

Business Intelligence

Microsoft Dynamics GP

Business Intelligence

WHITE PAPER

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Abstract

Microsoft® Dynamics GP Business Intelligence is designed to provide businesses with the tools they need to help analyze data in order to make faster more informed decisions. This white paper is intended to provide the reader an overview of the solutions available to address this business need.

Introduction

The ability to extract and present information in a meaningful way is vital for a business management application like Microsoft Dynamics GP. Business Intelligence enables companies to make better decisions faster than ever before by providing the right information to the right people at the right time. Employees increasingly find that they suffer from information overload and need solutions that provide the analysis to effectively make decisions. Whether they are working on the strategic, the tactical, or the operational level, Microsoft Dynamics GP provides business intelligence applications to make informed decisions a more natural part of all employees everyday work experience. Several reporting and analytics solutions are available for Microsoft Dynamics GP. Some are delivered as part of the core Microsoft Dynamics GP application, while others are additional products that extend the Microsoft Dynamics GP solution. Key goals of these solutions are to provide:

- An integrated platform and applications
- A secure and personalized user experience
- A collaborative environment
- A total solution that is cost effective and comprehensive

In order to understand which reporting tool is most appropriate for the task, we have broken the Microsoft Dynamics GP business intelligence solutions into four categories:

Reporting tools – Allow you to create the operational and financial reports you need to run your business

Analysis tools – Allow you to analyze, interpret, and create reports based on information tracked within Microsoft Dynamics GP

Ad-hoc query – Allows you to have interactive information access, including drill down and drill-around capabilities

Quick insight –Preconfigured tools that allow your executives and operational managers can use to quickly and proactively view and react on information within Microsoft Dynamics GP

Reporting Tools

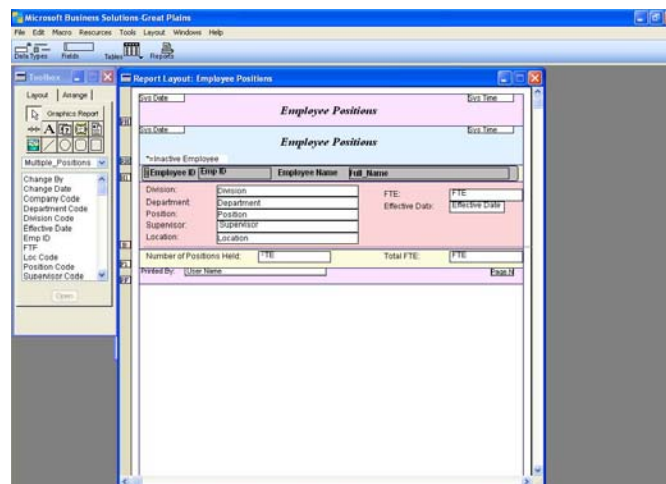
Report Writer

Core reporting capabilities for Microsoft Dynamics GP are provided by the Report Writer, the reporting tool that is part of System Manager and is available with every Microsoft Dynamics GP installation.

The Report Writer creates two types of reports: graphical and text. Graphical reports can use a variety of fonts, shapes, and pictures. They are typically used for reports that should be visually appealing, such as invoices. Text reports contain only text, and are designed to print quickly. They do this by extensively using the built-in rendering capabilities of the default printer. Text reports are typically used for reports that can be lengthy, such as a trial balance.

In addition to creating new reports, end users can use Report Writer to customize most of the more than 2000 standard reports included with Microsoft Dynamics GP. The graphical layout window that's used to design reports also can be used to customize their appearance.

The following illustration is an example of the Report Layout window in Report Writer.



Reports Library

Before customizing a report on your own, take a look at the reports available for download from the Reports Library available to Microsoft Dynamics GP customers. The Reports Library contains modified versions of reports in addition to samples of the reports included with Microsoft Dynamics GP. Save valuable time if the modification you require has already been performed by simply downloading the report.. Reports are categorized by series, version, and report name. Currently there are more than 200 modified versions of reports available for download.

FRx®

The FRx family of reporting and analysis tools is the standard financial reporting tools for Microsoft Dynamics GP. FRx Reporter makes it easy to manage and distribute critical financial reports that your business depends on to run effectively. As a part of Microsoft Business Solutions, these tools fully integrate

with Microsoft Dynamics GP. Such reports typically built using FRX include Balance Sheet, Income Statement, Statement of Cash Flows, budget versus actual, or any other financial report or statement.

The key to FRX's flexibility is a unique and dependable system of three basic building blocks: Row Format, Columns Layout, and Reporting Trees. Once defined, you can save these building blocks to use again and again to create business-essential reports. Custom fonts, formatting, and formulas stay with the report—maintaining the professional, boardroom-quality appearance of your reports.

Row Format Starting here, you can select individual accounts, a range of accounts, or a list of noncontiguous accounts to be included in a report. You can also define totals, calculations, and if/then parameters. And by using Wild Cards, you can automatically recognize and include new GL account numbers, keeping your reports up-to-date. You can even create, name, and reuse account sets across multiple reports to simplify the report creation and maintenance process.

Column Layout The Column Layout makes it easy for you to include period information like actual, budget, or other types of data in a report— either from your general ledger or other data source such as spreadsheets. You can apply calculations across columns, making it easy to identify variances, projections, or percentages.

Reporting Trees You can create a hierarchical picture of your organization to understand or change your organizational and reporting structures. A powerful auto-build function constructs Reporting Trees in seconds—directly from your chart of accounts. Easy drag-and-drop functionality enables you to create alternative structures and multiple rollups of various accounts without having to make modifications to your general ledger or chart of accounts. And by using effective dating, you can apply several different Reporting Trees for different periods of time— all within a single report. Additionally the Drill Down Viewer allows you to drill down into the detail of the summary numbers calculated by using the reporting tree. You can drill down into unique account balances that make up the summary totals or you can drill all the way down into the detailed transactions providing all the necessary data to your report consumers. Finally, security settings allow you to limit viewing rights at the unit level of your organization, helping ensure that report consumers can view only the information they are responsible for.

The following illustration is an example of the FRX DrillDown Viewer.

The screenshot displays the FRX DrillDown Viewer interface. The main window shows a financial report for 'Retail' for the 12 months ending December 31, 2009. The report is structured as follows:

Retail				
Billing Query Income Statement				
For the 12 Months Ending December 31, 2009				
Current Month				
April	May	June		YTD
104,493	108,797	117,279	Net Sales	330,569
100,000	102,201	105,000	Costs	307,401
4,493	6,596	12,279	Gross Margin	23,168
Operating Expenses				
11,356	11,823	11,004	Salary Expense	34,183
787	774	761	Office Expense	2,322
1,607	1,646	1,683	Rent Expense	4,936
2,140	2,183	2,244	Travel Expense	6,567
95,866	96,335	96,672	Total Operating Expenses	298,818
8,627	12,460	20,607	Net Income	32,350

The bottom window shows a drill-down view of 'Net Sales' for the same period:

Retail -> Net Sales				
Billing Query Income Statement				
For the 12 Months Ending December 31, 2009				
Current Month				
April	May	June		YTD
104,493	108,797	117,279	Total Net Sales	330,569

Enterprise Reporting

Enterprise Reporting is a product designed for consolidation, financial reporting, budgeting, and analysis across the enterprise. It has support for multiple currencies, consolidations, and eliminations. The main components of the product are the rich client, a Web extension that allows you to access reports over the Web and Windows Services that you can use to generate reports and import data on a scheduled basis. The product also has support for OLAP for data analysis and an add-in for Excel.

