

A woman with short brown hair and glasses, wearing a white button-down shirt, is looking down at a device she is holding. The background is a dimly lit room with warm, yellowish light, possibly a restaurant or a meeting room, with other people blurred in the background.

MICROSOFT BUSINESS SOLUTIONS FOR

Financial

MANAGEMENT - Solomon

Microsoft
Business
Solutions

DESIGNED FOR THE WAY YOU DO BUSINESS...

Streamline accounting functions and provide instant access to the financial data you need to meet reporting obligations and manage your business. Microsoft® Business Solutions for Financial Management–Solomon offers seamless connectivity across your Microsoft Solomon solution, including integration with project management and accounting, distribution, and other business processes. Information is centralized and easily accessible, helping eliminate redundant data entry, increase accuracy, and facilitate informed, flexible reporting. Vast options for customization let you adapt your solution to meet the most exacting business needs.

INTEGRATED FINANCIAL **control**

THAT BOOSTS PRODUCTIVITY AND PROFITABILITY

“Our partnership with Microsoft Business Solutions allowed us to create a highly automated accounting information system tailored specifically to our company’s needs. They showed us what could be done and worked closely with us in designing and implementing the solution. Most importantly, they did this within our budget and in a time frame that exceeded our expectations.”

PETER GREEN

CUSTOMER SERVICE MANAGER
GENICA CORPORATION

TAILORED SET UP

- Establish custom charts of accounts, customer and vendor information, payroll specifications, currency conversion rates, and multiple books for one or more companies.

ENHANCED CASH FLOW ANALYSIS

- Access and analyze cash flow data and other comprehensive financial information, from cash balances and receivables to pending payables, period profits, and gains or losses on currency fluctuations.

HIGHER PRODUCTIVITY

- Unleash productivity by automating routine tasks and calculations, thereby helping to reduce workload and improve accuracy, speed closing times, improve capture and collection of billable transactions, and optimize cash flow.

INCREASED BUSINESS INSIGHT

- Gain immediate access to financial data and drill-down access to supporting details that give you the information you need to make focused business decisions and move your company forward.

SOPHISTICATED REPORTS

- Choose from hundreds of standard reports or create your own to track performance across your business, analyze successes, and set a course for future growth with a variety of flexible options for presenting information – including summaries, reports, and presentation displays – the way you want it.

COMPLETE INTEGRATION

- Manage every area of your business with confidence. Financial and payroll information flows freely between Microsoft Solomon modules and across industry-standard reporting and analysis tools such as Crystal Reports Professional and Microsoft Business Solutions for Analytics–FRx®.

The **agility** to foster competitive advantage

Meet the most complex operational requirements with agile efficiency. Microsoft Solomon provides the custom operation, reliable processing, and depth of function you need to exceed expectations, delight customers, and outpace the competition.

One integrated system connects every aspect of your business, from financial and project management, e-business, and payroll to distribution, field service management, and reporting. The result is accurate, timely, and detailed information that provides the insight for precision control and shrewd decision-making.

Leverage this competitive advantage into the future with limitless customization and potential for growth. Wherever your business growth takes you, a vast network of dedicated Microsoft Business Solutions Partners and independent software vendors will be there to offer reliable service and long-term support. Enhanced performance, greater profitability, and expanding success—it's all within reach.

MICROSOFT BUSINESS SOLUTIONS FOR FINANCIAL MANAGEMENT—SOLOMON

GENERAL LEDGER

Set the stage for productivity by creating your own chart of accounts and tailoring posting and closings to suit your situation. Enhance decision making with data summary, analysis, and reporting capabilities provided by Microsoft Business Solutions for Analytics—FRx Desktop.

ACCOUNTS RECEIVABLE

Maintain customer accounts and track receivables with time-saving features that help enhance your bottom line.

ACCOUNTS PAYABLE

Efficiently process vendor payments and save money by leveraging discounts and automating routine tasks.

PAYROLL/DIRECT DEPOSIT

Tailor payroll and deduction processes to fit your workforce for accurate, timely payments and tax records.

ADVANCED PAYROLL

Efficiently manage union payroll calculations, accommodate flexible compensation, and meet more challenging reporting requirements.

CASH MANAGER

Effectively manage cash flow with automated reconciliation between bank statements, balances, and general ledger accounts.

