETING CAPABILITIES include support for Microsoft Excel. For example, from within General Ledger you can create default budget templates in Excel, and then import and export budgets using an interactive wizard.

GREAT PLAINS FINANCIALS INTEGRATE with Microsoft Business Solutions CRM, a full-featured customer relationship management solution accessible from both Microsoft Outlook® and the Web.

GREAT PLAINS FINANCIALS INTEGRATE with Microsoft Retail Management System, a solution designed specifically for independent retailers running single and multi-store operations.



“The ability to easily integrate with a high-powered accounts payable system eliminated the need to develop similar functionality on our own, saving almost a year in development time.”

JIM DOAK

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