



MICROSOFT BUSINESS SOLUTIONS FOR

# Foundation – Solomon

**Microsoft®**  
**Business**  
**Solutions**



**FREE YOUR ORGANIZATION FROM THE BURDEN OF DISPARATE SYSTEMS . . .**

*that hamper productivity, incur high costs, and minimize efficiency. Instead, deliver an integrated solution that is limited by your imagination only and embraces all aspects of your business—from project management, distribution, and e-business, to financial management, field service, and payroll. Microsoft® Business Solutions—Solomon provides the robust capabilities administrators need to enable the smoothest, most efficient operations of your solution, along with flexible reporting features that provide organizations with secure, reliable access to key business information. Built on Microsoft SQL Server™ 2000, the Microsoft Windows® operating system, and Microsoft Visual Basic® technologies, Solomon is designed to optimize system performance, maintain high levels of security, and import and export information across your business, all while empowering your IT organization to be productive and efficient, to execute tasks with precision, and to reduce administrative overhead.*

A FLEXIBLE,

# integrated

**SYSTEM THAT BOOSTS PERFORMANCE,  
PRODUCTIVITY, AND POSSIBILITIES**

## **CONNECT YOUR BUSINESS**

- Integrate systems, provide central access to information, and customize processes. With limitless flexibility and a consolidated platform for growth, Microsoft Solomon delivers a seamless ability to share information, applications, and processes across your business.

## **ACCELERATE PRODUCTIVITY**

- Streamline the workday and enable resources to get more done in less time with automation that helps reduce redundant data entry and control how and when time-consuming processes are run. In addition, simple customization tools give users the power to tailor their own system, without having to wait for support, freeing your IT resources to focus efforts elsewhere.

## **CREATE CUSTOM REPORTS**

- Powerful reporting tools let you integrate data from multiple sources, and then sort, analyze, and present information to meet specific needs and audiences, as well as export and distribute reports to many formats and applications.

## **BOOST NETWORK EFFICIENCY**

- Help ensure the smoothest network operations by off-loading the execution of CPU-intensive tasks—such as printing reports and executing processes—to other machines on your system.

## **REALIZE BEST ECONOMICS**

- Optimize cash flow with integrated capabilities, automated processes, and real-time information access, and reduce cost of ownership with rapid deployment and cost-effective customizations.

# Equip

your business for excellence

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 (ISVs) 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 **FOUNDATION**–SOLOMON

### **SYSTEM MANAGER AND SHARED INFORMATION**

Address the unique business requirements of your organization and work the way you want. Streamline information management with tight system integration and the ability to import data from external systems into your system. Maintain data integrity with access-level, role-based security settings, and implement customized reports that meet the specific reporting needs of your business and provide the insight you need to manage effectively.

### **APPLICATION SERVER**

Boost productivity and obtain the most flexible control over the execution of time-consuming, CPU-intensive tasks. Free up employee workstations by determining how, when, and where these processes take place—whether centralized on the database server, on separate application servers distributed throughout the network, over a wide area network (WAN), or over the Internet. Run processes and reports at your convenience, scheduling a single occurrence or multiple, configurable recurrences.

### **MICROSOFT BUSINESS SOLUTIONS BUSINESS PORTAL**

Unlock business potential and enhance productivity by providing user-specific access to information and processes from a single Web-based portal. Built on Microsoft .NET technologies, Microsoft Business Solutions Business Portal integrates seamlessly with Microsoft Solomon to deliver applications, information, and processes to employees across the enterprise.

### **CRYSTAL REPORTS 10 PROFESSIONAL**

Select, analyze, summarize, and present data in almost anyway imaginable using the powerful reporting and query capabilities of Crystal Reports 10 Professional. Access a comprehensive set of standard reports, and customize these reports in any way to meet your exact business need. Achieve the ultimate in flexibility by integrating data from multiple sources across your business and exporting reports to many formats and applications, including Microsoft Office Word, Adobe Portable Document Format (PDF) files, and Microsoft Office Excel.

Microsoft Solomon Foundation integrates across your Microsoft Solomon solution, facilitating management and operations. Microsoft Business Solutions Business Portal extends applications to users outside of the network, tight integration with the Microsoft Office System lets you leverage the most out of applications you use every day, and Crystal Reports lets you drill into critical business information.