CURRENCY MANAGER

Seamlessly convert currency and track exchange gains and losses on business transactions that cross national borders.

FINANCIAL STATEMENT TRANSLATION

Enhance management insight with time-saving tools for calculating and reporting multi-currency financial information.

MULTI-COMPANY

Increase fiscal control of multiple operational units with powerful tools for closing books and consolidating results.

CRYSTAL REPORTS PROFESSIONAL

Boost insight into operations and results by organizing, summarizing, and presenting data in clear, compelling formats.

Additional applications, such as Microsoft Business Solutions for Analytics—Forecaster and Microsoft Business Solutions for Analytics FRx Professional, work hand-in-glove with the Financial Management series to provide a comprehensive management solution.

flows

Financial data that when you need it

Save time, labor, and the potential for errors with financial accounts set up to work the way you do and linked to ensure instant updates, accurate information, and convenient access to relevant details.

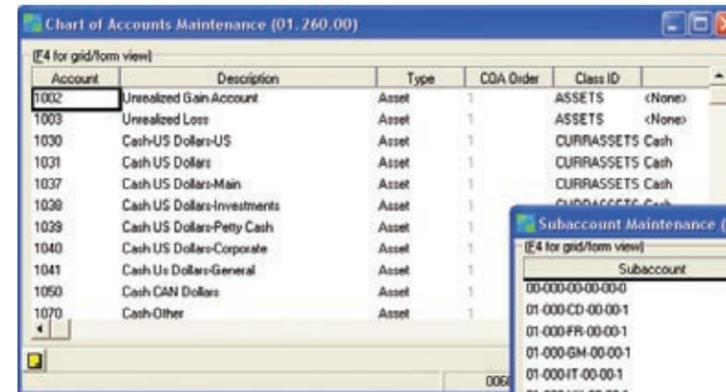
INTEGRATED ACCOUNTING

Take control of finances with a general ledger that provides a firm foundation for all your financial processes. Tailor accounts, sub-accounts, even multiple books to suite your needs. Then, control financial data flow using a variety of options to manage posting. Automated allocation, reconciliation, and reporting tools help boost efficiency and streamline period closing processes.

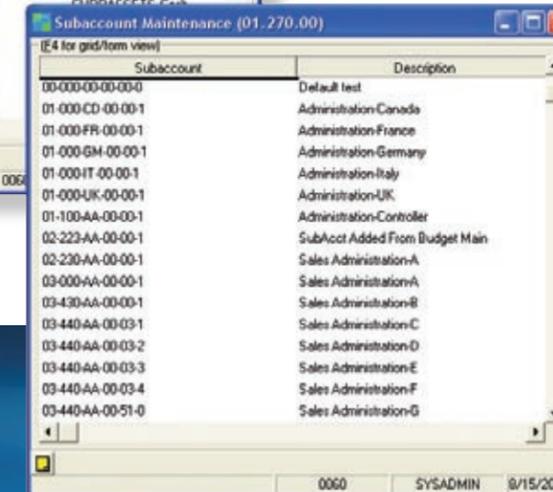
Set the stage for profitability when you create customer accounts that make it easy to invoice, monitor, and apply receivables. Flexible customer records include continuously updated information about credit limits, aging receivables, and customer history, as well as other specific data you want to track. Automation options, customer defaults, and batch processing speed data entry and account maintenance to improve productivity.

Increase cash productivity with Cash Manager, which provides immediate access to current cash balances, even if your business uses several bank accounts. Automatic updates from cash transactions and general ledger postings, plus bank statement reconciliations as frequently as you choose, help make sure you always know your current cash balance. Enhance cash flow management into the future with the help of reports, projections, and "what if" scenarios.