The following illustrations show how you can use the Enterprise Reporting Drill Down Explorer.

Original Report

Category	AFRICA	ASIA	EMEA	EUROPE	MIDDLE EAST	NET	USA	Total	Auto-elim	Elim Cost	Total Group
Assets											
Accounts receivable (Dr)	10,000	20,000	30,000	40,000	50,000	60,000	70,000	280,000			280,000
Inventory (Dr)	5,000	10,000	15,000	20,000	25,000	30,000	35,000	140,000			140,000
Prepaid expenses (Dr)	2,000	4,000	6,000	8,000	10,000	12,000	14,000	66,000			66,000
TOTAL ASSETS	17,000	34,000	51,000	68,000	85,000	102,000	120,000	500,000			500,000
Liabilities											
Accounts payable (Cr)	8,000	16,000	24,000	32,000	40,000	48,000	56,000	224,000			224,000
Accrued liabilities (Cr)	4,000	8,000	12,000	16,000	20,000	24,000	28,000	112,000			112,000
Deferred revenue (Cr)	2,000	4,000	6,000	8,000	10,000	12,000	14,000	56,000			56,000
TOTAL LIABILITIES	14,000	28,000	42,000	56,000	70,000	84,000	98,000	392,000			392,000
Equity											
Common stock (Dr)	1,000	2,000	3,000	4,000	5,000	6,000	7,000	28,000			28,000
Retained earnings (Dr)	2,000	4,000	6,000	8,000	10,000	12,000	14,000	56,000			56,000
Other current accounts (Dr)	1,000	2,000	3,000	4,000	5,000	6,000	7,000	28,000			28,000
Capital stock and reserves (Dr)	4,000	8,000	12,000	16,000	20,000	24,000	28,000	112,000			112,000
TOTAL EQUITY	8,000	16,000	24,000	32,000	40,000	48,000	56,000	224,000			224,000
TOTAL	25,000	50,000	75,000	100,000	125,000	150,000	176,000	724,000			724,000

Drill Down on the Total Group

Category	AFRICA	ASIA	EMEA	EUROPE	MIDDLE EAST	NET	USA	Total	Auto-elim	Elim Cost	Total Group
Assets											
Accounts receivable (Dr)	10,000	20,000	30,000	40,000	50,000	60,000	70,000	280,000			280,000
Inventory (Dr)	5,000	10,000	15,000	20,000	25,000	30,000	35,000	140,000			140,000
Prepaid expenses (Dr)	2,000	4,000	6,000	8,000	10,000	12,000	14,000	66,000			66,000
TOTAL ASSETS	17,000	34,000	51,000	68,000	85,000	102,000	120,000	500,000			500,000
Liabilities											
Accounts payable (Cr)	8,000	16,000	24,000	32,000	40,000	48,000	56,000	224,000			224,000
Accrued liabilities (Cr)	4,000	8,000	12,000	16,000	20,000	24,000	28,000	112,000			112,000
Deferred revenue (Cr)	2,000	4,000	6,000	8,000	10,000	12,000	14,000	56,000			56,000
TOTAL LIABILITIES	14,000	28,000	42,000	56,000	70,000	84,000	98,000	392,000			392,000
Equity											
Common stock (Dr)	1,000	2,000	3,000	4,000	5,000	6,000	7,000	28,000			28,000
Retained earnings (Dr)	2,000	4,000	6,000	8,000	10,000	12,000	14,000	56,000			56,000
Other current accounts (Dr)	1,000	2,000	3,000	4,000	5,000	6,000	7,000	28,000			28,000
Capital stock and reserves (Dr)	4,000	8,000	12,000	16,000	20,000	24,000	28,000	112,000			112,000
TOTAL EQUITY	8,000	16,000	24,000	32,000	40,000	48,000	56,000	224,000			224,000
TOTAL	25,000	50,000	75,000	100,000	125,000	150,000	176,000	724,000			724,000

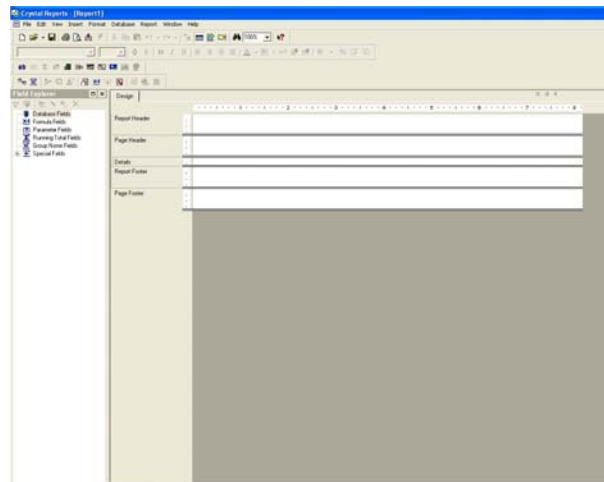
Drill Down on North America

	Total	Year	Year	Year	Year
100,000	100,000	100,000	100,000	100,000	100,000
10,000	10,000	10,000	10,000	10,000	10,000
1,000	1,000	1,000	1,000	1,000	1,000
100	100	100	100	100	100
10	10	10	10	10	10
1	1	1	1	1	1

Crystal Reports

Crystal Reports is a stand-alone report writer that is often used to produce reports for applications like Microsoft Dynamics GP. When used with Microsoft Dynamics GP, Crystal Reports accesses data directly from the database through ODBC.

The following illustration is an example of the Crystal Reports Layout window.



Microsoft SQL Server™ Reporting Services

SQL Server Reporting Services extends the Microsoft business intelligence platform by making it easy to get the right information to the right people, in virtually any business environment.

Based on .NET and XML Web services, SQL Server Reporting Services delivers a robust environment for creating, managing, and delivering traditional, paper-oriented reports, as well as interactive, Web-based reports. The product's modular design and extensive Application Programming Interfaces (APIs) allow

Server Component	Features
Report Server	<p>A Web service with multiple components that:</p> <ul style="list-style-type: none"> Handles SOAP (Simple Object Access Protocol) and URL requests Processes reports including executing queries, evaluating expressions, and generating output formats Provides report snapshot and cache management Integrates with SQL Server Agent for scheduled operations Supports and enforces security policies and authorization
Report Server Database	A SQL Server database that stores the information used by the report server, including report definitions, report metadata, cached reports, snapshots, and resources. It also stores security settings, account information, and scheduling and delivery data.
Report Manager	A Web-based report access and management tool distributed with Reporting Services.

Multiple report server instances may be deployed in a Web farm configuration for maximum scalability and reliability. Also, the report server database may run in a failover cluster.

