

YOUR FINANCIAL MANAGEMENT SOLUTION ROADMAP

The right way to empower financial managers

Sound, responsible financial management is at the heart of business success. With Microsoft Dynamics® GP business management solutions, your people can easily consolidate and share financial information across your organization—and make better-informed financial decisions at a moment's notice—using familiar tools and existing skills.

- Manufacturing
- Supply Chain Management
- Field Service
- Financial Management**
- Human Resources
- Project Management
- Business Intelligence
- Risk Management



Financial management solutions overview

Sharing payment information across your organization can help maximize the potential of your financial managers and extend your business beyond geographical, market segment, and industry boundaries. The right tools can help eliminate multiple payment silos, duplicate systems, and cost inefficiencies.

With instant access to accurate, up-to-the-minute financial information, Microsoft Dynamics GP provides the insight you need to make informed operational and strategic decisions at a moment's notice, and map the course to business success.

More financial insight

When you access business-critical financial data in real time, you can then transform that data into vital business information that helps you to efficiently manage your business better and control bank reconciliation.

Improved flexibility

A familiar, easy-to-use interface helps you set up, enter, and maintain records for all transactions on your bank statement. Now you can help eliminate redundancies by streamlining tasks such as entering or importing transactions and reconciling the checkbook to the bank statement balance.

Efficient processing

Automation and efficiencies introduced by Microsoft Dynamics GP help accelerate and simplify financial management at many levels. By using tools that work with banks that support automatic reconciliation, you can efficiently reconcile transactions and adjustments with downloaded bank data. Enjoy the added convenience of being able to easily process and match transactions from the lock-box file provided by your bank.

Better regulatory compliance

Regulatory compliance is a significant concern for many businesses. Microsoft Dynamics financial management solutions conform to U.S. bank-industry electronic funds transfer (EFT) standards with support for the Automated Clearing House (ACH) format and most Canadian formats. These powerful solutions enable your managers to implement and demonstrate effective compliance processes and generate the reports and associated documentation required by law.

Time savings

Expedite the pay process with automated payment scheduling, and spend less time closing the books and chasing receivables.

Security-enhanced payment protection

Help prevent fraudulent checks from being cashed by adding safe pay functionality. This extra security feature includes the daily exporting of checks for comparison by the bank when checks are presented for payment.

Recommended Microsoft Dynamics GP modules:

- Bank Reconciliation
- Electronic Bank Management
- Electronic Bank Reconcile
- Electronic Funds Transfer for PM
- Lockbox Processing
- Safe Pay

Roles that are empowered:

- Chief financial officer (CFO)
- Controller
- Accounting manager
- Accounts payable
- Accounts receivable
- Accountant

Business process: Treasury management

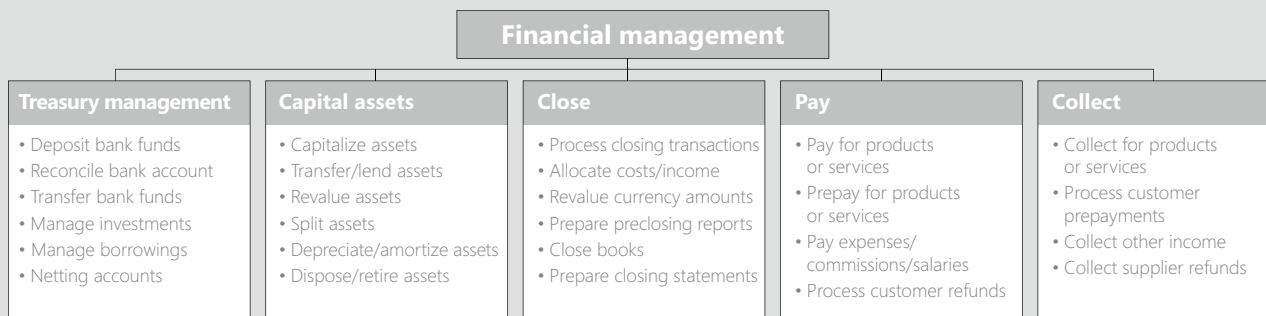
Reconciling accounts quickly and accurately helps improve cash flow and profitability. To achieve timely and accurate reconciliation of corporate bank accounts and guide the future direction of your business, you need visibility into financial metrics and cash management throughout your organization.