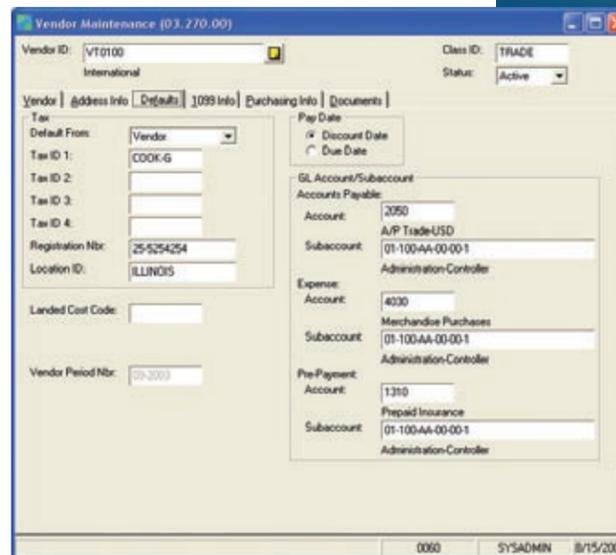
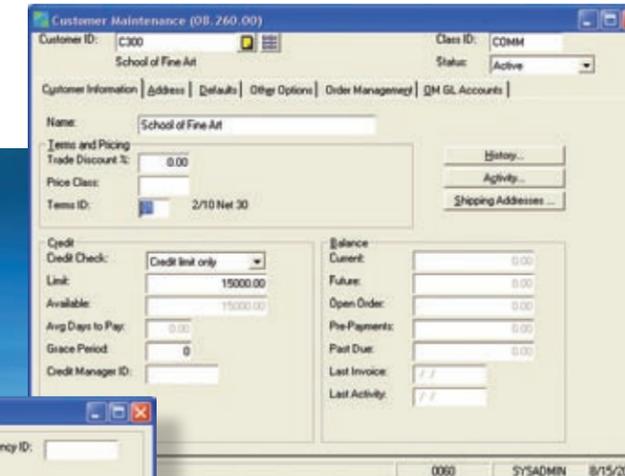
Efficiently handle vendor payments and track relevant terms, taxes, and ledger accounts with Accounts Payable. Streamline vendor account maintenance and routine tasks such as debit and credit adjustments or cost allocations. Flexible processing, monitoring, and automation options make it easy to capture discounts, consolidate payments for multiple invoices, prevent duplicate payments or produce reports for analysis.



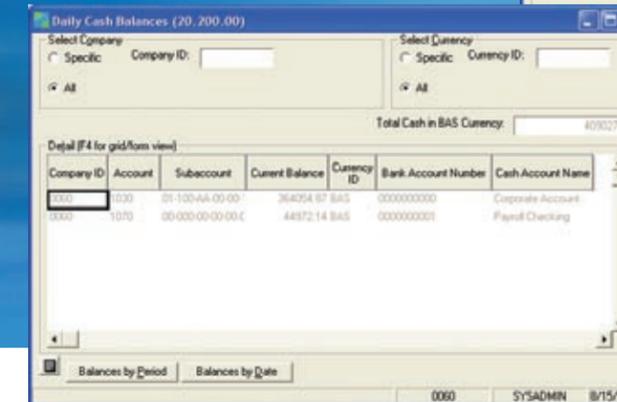
Create accounts and sub-accounts the way you want them, and then control financial data flow using a variety of options to manage posting.



Flexible customer records include continuously updated information about credit limits, aging receivables, and customer history.



Handle vendor payments and track relevant terms, taxes, and ledger efficiently.



Increase cash productivity so that you always know your current cash balance.

Access to information that puts you in control

Track results, forecast trends, and capitalize on opportunities with financial and statistical information that lets you focus on success.

IMPROVED INSIGHT

Provide managers with secure, browser-based access to financial reports and Key Performance Indicators. Using drill downs, graphs, tables, and “green/yellow/red” conditional alerts, companies can create an information system that draws attention to the most important aspects of each manager’s information.

SOPHISTICATED ANALYSIS

Plan effectively, develop accurate budgets, and manage performance with powerful support from Microsoft Forecaster. Access general ledger data for budgeting, compare budgets to actuals, predict labor needs and costs, and drill down to details. Online display and analysis lets you collaborate effectively even with far-flung management team members.

Enhance fiscal performance with timely summaries and analysis of key financial indicators. Dynamic, growing companies appreciate the agility and e-mail distribution of Microsoft FRx Desktop. Organizations generating many complex reports can choose Microsoft FRx Professional for efficient centralized processing and broad, online report distribution.

Boost operational insight by organizing and presenting data in compelling formats. Crystal Reports Professional integrates smoothly with built-in reporting capabilities and Microsoft FRx Desktop and Professional to broaden the horizon of effective financial analysis.