SQL Reporting Service sample report packs

To make it easy to get started with SQL Reporting Services with Microsoft Dynamics GP, we've created the Microsoft SQL Server Report Pack for Microsoft Business Solutions–Microsoft Dynamics GP, which is a set of predefined report definition files that work with the Microsoft Dynamics GP sample database. You can upload and view each report separately and you can use the sample reports as templates for designing new reports.

With the reports in this pack, you can take the report definition files and, with only some minor configuration changes, have them work against your existing Microsoft Dynamics GP environment. If you choose to use these reports against your existing Microsoft Dynamics GP application, be aware that they bypass the Microsoft Dynamics GP application security layer and will require the user to have SQL access privileges to all views and tables in the Microsoft SQL Server database that contains the Microsoft Dynamics GP data. This sample database is based on the sample database that is included with Microsoft Dynamics GP, with some minor modifications.

The sample reports that are provided in this report pack include:

1. Commissions Report shows sales commissions by territory, salesperson, and year. You can expand a territory to view sales commissions by a salesperson. You also can expand a year to view quarterly commissions by territory. Also, there is a sales summary graph that displays annual sales by territory.
2. Customer Profitability Report shows sales, total profit, and gross margin percentage per customer for the year that you selected. You can expand customer ID to view the sales, total profit, and gross margin percentage by document number.
3. Inventory Value by Site Report shows a bar graph of the value of inventory by site and the total inventory value for the company. You can then drill through by clicking an inventory site bar to display the Inventory Value by Site and Item Number Report to view items and their total value for that site.
4. Item Quantity Back Order Report shows the quantity of items that are back ordered, quantities that are allocated to purchase orders, and item quantities available for all sites. You can expand each item

number to view item quantities for all sites. You can also drill through by clicking the “Qty on PO” link to display the Quantity on Purchase Order Report to view information about the items allocated to each purchase order.

5. Open Purchase Orders Report shows purchase orders that have not been closed or canceled per vendor or for all vendors. The number, status, and date of each purchase order are displayed in a list view, along with the vendor assigned to the purchase order. You can expand each purchase order to display the line items and the status of each line item. You can also drill through by clicking on the “Qty Shipped” link to display the Purchase Order Receipts Report to view the quantity remaining to be shipped.
6. Open Sales Orders Report shows a list of un-posted sales orders for a range of customers. The sales order number, the date of each sales order, customer information, the requested ship date, and the amount remaining on the order is displayed in a list view, along with the salesperson assigned to the order. You can expand each purchase order to display the line items and specific information about each line item.
7. Employee Capacity Report shows the available work centers and the employee capacity of each work center by weeks. You can drill through by clicking on the weekly graph for each work center to display the Manufacturing Orders for Work Center Report, which displays the manufacturing orders assigned to the work center. Customer names, customer priority, and manufacturing priority also are displayed.
8. Machine Capacity Report shows the available work centers and the machine capacity of each work center by weeks. You can drill through by clicking on the weekly graph for each work center to display the Manufacturing Orders for Work Center Report to view the manufacturing orders assigned to the work center. Customer names, customer priority, and manufacturing priority also are displayed.

Analysis Tools

Analytical Accounting

Analytical Accounting is a tool that helps you to analyze, interpret, and create reports based on information tracked outside of your company’s chart of accounts. You also can store information that cannot be computed in monetary terms, such as labor hours. You can enter detailed analysis information without resorting to segmental accounting.

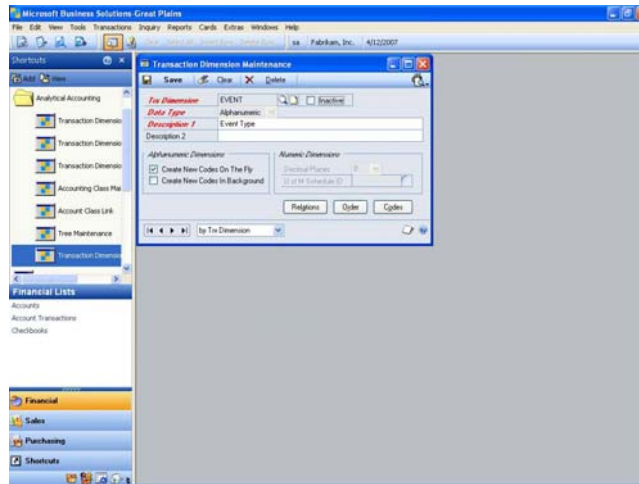
With Analytical Accounting, you can:

- Enter analysis information for a group of analysis dimensions
- Set up unlimited analysis dimensions
- Perform comprehensive reporting.

Transaction Dimensions

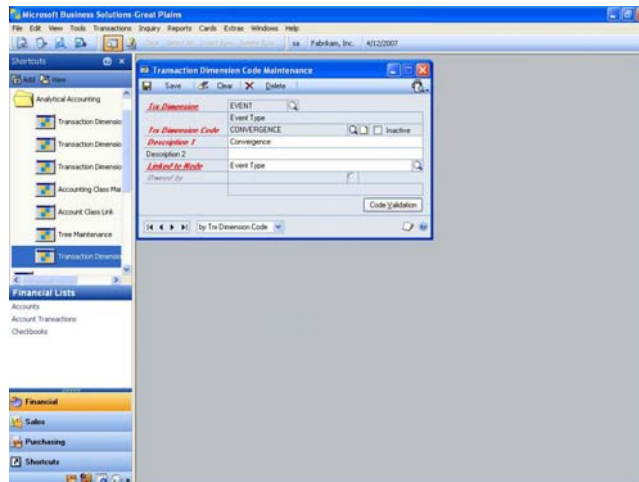
You can classify, report, and analyze financial transactions based on your specific business needs with an unlimited number of user-defined transaction dimensions, including Cost Center, Profit Center, Region, and Hours.

You will use the Transaction Dimension Maintenance window, as shown below, to create transaction dimensions.



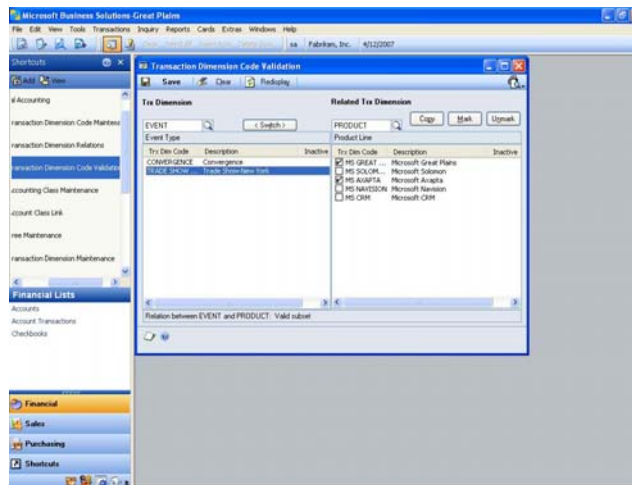
Transaction Dimension Codes

You can attach user-defined transaction dimension codes to ledger transactions, eliminating the need to analyze transactions on the basis of account segments.



