




# SOLUTIONS

*Microsoft Dynamics GP—  
Empowering your people to take your business forward*

Integrated, adaptable business management solutions



A black and white photograph of two men in business suits. One man is seated and looking at a laptop, while the other stands beside him, smiling and looking at the screen. The background shows a modern office interior with a large window and a patterned curtain. A blue horizontal bar is overlaid across the middle of the image.

*“Microsoft Great Plains (now known as Microsoft Dynamics GP) provides out-of-the-box functionality, yet enables us to customize features and add functionality to support Pathfire’s future growth.”*

**JERRY SCHNEIDER** CONTROLLER **PATHFIRE**

## *People drive business results.*

Regardless of the industry you're in or the size of your organization, it's your people who drive business results. Business success depends on providing the individuals, teams, and management across your organization with access to the information, systems, and tools they need to work at peak performance.

But you know that. And we know it because we have been working with our customers to design Microsoft Dynamics™ GP (formerly Microsoft® Business Solutions–Great Plains®), a business solution that delivers the right information and business tools to the right people at the right time. Built on proven Microsoft technologies and designed to work with the Microsoft products your people already know and use, Microsoft Dynamics GP offers the ease of use, flexibility, and deep functionality that helps drive performance, keeps overhead costs down, and equips you to keep pace in a competitive marketplace.

INNOVATE



## *Familiar to your people*

Do you want a business application that your people already know? Our user interface maps to the look and feel of Microsoft Office Outlook®, so it's familiar and easy to use. A roles-based design lets employees focus on their key responsibilities, decreasing wasted time and increasing productivity. Just as important, Microsoft Dynamics GP works seamlessly with other Microsoft Office applications, helping eliminate the need to juggle applications and empowering your people to make the most of the applications they use everyday.

## *Fits with your existing Microsoft systems*

You want your people to concentrate on your business, not on your IT systems. Microsoft Dynamics GP offers deep integration with the Microsoft Office system and other Microsoft products and technologies. System flexibility, integrated security features, and customization tools give you the ability to adapt the system to meet changing business needs with minimal cost. If you have existing IT staff, they will be instantly familiar with business software built on your existing Microsoft infrastructure, enabling them to support your people efficiently.

*“We have taken an environment that was management by chaos and moved to an orderly, organized, and streamlined business process where everyone’s life is much simpler than it used to be.”*

**KEVIN LEHOULLIER** VICE PRESIDENT OF FINANCE **ARTHUR SCHUMAN, INC.**

## *Fuels your business productivity*

Do you want a solution that equips your people to work at peak efficiency? Microsoft Dynamics GP automates your business-critical operations and adapts easily to meet your business and industry-specific needs — connecting information and processes so that your people can work as a team to take your business forward. You can save employees time by taking routine processes online, as well as increase the flow of information, with Web-based access through a single Web-based portal. Security-enhanced extranet capabilities let you extend the access of information to your customers and partners — helping you build relationships and foster loyalty while decreasing employee workload.

## *Enables confident decision making*

Without information your people can't make empowered decisions. Access to information from anywhere in Microsoft Dynamics GP includes list-based navigation, look-up windows, drill-back and inquiry tools, and custom links to applications and Web sites. The result? Increased employee satisfaction. Your people have the information and tools they need to streamline processes, improve customer service quality, and exceed their individual goals.

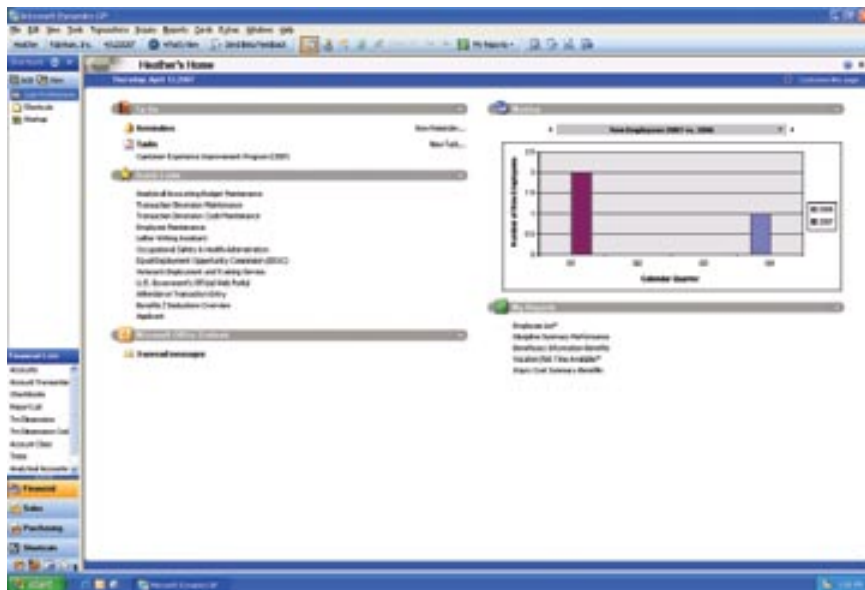
## **Specific industry requirements? No problem.**