# Connect information, processes, and people

*Microsoft Solomon is a fully integrated solution that consolidates all of your systems—from project to financial to business management—and provides resources with a central location to access business information.*

*Microsoft Solomon also connects other systems and information to deliver a true, end-to-end business solution. Full integration with leading Microsoft products—including the Microsoft Office Enterprise Project Management Solution (Microsoft EPM) and the Microsoft Office System—provides resources with familiar tools and enables information to flow seamlessly across systems.*

## **CONNECT ACROSS YOUR BUSINESS**

**Implement an integrated application** and leverage its open architecture and SQL Server-based technologies to connect all of your business systems and information, across all platforms.

**Import transactions from external data sources** into your system with the Transaction Import Utility—using the same business rules that are applied to regular data entry.

**Fulfill your unique business needs** by accessing hundreds of industry-specific applications that are already integrated into Microsoft Solomon, in addition to other tools and add-ons provided by a large community of Microsoft Business Solutions Partners and ISVs worldwide.

## **INTEGRATE WITH MICROSOFT PRODUCTS**

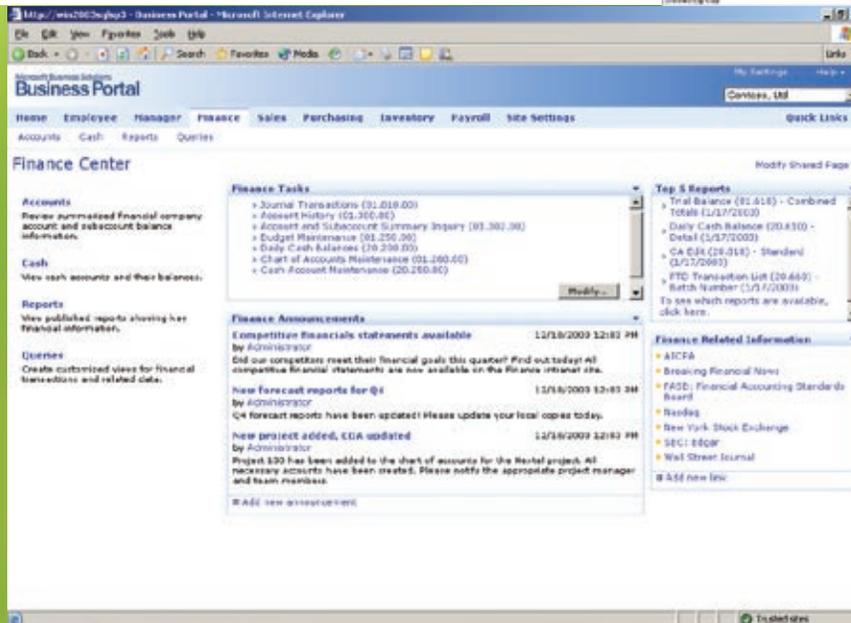
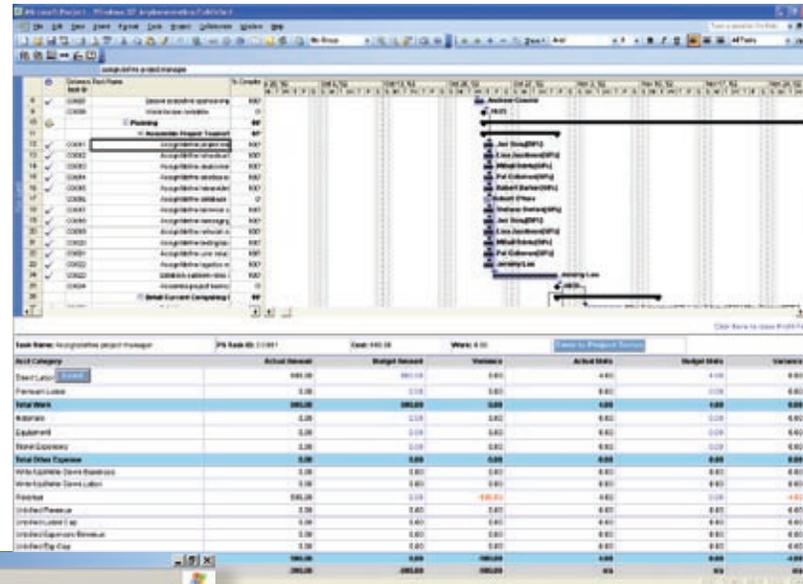
**Improve employee productivity** by tightly integrating with the Microsoft applications they use every day—such as Microsoft Office Outlook®, Word, and Excel.

**Use smart tags to drill back to data** in Microsoft Solomon, while working in Office applications.

**Deploy information to users easily** with Web-based access to information and processes via Microsoft Business Solutions Business Portal.

