



**Microsoft®  
Business  
Solutions**

**MICROSOFT BUSINESS SOLUTIONS—GREAT PLAINS**

**Release 7.5 Extensions**

A close-up photograph of a man's face, looking towards the right. The image is partially obscured by a blue horizontal band and a white vertical band on the right side. The man has dark hair and is wearing a light-colored shirt.

**Microsoft**  
Business  
Solutions

## Pursue Your Business Vision with Confidence

Designed for rapid time to benefit and low cost of ownership, Microsoft® Business Solutions–Great Plains® provides seamless integration with other Microsoft products and technologies, deep analysis and reporting capabilities, Web-based delivery of applications and information, and the flexibility and control you need to maximize operational efficiency.



MICROSOFT BUSINESS SOLUTIONS–GREAT PLAINS

## Release 7.5 Extensions

Microsoft Great Plains Release 7.5 Extensions enhance your business capabilities in the following areas:

- **Connect with employees, customers, and partners** – Drive teamwork and performance by providing information and application access through Microsoft Business Solutions Business Portal 2.0, built on Microsoft Windows® SharePoint™ Services. Analyze and share information through integration with the Microsoft Office System.
- **Provide deep access to decision-driving information** – Empower your team to make better business decisions with customized delivery of report packages, greater reporting extensibility, and new demand planning functionality.
- **Unify processes across your business** – Streamline your business processes with integrated banking capabilities, easy transfer of supply chain management information to new documents, and automatic tax table updates.
- **Take your business to the next level** – Microsoft Great Plains Standard customers can step up to sophisticated database management and business network capabilities with Microsoft Windows Small Business Server 2003.



## OPEN THE FLOW OF INFORMATION AND PROCESSES

### Microsoft Business Portal 2.0

Microsoft Business Portal 2.0 is now built on Windows SharePoint Services, so you can easily deploy one portal site to deliver access to business applications, information, and processes across the organization.

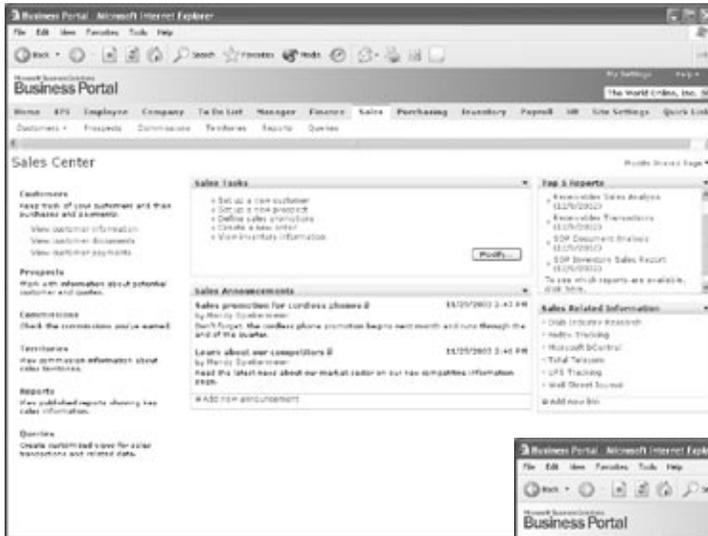
#### ENHANCE YOUR PORTAL WITH WINDOWS SHAREPOINT SERVICES

- **Share and collaborate on documents** – Microsoft Business Portal is installed as a SharePoint site, delivering the added ability store, share, and edit Microsoft Office Word, Microsoft Office Excel, and other documents by adding Document Libraries to portal pages.
- **Create new pages and parts more easily** – Microsoft Business Portal Web parts are built as native SharePoint Web parts, enabling drag-and-drop page design that saves time and lets you create pages that work the way you want them to.
- **Add Excel graphs to portal pages** – Microsoft Business Portal Web parts can be connected to SharePoint Excel Web parts, giving your customers new charting abilities for business data.
- **Add sites for projects and meetings** – Create pages with all the resources that team members need—including Calendars, Participant Lists, Announcements, Document Libraries, and other Web parts—to record activities, share and edit documents, track meeting notes, and provide links to other relevant sites.
- **Connect to external data sources** – Expand the reach of business information by exposing not only Microsoft Great Plains data, but other sources of business information to your Microsoft Business Portal site.