Valid Code Combinations

Define valid transaction dimension code combinations to prevent combinations that aren't valid from being entered for a transaction. For instance, a product group and region always must appear together, or a project and cost center never can appear together.



Multilevel Reporting

Enable multilevel reporting by grouping any number of transaction dimension codes into an unlimited number of user-defined levels. Additionally, you can include customers, vendors, items, and sites to Analytical Accounting reports to further analyze your data.

Wizard-Driven Inquiries Generate multilevel reports more easily with wizard-driven inquiries that integrate with Microsoft Office Excel and Microsoft Dynamics GP SmartLists.

Reports in Microsoft Office Excel Multilevel reports are run and displayed in Excel for easy manipulation, integration of non-accounting business data, and enhanced presentation.

Implode/Explode Decide how much detail you need to view throughout your entire report or section by section with an implode/explode function. If you wish you see additional detail use the explode function.

Integration Analyze transactions across your entire organization with seamless integration across the following Microsoft Dynamics GP modules: General Ledger, Receivables Management, Payables Management, Inventory Control, Sales Order Processing, Purchase Order Processing, and Bank Reconciliation.

Ad Hoc Query

Inquiries and Audit Trail Records

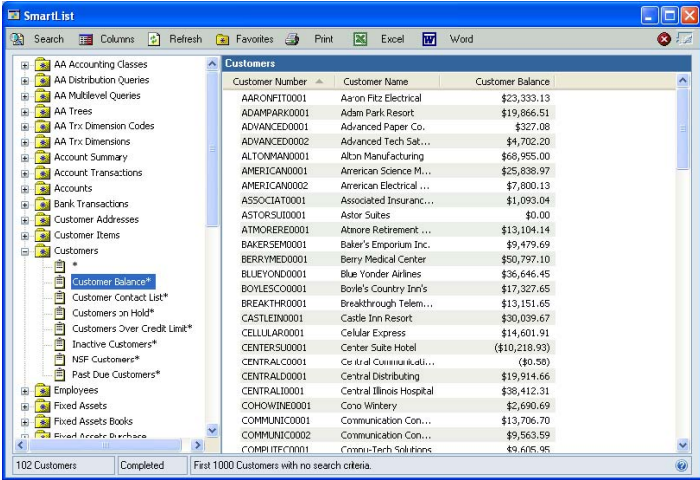
Inquiry windows within Microsoft Dynamics GP allow you to review information for several types of records. You can select the record or records that you want to view and specify the order that the records will be displayed in. For example, in the General Ledger Detail Inquiry window, you can select a general ledger account and a year to view information about the account. You can then click the link on the

Account field to view the transaction distributions for the account that have been linked with other distributions.

Microsoft Dynamics GP also provides an audit trail record so that you can trace a transaction from any point within the system back to the location where it was originally entered. After you've entered a transaction, you can trace it from its originating point in Microsoft Dynamics GP to the actual source document - such as in invoice, check, or receipt - that provided the basis for the transaction, along with a precise record of where the transaction was posted as it made its way through the Microsoft Dynamics GP system.

SmartList

SmartList in Microsoft Dynamics GP is another reporting tool that you can use to organize and present data from the accounting system. You can display lists of records from a specific category, such as Customers or Purchase Orders. You can apply search criteria to limit the results to only the records of interest. You can determine which columns should be displayed, as well as the order of the columns.



Customer Number	Customer Name	Customer Balance
AARONFIT0001	Aaron Fitz Electrical	\$23,333.13
ADAMPARK0001	Adam Park Resort	\$19,866.51
ADVANCED0001	Advanced Paper Co.	\$327.08
ADVANCED0002	Advanced Tech Sat...	\$4,702.20
ALTONMAN0001	Alton Manufacturing	\$68,955.00
AMERICAN0001	American Science M...	\$25,838.97
AMERICAN0002	American Electrical ...	\$7,800.13
ASSOCIAT0001	Associated Insuranc...	\$1,053.04
ASTORSU0001	Astor Suites	\$0.00
ATMORERE0001	Atmore Retirement ...	\$13,104.14
BAKERSEM0001	Baker's Emporium Inc.	\$9,479.69
BERRYMED0001	Berry Medical Center	\$50,797.10
BLUEYOND0001	Blue Yonder Airlines	\$36,646.45
BOYLESCO0001	Boyle's Country Inn's	\$17,327.65
BREAKTHR0001	Breakthrough Telem...	\$13,151.65
CASTLEIN0001	Castle Inn Resort	\$30,039.67
CELLULAR0001	Cellular Express	\$14,601.91
CENTERSU0001	Center Suite Hobel	(\$10,218.93)
CENTRALC0001	Central Communicati...	(\$0.50)
CENTRALD0001	Central Distributing	\$19,914.66
CENTRALI0001	Central Illinois Hospital	\$38,412.31
COMHOWINE0001	Cono Winery	\$2,690.69
COMMUNIC0001	Communication Con...	\$13,706.70
COMMUNIC0002	Communication Con...	\$9,563.59
COMPUTEC0001	CompuTech Solutions	\$9,605.95

After you've set up a SmartList search, you can add it as a SmartList favorite, so that it can easily be rerun. The search results can be exported to Excel or Word. These features make SmartList an excellent tool for creating ad hoc reports.

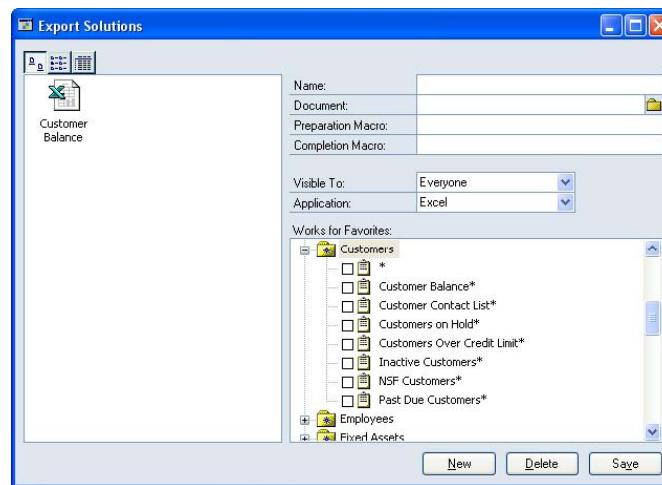
Integrating Microsoft Dynamics GP data from SmartList with Excel

SmartList is a Microsoft Dynamics GP querying tool that allows you to instantly create sophisticated queries to find detailed customer, vendor, general ledger, inventory, and employee information. A number of pre-defined queries are included with Microsoft Dynamics GP.

Exporting to Excel is as easy as opening a SmartList favorite and clicking a single button to export to Excel or Word. The data is automatically formatted appropriately so no "cleaning up" is necessary. Distributing data using the world's most widely used office productivity suite ensures that employees who need access to back office data can obtain it easily and reliably and analyze it in an environment that they are already used to. You can include spreadsheets or Word documents as attachments to e-mail messages or embed the data within the message.