SEAMLESS SUPPORT FOR GROWTH

Enhance management of multiple divisions or companies when you use Multi-Company to integrate financial processing, close multiple books, and consolidate financial results for reporting. Efficiently set up multiple companies on one or more databases, consolidate accounting and maintenance responsibilities, and handle inter-company transactions with accuracy and ease.

Smooth international business transactions using automated currency conversions and support tools. Currency Manager easily tracks exchange rate fluctuations and resulting gains and losses on routine sales and purchase transactions and throughout general ledger processes. Quickly tailor processing as your business grows by defining new currencies and account revaluation rates.

Gain insight into true profits by isolating and evaluating the impact of currency fluctuations on international operations. Currency Manager works hand in hand with Financial Statement Translation to streamline complex month-end closings and helps maintain accurate books in multiple currencies, track historical exchange rates for inventory costs, and consolidate or compare financial reports.

Company ID	Company Name	Database Name	Active	Master Chart of Accounts	Master Subaccount Table	Address 1	City	State	Country/Region	Zip	Phone	Fax	Base Currency ID
0010	Graphic Design Institute	DemoSolomonAppFirms	X	0010	0010	123 Main Blvd	Costa Mesa	CA	US	22222	(555) 555-0140	(555) 555-0141	BAS
0020	Humongous Insurance	DemoSolomonAppFirms	X	0010	0010	12345678	Pleasanton	CA	US	33234	(555) 555-0130	(555) 555-0135	BAS
0060	Contoso, Ltd	DemoSolomonAppFirms	X	0060	0060	123 Main	Findlay	OH	US	12345	(555) 555-0100	(555) 555-0187	BAS
0070	Coho Vineyard	DemoSolomonAppFirms	X	0060	0060	1234 Main	Naples	FL	US	44444	(555) 555-0120	(555) 555-0125	BAS
0080	Coho Winery	DemoSolomonAppFirms	X	0060	0060	1234567 Main	Chicago	IL	US	33333	(555) 555-0166	(555) 555-0167	BAS

Streamline management of multiple divisions or companies with Multi-Company.

Online analysis and display lets you collaborate effectively even with far-flung management team members.

The screenshot shows the FRx Enterprise WebPort interface. On the left, there's a sidebar with 'Logout' and icons for 'FRx Software Corporation', 'Financial Reporter', and 'Forecaster'. The main area displays a list of reports under 'Repository Administration', including 'AdmDuc - 3/27/2003 9:21:53 AM', 'PrintBalSheet - 4/23/2003 11:12:33 AM', and others. A 'Catalog' window is open in the foreground, showing report configuration options like 'Catalog ID: PSL', 'Company: 0060', 'Detail Level: Financial Report', and 'Report Date: 7/31/2003'. It also has tabs for 'Building Blocks', 'Output', 'Page Options', and 'Report Options', with 'Output Options' currently selected, showing email and web publishing settings.

The screenshot shows the Business Portal Finance Center interface. It features a navigation menu with 'Home', 'Employee', 'Company', 'To Do List', 'Messages', 'Finance', 'Sales', 'Purchasing', 'Inventory', 'Forecast', 'HR', 'Site Settings', and 'Quick Start'. The main content area is titled 'Finance Center' and includes sections for 'Accounts', 'Reports', 'Business', and 'Financial KPIs'. The 'Financial KPIs' section shows a 'Financial Alerts' panel with 'Critical', 'Warning', and 'Normal' indicators. There are also 'Financial Reports' and 'Financial Alerts' sections with various data points and status indicators.

Dynamic, growing companies appreciate the agility and e-mail distribution capabilities of Microsoft FRx.

MICROSOFT SOLOMON AT WORK:

Customer Success Story: AllChem Industries

AllChem Industries was established in 1982 as an importer of chemical raw materials. Since then, through expansion and diversification, AllChem has grown to become a market leader in the fields of water treatment, petroleum additives, and industrial chemicals with operations in the U.S., the Netherlands, and Singapore. In addition, they have a growing commitment to the feed, pharmaceutical, and specialty chemical markets. Kevin Sayre, AllChem's Chief Information Officer, reports that prior to their implementation of Microsoft Business Solutions–Solomon, employees didn't have the proper tools to be competitive in their industry. Locating information was a labor-intensive process that often wasn't worth the time, according to Sayre.