#### DELIVER BROWSER-BASED ACCESS

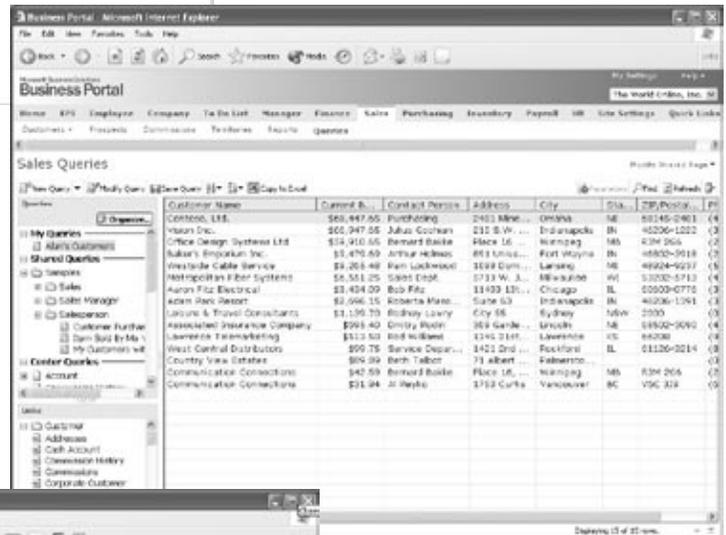
- **Unlock the potential of your employees** – Whether they're at the office or working remotely, employees can access the applications, information, and reports they need to execute on tasks and make fast, effective decisions.
- **Work more effectively with customers, vendors, and partners** – Deliver superior service by granting role-based access to business information such as order status, inventory levels, and payment data.
- **Empower employees to manage common tasks** – Help reduce administrative costs by moving routine personnel tasks online—such as entering and approving timecards, submitting requests for time off, and reviewing paycheck and benefit information—through the HRM Self Service Suite for Microsoft Business Portal.
- **Assess the health of your business quickly** – Provide executives and other decision makers with personalized views of key business information—including profitability, sales performance, and gross margin—with the Key Performance Indicators module.

Available CQ104 to the United States, Canada, Australia, New Zealand, South East Asia, the United Kingdom, Ireland, South Africa, the Middle East, and Latin America. Microsoft Business Portal, The HRM Self Service Suite, and Key Performance Indicators are licensed separately.



Easily share information and tasks with the right users, and share Word and other documents.

Users can look up information for themselves to make fast, informed decisions.



Enable employees to review their own paychecks online, enter timecards, change addresses and more.





## INTEGRATE INFORMATION, APPLICATIONS, AND PROCESSES

### Microsoft Office System Integration

Analyze and share information across your business by combining the power of the Microsoft Office System and Microsoft Great Plains.

#### **EASILY INTEGRATE WITH MICROSOFT EXCEL**

Quickly import relevant business data for analysis and reporting directly into Microsoft Office Excel 2003, using the Excel Data Connection Wizard.

#### **SHARE GREAT PLAINS DATA WITH WINDOWS SHAREPOINT SERVICES**

Add relevant, current business information easily to SharePoint sites, using predefined templates that are already integrated with Microsoft Great Plains.

- **Effectively manage inventory** – Publish information that lets employees monitor levels for items or groups of items, review what's on order and what's on backorder, and check pricing on inventory items.
- **Analyze sales** – Give your sales team easy access to vital sales information, including customized sales history analysis and graphical representations of sales progress.
- **Access pay information** – Gain fast access to personal pay information, including pay and withholding amounts, as well as analysis on pay deductions.

Available CQ403. Microsoft Office System applications are not included with Microsoft Great Plains.