*Our partners provide extensive enhancements to complement the unique requirements of many industries — from complex manufacturers and wholesale distributors to state and local governments, not for profits, and the health care industry, as well as countless others. Microsoft Dynamics GP has customers in a wide range of unique industries around the world.*

# STEAMLINE

## *Familiar to your people*

Wherever they sit in the organization, your people feel at home. From their role-based home page, they can view Outlook appointments, carry out tasks, access the data they need, and personalize information and reports.



**Help minimize training costs and ensure rapid gains in productivity with a solution your people know how to use.**

**Get the look and feel of Outlook** in Microsoft Dynamics GP. Whether employees are working in Microsoft Dynamics GP or Microsoft Office, they'll have a seamless user experience.

**Take full advantage of Microsoft Office Excel®** to report and analyze information from across all areas of your business. From spreadsheet analyses to budgeting templates, PivotTables® to Excel-based Analysis Cubes, employees can transform Microsoft Dynamics GP data into decision-driving information.

*Microsoft Dynamics GP offers a roles-based user interface that empowers users to work with the information that's most relevant to their role in your organization.*

*“The customized home page in Microsoft Dynamics GP 9.0 will be really handy, because it serves up the information each user needs, such as the reports you use the most and the actions you need to take on a scheduled basis.”*

**PAULETTE VOLF** CHICAGO SYMPHONY ORCHESTRA ASSOCIATION

**Help eliminate the need to juggle applications** and save valuable time with smart tags that enable quick access to Microsoft Dynamics GP data from Microsoft Office applications, including customer, vendor, inventory, general ledger account, and employee information.

**Create and deliver communications the way you want.** Easily populate Microsoft Office Word form letters and other documents with up-to-date customer and vendor information, as well as send customer statements and invoices via Outlook.



## *Fits with your existing Microsoft systems*

### Customer Success: **Talbert™ Medial Group**

The physician-owned medical group was looking for a new business solution to replace their SAP-hosted accounting service. The company wanted a business solution they could host internally to reduce costs, one that would help them automate processes, generate detailed reports to send to outlying clinics, and integrate with the Microsoft Excel 2000 spreadsheet software that the company already used. Along with their partner and the help of Microsoft Great Plains (now known as Microsoft Dynamics GP), Microsoft SQL Server™ 2000, and Microsoft FRx® Professional, the company brought its accounting in-house in only three months. Along with reduced costs of 40 percent, the benefits included:

**Faster time to month-end close** — By automating part of the reporting process, the company improved month-end closing by five days and can now run custom reports any time. “The reporting capability of Microsoft FRx is more flexible than any other software solution out there,” says Michael Gam, CFO.

**Time saved and accuracy improved** — The system recommends order quantities and automatically consolidates purchase requisitions from across departments to increase buying power, reduce shipping expense, and increase order accuracy.

Talbot has reduced time spent managing orders, reduced paper use, and decreased the administrative cost of managing paper files.

**Adaptability** — The company now has a solid platform on which to grow by deploying additional modules or integrating existing systems, such as Epic, which they currently use for billing patients.



**Leverage your investment in your current Microsoft infrastructure, the latest Microsoft technologies, and your developers' knowledge to help ensure all your applications work together.**

**Drive rapid time to benefit** by maximizing your current investments in trusted Microsoft applications and technologies. Developed with industry-leading Microsoft technologies, Microsoft Dynamics GP provides the foundation and flexibility that help smooth deployments and efficient, cost-effective integrations and customizations.

**Provide access to critical, timely information** through integration with SQL Server technologies that includes extensive management and development tools. Enhanced information retrieval and reporting through Microsoft SQL Server Reporting Services can help increase availability, performance, and ease of operation for business intelligence, data management, and developer productivity.