Powerful and integrated, Microsoft Dynamics GP helps you take the guesswork out of cash management with instant access to your current cash balance, advanced bank reporting, and automated bank reconciliation. By providing tools and insights into your cash-management data, you can improve profitability and make better business decisions.

Efficiently manage your current cash inflow and outflow, and forecast balances based on multiple scenarios to improve cash-flow control and deal with cash-flow concerns more effectively. Gain a competitive edge by taking advantage of advanced cash-management capabilities such as EFT, safe pay, and liquidity forecasting.

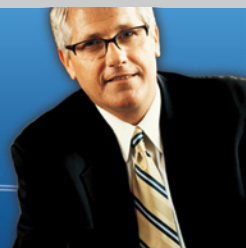
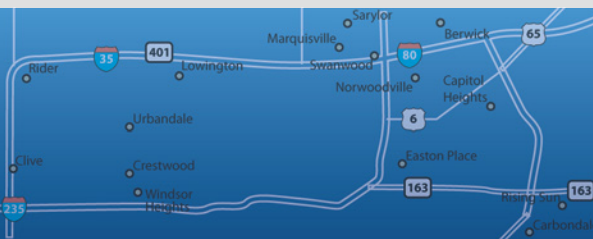
Key benefits:

- **Gain valuable insight into financial data.** Get access to real-time, business-critical financial data to help you control bank reconciliation efficiently.
- **Better manage transaction processing and reconciliation.** Set up, enter, and maintain records for all bank statements. Enter or import transactions and reconcile checkbooks to the bank statement balance.
- **Save time.** Automate reconciliation and adjustments with downloaded bank data, using tools that work with banks that support automatic reconciliation.
- **Transfer and receive payments with enhanced security.** Utilizing security features, generate electronic files to transfer and automatically transmit processed payables to your bank.
- **Achieve tighter compliance with industry standards.** Conform to U.S. bank–industry EFT standards with support for the ACH format and most Canadian formats.
- **Streamline the handling of customer payments.** Easily process and match transactions from the lock-box file provided by your bank.
- **Ensure the security of payments.** Help protect against check fraud with the daily export of checks for comparison by the bank when checks are presented.



Impacted roles

- CFO
- Controller
- Accounting manager
- Accounts payable
- Accounts receivable
- Accountant
- Credit and collections manager



Recommended Microsoft Dynamics GP modules:

- Fixed Asset Management

Roles that are empowered:

- Controller
- Accounting manager
- Accountant

Recommended Microsoft Dynamics GP modules:

- Analytical Accounting
- Intercompany
- General Ledger
- Multicurrency Management
- Cash Flow Management
- Refund Checks
- Electronic Bank Reconcile

Business process: Capital assets

Successful financial management depends on the ability to quickly and easily track, analyze, and manipulate fixed assets across your business. Your employees need visibility into asset information to ensure that corporate assets are used efficiently and support your organization's mission.

Microsoft Dynamics GP delivers multiple features and reporting tools that help you make changes to one or many assets quickly and capture necessary asset data for tax or reporting purposes. Now you can easily perform depreciations, averaging, or comparisons across assets.

Help reduce costs, enhance productivity, and improve your bottom line by viewing, analyzing, and managing your assets throughout their life cycle—from capitalization to disposal and retirement. Save time and money by setting up assets quickly and easily. Use classes or account groups to optimize operations by setting defaults and making mass changes, such as retirement or depreciation, to large numbers of assets at the same time.

Key benefits:

- **Put your information to work.** Track, analyze, and manipulate fixed assets to meet your specific needs. Manage company assets with minimal effort and tremendous flexibility.
- **Gain flexibility.** Define and assign standard or user-defined fields to track the industry- or company-specific information you need.
- **Make depreciation easy.** Manage asset depreciation with a variety of depreciation methods, with the ability to back depreciation out, recalculate it, add additional depreciation, or project it ahead for any number of assets in your books.
- **Integrate powerfully.** Combine capital assets with other modules in Microsoft Dynamics GP, ensuring accuracy while reducing redundant data entry.