**Enable your project-driven organization to realize full profit potential** by bringing together the Microsoft Office EPM Solution—which includes Microsoft Office Project Professional and Microsoft Office Project Server—and the project accounting strengths of Microsoft Solomon.

Bi-directional integration with Microsoft Office Project makes real-time financial data available to project managers via a new window in Microsoft Project Professional, the Profit Pane™.



Enable employees to work from any location with Web-based access to information and processes via Microsoft Business Portal.

# Deliver **results** efficiently and accurately

*Rich access to information, automated processes, and seamless integration free employees from time-consuming tasks and help them deliver the fast, accurate answers needed to serve customers effectively and make strategic decisions. In addition, easy-to-use tools let employees tailor standard reports and information views without help from IT resources.*

## **WORK EFFICIENTLY**

**Virtually eliminate redundant data entry** and help reduce errors by predefining information that is commonly used throughout your organization—for example, information about buyers, departments, taxes, and terms.

**Automate the retrieval and application of standard information** when setting up projects, customers, vendors, employees, inventory items, invoices, sales orders, service calls, and literally all other documents and transactions throughout the Microsoft Solomon system. You'll help reduce the time spent on administrative tasks and increase the amount of time employees can dedicate to strategic business initiatives.

**Address the unique reporting needs of your organization** with Flexkey Assignments, which enable you to segment sub-account numbers and vendor, employee, customer, inventory item, and task IDs into meaningful financial reporting codes. For example, you can set up segments in your sub-accounts to track and report information by country, district, state, area, location, department, or any other way you would like to subdivide the reporting within your company.

**Minimize downtime by off-loading the execution of reports** and processes to available workstations or servers, enabling employees to avoid tying up their own computers and freeing them to move on with other tasks.

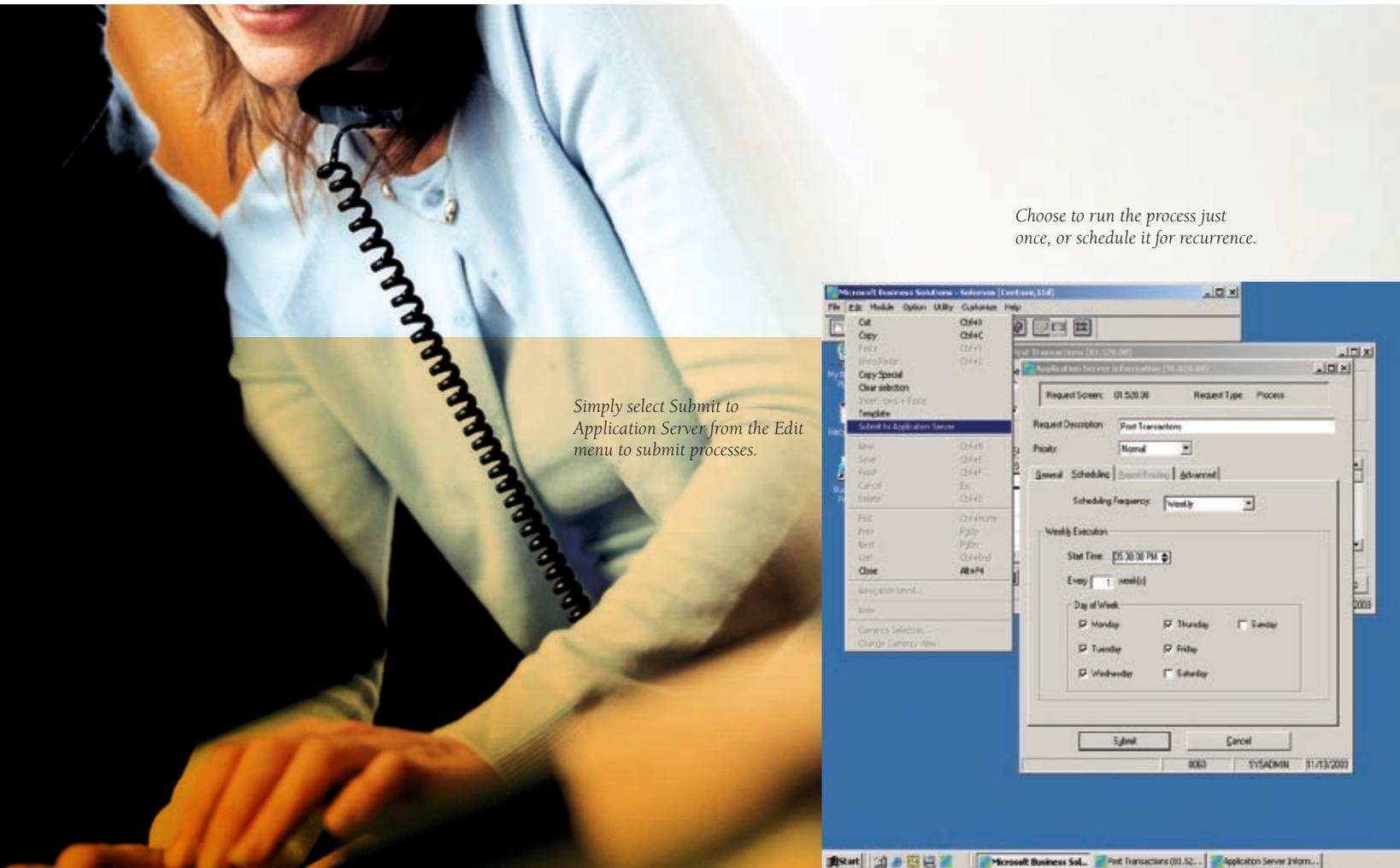
**Simplify customization tasks** so employees no longer have to rely on the help of IT to customize views or reports.