Export Solutions

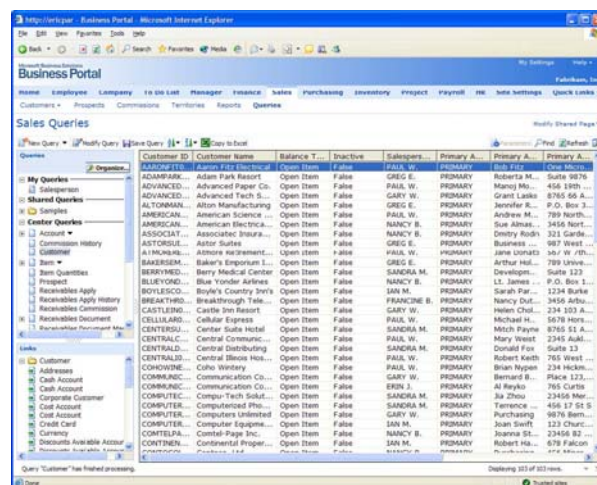
You can use the Export Solutions window, as shown in the following illustration, to export search results to a template and run Excel or Word macros before or after exporting. For example, perhaps you would like to chart your customers that are past due. Create a macro in Excel to create the chart and then attach the macro to the Customer SmartList that contains the applicable data. When you select to export the data to Excel, it will be presented in chart format.



Business Portal Query Pages

Query pages, found in each of the Business Portal centers, provide access to information stored in your back office system. For example, the Finance Center includes the Financial Queries page and the Sales Center includes the Sales Queries page. Business Portal Queries can also be modified to include information specific to your organizational needs. Query results can also be exported to Excel for further analysis.

The following illustration is an example of a Business Portal Query Page.

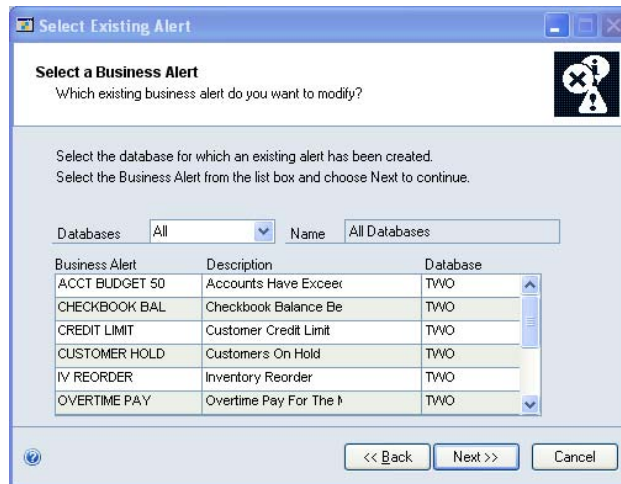


Quick Insight

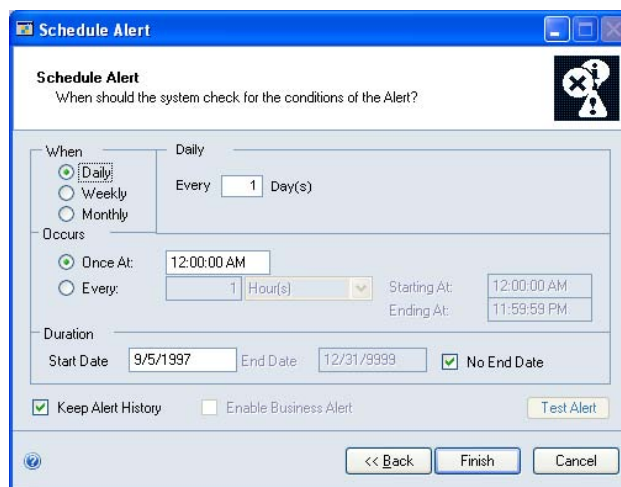
Business Alerts

Business Alerts uses Microsoft SQL Server to monitor your business's data, delivers fast access to business-critical information, which enables your organization to make quicker, more informed decisions to improve your business success.

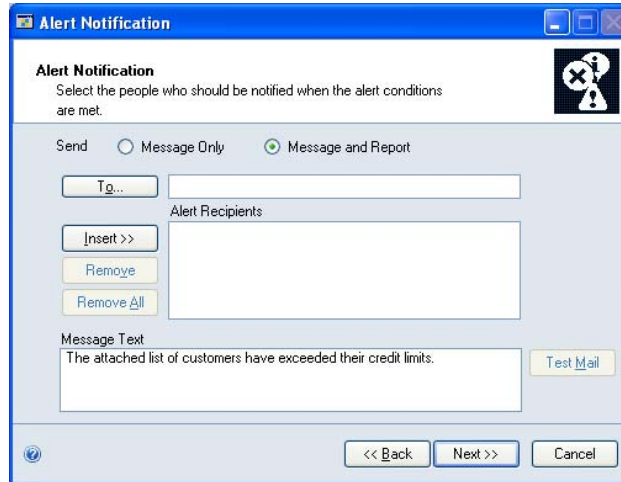
For example, suppose that you want to be notified when a customer's credit limit has been exceeded. In that case, you can use the Business Alert wizard, as shown in the following illustrations, to create a query that compares the credit limit amounts to the current amounts for your customers.



You can use the wizard to set up the schedule for the alert—that is, when, how often, and for how long you want Microsoft Dynamics GP to check whether the conditions you've defined exist.



After you have created and activated a business alert, the conditions will be checked according to the schedule that you set up. Whenever the alert condition is found, an e-mail message is sent to the people or groups that you specified.

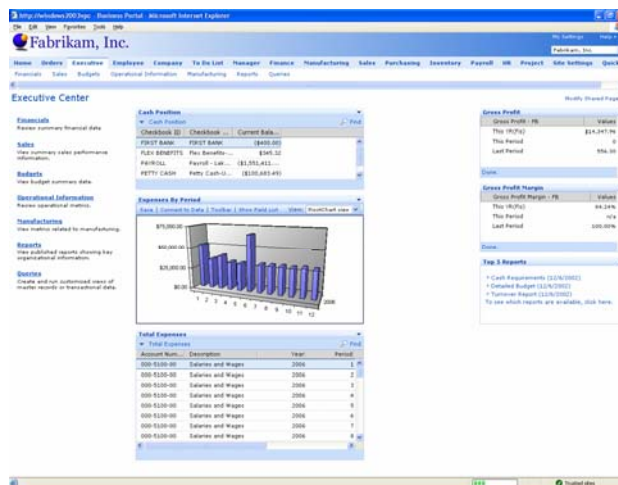


Business Portal Executive Center

Business Portal gives employees access to the specific information and tasks they need to do their jobs, based on their roles within your company. Roles are user categories that group users with similar job functions.

