

Enhance Your Budgeting and Reporting Capabilities for Microsoft Dynamics® GP

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Presenters on Today's Webcast



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Agenda

1. Common Budgeting and Reporting Challenges
2. Overcoming the Challenges - Budgeting and Reporting Best Practices
3. Limitations of FRx and Management Reporter
4. How a CPM Solution Can Help
5. Demonstration of Prophix

Common Challenges

Common Challenges

Budgeting & Reporting

Common Budgeting Challenges

1. Limited budgeting functionality by GP & Microsoft Solutions
2. Offline spreadsheets & lack of standardization
3. Lengthy budget cycles
4. Infrequent re-forecasting
5. Difficulty in analyzing budget data
6. Disconnect between budget process and financial reporting
7. Lack of alignment with organizational strategy

Common Reporting Challenges

1. Multiple inconsistent Chart of Account structures
2. Multiple disparate source systems
3. Lengthy close to disclose cycles
4. Limited financial analysis capabilities
5. Lack of alignment between financial reports & business operations
6. Business units are reliant on finance to develop and distribute reports

Overcome the Challenges

Reporting & Budgeting

- **Focus** on the foundation – align & standardize
 - Chart of accounts
 - Budgets, organizational strategy & reports
- **Define & validate** budgeting & reporting processes
 - Who, what, how, why, when and where?
- **Leverage** technology solutions to automate
 - Close & consolidation
 - Report development & distribution
 - Budgeting & forecasting processes
 - Ad-hoc analysis
- **Enable** business units
 - Self-service finance function

Microsoft Budgeting & Reporting Solutions

Microsoft's Budgeting & Reporting Solutions

FRx

■ **Overview**

- Originally began as a DOS application in 1991 and purchased by Microsoft in 1993
- Basic financial statement reporting solution
- Integrates directly with GP tables

■ **Challenges & Limitations**

- Microsoft support for FRx ended July 2014
- Does not work with GP2013
- Outdated 32-bit architecture
- Non-SQL based
- Analytical Accounting reporting requires a separate FRx company
- Limited reporting capabilities
- Limited formatting options

Microsoft's Budgeting & Reporting Solutions

Management Reporter

■ **Overview**

- Replacement product for FRx - launched in 2010
- Basic reporting capabilities
- Available exclusively for Microsoft Dynamics ERP solutions
- Made available to GP2010 customers at no additional cost

■ **Challenges & Limitations**

- Still in its “infancy” to some degree
- Migrating FRx reports to Management Reporter can be challenging
- Lacks some of the functionality of FRx
- Can be a infrastructure resource hog for larger, multi-company environments
- Integration issues with GP can cause discrepancies in reporting

Microsoft's Budgeting & Reporting Solutions

Microsoft Forecaster

■ **Overview**

- Microsoft's only option for budgeting and forecasting
- Basic budgeting and forecasting functionality – step above excel
- Integrates with GP

■ **Challenges & Limitations**

- Mainstream support ended July 2014 – enhancements and bug fixes will no longer be released
- Extended support is scheduled to end July 2019
- No longer supported with GP 2015
- No direct integration with Management Reporter & FRx
- User interface isn't intuitive
- Lacks advanced budgeting capabilities

FRx, Management Reporter & Forecaster Alternatives

● **Custom in-house reporting solution**

● **3rd Party Reporting Solution**

- Jet Reports
- F9 Reporting
- RenovoFYI

● **Corporate Performance Management (CPM) Solution**

- Adaptive Insights
- Prophix
- Host Analytics
- Infor

Alternatives are differentiated by a number of factors including the following:

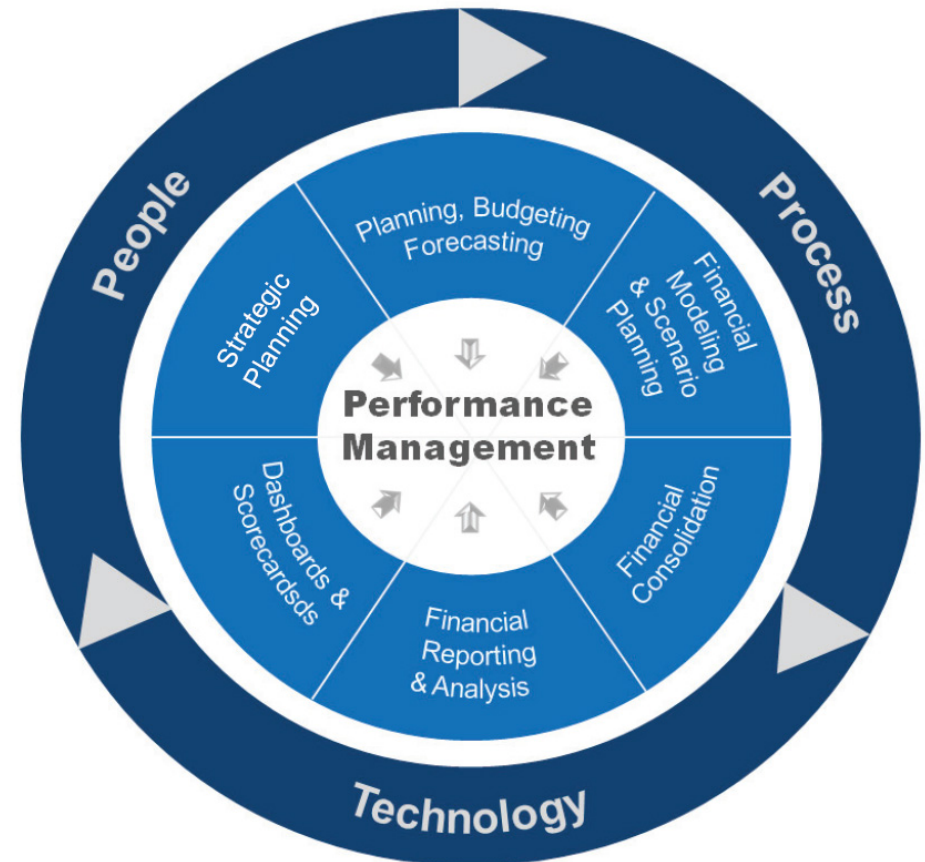
- Functionality
- Scalability
- Ease of Use
- Cost

How CPM Solutions Can Help

Components of Corporate Performance Management

The key components for an effective CPM Tool include:

- Budgeting, planning, and forecasting
- Financial modeling
- Scenario planning
- Strategic planning
- Financial consolidation
- Reporting, dashboards, and scorecards



