Microsoft®
Business
Solutions

MICROSOFT BUSINESS SOLUTIONS–**SOLOMON**

Achieve more

WITH SOLUTIONS DESIGNED FOR THE

way **you** do business

"Microsoft Business Solutions–
Solomon is not just an
accounting package; it is a
business tool for our entire
organization."

Dennis Leary

Vice President and Director of Operations
Aspen Marketing Services

**FOR YOUR BUSINESS,
THE BOTTOM LINE IS SIMPLE: NOTHING LESS THAN**

excellence.

To achieve that goal,

you need the **power** to accelerate productivity and act on strategic insight. The **control** over processes and information that boosts revenues, reduces costs, and equips you to meet customer needs at every turn. Most important, you need the **flexibility** to keep moving forward, faster, in a competitive business environment.

Designed for forward-thinking, dynamic organizations, Microsoft® Business Solutions–Solomon® provides the deep functionality and flexible control to help you meet specialized business requirements, put your creativity to work, and attract and delight your customers. Built on leading-edge Microsoft technologies, Solomon adapts as quickly as you do, allowing you to add the new features you need, when you need them.

- **INTEGRATE ALL ASPECTS OF YOUR BUSINESS** with a flexible solution that can be customized to meet virtually any business requirement.
- **DRIVE YOUR PROJECTS AND OPERATIONAL PROCESSES,** no matter how complex or demanding, to results that let you outshine the competition.
- **ACCESS AND DELIVER** timely, consistent, and detailed information across your business to increase awareness, commitment, and results.
- **ACCELERATE YOUR PROFITABLE GROWTH BY HARNESSING THE WEB** to extend information, applications, and processes to employees, customers, and suppliers.
- **INVEST IN YOUR FUTURE** with a solution that's backed by a vast network of Microsoft partners and independent software vendors, all dedicated to ensuring that your solution changes and grows alongside your business.

THE ONLY LIMIT IS YOUR IMAGINATION.

work

INTEGRATED APPLICATIONS THAT work THE WAY YOU DO

Ideal for project-centric and distribution-focused organizations, Microsoft Solomon product suites include financial management, payroll, project management and project accounting, distribution management, field service, e-business software, and comprehensive customization tools.

Microsoft Business Solutions–Solomon offers:

"We determined that Microsoft Solomon was the only mid-market product able to meet all our accounting and reporting needs."

DEAN POIRIER

TREASURER
EDCO

FINANCIAL MANAGEMENT AND PAYROLL

Accounts Payable
Accounts Receivable
Cash Manager
Currency Manager
Financial Statement Translation
Crystal Reports® Professional
Microsoft Business Solutions for
 Analytics FRx®
Microsoft Business Solutions for
 Analytics Forecaster
General Ledger
Multi-Company
Payroll/Direct Deposit
Advanced Payroll

PROJECT MANAGEMENT AND ACCOUNTING

Allocator
Analyzer
Communicator
Contract Management
Employee Utilization
Flexible Billings
Project Budgeting
Project Controller
Microsoft Office Project Connector
Time and Expense for Projects

DISTRIBUTION

Advanced Shipment Management
Bill of Materials
e-Commerce Gateway - EDI Edition
Inventory
Inventory Replenishment
Landed Cost
Order Management
Order to Purchase
Purchasing
Work Order

FIELD SERVICE

Equipment Maintenance
Flat Rate Pricing
Service Contracts
Service Dispatch

FOUNDATION

Application Server
Microsoft Business Solutions
 Business Portal
Customization Manager
System Manager
Shared Information
Tools for Visual Basic®

"Our partnership with Microsoft Business Solutions allowed us to create a highly automated accounting

information system tailored specifically for 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

"Microsoft Solomon provides us with the ability to manage the company in a timely manner instead of with information that is 30 days old. We used to have a gap in information. Now, we can actually see where the company is at day to day and month to month."

DENNIS LEARY

VICE PRESIDENT AND DIRECTOR OF OPERATIONS
ASPEN MARKETING SERVICES

PUSHING LIMITS:
Solutions that move with your ideas and processes

Built on a flexible, Windows-based architecture, Microsoft Solomon provides an intuitive user interface that adapts quickly to meet requirements unique to your business—ideal for industries whose profitable growth depends on innovation.

GET MORE DONE WITH LESS

Designed for ease of use, Microsoft Solomon offers integrated functionality and product-wide workflow that automates everyday business processes—reducing workload without adding overhead. From the start, you and your employees can work with increased speed and accuracy, with the freedom to focus on strategic business initiatives.