**Schedule reports and processes** to run on a predetermined schedule. Efficiently use hardware by running time-consuming processes or generating lengthy reports after working hours. Results are printed or e-mailed and ready for analysis the very next morning.

## **HARNESS THE POWER OF THE WEB**

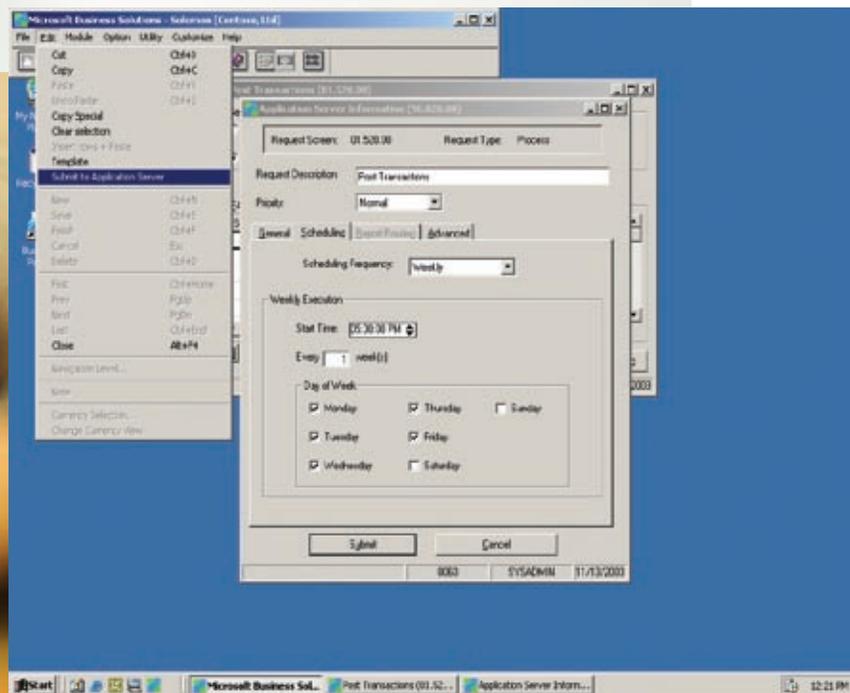
**Empower employees to work anytime, anywhere** using Microsoft Business Portal to provide role-based access to information, applications, and processes for everyone in the business.

**Enhance mobility by using e-mail to send requests** to the Microsoft Solomon Application Server to run reports and processes, and then access reports while remote, even when it is not possible to access Microsoft Solomon.



Choose to run the process just once, or schedule it for recurrence.

Simply select Submit to Application Server from the Edit menu to submit processes.



# Collect and **analyze** information in multiple formats

*Create the exact report you need, when you need it, with Crystal Reports 10, the report writer included with Microsoft Solomon. Keep costs down by starting with hundreds of standard, out-of-the-box reports, and then customize these reports in any way imaginable to aggregate, analyze, and present data. Export reports to multiple formats to complete detailed analysis and paint a clear picture of a specific business situation, such as your financial position.*

## **INFINITE POSSIBILITIES FOR CUSTOMIZATIONS AND ANALYSIS**

**Work the way you want**, modifying the form and content of any existing report, or creating an unlimited number of new reports from scratch.