**Open the flow of information across data sources** and applications. Microsoft SharePoint™ Portal Server, Microsoft BizTalk® Server, Microsoft .NET, and Web Services for Microsoft Dynamics GP enable businesses to integrate data from virtually any source, connecting people with the information they need to make decisions and drive growth.

**Connect front-end customer relationship management** with back-end financials. Integration with Microsoft Dynamics CRM delivers a complete customer view and integrated sales, service, and accounting information — helping reduce data entry and streamline front- and back-office processes.

**Scale to meet changing needs.** One solution that can grow with your business: Powered by SQL Server 2005, Microsoft Dynamics GP is scalable from a single-desktop PC to more than 1,000 workstations backed by a cluster of multi-processor servers.

**Build the solution you need.**

*Extend your business management solution or integrate with other business applications or productivity tools using Web Services for Microsoft Dynamics GP and Microsoft technologies – including Microsoft Visual Studio®, eConnect, and BizTalk Server.*

# UNIFY

*“We wanted a Microsoft solution to integrate with our existing Microsoft infrastructure, and Microsoft Great Plains (now known as Microsoft Dynamics GP) was competitive on pricing and offered the features we needed.”*

## Fuels your business productivity

### Customer Success: **Six Flags**

Six Flags is the world's largest regional theme and water park operator. To keep pace with exhilarating growth, the company needed to implement a centralized business management solution that would consolidate its many general ledger systems and enable all park management teams across the globe to work effectively together. Corporate reporting was so slow and inflexible that decisions were being delayed — unacceptable for a multi-national company. With the help of Microsoft partner Collins Computing, Six Flags deployed Microsoft Great Plains (now known as Microsoft Dynamics GP) and SQL Server 2000, enabling them to effectively interconnect their global business. In addition to a savings in expenses of nearly one million USD annually, benefits included:

**Cost savings from purchasing and inventory planning** — Integrating purchasing and inventory into a central environment enables the company to lower inventory overhead by providing the parks the ability to swap high-cost parts they need to keep the complex park rides running smoothly.

**Increased customer satisfaction** — With a better stream of supplies hitting the shelves on demand, customer satisfaction has increased.

**Automate your business-critical processes** to drive efficiency, build customer and partner loyalty, and maximize profitability.

**Help build greater customer and supplier loyalty** by streamlining and integrating your financial, customer and supply chain processes.

**Free up your people to focus on what matters** by allowing employees to take a wide range of tasks online — from routine timesheets to complex purchase requisitions — via Business Portal for Microsoft Dynamics GP, helping reduce paperwork and data re-entry and helping management work more effectively.

**Help improve customer service** through automated delivery of order confirmations, ship notices, and back order status.

# ACHIEVE

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

JOE VON BOSE CORPORATE MANAGER OF ACCOUNTING OPERATIONS **SIX FLAGS**

**Help reduce operating costs** by connecting inventory control, purchasing, and sales order processing with your demand planning process, to help reduce costs, improve cash flow, and ensure that you have the right stock at the right time to meet customer demand.

**Centralize budget management** through Web-based budgeting for accurate, informed forecasting.

**Simplify compliance with Sarbanes-Oxley** with reporting by automating sign-offs in an auditable, traceable manner.

## **Extend the reach of information**

Help save valuable time and improve employee, customer, and partner satisfaction with Business Portal for Microsoft Dynamics GP, built on Microsoft Windows SharePoint Services.

- Empower people to work from remote locations with portal-based access to integrated applications, information and processes.
- Foster teamwork with collaboration tools and Windows SharePoint sites that connect employees across departments and projects.
- Build customer and partner satisfaction with extranets that provide secure, roles-based information access.





## *Enables confident decision making*

Customer Success: **Millicom Argentina**

Millicom Argentina is a growing Internet Service Provider for small and mid-market businesses in Argentina. When they outgrew their business solution from SunSystems, they looked for a business management solution that would enable them to attract large clients but would not be prohibitive to implement and maintain. Axxon Consulting deployed an integrated business management solution consisting of Microsoft Great Plains (now known as Microsoft Dynamics GP) and SQL Server 2000, providing the sophisticated information management, reporting, and analysis tools the company needed.

After Millicom implemented Microsoft Great Plains and SQL Server 2000, invoice processing time was slashed by 83 percent. Month-end reports are now generated in one-tenth the time, so employees can generate customized reports without relying on IT staff. The new reporting and analytics tools provide employees with visibility into the health of the business, resulting in more confident, smarter business decisions.