## GROW WITH CONFIDENCE

### Windows Small Business Server 2003

Work smarter using fewer resources. By combining the power of Microsoft Windows Small Business Server 2003 with Microsoft Great Plains Standard, smaller, growing organizations can gain comprehensive business management capabilities at an affordable price.

#### CHOOSE THE SERVER SOLUTION THAT FITS YOUR BUSINESS NEEDS

- **Increase capabilities at your own pace** – For businesses that want full networking capabilities but prefer to use Microsoft SQL Server™ 2000 Desktop Engine (MSDE) for data management, Windows Small Business Server 2003 Standard is the solution of choice.
- **Step up easily to Microsoft SQL Server 2000 Standard** – This industry-leading database management system is included with Windows Small Business Server 2003 Premium.

#### COMMUNICATE AND COLLABORATE

- **Keep employees current and connected** – Windows SharePoint Services is included with Windows Small Business Server 2003, making it easy to share key business data across your organization. For example, you can add Microsoft Great Plains sales and inventory information to SharePoint pages to keep employees up to date on business conditions.
- **Enhance your solution with a full business network deployment** – Connect more effectively with employees, customer, and suppliers by tapping into the networking and e-mail management capabilities of Microsoft Exchange Server 2003 and Microsoft Windows Server™ 2003.

#### ACCESS DATA AND APPLICATIONS FROM ANY LOCATION

- **Work remotely** – Accommodate an increasingly mobile workforce with the new Remote Web Workplace, a consolidated entry point that enables authorized users to access e-mail and remote desktop applications from an Internet-enabled computer.
- **Administer remotely** – Administrators can remotely access server and client desktops on the company network, administer internal Web sites, view a list of Help Desk requests from network users, and view performance and usage reports for the company network.

#### GET STARTED FAST

- **Save time with integrated wizards** – Quickly and easily set up client computers, add users to a network, and configure for Internet connectivity with a number of integrated wizards.
- **Configure easily** – Connect a local computer to the Windows Small Business Server 2003 network by browsing to a Web site, where users can access all of the tools needed to configure network settings.

Available CQ403.



## MANAGE DEMAND PLANS EFFECTIVELY

### Microsoft Demand Planner

Quickly establish a well-defined process for demand planning—or simplify your current process and improve the quality of forecasts—with the new Microsoft Business Solutions Demand Planner module.

#### **APPLY STATISTICAL TECHNIQUES WITHOUT SPECIAL EXPERTISE**

- **Create forecasts applicable to your business** – Generate reliable future demand forecasts based on your company’s historical data with a library of selected forecasting algorithms that can be applied to many business contexts, including stable or seasonal demand, or increasing or decreasing sales trends.
- **Build a flexible plan that helps improve your bottom line** – You can save time and money by building a flexible demand plan that allows users to manipulate automatically generated forecasts and compare different scenarios.

#### **GAIN DEEP VISIBILITY INTO CUSTOMER BUYING PATTERNS**

- **Reduce uncertainty in demand** – Gain multi-dimensional visibility into buying patterns with the ability to map data to products, time, and markets—the elements that drive accurate forecasts.

#### **COLLABORATE TO BUILD CREDIBLE, REALISTIC FORECASTS**

- **Work together with stakeholders** – Equip stakeholders to make valuable contributions to the forecast with collaboration features for sharing forecasts, synchronizing modifications, and consolidating agreed plans.