**Customize reports in limitless ways**, adding or deleting fields, adding or refining data filtering and sorting, calculating totals and averages, combining multiple databases, and much more. Reports can be as simple or as complex as you require.

**Customize the appearance of reports** using the Reports Expert Wizard as a guide for selecting fonts, graphic files, boxes, lines, and embedded objects from other applications, and adding greater impact to reports with charts and graphs.

**Use multiple views and sorting options** to display and analyze data so it suits you, and easily access data stored in a single SQL Server database or integrate queries from multiple databases into a single report.

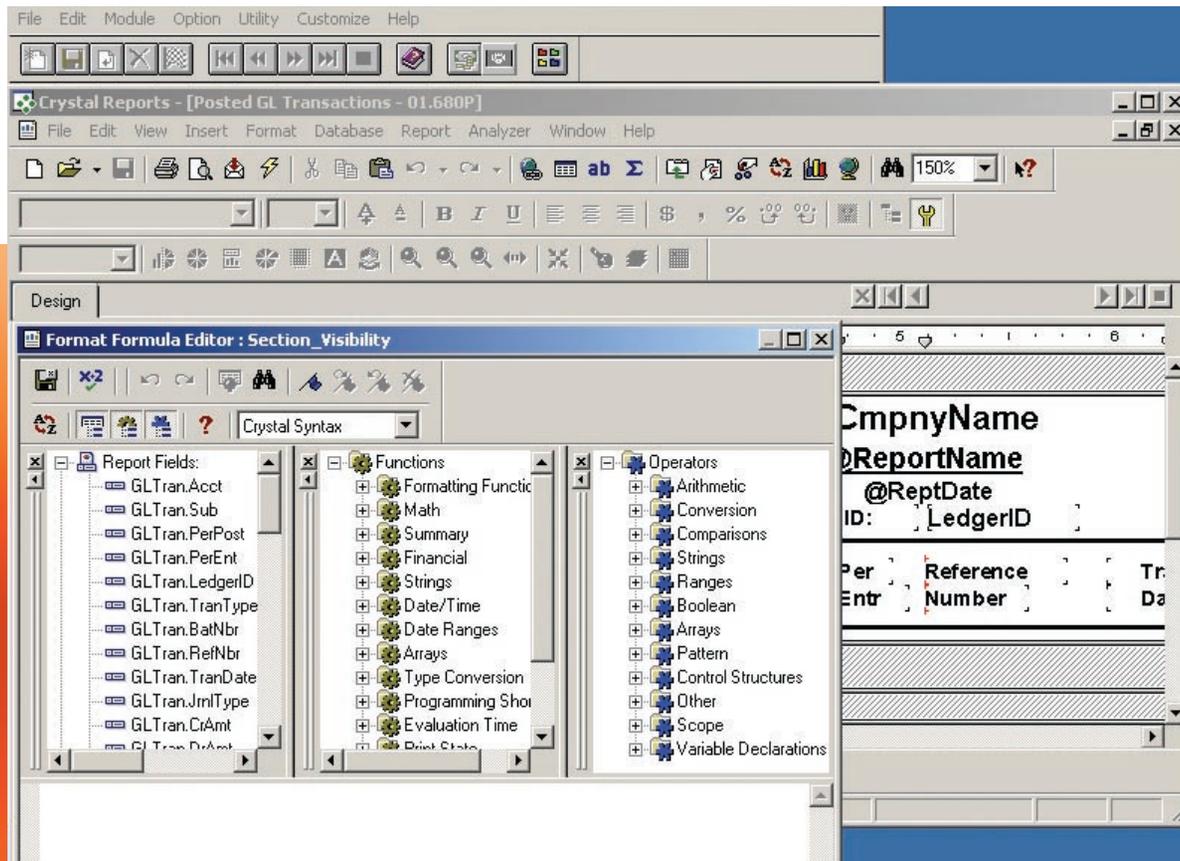
**Perform extensive calculations** using Crystal Reports' powerful formula language, which can be extended by using advanced programming techniques to create even more detailed analysis.

## **CONTROL DELIVERY AND ACCESS**

**Provide anytime access** to highly-informative, presentation-quality reports using the most advanced view type that is supported by your browser.

**Give the right people the right access to reports** with role-based privileges that define who can publish and view reports throughout your organization.

Modify existing reports or create limitless custom reports to suit your needs.