**Build the insight that lets you respond rapidly to the changing demands of your business.**

**Provide access to real-time data** that can easily be analyzed in familiar tools such as Microsoft Excel.

**Enable viewing of reports and information** from any location, any time, as well as use flexible scheduling and delivery options to publish reports.

**Deliver the right information to the right people** with the ability to generate, customize, and distribute reports for different audiences in a single step, in multiple formats. And with Web-based, OLAP, and graphical reporting and analysis options, you can build presentation-quality reports that put information into context for decision makers.

**Plan more effectively** by monitoring all operations, revenues and spending, and sales trends with built-in drill-down, inquiry, and reporting capabilities.

**Proactively manage business conditions** with real-time alerts, SmartList inquiry capabilities, and a cradle-to-grave view of manufacturing and distribution processes.

**Provide executives and decision makers** with graphical key performance indicators, so they can quickly assess the health of the business and take command when conditions change.

# INSIGHT

*“If we tried to handle our growth with our old system, we surely would have failed. Now with Microsoft Great Plains (now known as Microsoft Dynamics GP), we’re a major-league show operating with the affordable tools of a smaller company.”*

# *Microsoft Dynamics GP at a Glance*

## **FINANCIAL MANAGEMENT**

Equip your business with automated, customizable, and integrated financial operations that let you leverage financial data to make strategic decisions quickly.

## **SUPPLY CHAIN MANAGEMENT**

Streamline your sales, purchasing, and pick/pack/ship cycle. Tailor workflow processes to meet specific needs and keep pace with competitive markets and low margins.

## **MANUFACTURING**

Manage production and resource planning with a suite of applications designed for make-to-stock, make-to-order, assemble-to-order, and hybrid manufacturing environments.

## **PROJECT MANAGEMENT**

Know exactly what's happening with your projects in real time with access to critical cost, budget analysis, and scheduling information.

## **CUSTOMER RELATIONSHIP MANAGEMENT**

Build long-term customer satisfaction with the ability to manage service calls, contract administration, preventive maintenance, returns, and depot activity with an optimized system for electronically routing service information.

## **HUMAN RESOURCE MANAGEMENT**

Work effectively with staff, process payroll efficiently and cost-effectively, and provide a convenient, personalized self-service portal to share and update crucial HR information.

## **BUSINESS INTELLIGENCE AND REPORTING**

Powerful, customizable tools help you create the reports you need quickly and easily and provide compelling views of business data and key performance indicators.

## **COLLABORATIVE WORKSPACE**

Extend the reach of business applications, information and processes to employees, customers, and partners with role-based delivery through a single Web-based portal. Our collaborative solutions can serve a wide range of needs — including business-to-business, business-to-consumer, and buy-side to sell-side operations.

## **CONFIGURATION AND DEVELOPMENT**

Help reduce IT overhead with a foundation designed to fit with your existing systems and map to your business practices. Work with industry-standard tools and technologies to add functionality, share data and processes with other applications, and integrate with virtually unlimited data sources.



*“Working with Microsoft is very important to us—we use their servers, we use Office, we use them for accounting and grant management, and we wanted to make sure that all of these things work together.”*

DEBBIE SPEVACEK BAY AREA WORKFORCE

## Microsoft Dynamics™

Microsoft Dynamics is a line of business management solutions that automate and help improve financial, customer relationship, and supply chain management. Delivered through a network of Microsoft partners, these integrated, adaptable solutions work like and with familiar Microsoft software to streamline processes across an entire business.

More information about Microsoft Dynamics can be found at <http://www.microsoft.com/dynamics>

U.S and Canada: 1-888-477-7989

Worldwide: +1-701-281-6500

## **Microsoft**

This document is for information purposes only.

MICROSOFT MAKES NO WARRANTIES, EXPRESS, IMPLIED, OR STATUTORY, AS TO THE INFORMATION IN THIS DOCUMENT.

© 2006 Microsoft Corporation. Microsoft, Microsoft Dynamics, the Microsoft Dynamics logo, BizTalk, Excel, FRx, Great Plains, Outlook, SharePoint, Visual Basic, Visual Studio, and Windows are either registered trademarks or trademarks of Microsoft Corporation in the United States and/or other countries. Functionality described may not be available in all versions of Microsoft Dynamics GP.