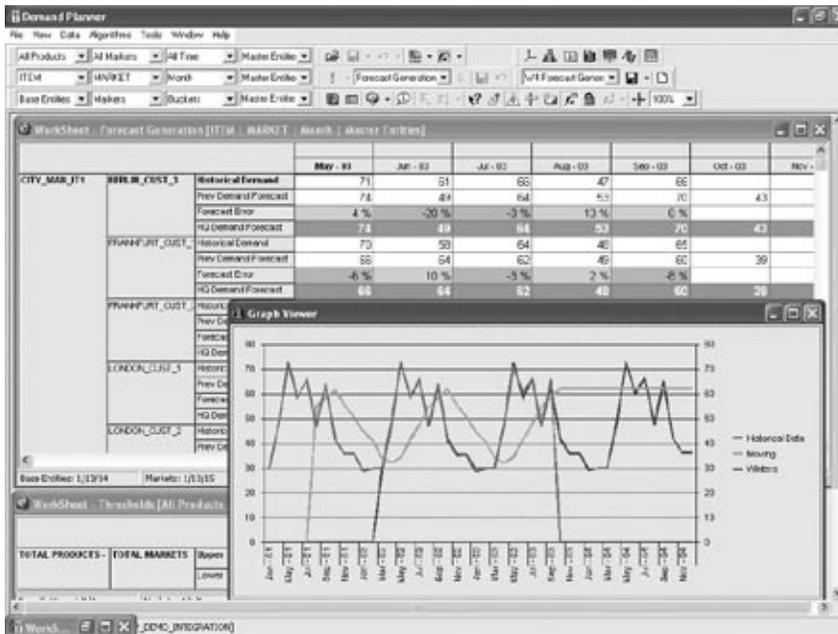
#### **IMPROVE YOUR FORECASTING ACCURACY**

- **Run your forecasting processes more frequently** – Reduce the planning cycle time with native integration between Microsoft Demand Planner and your enterprise resource planning (ERP) system.

#### **LEARN AND USE EASILY**

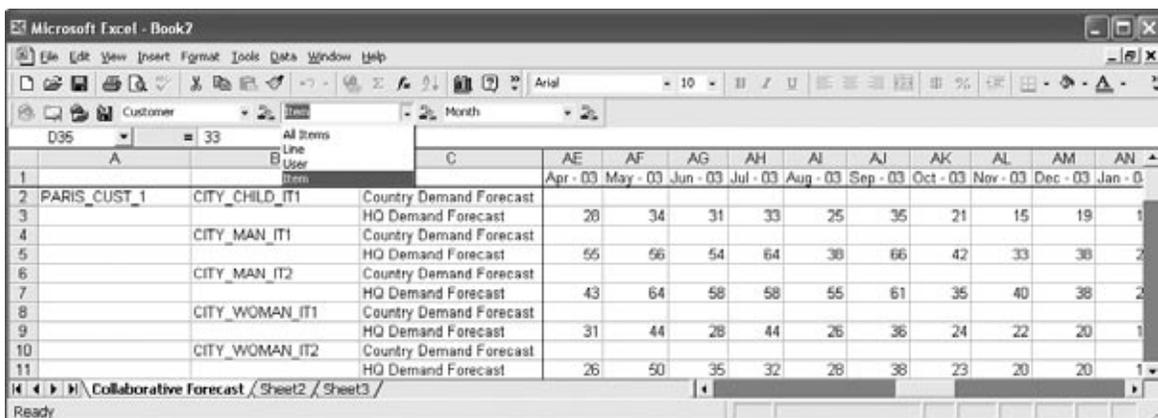
- **Leverage a familiar look and feel** – Microsoft Demand Planner offers an intuitive, easy-to-learn user interface that looks and feels like Excel.

Available CQ104.



Microsoft Demand Planner combines planning and forecasting functionality with an intuitive, easy-to-learn user interface.

Share forecasts, manage consensus, and consolidate agreed upon plans with the Excel Collaboration Plug-in.





## GET THE RIGHT REPORTS TO THE RIGHT PEOPLE

### Microsoft FRx 6.7

Enhance your financial reporting process by creating and distributing customized report packages with Microsoft Business Solutions for Analytics FRx® 6.7.

