



## Great Plains Product Comparison Guide

The following comparison guide lists some key differences between the various levels of Great Plains products.

**Microsoft Business Solutions-Great Plains Standard** is an integrated, world-class financial and business management solution, packaged for affordability and ease of installation. It enables small and midmarket companies to record, track, and access the information they need to take their business to the next level.

**Microsoft Business Solutions-Great Plains Professional** is a broad-based, integrated solution for financial management, business analytics, e-commerce, supply chain management, manufacturing, project accounting, field service, customer relationship management, retail management, and human resource management. Microsoft Great Plains provides superior integration to other Microsoft products and technologies, efficient customization capabilities, the ability to extend functionality with tailored industry solutions, and exceptional service and support from Microsoft Certified Business Solutions Partners.

### Good Candidates for Standard:

**"Larger" business, strong growth path:** Basic offers up to 10 concurrent users, up to 500 employees in Payroll, no access to Business Portal, single warehouse, no multi-bin, no landed cost – all functions that may be needed by a larger or strongly growing company, but may not be needed in the near term by smaller companies with more basic needs.

**Business Insight:** Utilize Business Portal functionality in a web based environment allowing real-time views that include HR Self-Service, Key Performance Indicators, Requisition Management, Project Time and Expense and customizable web parts.

**Robust Industry Standard Tools:** Leverage the latest industry standard technologies such as Visual Basic objects, stored procedures, BizTalk AIC adapters, COM integration, MSMQ utilization, and XML documents

**General Manufacturing/Distribution:** Great Plains Basic offers light functionality in distribution; more robust distribution and light manufacturing is available in Standard.

**Not-For-Profit Organizations:** Capabilities designed to help charities, churches, arts organizations, and other not-for-profit groups adhere to regulations and controls, manage grants and budgets proactively, and improve efficiencies for accounting processes.

**Project/HR:** Not available for Basic – clear candidates for Standard.

**Multicurrency/Multi-country/Multi-language:** Not available for Basic – clear candidates for Standard.

**Clearly a “Professional” candidate, but trying to get by on a restricted budget:** If it's clear that your prospect should be using Great Plains Professional, but they're hoping to keep their investment to a minimum, get them started on Great Plains Standard and begin showing them the value they can achieve by expanding their systems with you.

### Good Candidates for Professional:

**Unlimited Number of Users:** Great Plains Professional offers companies that need more than 10 concurrent users and more than 500 active employees an unlimited amount of user's access to data at the same time.

**Additional Security Enhancements:** User-defined access levels that can be set, so people see only the information they need and nothing else. This has helped SQL Server 2000 achieve the coveted C2 rating from the National Security Agency.

**Advanced Distribution Capabilities:** Large organizations can streamline the pick/pack/ship cycle, tailor workflow processes to their organizations with the advanced distribution, advanced picking and improve customer service with available to promise functionality.

**Extensive Manufacturing Needs:** When companies need to customize production and planning to a highly granular level through forecasting and scheduling, or Demand Planner.

**Advanced Analytics:** Manage complex, distributed reporting requirements with Enterprise Reporting or advanced components of FRx.

**Manage Complex Field Service Operations:** Higher levels of profitability and customer satisfaction. Nine powerful modules integrate essential accounting, distribution, and service processes to increase technician productivity, reduce overhead, and open up new revenue opportunities while focusing on what's important — your customer.

**Flexible expense management:** eExpense is only available with Great Plains Professional and automates expense processing, reduces IT administration and controls expense for larger companies.