On November 1, 2000, AllChem purchased Microsoft Business Solutions–Solomon. Just two months later, on January 1, 2001, they went live. "It's been an exciting ride with Solomon, and we've definitely seen some benefits," says Sayre.

AllChem's biggest expectation prior to implementation had been that they would be able to get a system that could meet all their needs. Sayre has since learned there is no solution that will supply everything a company wants. A company has to work with a system to get something that is of benefit to them, which is what AllChem has done with their Microsoft solution. "It's tremendously flexible, and there are tremendous resources to get the application functioning the way you want. You want information that is accurate and timely. You want to get it in the hands of the people so they can make decisions that will make the business more profitable."

CUSTOMER SUCCESS STORY: ALLCHEM INDUSTRIES

CURRENT, ACCURATE ACCOUNTS RECEIVABLE

"Accounts receivable outstanding went from 75 percent current to 98.5 percent current in about three months" Sayre says. He attributes this to the availability of accurate information for the people who needed it, when they needed it, which allowed AllChem to accelerate processes.

STRATEGIC INVENTORY USE AND WAREHOUSE CONSOLIDATION

Due to their limited shelf life, chemicals should not be stored on shelves any longer than necessary. A company's goal is to minimize warehouse shelf time and get chemicals to the customer in 'just-in-time' fashion. Based on information they have been able to harvest from Microsoft Solomon, AllChem's production facility has been able to develop a reliable production schedule and reduce the lead time on orders from 14 days to 8 days, a time savings of almost one-half. In addition, based on the lead time reduction, coupled with the information they now have available to them, AllChem has been able to consolidate warehouse locations and negotiate reduced rates with freight companies.

MONTH-END CLOSING REDUCTION

Another directly attributable benefit is that AllChem's finance department has seen monthly closing procedures reduced by 82 percent. This time savings has enabled the accounting group to pursue other projects that have led to improved relationships with our customers and vendors, according to Sayre.

LABOR SAVINGS

Sayre reports that after having been on the Microsoft Solomon solution for 2.5 years, AllChem had saved a total of \$2.5 million. "The savings can be attributed to the streamlining ability of the software," Sayre says. "We were able to trim down a lot of the staff time the accounting department needed to process month-end closing. We were able to go from three people in three weeks to one person in three days [to complete month-end closing], and that was almost an immediate benefit of moving to the system."

"Overall, we are better suited to meet the needs of all our customers because of Microsoft Solomon."

Microsoft Business Solutions—Solomon

EFFECTIVELY MANAGE TODAY'S GROWTH WHILE ACCELERATING FUTURE SUCCESS

Gain the operational insight and fiscal control you need to excel, whether your business runs one office or many, domestically or internationally. With Microsoft Solomon, your business can keep accurate books, smooth payroll processing, and access critical information for enhancing profitability. Built-in flexibility for accessing data from a desktop or online helps you maximize productivity, since Web-based access to data entry, displays, and reports means greater efficiency and collaboration. You can even give customers and suppliers access to secure account information online to streamline communication and boost satisfaction.

As your organization evolves, Microsoft Solomon evolves with you. Customization Manager lets you customize data entry processes, displays, and security access to fit the way you do business. Embedded Microsoft Visual Basic® for Applications (VBA) permits even greater tailoring. A vast network of ISVs can provide alterations for specific industries and business requirements.

With expert help from Microsoft Business Solutions Partners and independent software vendors, your investment yields benefits right from the start and continues to compound gains over time. **From start-up training and customization to software updates and productivity support, count on dedicated support for leveraging Microsoft Solomon into business success for years to come.**

MICROSOFT BUSINESS SOLUTIONS—SOLOMON

Microsoft Business Solutions offers a wide range of business applications designed to help small and mid-market segment businesses become more connected with customers, employees, partners, and suppliers. Microsoft Business Solutions applications automate end-to-end processes for enterprise resource planning, customer relationship management, and business analytics.

Achieve more — with a solution designed to work the way you do.

For more information about Microsoft Business Solutions, visit:

<http://www.microsoft.com/BusinessSolutions>

US AND CANADA 1-800-456-0025

INTERNATIONAL +1-701-281-6500

mgpinfo@microsoft.com

Microsoft
*Business
Solutions*