#### **DELIVER CUSTOMIZED REPORTS TO SPECIFIC AUDIENCES**

- **Customize report packages with the new Report Manager** – Provide information tailored to specific recipients by creating personalized reporting packages that can be produced in one place.
- **Gain the report distribution flexibility you need** – Select multiple delivery methods for reporting packages, including publication via the FRx DrillDown Viewer™, posting structure and data files to the network or a Web portal, or delivering via e-mail or print.
- **Expand your information reach** – The new WebPort lets you publish, store, manage, and enable online administration of reports in a security-enhanced intranet or Internet environment.

#### **CREATE REPORTS WITH A FAMILIAR LOOK AND FEEL**

- **Export directly to Excel** – Report Designer now offers built-in support for Online Analytical Processing (OLAP) output, enabling you to export information directly into an Excel pivot table and produce an Excel graph.

#### **TAKE ADVANTAGE OF THE LATEST TECHNOLOGIES**

- **Create and publish reports compliant with XBRL 2.0** – Stay current with support for Extensible Business Reporting Language (XBRL) 2.0.
- **Improve analysis capabilities** – Take full advantage of the latest Microsoft technologies with a database upgrade to Microsoft Access 2002.

#### **TRANSLATE CURRENCY ACROSS MULTIPLE ACCOUNTING SYSTEMS**

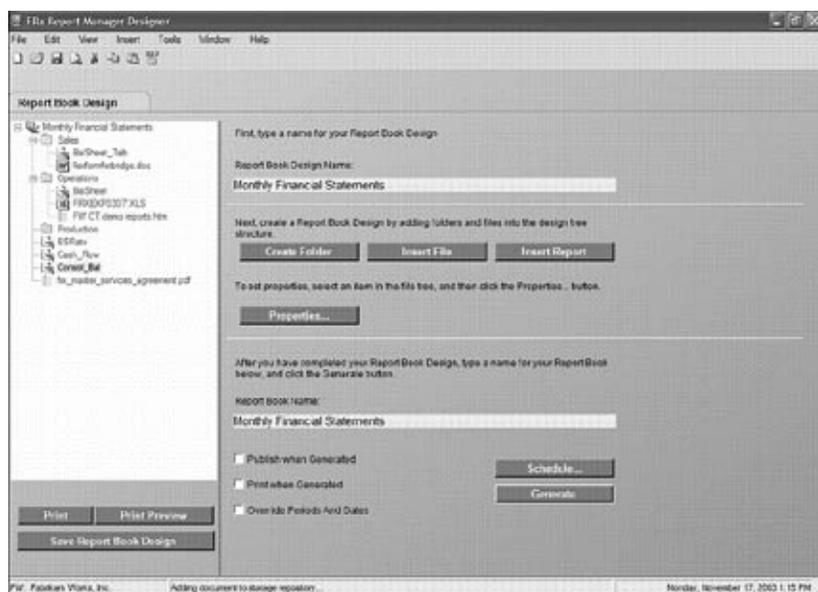
- **Enhance currency translation** – Work seamlessly with multiple currencies by using new functionality for calculating monthly average rates and historical rates.

Available CQ204.



Publish, store, and manage online administration of reports in a security-enhanced environment.

Create personalized reporting packages that contain information tailored to specific audiences.





## STRENGTHEN BUDGETING PROCESSES

### Microsoft Forecaster 6.7

New functionality for Microsoft Business Solutions for Analytics–Forecaster includes human resource (HR) budgeting and planning offerings, simplified installation, and enhancements to the ExpressLink feature.

#### **BETTER UNDERSTAND STAFFING NEEDS AND ASSOCIATED COSTS**

- **Make better staffing decisions** – Define and customize Pay Types—including Second Shift, Non-Productive Time, and Personal Time Off—for review and analysis.
- **View and analyze specific information** – Facilitate stronger decision making by allowing users to focus on relevant information. With up to 12 additional HR views, users can analyze data in a variety of ways, regardless of your organization's defined Pay Types.

#### **HELP IMPROVE CONTROL OVER YOUR BUDGETING PROCESSES**

- **Match the way you organize budgeting information and processes** – Flexibly map general ledger accounts to Microsoft Forecaster account segments with new ExpressLink enhancements.