CPM Solutions

Common Middle-Market Vendors

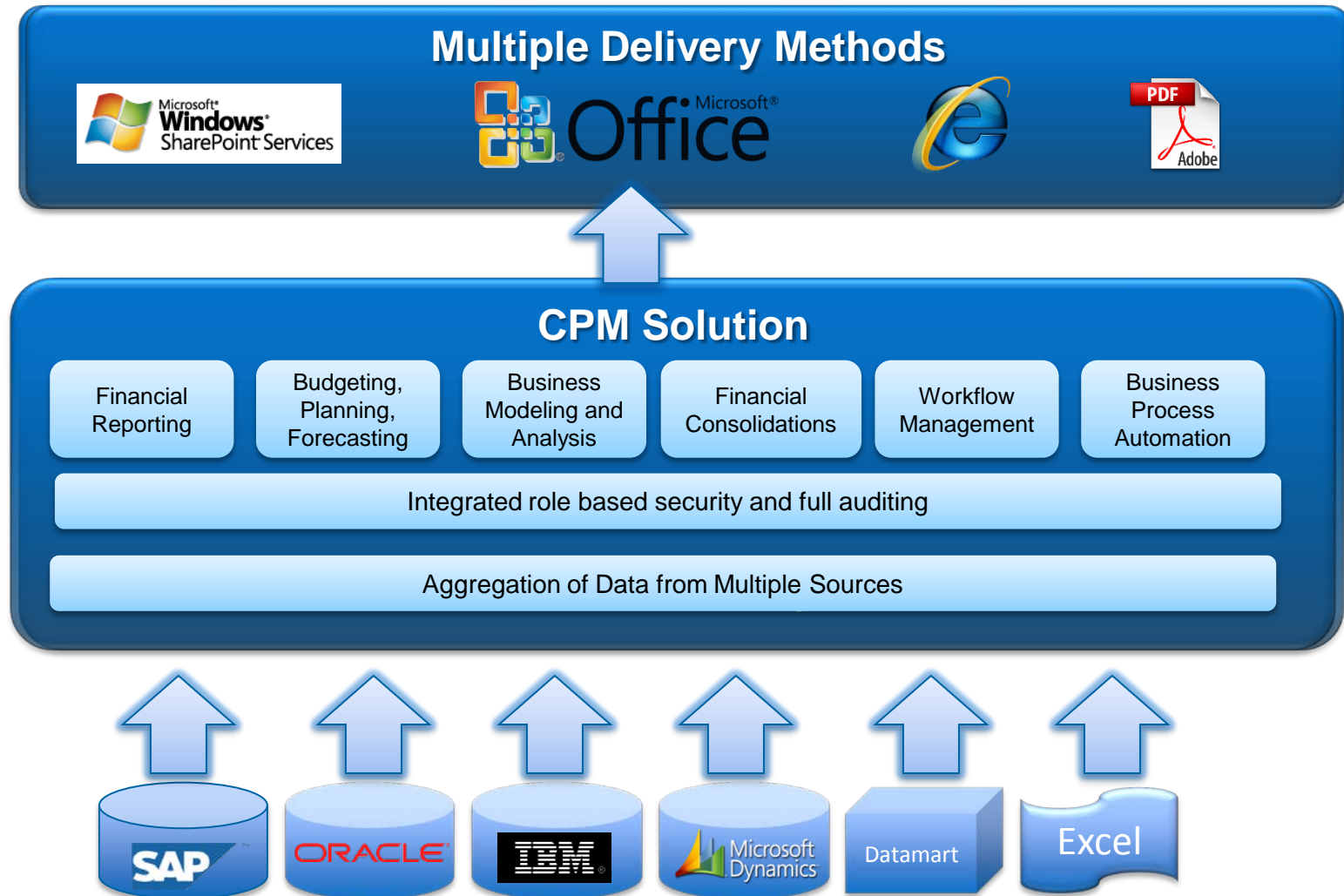


PARTNER

hostanalytics

CPM Solutions

High-level Overview



CPM Solutions

Benefits & ROI

Benefits:

- **Budgeting & Forecasting**
 - Centralized single platform
 - Standardization of templates
 - Elimination of formula errors
 - Automatic aggregation and consolidation of data
 - Greater control
 - Shortened cycle times
- **Close Process**
 - Process management
 - Multi-entity, multi-data source consolidation
 - Financial controller/journal entry binders
- **Financial & Management Reporting**
 - Standardization of reports
 - Automated distribution of reporting packages
 - 10Q/10K development
 - Ad-hoc analysis
- **Other**
 - Highly configurable security

ROI Considerations:

- **Cycle time reduction**
- **Cost reduction / cost avoidance**
- **Increased productivity**
- **Reduction in IT involvement / IT administrative effort**
- **Greater agility**
- **Operational efficiencies & growth**
- **Greater alignment to organizational strategy**

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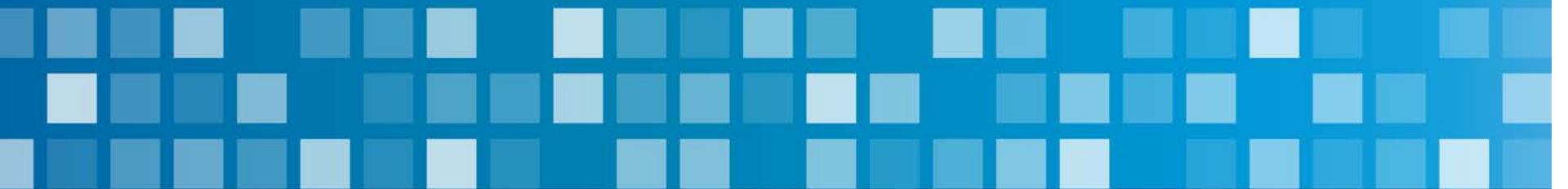
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