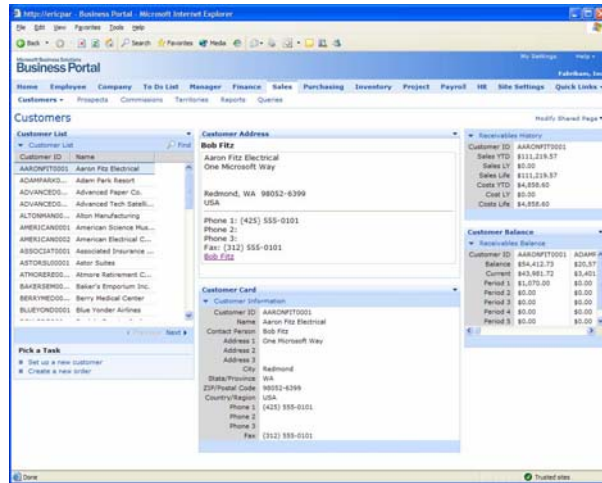
Center pages serve as navigation to groups of role-related items. Use each center page as a starting point to access role-based information and tasks.

For example, if you're an Executive, such as CFO or CEO, use the Executive Center to obtain key, high-level information that is used to make strategic business decisions. Execs can drill down into the details of the key business metrics when needed.



Business Portal Information Pages: Information pages combine a number of parts—mainly result viewer Web Parts—to present current data from the back office.

For example, the Customers information page displays current customer information.



Key Performance Indicators

Suppose that a company is trying to fine-tune its operations, but needs faster access to business measurements in a proactive instead of reactive manner. Those measurements enable employees to make decisions more quickly and base them on more accurate information.

Key performance indicators (KPIs) are standard business metrics that provide your company's managers with an easy-to-read assessment of the financial health of the organization. KPIs are available through Microsoft Business Solutions Business Portal.

KPIs also can indicate when specified values reach a certain point if you've defined warning and critical alert ranges. An alert range is a range of variation—expressed as a percentage—above or below a target value.

You also can display KPI information as a bar chart, showing a single KPI, and graphically illustrating company performance for specific time periods.

Office Web Parts in Business Portal pages

Business Portal is a powerful tool for presenting data to users in a variety of business roles. Role-based access helps provide security to sensitive data because users only see the information that their role is allowed to see. While it's easy to see a broad view of your data, individual users also can display more targeted information that provides the at-a-glance view of the business measurements that are most important to them for making timely, accurate decisions.

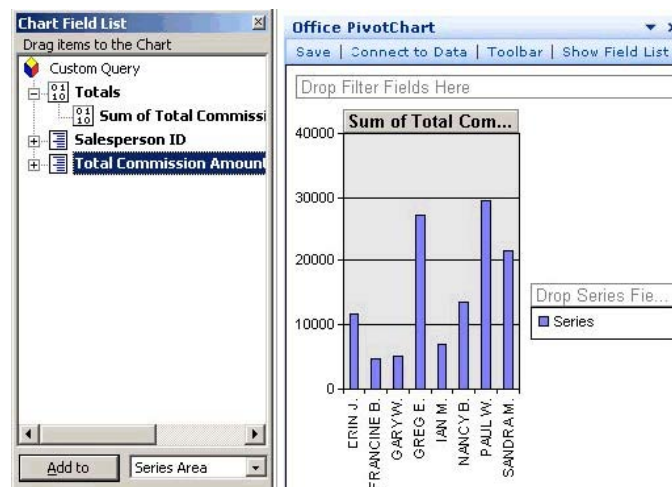
The following table describes how you can access information from within Business Portal and then select how to display the information.

Access from	Description
Within Business Portal, by opening the Virtual Server Gallery of SharePoint® Web parts.	You can select from multiple galleries, each that contains a number of Web parts, such as an Excel pivot chart, that you can add to your Business Portal pages.

You can select from multiple galleries, each that contains a number of Web parts, such as an Excel pivot chart, that you can add to your Business Portal pages.

You can add an Excel pivot chart, in the example shown in the following illustration, by dragging and dropping it from the Virtual Server Gallery to a Business Portal page.

After the Web Part is on the Business Portal page, you can connect it to the data you need, such as commission amounts as shown in the example in the following illustration. You also can select chart styles so the data appears in the most effective format.

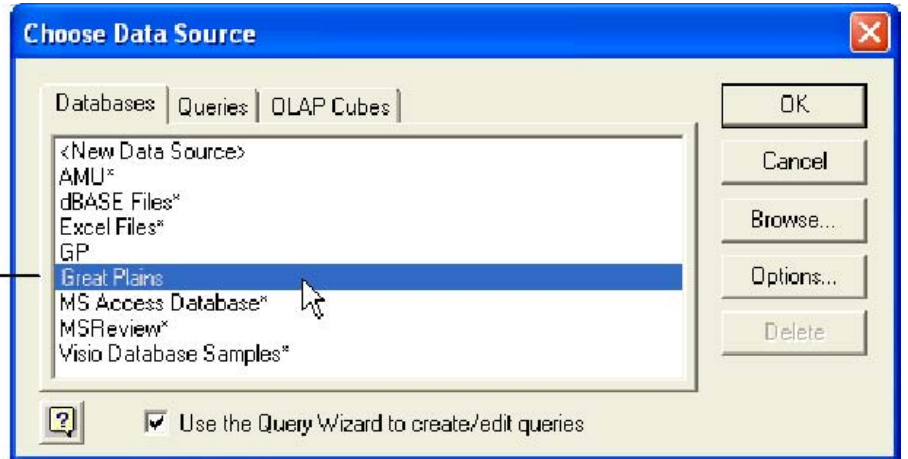


Excel data source

Suppose that you'd like to explore various scenarios, based on recent sales trends, by considering price increases, price decreases, and promotions of different durations using your Microsoft Dynamics GP data as a starting point, but you want to do the analysis with a familiar tool. Excel is a great tool for this task, and the Excel data source is ready to use without additional setup.

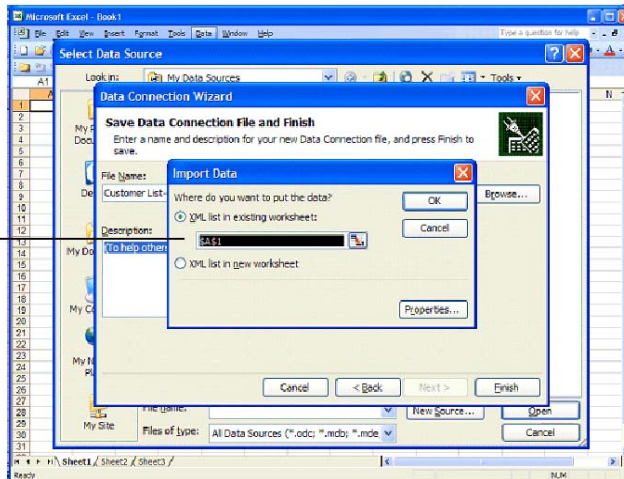
The Data Connection wizard in Excel makes it easy to access data stored in an external source, such as Microsoft SQL Server. In Excel, a data source link to the Microsoft Dynamics GP database is already included, saving you the effort and time needed to complete this setup.

A data source to access Great Plains data is included in Excel so you don't have to complete this setup work.



A wizard interface makes it easy to specify the Business Portal query that will be run in Excel. You can use query pages and result viewer Web Parts in Business Portal to create customized queries that provide access to information stored in Microsoft Dynamics GP, including information about customers, vendors, transactions, and items. For commonly used queries you can save them and rerun them rather than creating them from scratch each time.