Business process: Close

Do you struggle with month-end close processes that are complex and time consuming? Manual handling of routine closing statements and recurring multicompany transactions can be inaccurate and costly. To increase efficiency, you need integrated, automated processes that can help you quickly close the books.

From start to finish, Microsoft Dynamics helps improve accuracy and reduce the time it takes to post transactions. Flexible, integrated functions provide you with detailed information and reporting to monitor receivables and do what you need to do to enhance your cash flow and bottom line.

Roles that are empowered:

- Controller
- Accounting manager
- Accounts payable
- Accounts receivable
- Accountant

Recommended Microsoft Dynamics GP modules:

- Payables Management
- Safe Pay
- Electronic Funds Transfer for PM
- Refund Checks
- Customer/Vendor Consolidations
- eExpense

Roles that are empowered:

- Accounting manager
- Accounts payable
- Controller

Key benefits:

- **Improve decision making.** Analyze financial data by whatever criteria you require, and achieve greater reporting flexibility and extensibility.
- **Gain flexibility.** Manage transactions between companies in your organization. Streamline definitions of intercompany relationships and account distributions by journal entry.
- **Integrate your accounting processes.** Use intelligent accounting and analysis to give your team the pertinent information it needs to make better-informed financial decisions.
- **Take control of multinational operations.** Manage currency transactions smoothly and efficiently with flexible, powerful multicurrency capabilities.
- **Improve cash flow.** Customizable information views and forecasting capabilities enable you to monitor, predict, and manage inflows and outflows.
- **Expedite customer refunds.** Streamline the creation of debits and the process of applying them to credit amounts. Automatically create refund checks for customers using Payables Management for Microsoft Dynamics GP.
- **Streamline bank reconciliation.** Automate the reconciliation of transactions and adjustments, using tools that work with banks that support automatic reconciliation.

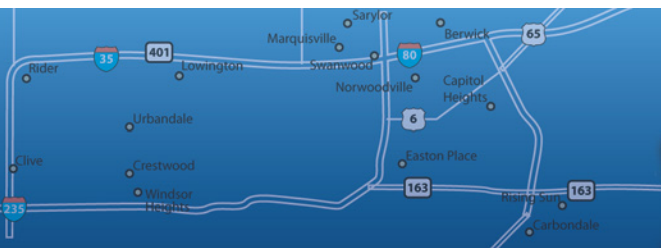
Business process: Pay

Manual payment processing can be time consuming, inefficient, and harmful to vendor and employee relationships. Having up-to-the-minute information and automating routine or complex payment tasks help you to efficiently manage expenses.

With comprehensive vendor information, payment scheduling and tracking, and up-to-the-minute answers to your current cash-flow status questions, Microsoft Dynamics GP helps you make smarter, faster decisions about your payables. Give employees the freedom to submit expenses from remote locations so you can reimburse them quickly. Gain insight into decisions to pay or prepay for products and services to help ensure even greater profitability.

Key benefits:

- **Streamline payables processes.** Make smarter, faster decisions about your payables, manage your vendors more effectively, and help ensure a greater return on your investment.
- **Protect against check fraud.** Add safe pay functionality, including the daily exporting of checks for comparison by the bank when checks are presented for payment.
- **Automate file transfers.** Quickly generate electronic files to transfer to your bank with tools that conform to U.S. bank-industry EFT standards and most Canadian formats.



- **Automatically create debit memos.** Apply them to credit amounts for customers requiring refunds. Automatically create refund checks for customers.
- **Consolidate customers and vendors.** Define relationships with existing customers that are vendors. Consolidate current balances in Payables Management and Receivables Management for Microsoft Dynamics GP.
- **Enhance employee productivity.** Reduce processing costs with reporting capabilities that streamline expense-management processes, eliminate paper receipts, and enable employees to create and submit reports at any time, from any location.

Recommended Microsoft Dynamics GP modules:

- Receivables Management
- Safe Pay
- Collections Management
- Electronic Funds Transfer for RM
- Lockbox Processing

Roles that are empowered:

- Controller
- Accounting manager
- Accounts payable

Business process: Collect

The constant, manual creation of collections-related correspondence and collection status monitoring can create a heavy administrative workload. Providing real-time access to vital collections information helps your people perform highly efficient collections activities that can increase profits and improve cash flow.

