

## KEY PERFORMANCE INDICATORS

B E N E F I T S

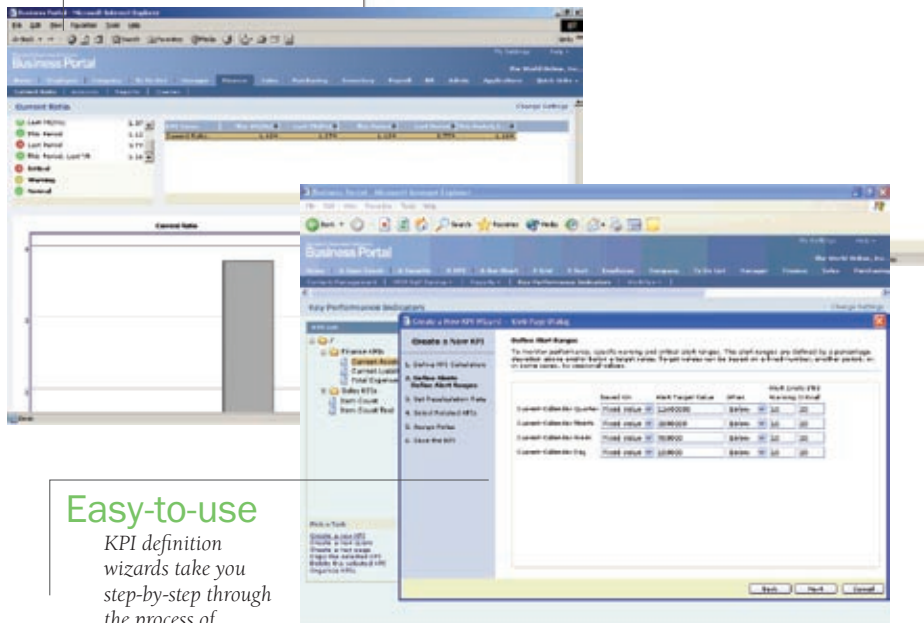
Executives and decision makers need at-a-glance access to key business metrics so they can quickly assess the health of the business and take command when conditions change. With Key Performance Indicators (KPIs) for Microsoft Business Solutions Business Portal, companies can define and help deliver instant access to personalized views of key business information via a Web-based portal. Profitability, debt-to-equity, and gross margin are just a few of the KPIs you can create.

### Key Performance Indicators

help decision makers keep an eye on the most important aspects of your business.

### Drill down

to underlying KPIs and Queries for more detail.



### Easy-to-use

KPI definition wizards take you step-by-step through the process of creating KPIs for your business.

### Track what's important to your organization

KPIs enable each business to define the metrics most important to their success, enabling you to keep your finger on the pulse of your business, identify hot spots needing your attention, and act quickly to drive your business forward.

### Enable each executive to lead more effectively

The CEO, CFO, VP Sales, and purchasing manager have different sets of metrics that tell them how their piece of the business is running. KPIs can be defined for each of them, with Microsoft Business Portal delivering role-based access to the information they need.

### Help deliver at-a-glance access to executive information

Graphs, tables, and "green/yellow/red" conditional alerts enable companies to create KPIs that draw attention to the most important aspects of each information view. And executives can easily drill down and drill around to discover underlying causes of the changing conditions.

### Refresh KPIs as often as you want

KPIs can be scheduled to refresh as often as you want, so you'll always be working with the latest and best-available information.

### Effortless for the user

Once the KPIs are defined and assigned to Microsoft Business Portal roles, decision makers throughout the company can easily access and view their business metrics using their Web browser.

- GREAT PLAINS
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### Wizard-based design

The KPI design wizard steps you through the process of defining your KPIs, including selecting the originating data, selecting calculation type, defining calculation, choosing time period, and defining alert ranges.

### Built on Microsoft Business Portal

KPIs are built by selecting queries from the Microsoft Business Portal query function and applying calculations to them (Sum, Min, Max, Average, Count). And, once a KPI has been built, it can be used as the basis for additional KPIs, saving design time.

### Multiple view forms

Select from three different view forms, including bar charts, grids, and alerts, so executives can drill down and drill around to the key information they need.

### Alert ranges

Build KPIs such as ratios and revenue or budget targets, and define alert conditions with green/yellow/red ranges to enable executives to visually identify which indicators demand further attention.

### Draws data from Microsoft Business Solutions applications

KPIs enable you to help deliver access to data from Microsoft Business Solutions–Great Plains® and Microsoft Business Solutions–Solomon® business applications, as well as any other business data for which you have created Microsoft Business Portal queries.

### Role-based access

Microsoft Business Portal's role-based environment for helping deliver business information and processes enables companies to define who gets access to which KPIs, putting the right information into the right hands.

### KPI Examples include:

**Financials:** Current Ratio, Quick (Acid Test) Ratio, Revenue Per Employee, Debt to Equity, Debt Ratio, Gross Profit Margin, Net Profit Margin, Return on Assets, Return on Net Worth (ROE), Working Capital, Sales to Fixed Assets, Days' Receivables (average collection period), Days' Payable.

**Distribution:** Return on Sales, Customer Service Levels, Overdue Purchase Orders, Backorders not Purchased, Back Orders by Site.

**Human Resources:** Cost to Hire, Training Costs vs. Budget, # New Hires; Average benefit (employer) cost per benefit participant.