SIMPLIFY THE WAY YOU WORK

Provide role-based menus for each user that they can customize to create a simple, productive interface. Save commonly used screens and reports in a Favorites list for quick retrieval. Add new fields and controls to data entry screens, hide items to simplify data entry, add new buttons and sub-forms, and more. Quickly modify any screen, as often as you need to, without adding a single line of source code. Rather than reinventing your business

processes, you'll be able to personalize Microsoft Solomon to work the way you want.

CUSTOMIZE TO MEET SPECIFIC NEEDS

Working with embedded Microsoft Visual Basic for Applications and the Solomon Object Model, developers can add or modify business logic to meet virtually any specialized business process or requirement—whether you want to modify workflow, create new processes, add custom programs that look and operate just like Microsoft Solomon, or integrate with existing applications.

TAILOR DATA MANAGEMENT

Microsoft SQL Server™ technologies support data management and robust analysis functionality across multiple applications and platforms, with the ability to meet the most demanding requirements for scalability, integration, and reliability. OLAP and Analysis Services data mining and storage options enable you to build and analyze data warehouses of any size.

KEEP IT AFFORDABLE

The customization strategy for Microsoft Solomon is designed for maximum return on investment, with modifications stored in the database for easy administration. Customizations do not affect source code, minimizing upgrade costs.

INVEST TO GROW

Deploy for just one company or for multiple companies, and easily increase capacity as your business needs change. Microsoft Solomon can accommodate your business growth, so there's no need to constantly invest in new systems as your business expands. Plus, comprehensive support and services from Microsoft Business Solutions include product upgrades and new releases.

Meet industry-specific needs with confidence

Seize the opportunity to excel within your industry by integrating with third-party applications and industry-specific solutions to give you the leading edge over the competition. Microsoft Solomon also has designed standard product applications for many specific industries, including:

- Professional Services
- Management Consulting
- Software and System Integrators
- Architectural and Engineering Firms
- Construction--Specialty Contractors

Power that keeps you focused on results

> *"We needed software with true multi-company capabilities and strong project accounting. As a not for profit educational collaborative which receives funding from federal, state and local sources, we have a legal and moral responsibility to properly manage and account for these public dollars. Microsoft Solomon was able to help us meet both our accounting and reporting needs."*

DEAN POIRIER

TREASURER
EDCO

STEP AHEAD WITH COMPLETE FINANCIAL AND BUSINESS MANAGEMENT

Take hold of accounting and financial management applications that enable you to handle every aspect of your organizations finances—from core General Ledger to complex Payroll requirements, whether you're a single company with a small financial staff or have multiple accounting departments spread across several companies.

Account views and transaction processing can be tailored to meet your business needs. Full integration with other Microsoft Solomon product suites and with solutions such as Microsoft Retail Management System ensures that critical financial data is updated and available across your organization at all times. You'll be able to represent the impact of other operations, from distribution to project management, in a consolidated ledger for easy management, reporting, and retrieval. Plus, native support for e-business functionality gives you the power to extend information anywhere, from any location.

REALIZE PROFIT POTENTIAL WITH INTEGRATED PROJECT ACCOUNTING

When you bring together accounting and project data into one integrated system, you can free employees from time-consuming data re-entry and equip them to structure and manage projects, no matter how complex or changeable, with absolute precision.

Project-driven organizations can increase project efficiency and realization with unlimited work breakdown structures and budgets, complex allocations, proactive alerts and work flow, and much more. Integrated Time and Expense entry insure that billable activities are quickly passed on the customer to reduce revenue leakage and improve cash flow. Automated processes streamline accounting, billing, and reporting for all project-related activity. Sophisticated budgeting capabilities let you test the "what if" scenarios key to effective planning. And whether employees are working onsite or remotely, they'll be able to update and analyze project information via their Web browser.

Reach further: Drive strategic decisions with the right information.

"Microsoft Business Solutions is powerful enough to grow with our needs and has provided us the technology to work towards a more efficient operation."

JUSTIN OSBORNE

VICE PRESIDENT
INDUSTRIAL-IRRIGATION

COMBINE THE POWER OF INTEGRATED PROJECT ACCOUNTING AND BEST-OF-BREED PROJECT MANAGEMENT

The Microsoft Office Project Connector integrates project and financial data between Microsoft Solomon and Microsoft Office Project Enterprise Edition, providing deep visibility into project financial and schedule data and virtually eliminating data re-entry. Project stakeholders can make lightning-fast interventions, allocate and manage resources from a centralized source, and analyze project stages and outcomes with complete confidence.