Improve your cash flow and reduce bad-debt expenses with clear, customizable information views and automated bad-debt management tools provided by Microsoft Dynamics GP. These powerful tools help you set automatic alerts when credit limits are exceeded and seek out customers that meet specific criteria for overdue payments. Automatically create correspondence, e-mail notices, statements, and invoices to customers—freeing your people to perform more important tasks.

Key benefits:

- **Improve cash flow.** Increase profit and reduce your bottom line with streamlined, customizable, and highly efficient collections activities.
- **Manage collections effectively.** View all your collections information within a single window, using a customized interface that gives you the exact information you need.
- **Automate file transfers.** Quickly generate electronic files to transfer to your bank with tools that conform to U.S. bank-industry EFT standards and most Canadian formats.
- **Maintain full control.** Easily set up lock-box profiles. Process and match transactions from the lock-box file provided by your bank. Automatically import and apply customer payment information from your bank to open accounts.

Analytical Accounting: Analyze financial data by whatever criteria you require, introduce greater reporting flexibility and extensibility, and analyze transactions efficiently.

Bank Reconciliation: Manage all of your bank-related activity through a single automated intersection. Gain unparalleled access to real-time, business-critical financial data that you can turn into a powerful competitive tool, as well as effectively control bank reconciliation.

Cash Flow Management: Improve cash flow with customizable information views and forecasting capabilities that enable you to monitor, predict, and manage inflows and outflows.

Collections Management: Clear, customizable information views and automated bad-debt management tools help you improve your cash flow and reduce bad-debt expense. At the same time, you can minimize the administrative workload for collections by automating the generation of correspondence, e-mail notices, statements, and invoices to customers, freeing your people for other tasks.

Customer/Vendor Consolidations: Define relationships with existing customers that are also vendors, and apply open debit and credit documents against each other to consolidate current balances in both Payables Management and Receivables Management in Microsoft Dynamics GP.

Electronic Bank Management: International customers can set up, enter, and maintain records for all transactions that appear on your bank statement. Manually enter transactions or import them, including payments to creditors, cash receipts from debtors, and bank charges. Reconcile the general ledger bank/cash account to the bank statement balance.

Electronic Bank Reconcile: Automate the reconciliation of transactions and adjustments with downloaded bank data, using tools that work with any bank that supports automatic reconciliation.

Electronic Funds Transfer for PM: Transfer payments by transmitting your payables to the bank after you've processed them using security features.

Electronic Funds Transfer for RM: Transfer sales batches with associated payments, and automatically generate an electronic file to transfer to your bank. Conform to U.S. bank-industry EFT standards with support for the ACH format and most Canadian formats.

eExpense: Enhance employee productivity and reduce processing costs with reporting capabilities that streamline expense-management processes, eliminate paper receipts, and enable employees to create and submit reports, at any time, from any location.

Fixed Asset Management: Improve financial management for your business by tracking, analyzing, and manipulating fixed assets to meet specific needs. Multiple features and reporting tools help you manage company assets with minimal effort and tremendous flexibility.

General Ledger: Sharply reduce the time and effort spent on key accounting tasks with comprehensive automation. Track and analyze your financial information the way that best suits your business—not someone else's—with tools and accounting structures that you design yourself to serve your needs. Intelligent accounting and analysis capabilities empower you to manage the financial heart of your business, giving you the vital information you need to make your finances work for you and improve the way you do business.

Intercompany: Manage single-use or recurring transactions between companies in your organization, with unlimited flexibility in defining intercompany relationships and streamlined account distributions by journal entry.

Lockbox Processing: Easily process and match transactions from the lock-box file provided by your bank.

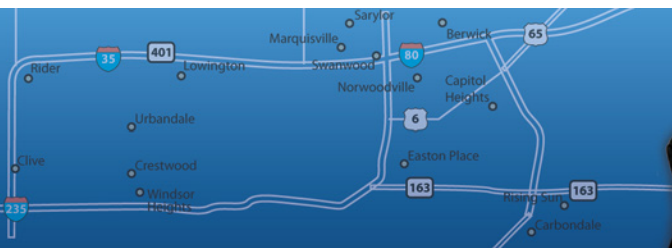
Multicurrency Management: Take control of multinational operations, and manage currency transactions smoothly and efficiently, with flexible, powerful multicurrency capabilities.