The Data Connection wizard makes it easy to bring the data you want into Excel.



When you're looking at the data in Excel, you can experiment with different scenarios and apply macros, filters, and formatting to serve a wide range of purposes. Experienced Excel users should find this a time-saving tool for analyzing and presenting Microsoft Dynamics GP data.

ID	Name
2	AAROFF0001 Aaron Fitz Electrical
3	ADAMPARK0001 Adam Park Resort
4	ADVANCED0001 Advanced Paper Co.
5	ADVANCED0002 Advanced Tech Satellite System
6	ALFOMAN0001 Alton Manufacturing
7	AMERICAN0001 American Science Museum
8	AMERICAN0002 American Electrical Contractor
9	ASSOCIAT0001 Associated Insurance Company
10	ASTORSU0001 Astor Suites
11	ATVORERE0001 Atmore Retirement Center
12	BAKERSEM0001 Baker's Emporium Inc.
13	BERRYME0001 Berry Medical Center
14	BLUEYOND0001 Blue Yonder Airlines
15	BOYLES0001 Boyle's Country Inns
16	BREAKTHR0001 Breakthrough Telemarketing
17	CASTLER0001 Castle Inn Resort
18	CELLULAR0001 Cellular Express
19	CENTERSU0001 Center Suite Hotel
20	CENTRALC0001 Central Communications LTD.
21	CENTRALD0001 Central Distributing
22	CENTRALH0001 Central Illinois Hospital
23	CHOWINE0001 Chlo's Winery
24	COMMUNIC0001 Communication Connections
25	COMMUNIC0002 Communication Connections
26	COMPUTEC0001 Compu-Tech Solutions
27	COMPUTER0001 Computerized Phone Systems
28	COMPUTER0002 Computers Unlimited
29	COMPUTER0003 Computer Equipment Leasing
30	COMTELP0001 Comtel-Page Inc.
31	CONTINE0001 Continental Properties

Instant access to data using SmartTags

In a competitive business environment, employees need to spend their time and energy closing sales and delivering products and services to customers, rather than searching for information. Using the Microsoft Office SmartTag Manager, you can have instant access to detailed information in the Microsoft Dynamics GP database from within Office documents that refer to specific item, customer, vendor, and employee records stored within Microsoft Dynamics GP. So, for example, if you're about to send a letter out to a customer, you can instantly drill back from that letter to see their latest order in real time, then thank them for that order in the letter.

Pausing over a name or ID, such as the customer name in the following illustration of a customer letter in Word, displays a SmartTag icon that you can use to access additional information from the Microsoft Dynamics GP database.

SmartTags give you access to a variety of information from within Office documents.

Your company name
1761 SW 21 Street
Fargo, ND 58102
701-222-3333

October 2003

Aaron Fitz Electrical
One Microsoft Way
Redmond, WA 98002-4399

Dear Mr. Fitz,

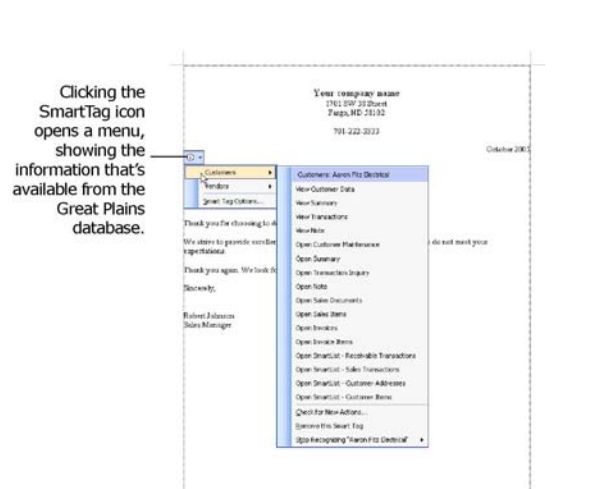
Thank you for choosing to do business with us.

We strive to provide excellent service to our clients. Please let us know if we do not meet your expectations.

Thank you again. We look forward to working with you.

Sincerely,
Robert Johnson
Sales Manager

You can display a list of actions by clicking the SmartTag icon, as shown in the following illustration.



When you select one of the items in the menu, a window will open that displays data from the Microsoft Dynamics GP database, which, in the following example, includes current sales and payment summaries for each accounting period, the current and previous year, and the life-to-date amounts.

The screenshot shows a window titled 'Office Smart Tag Viewer - Fabrikam, Inc.' displaying a detailed summary for customer Aaron Fitz Electrical. The window is divided into three main sections: Customer Identification Information, Payment Summary, and Yearly Summary.

Customer Identification Information							
Customer ID:	AARONFIT0001						
Name:	Aaron Fitz Electrical						
Payment Summary							
Period Description:	Period 1	Period 2	Period 3	Period 4	Period 5	Period 6	Period 7
	Current	31 - 60 Days	61 - 90 Days	91 - 120 Days	121 - 150 Days	151 - 180 Days	181 and Over
Period Balance:	\$3,434.09	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$19,899.04
Yearly Summary							
	Year-to-Date	Last Year	Life-to-Date				
No. of Sales Docs:	54	0	54				
No. of Paid Invs:	43	0	43				
Sales:	\$58,689.97	\$0.00	\$58,689.97				
Cost:	\$18,545.80	\$0.00	\$18,545.80				
Cash Received:	\$35,557.10	\$0.00	\$35,557.10				
Writeoffs:	\$0.00	\$0.00	\$0.00				
Discounts Taken:	\$0.00	\$0.00	\$0.00				
High Balance:	\$33,024.56	\$0.00	\$33,024.56				

Analysis Cubes for Excel

Analysis cubes for Excel allows you to take full advantage of Microsoft SQL Server Analysis Services by providing out-of-the-box preconfigured OLAP cubes. Analysis Cubes provide virtually unlimited ways to look at your data with powerful interactive analysis.

Customers with large volumes of data can greatly improve reporting performance by utilizing Analysis Cubes. Analysis Cubes for Excel is also extensible and data from other systems can be included for analysis.

Analysis Services Cubes provide data that can be utilized in a number of different ways (examples to follow):

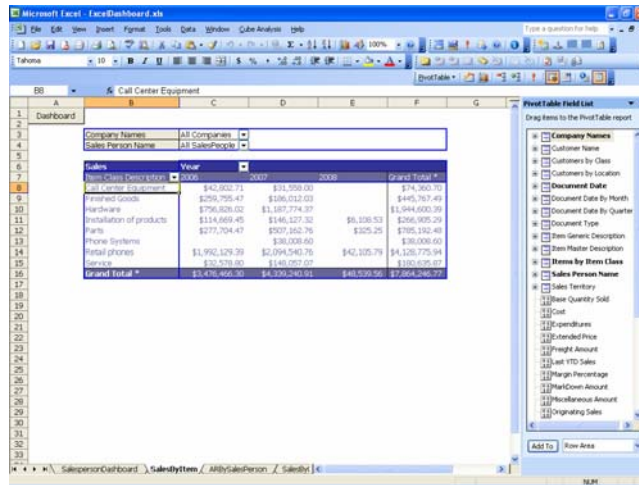
- Excel Pivot tables can use a cube as a data source
- The Excel Add-in for Analysis Services can be used to build interactive dashboards as well as tailored reports.
- Reporting Services can utilize Analysis Cubes as a data source
- Analysis Cubes can provide information for Balanced Scorecards

Leveraging the Excel Add-in for Analysis Services you can build powerful interactive dashboards as seen below.