ACCESS AND ANALYZE INFORMATION WITHOUT JUGGLING APPLICATIONS

Because applications are integrated, you can drill back instantly to information from any module. For example, if you need to know labor costs for evaluating a project budget, you can simply pull up costs in Project Controller—where costs have been updated from Advanced Payroll. And with Microsoft Office XP Smart Tag Manager, you'll be able to access information from your system while working within Microsoft Excel, Microsoft Word, and Microsoft Outlook. The result? Employees and management freed from chasing down information to focus on driving your business forward and giving your customers the fast, accurate answers that build loyalty.

CREATE AND CUSTOMIZE REPORTS TO MEET YOUR EXACT NEEDS

Equipped with FRx Financial Reporter and Forecaster, you can build and distribute comprehensive financial reports with extensive drill-down capabilities, as well as work with reliable, fast budgeting processes that adapt to meet changing needs. You can also export and import information to and from Microsoft Excel and tailor

Excel-based budgeting and analysis to work with your reporting processes. Crystal Reports Professional empowers you to select, analyze, and present data in virtually any format. And if you want to create custom data warehouses, you can tap into built-in SQL Server OLAP and Analysis Services.

DELIVER INFORMATION ANYTIME, ANYWHERE

Wherever your employees are, they can have access to detailed, current business information. Whether you want to schedule automated delivery of reports by e-mail or provide remote employees with Web-based access to applications and information, Microsoft Solomon delivers. E-business support for both single and multi-company operations means that employees, information, and processes operate from a seamless hub, free from constraints of time and location.

MICROSOFT SOLOMON AT WORK:

Kirkwood Electric, Inc.

Kirkwood Electric provides services to customers in four categories in Southwest Florida: residential, commercial, service (ranging from residential work to commercial projects such as colleges and gated communities), and home-technologies. With the goal of providing a measure of customer satisfaction that builds lasting relationships with those clients, Kirkwood is known for unparalleled service.

IMPROVING BUSINESS PROCESSES

Kirkwood's COBOL-based accounting package was not keeping pace with the company's growth nor was it easy or efficient to use. Kirkwood needed a solution that would not only cover all the usual accounting areas—included accounts payable, accounts receivable, payroll, limited job costing, and general ledger—but that would also generate work orders, dispatch crews, track their current location, and provide an overview of the work in progress. Implementing Microsoft Business Solutions–Solomon brought the much-needed changes to Kirkwood:

• **Accountability:** Before, it was extremely difficult for employees to tell where one service technician was, much less where all of the service technicians were. The Field Service module, with its graphical dispatch board that shows the location of all the technicians at a single glance, enabled Kirkwood to improve on accountability.

• **Reporting:** Previously, Kirkwood had been forced to bring data out into Microsoft Excel spreadsheets before they could use it, and this data had to be manipulated before it was useable. Now, Crystal Reports provides Kirkwood staff with instant reports based on actual data, and weekly reports are completed in a fraction of the time previously needed.

• **Customizability:** Kirkwood employees appreciate that the new solution can be made into whatever they need it to be. The screens of both the Field Service and Project Management modules have been customized to hide fields that Kirkwood employees don't use and to create additional fields they need. Kirkwood has also customized the setup for both invoices and work orders.

CUSTOMIZING THE SOLUTION

Kirkwood Electric turned to Microsoft reselling partner, to find and implement Microsoft Business Solutions–Solomon. The company needed a solution capable of easily tracking service technicians for this division and employees and managers wanted easier reporting and improved tracking of job profitability throughout the company.

Today, the Kirkwood solution includes several modules, including:

Field Service Management: The graphical dispatch board in the Field Service Management module allows Kirkwood staff to quickly shift crews from jobs of lower priority to those of the highest priority.

Project Management: This module offers Kirkwood one of the biggest benefits of the new solution: ease of adding change orders and addendums to contracts. This ability to add change orders, as they are generated, provides Kirkwood with a clear picture of the revised project totals.

Customization Tools: Microsoft Business Solutions Beyond the Call consultants worked with Kirkwood to customize the solution. These enhancements provided integration with Microsoft MapPoint® business mapping software, which enables employees to print maps showing the location of a customer's residence for Service division staff.

"The ability to make work orders look exactly how we want them to look has added more value than any other software we looked at could provide," says Melodie Young, IT Director, Kirkwood Electric.

RETURN ON INVESTMENT

- **Time savings:** Reports take less time to produce, and need no editing before they are ready to be circulated. What used to take six to eight hours a week now only requires 30 minute a week—a significant reduction.
- **Increased efficiency:** Dispatching and tracking crews for the Service division was a juggling act, but Microsoft Solomon helps Kirkwood staff follow crews and their work orders from dispatch to final profitability.
- **Room to grow:** One goal from the outset was to find a solution that could grow with the company. With Microsoft Solomon, the Kirkwood is now able to increase revenue without having to increase the support staff at the same rate.