Payables Management: Improve your control over expenses with up-to-the-minute information. Payables Management in Microsoft Dynamics GP helps you make smarter and faster decisions about your payables, manage your vendors more effectively, and provide effort-saving automation of many routine or complex tasks, which helps ensure a greater return on your investment.

Receivables Management: Maintain tight control over accounts receivables with capabilities that help you track invoices, process receipts, and analyze customer activity, so that you can manage sales made on accounts more effectively and yet maintain lower overhead costs.

Refund Checks: Create debit memos automatically in Receivables Management for Microsoft Dynamics GP, and apply them to credit amounts for customers requiring refunds. Automatically create the refund check for those customers using Payables Management for Microsoft Dynamics GP.

Safe Pay: Add positive-pay functionality, including the daily exporting of checks for comparison by the bank when checks are presented for payment.



Look for the financial management modules highlighted below.

Business Essentials

Includes *all* of the following components:

Analytical Accounting

Bank Reconciliation

Business Alerts
Customization Site License
Encumbrance Management

Fixed Asset Management

General Ledger

Integration Tools

Intercompany

Inventory Control
Invoicing
Landed Cost
Microsoft® FRx® Currency Translator
Microsoft FRx Desktop Users

Multicurrency Management

Payables Management

Purchase Order Processing

Receivables Management

Report Writer

Safe Pay

Sales Order Processing
Security Management

Advanced Management

The Advanced Management Edition includes *all* of the Business Essentials Components PLUS the following components:

Account Level Security
Advanced Analysis Cubes Library
Analysis Cubes for Microsoft Dynamics
Available to Promise
Business Portal

Cash Flow Management

Collections Management

Contract Administration

Customer/Vendor Consolidations

Field Level Security
Grant Management
Key Performance Indicators

Lockbox Processing

Manufacturing Bill of Materials
Manufacturing Order Processing
Master Production Scheduling
Materials Requirements Planning
Microsoft Dynamics CRM Professional Server
Microsoft Forecaster
Microsoft FRx Report Manager
Microsoft FRx Report Server (First Copy)

Microsoft FRx WebPort (One User)
National Accounts
Order Management for Business Portal
PO Generator
Process Server
Project Accounting
Project Time and Expense for Business Portal

Refund Checks

Requisition Management for Business Portal
Returns Management
Revenue/Expense Deferrals

Advanced Management Enterprise

Advanced Management Enterprise components are compatible with the Advanced Management Edition. These a la carte components must be purchased individually.

Advanced Distribution
Advanced Picking
Audit Trails
Benefits Self-Service Suite
Business Portal Named Employee Users
Capacity Requirements Planning
Depot Management
Developer Toolkit

eExpense

Electronic Document Delivery for Business Portal
Electronic Signatures

Employee Pay
Employee Profile
Engineering Change Management
Extended Pricing
Field Service Anywhere
HRM Self Service Suite
Job Costing
Microsoft Demand Planner 2.0
Microsoft Dexterity®
Microsoft Forecaster Professional
Microsoft FRx Report Server (Per Copy)

Microsoft FRx WebPort License (10 Licenses)
Modifier with Visual Basic® for Applications
Preventive Maintenance
Quality Assurance
Recruitment
Sales Configurator
Sales Forecasting
Service Call Management
Skills & Training
Time & Attendance

A la carte

A la carte components are compatible with the Business Essentials or Advanced Management Editions. These additional components must be purchased individually.

Advanced Human Resources
Advanced Payroll
Bill of Materials
Crystal Reports
Electronic Bank Management
Electronic Bank Reconcile
Electronic Funds Transfer for PM
Electronic Funds Transfer for RM

Electronic Reconciliation Management
Extender
Federal Magnetic Media
Field Service Suite
Human Resources
Integration Manager—Distribution
Integration Manager—Financials
Microsoft Dynamics CRM Connector

Microsoft Enterprise Reporting
Microsoft FRx Drilldown Viewer™
Microsoft FRx Report Launcher
Payroll
Payroll Connect
Payroll Direct Deposit
PTO Manager
SmartList Builder

Disclaimers:

- Refer to the price lists for the official list of components by edition.
- Availability of components may vary by country.
- Illustrations represent packaging in a user model.