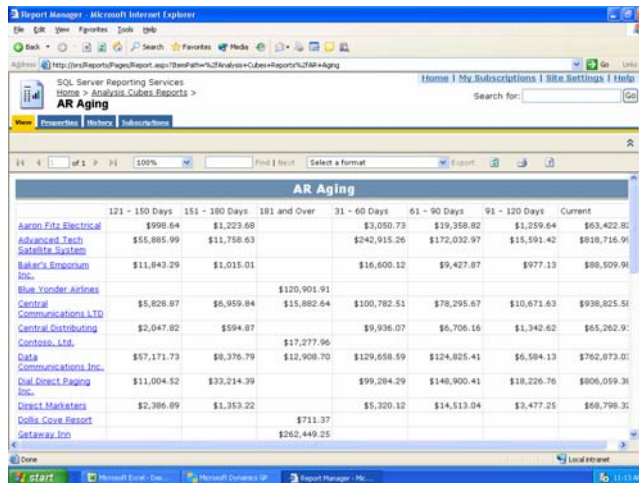
Using this functionality a cell within Excel can be set to a value in your accounting system. For example cell C7 in the dashboard above is equal to sales in January and one or more restrictions like the Company or Salesperson drop downs in the top left corner of the dashboard above can be used to recalculate that cell. For example only sales for a specific territory or only sales of a particular item class.

Analysis Cubes also can be used as a data source for pivot tables. Pivot tables can be created using the Pivot Table Creator window in Microsoft Dynamics GP or they can be created directly in Excel. The following Pivot Table was configured to automatically open by clicking on the Sales by Item Class graph on the dashboard above.



Analysis Cubes can also be accessed by Reporting Services to provide web based reporting and analysis, printed reports, or scheduled email distribution of information.

Below is an example of an Accounts Receivable Aging report that could be accessed online or emailed to a salesperson providing aging information for their customers. In this example by clicking on any of the customers you can drill down to the detailed transactions that make up their outstanding balance.



Business Scorecard Manager

Business Scorecard Manager 2005 is a comprehensive web-based scorecard and dashboard application that provides deep contextual insight into business drivers. Business Scorecard Manager helps put information in context and link corporate strategy to line-of-business (LOB) actions, reporting on organizational performance in both financial and non-financial terms. Scorecards are designed to articulate strategy and convert it into specific, measurable goals and to monitor progress towards their achievement.

Taking a deeper dive into the core value of the interoperability with Microsoft Dynamics GP™ you will see a highly complementary offering for these customers - in particular when looking at the existing modules

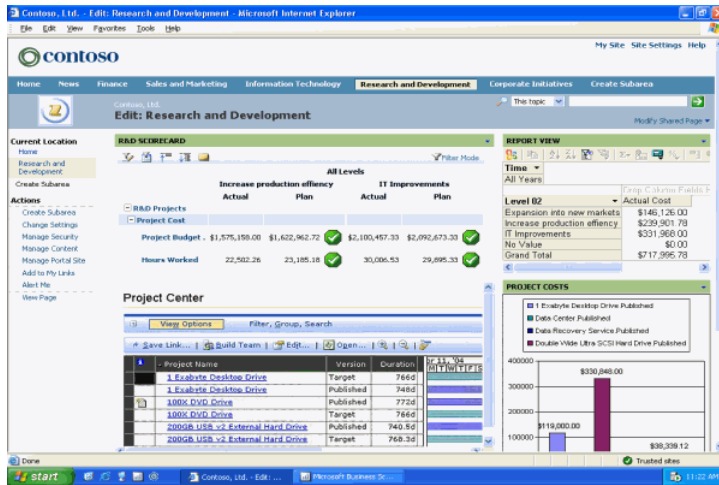
available for Microsoft Dynamics GP. First we have the Microsoft Dynamics GP Professional - Business Intelligence Foundation, which is comprised of components to deepen business insight. One of the Business Intelligence components is the Analysis Cubes for Excel, which is the piece that truly enables the out-of-the-box interoperability between Microsoft Dynamics GP and the Business Scorecard Manager. Thus the Analysis Cubes are to be seen as the Business Scorecard Manager enabler, helping customers enjoy the benefits of the Scorecard application with a limited level of investment.

Secondly, we have the Microsoft Business Portal, the Microsoft Dynamics GP portal solution, to which the Business Scorecard Manager should be considered a highly complementary offering.

The two solutions are both portal based business intelligence offerings helping to provide anytime, anywhere access to business data, and they each address very different business needs. Customers can use one, the other or both in orchestration, depending upon the business needs that are to be addressed.

Diving one level deeper into the functionality layer of the Microsoft Business Portal, you will see that this application also offers KPI functionality. However, keeping in mind that the applications were designed with two different purposes, quite naturally the KPI's are designed to address different needs. The KPI's offered with the Microsoft Business Portal are designed for measuring data hosted in Microsoft Dynamics GP. Therefore, if a customer wants to focus on monitoring the data coming from the Enterprise Resource Planning system only, the Business Portal KPIs are the best choice. The KPI functionality offered with the Business Scorecard Manager, however, are designed with a broader scope in mind, allowing for creation of KPI's based on data consolidated from a variety of data sources. Thus, the KPI functionality available with the Business Scorecard Manager should be more accommodating when aiming at a more holistic solution. Here the KPI's can encounter multiple data types, either when data comes from multiple systems or from multiple Microsoft Dynamics GP companies.

The deciding factor should be based on what data the customers want to start with and what they want to achieve. It is important to note that very often you will find situations where the two solutions will be working in orchestration. Here the Microsoft Dynamics GP solution's interoperability with Business Scorecard Manager truly opens the possibilities for a best-of-breed portal experience encompassing a broader variety of needs compared to the needs covered by the two solutions individually. For example, the possibility of combining and surfacing the multi-source Business Scorecard Manager KPIs with the Microsoft Dynamics GP specific KPIs within the Microsoft Business Portal truly help increase the portal user penetration. The reason being that you are now delivering KPIs and business insight to an even boarder audience throughout the organization, without jeopardizing the familiar portal look and feel for the traditional Microsoft Dynamics GP users.



Web Services

The Web Service engine includes 160 Web Service access points supporting 20 key business processes. The adoption of industry-standard Web Services XML Application Programming Interfaces (APIs) allows your organization to readily customize and adapt Microsoft Dynamics GP to provide deeper integration with disparate internal and external systems.

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables you and your people to make business decisions with greater confidence. Microsoft Dynamics works like and with familiar Microsoft software, automating and streamlining financial, customer relationship and supply chain processes in a way that helps you drive business success.

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