Deliver on what your customers need, when they need it.

BALANCE SUPPLY AND DEMAND WITH MAXIMUM FLEXIBILITY

Superb customer service begins and ends with your ability to maintain control over every aspect of your distribution processes, from purchasing and maintaining inventory to processing and shipping orders. Distribution capabilities let you configure your distribution cycle to optimize sales and ordering processes and put inventory to the most strategic use—while keeping an eye on cash flow with integrated customer credit checking.

Tight integration means that employees enter information once—orders, inventory, costs, and revenue are automatically updated throughout your entire system. Data entry errors are virtually eliminated. Ledger accounts and inventory quantities stay in balance. Customer and vendor payments are processed effortlessly. You're able to turn information about sales and expenditures into strategies that let you outdistance the competition.

BUILD LONG-TERM PROFITABILITY WITH LASTING RELATIONSHIPS

Provide your customers and vendors with the information and services they want. Respond immediately to customer requests with instant access to inventory and order information. Negotiate pricing discounts that increase customer satisfaction, yet conform to your pricing rules. Match customers' complex shipping requirements for a single order with a few clicks. And with electronic data interchange (EDI) capabilities and Web-based access to order information, you'll be able to work with customers and vendors across disparate systems, regardless of location.

Your goal is to serve customers based on their needs, without worrying about your software requirements. Microsoft Solomon makes that real.

Field Service that works for you

When your business is about customers, you want to spend your time helping them and maximizing profits, not managing multiple systems for dispatch, service maintenance, and billing.

Field Service applications support all aspects of service call processing and dispatching. For example, the Week-at-a-Glance Graphical Dispatch Board allows dispatchers to manage technician time and schedule calls more efficiently, while integration with Microsoft MapPoint® helps ensure that technicians arrive at the right location at the right time. The result? Increased billable time and improved customer satisfaction.

Ideal for service companies and construction firms such as heating, ventilating, and air conditioning contractors, Field Service applications also support full management of service contracts from quotation to renewals; equipment management, including both routine and unscheduled maintenance; and full invoicing capabilities, including contracts, time and materials, and flat rate pricing. Engineers and technicians can stay focused on responding to customers, while your business stays focused on maximizing revenue from contracts.

Connect information, processes, and people—
anytime, from any location.