#### **SAVE TIME WITH SIMPLIFIED INSTALLATION AND NEW USER GUIDES**

- **Install quickly** – New installation processes offer a reduced number of installation steps and redesigned connectivity between Microsoft Internet Information Services (IIS) and Microsoft SQL Server 2000.
- **Find the answers you need** – New reference materials for performing common tasks include a Budget Administrators Guide and a Microsoft Forecaster User's Guide.

Available CQ303.

## UNIFY PROCESSES ACROSS YOUR BUSINESS

### SUPPLY CHAIN MANAGEMENT ENHANCEMENTS

Simplify daily tasks and save time by transferring existing order and item information to new documents.

- **Transfer sales order information** – Copy specific lines from an existing sales order to a new sales order.
- **Create and edit purchase orders** – Copy an existing purchase order to create a brand new document or append lines to a purchase order that is being edited.
- **Transfer specific item information** – Copy an item's information such as price list, currency assignments and list price, site assignments, vendor assignments, and kit components.

### INTEGRATED CASH MANAGEMENT SOLUTIONS FROM BANK ONE AND MICROSOFT BUSINESS SOLUTIONS

Connect your business and banking processes with integrated banking solutions and services from Bank One and Microsoft Business Solutions.

- **Connect data across systems** – In addition to the Bank One Commercial Card and Bank One Direct PayChek Card, new integration capabilities automate and streamline the flow of data between Bank One and Microsoft Great Plains eBanking modules.
- **Simplify and streamline banking processes** – Integration capabilities include electronic payables and receivables, lockbox reporting and secure check processing, and bank account reconciliation reporting.

### AUTOMATIC TAX TABLE DOWNLOADS

Keep your payroll tax tables current and avoid the hassle of ordering and installing your tax updates with automatic U.S. tax table downloads, an enhancement included with Microsoft Great Plains Payroll.

Available CQ403.

The Bank One Paychek Card, Bank One Commercial Card, and Integrated Cash Management Solutions are licensed separately.



## MICROSOFT GREAT PLAINS SERVICE PLAN DETAILS

SERVICE PROVIDED	Flex	Enhancement Program	Standard-A*	Standard-B†
All major upgrades and minor updates		✓	✓	✓
Payroll tax tables and updates		✓	✓	✓
Access to CustomerSource, a Web site for technical solutions and productivity support		✓	✓	✓
TECHNICAL SUPPORT				
Support included in service plan	Per-incident support and 5-packs of support incidents available	<i>Discounts on Flex purchases</i>	2 incidents <i>Discounts on additional Flex purchases</i>	Unlimited Support
Guaranteed response time	Same-day response time if you purchase Flex Per-incident Support  3-hour response time if you purchase Flex: 5-pack Support	Same-day response time if you purchase Flex Per-incident Support  3-hour response time if you purchase Flex 5-pack Support	3-hour response time	1-hour response time
Managed Support Newsgroups			✓	✓
Ability to initiate Chat & ScreenSharing during support requests				✓
EDUCATIONAL BENEFITS				
Access to online training			✓	✓
Orientation training on CD-ROM			✓	✓
Regularly-scheduled Online Interact sessions with support professionals			✓	✓

\*Formerly known as Foundation Services Program.

†Formerly known as Unlimited Support.

## ADDITIONAL SERVICE PLAN OPTIONS

### **ELITE SUPPORT**

Service needs differ from company to company and range from the simple to the complex. That's why we offer Microsoft Business Solutions Elite. It's the most comprehensive of our service offerings — and the most flexible. Elite is designed for customers who have complex service needs and require a proactive service option that goes far beyond technical support. When used in conjunction with the services you receive from your local Microsoft Certified Business Solutions Partner, Elite can help your organization achieve higher levels of success.

### **SERVICE PLANS ARE AVAILABLE DECEMBER 1, 2003.**

Existing customers can find additional information about their service plan at [www.greatplains.com/customersource](http://www.greatplains.com/customersource).







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