# Controlled,

secure network operations supports growth

*Maintain your organization's focus on growing profits and operations. The Foundation series enables the ultimate control over how and where CPU-intensive tasks are run.*

*Expand your system to accommodate business growth by upgrading or adding machines that run Application Server, all while implementing security features that maintain data integrity. This ability to enhance network performance and to keep systems on point free up IT staff time so they can spend more time focusing on business critical initiatives that further enhance an organization's ability to expand operations.*

## **FLEXIBILITY HELPS ENSURE EFFICIENCY**

**Work when it's convenient for you**, sending requests to the Application Server at any time. Requests are stored in the queue and automatically started in the order received, in the order of assigned priority, or at the time you schedule the request to run.

**Drive productivity by off-loading hundreds of processes** and reports from user workstations onto server machines, and creating schedules to automate when and where reports and processes are run.

**Make sure your needs are met** with multiple configuration options. Run Application Server and your SQL Server databases on the same server, or set up multiple Application Servers with a variety of configurations on separate workstations across the company.

**Create the most efficient network possible** with support for an unlimited number of servers, so each can be set up to handle a different type of processing request.

## **PROTECT YOUR DATA**

**Define database access rights** that protect the information that is included in reports by identifying users who can author reports, and restricting the fields that can be included in reports.

**Protect your data from unauthorized access** with multi-level passwords that give users access to specific portions of the application and associated data.

**Implement powerful security features** that allow you to identify who can maintain and upgrade the system, or make customizations.

## Increase cash flow and reduce costs while meeting exact business needs

*Integrated capabilities, automated accounting, real-time information, and simplified reporting help improve cash flow and profit potential with fast, accurate, and efficient processes.*

*Rich out-of-the-box functionality, cost-effective customizations, and browser-based delivery of applications all help provide rapid time-to-benefit and reduced IT administration. Leverage all your existing software investments while implementing a comprehensive, business management application that drives productivity. Microsoft Solomon can help your organization achieve financial success.*

### **INTEGRATION, AUTOMATION, AND REAL-TIME DATA ACCESS BOOST PROFITABILITY**

**Integrated project management and accounting capabilities** help keep project budgets on track and help improve project margins. Instant access to real-time information and reports enables project managers to compare budget estimates to actuals, track payroll expenditures, and stay on top of benchmarks for profitability.

**Real-time access to critical business data** and integrated reporting capabilities help you consolidate and drill into the financial information you need to make decisions and enforce processes that improve cash flow.

**Rich, out-of-the-box functionality** enables non-technical users to personalize the solution, thus lifting the burden from the shoulders of IT and helping to ensure rapid time to benefit.

### **CUSTOMIZATIONS, AUTOMATION, AND INTEGRATION DRIVE DOWN COSTS**

**Microsoft Solomon helps reduce customization costs** by storing modifications in the Microsoft Solomon database for easy administration. Customizations do not affect source code, minimizing upgrade costs.

**Implement automated processes** and e-business capabilities that drive productivity and help to reduce overhead.

**Leverage existing business investments** and achieve a fast return on investment (ROI) with virtually limitless possibilities for integration existing systems with your Microsoft Solomon solution.

**Schedule repetitive tasks to run automatically** on a daily, weekly, or monthly basis, consuming less administrative overhead and helping reduce costs.

Microsoft Business Solutions–Solomon



## POISE YOUR BUSINESS FOR PROFITABILITY AND GROWTH

Empower your business to succeed, growing profits and operations without limitations. Built on an open architecture and SQL Server technologies, Microsoft Solomon connects all aspects of your business to provide an integrated Web-enabled, consolidated solution that delivers rich functionality, customizations, and integrations.

Customizations that don't affect source code, robust security options, streamlined information management, Web-based access for occasional users, flexible reporting options, and full integration with Microsoft products and technologies are just some of the reasons why Microsoft Solomon lifts the burden off IT resources. This application combines tools and functionality that promote smooth network operations, efficient resource usage, and detailed business insight. Integrated SQL Server technology supports data management and analysis across multiple applications and platforms, with the ability to meet the most demanding requirements for scalability, integration, and reliability. Working with an open architecture, embedded Visual Basic for Applications (VBA), and Microsoft Solomon Object Model, developers can add or modify business logic to meet virtually any specialized business process or requirement—whether they want to modify workflow, create new processes, add custom programs that look and operate just like Microsoft Solomon, or integrate with existing applications.

Equip your business with the tools for success and work within an open, expansive development environment.

**With Microsoft Solomon and your imagination, you can achieve excellence.**

## 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>

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