REMOVE BARRIERS BY EXTENDING THE REACH OF INFORMATION, APPLICATIONS, AND PROCESSES

Increase the velocity of your business transactions by taking your accounting, project management, and distribution operations to the Web. Microsoft Business Portal provides role-based access to Microsoft Solomon applications and information through a personalized Web portal solution, delivering anytime, anywhere access, along with the flexibility to tailor information views and workflow processes to meet your exact needs. You'll empower employees to complete common tasks more efficiently and reduce the stream of requests for custom reports and simple business facts. By extending key information to customers and suppliers, you'll be able to capitalize on business opportunities in real-time. Even better, you can control IT costs with browser-based implementation and maintenance for applications.
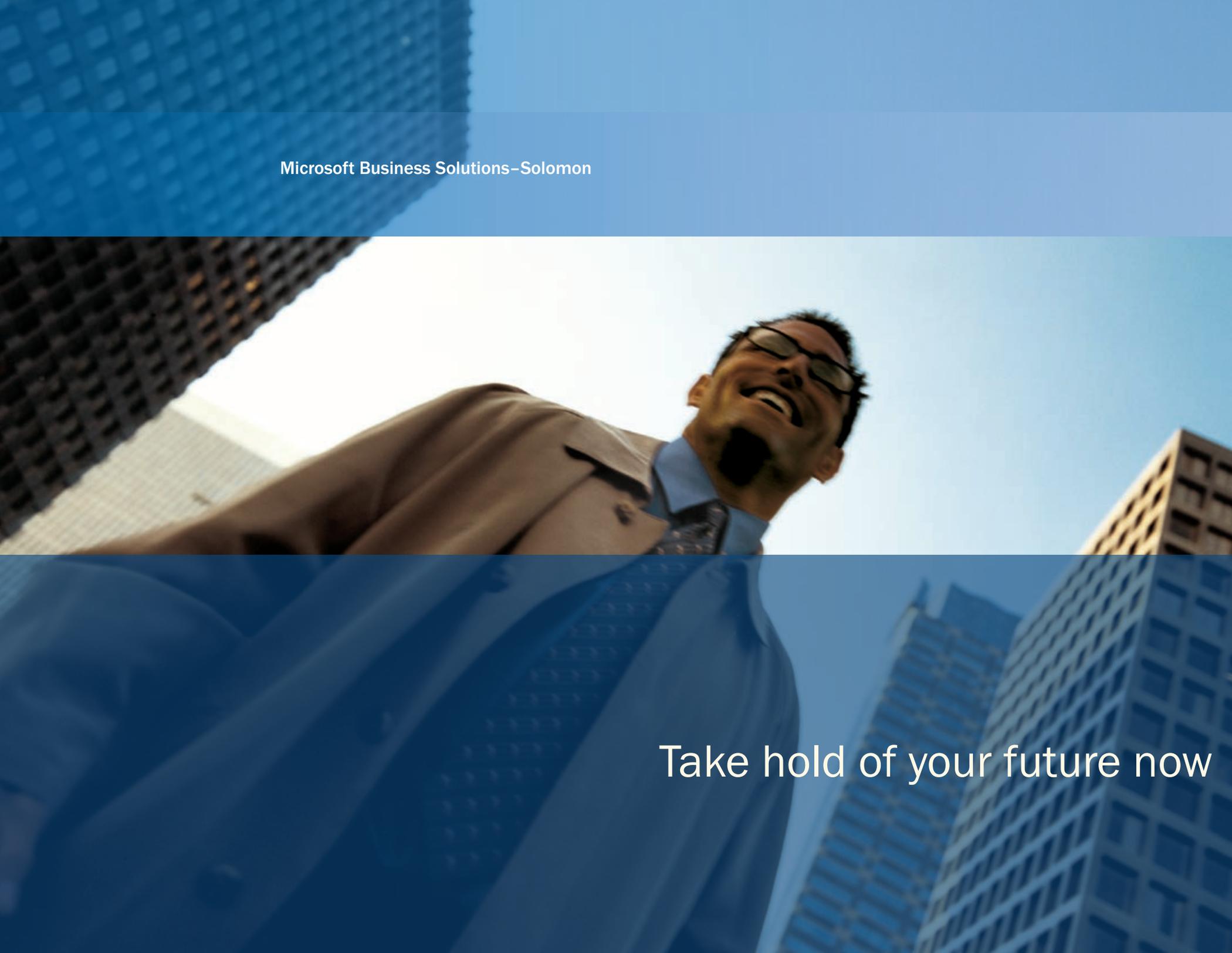
DO BUSINESS AT THE SPEED OF LIGHT

A fast and effective alternative to traditional paper-based communications, Electronic Data Interchange (EDI) lets you integrate and automate electronic transactions with customers and vendors, regardless of the systems or data communications they use. You'll be able to work effortlessly with companies and customers around the world, managing and processing orders without the errors and time delays associated with manual processes. eCommerce Gateway–EDI Edition offers tight integration with Order Management, Inventory, and Purchasing applications, providing a seamless extension of your solution that requires no additional training or data management costs.

"The architecture of Microsoft Business Solutions Project Accounting–Solomon has been a big, big plus for the Cleveland Group."

BETTY BROWNING

VICE PRESIDENT OF STRATEGIC IMPROVEMENT
CLEVELAND GROUP

Microsoft Business Solutions–Solomon

Take hold of your future now

Your investment in Microsoft Solomon is backed by the expertise and dedicated support of Microsoft and Microsoft Business Solutions, world leaders in the business solutions market. The full promise that Microsoft Solomon delivers: your peace of mind. From initial implementation, carrying through to customization and maintenance, your business can count on the dedicated support of Microsoft Business Solutions partners and a vast network of independent software vendors.

Recognized as one of the most responsive and innovative service teams in the industry, Microsoft Business Solutions works with your local reselling partner to offer remarkable training and support services. Regardless of which support plan you choose, you'll receive software updates and 24/7 access to CustomerSource, a Web site designed to enhance your productivity. Customers who stay current on the Microsoft Business Solutions Enhancement Program will be able to move to future application suites from Microsoft Business Solutions without having to repurchase the functionality they already license.

DEDICATED TO HELPING YOU REALIZE YOUR POTENTIAL.

with Microsoft Business Solutions–Solomon.

Microsoft Business Solutions ApS, which includes the businesses of Great Plains, FRx Software Corporation and Microsoft bCentral™, offers a wide range of business applications designed to help small and midmarket businesses become more connected with customers, employees, partners and suppliers. Microsoft Business Solutions' applications automate end-to-end business processes across financials, distribution, project accounting, electronic commerce, human resource management, manufacturing, supply chain management, business intelligence, sales and marketing management, and customer service and support.

More information about Microsoft Business Solutions can be found at
http://www.microsoft.com/BusinessSolutions

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