

# Business Intelligence and Reporting

## BENEFITS

### Quickly adjust to new opportunities.

Advanced capabilities show you exactly where you are in your budgeting process and help you forecast for the future. Microsoft Forecaster enables you to coordinate plans dynamically and collaborate easily with your management team.

### Better understand staffing needs.

Make informed staffing decisions by accessing human resources planning details that can be customized, viewed, and analyzed in a variety of ways.

### Plan more effectively.

Create accurate, high-level plans instantly by automatically spreading increases and decreases across each of your planning periods, using accurate, up-to-date data pulled directly from the General Ledger in Microsoft Dynamics GP.

### Streamline your planning.

Smooth integration across Microsoft FRx®, Microsoft Forecaster, and Microsoft Dynamics GP enables you to drill down smoothly from summaries to transactions.

## Microsoft Forecaster in Microsoft Dynamics GP

Realize the benefits of a fully integrated budgeting and planning solution designed to help organizations create and execute accurate, realistic budgets. Microsoft® Forecaster in Microsoft Dynamics™ GP provides your people with immediate control of the entire budgeting and planning process, helping ensure that you meet yearly business goals efficiently and cost-effectively.

*MOVE EASILY BETWEEN BUDGETS.*

*REDUCE THE LEARNING CURVE with a spreadsheet look and feel.*

ACCOUNT	Label	B3CY11	B3CY12	B3CY13	B3CY14	B3CY15	B3CY16	B3CY17	B3CY18	B3CY19	B3CY20	B3CY21	B3CY22	B3CY23
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
<b>UNITS SOLD</b>														
4100	Sales Units - Prod A	0	0	0	0	0	0	0	0	0	0	0	0	0
4110	Sales Units - Prod B	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
4120	Sales Units - Prod C	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
<b>REVENUE</b>														
4100	Sales	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	960,000
4200	Sales Discounts	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)	(48,000)
4110	Sales Returns	(800)	(800)	(800)	(800)	(800)	(800)	(800)	(800)	(800)	(800)	(800)	(800)	(9,600)
TNETREV	Net Revenue	75,200	75,200	75,200	75,200	75,200	75,200	75,200	75,200	75,200	75,200	75,200	75,200	892,400
<b>COGS</b>														
4500	Raw Materials	47,000	47,000	47,000	47,000	47,000	47,000	47,000	47,000	47,000	47,000	47,000	47,000	564,000
TGMRG	Summary Gross Margin	28,200	28,200	28,200	28,200	28,200	28,200	28,200	28,200	28,200	28,200	28,200	28,200	338,400
<b>OPERATING EXPENSES</b>														
5200	Office Expense	600	600	600	600	600	600	600	600	600	600	600	600	7,200
5250	Rent Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
5115	Postage	3,965	4,005	4,045	4,085	4,127	4,169	4,210	4,253	4,295	4,338	4,382	4,425	50,304
5225	Supplies Expense	1,154	1,154	1,442	1,154	1,154	1,442	1,154	1,154	1,442	1,154	1,154	1,442	15,000
5240	Maintenance Expense	550	550	550	550	550	550	550	550	550	550	550	550	6,600
5250	Other Expense	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
5120	Trade Shows	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
5300	Travel Expense	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000
<b>FTE</b>														
FTE	FTE - Salary	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
FTEDR	FTE - Hourly	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
TFTD	Total FTE	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
<b>HR EXPENSE</b>														
5000	Salary Expense	15,275	15,275	15,275	15,275	15,275	15,275	15,275	15,275	15,275	15,275	15,275	15,275	183,300
5050	Bonuses	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	2,188	26,250
5080	Payroll Taxes	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	17,329
5081	Federal Taxes	1,805	1,805	1,805	1,805	1,805	1,805	1,805	1,805	1,805	1,805	1,805	1,805	21,661
5082	FICA	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,083	1,047	493	493	11,191
5083	State Taxes	880	880	880	880	880	880	880	880	880	880	880	880	10,562
5090	Benefits	722	722	722	722	722	722	722	722	722	722	722	722	8,664
5091	Medical	200	200	200	200	200	200	200	200	200	200	200	200	2,400
5092	Dental	75	75	75	75	75	75	75	75	75	75	75	75	900
5093	Disability	33	33	33	33	33	33	33	33	33	33	33	33	396

*ESTABLISH EASY ACCESS to information, yet maintain user-based security.*

## FEATURES

## MICROSOFT FORECASTER

<b>Flexible Data Analysis and Reports</b>	View and analyze reports and budgets from anywhere in the world in a fully integrated environment.
<b>Comprehensive Account Balances</b>	Use Human Resource Management, Capital Expenditures, and Revenue Planning capabilities to complete detailed planning of account balances for major aspects of your business.
<b>Extensive Human Resources and Benefits Budgeting Options</b>	Budget employee assets in multiple scenarios by adding more detailed budgeting data for specific personnel, with salary planning worksheets and flexible salary and bonus designations.
<b>Detailed Capital Expense Budgets</b>	Manage both the expense and depreciation of planned capital purchases with ease when going through the budget process for your business models.
<b>Dynamic Revenue Forecasting</b>	Maintain control over your revenue forecasting process by making adjustments at any time to accommodate budgetary and planning changes.
<b>Comprehensive Planning Control</b>	Use flexible input screens to define different periods from multiple time periods and create calculated columns such as variances between plans. Design templates to deliver the relevant information to the right people in the organization.
<b>Drag-and-Drop Consolidations</b>	View your business from the top down with easy-to-manipulate scenarios and high-level views that enable you to quickly see the impact of the changes on the planning process.
<b>Simplified Import</b>	Extend your current financial data and match how you organize budgeting information and processes, using ExpressLink to flexibly map the General Ledger chart of accounts to Microsoft Forecaster segments. For non-General Ledger data, import functionality helps users more quickly import information by providing the ability to budget and plan beyond General Ledger information.
<b>Workflow Control</b>	Understand your budget status at any time by coordinating the planning process with workflow features and automated e-mail notifications to alert users of pending deadlines.
<b>Streamlined Reporting</b>	Quickly modify Microsoft FRx reports by adding your Microsoft Forecaster accounts and book codes. During the budgeting process, utilize Microsoft Forecaster reports to immediately understand the impact of changes.

For more information about Microsoft Forecaster in Microsoft Dynamics GP, visit [www.microsoft.com/dynamics/gp](http://www.microsoft.com/dynamics/gp).