### Great Plains Standard Includes:

- Multi-language, Multi-currency
- Multidimensional Analysis, Collections Management, Electronic Funds, Analytical Accounting, Intercompany
- Transfer, Cash Flow Management

## Comparison Chart

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- Interfund Accounting, Control Account Management, Encumbrance Management, Commitments, and Grant Management
- Bill of Materials, Invoicing, Landed Cost
- Business Portal
- Crystal Reports 9.0 Professional
- Human Resources, Project Accounting
- eConnect, Integration Manager, Modifier with VBA

### Great Plains Professional Includes:

- Advanced Distribution, Advanced Picking, Available to Promise, Demand Planner, Extended Pricing, Landed Cost, PO Generator, other "high-end" distribution functionality
- eOrder and eExpense
- Enterprise Reporting, FRx Forecaster and advanced FRx functionality
- Sales Forecasting, Master Production Scheduling, Capacity Requirements Planning, Sales Configurator, Quality Assurance and Job Costing
- Field Service
- Account Level Security and Field Level Security

**Note:** This is not intended to be a complete list of functionality differences – please review the Great Plains Basic to Great Plains Feature comparison document for full details.

System	Great Plains Standard	Great Plains Professional
<b>Maximum number of users</b>	Supports an unlimited number of users, with a maximum of 10 concurrent users accessing the data at the same time	Supports an unlimited number of users accessing the data at the same time
<b>Database</b>	Microsoft SQL Server™ 2000 Desktop Engine – service pack 3a or later (2 gigabyte database maximum per company)  Microsoft Small Business Server Standard 2003 (2 gigabyte database maximum per company)  Microsoft Small Business Server Premium 2003 (no database limit)	Microsoft SQL Server 7.0 (service pack 4 or later)  Microsoft SQL Server 2000 (service pack 3a or later) No database limit

## Comparison Chart

System	Great Plains Standard	Great Plains Professional
	Microsoft SQL Server 2000 (service pack 3a or later) No database limit	
<b>Login</b>	Required Login	Required Login
<b>Backup and Restore</b>	Built-in backup and restore feature	Built-in backup and restore feature
<b>Security</b>	Includes the ability to grant or deny access to forms, windows, fields, and programs	Includes the ability to grant or deny access to forms, windows, fields, and programs
<b>Currency</b>	Multicurrency available	Multicurrency available
<b>User Classes</b>	Includes the ability to set up user classes and assign new users to specific classes, reducing effort and time spent to set up new user records	Includes the ability to set up user classes and assign new users to specific classes, reducing effort and time spent to set up new user records
<b>Posting</b>	User-defined, optional setup supports batch posting "To" or "Through" to the general ledger; single transactions post to the general ledger	User-defined, optional setup supports batch posting "To" or "Through" to the general ledger; single transactions post to the general ledger
<b>Reminders Window</b>	Opens by default upon launch; organizes documents and tasks assigned by one or more users by due date	Opens by default upon launch; organizes documents and tasks assigned by one or more users by due date
<b>Letter Writing Wizard</b>	Guided process for generating custom letters for vendor, customer, and employee mailings	Guided process for generating custom letters for vendor, customer, and employee mailings
<b>Setup Wizards</b>	No wizard. Includes comprehensive, user-defined setup features and functionality	No wizard. Includes comprehensive, user-defined setup features and functionality
<b>Integration to MapPoint</b>	Available	Available
<b>Integration</b>	Not available	Not available

## Comparison Chart

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System	Great Plains Standard	Great Plains Professional
with Microsoft bCentral™ Services		
SmartTag Integration	Available	Available
Window Messenger Integration	Not available	Not available
General Ledger		
Number of GL accounts	Unlimited	Unlimited
Accounts	Maximum: 66 characters, 10 segments (Financial and Statistical accounts)	Maximum: 66 characters, 10 segments (Financial and Statistical accounts)
Unit Accounts	Unit accounts can be used to track non-financial data	Unit accounts can be used to track non-financial data
Fixed/Variable Allocation Accounts	Fixed and Variable Allocation accounts can be used to track financial data	Fixed and Variable Allocation accounts can be used to track financial data
Account Alias	An Account Alias for each account number can be defined, to assist in searching for a particular account	An Account Alias for each account number can be defined, to assist in searching for a particular account
Cash Flow Calendar	View the current month, jump from month to month, or enter a specific date to view current cash balances and predict future inflows and outflows	View the current month, jump from month to month, or enter a specific date to view current cash balances and predict future inflows and outflows
Miscellaneous Checks	Not available	Not available
Payroll		

## Comparison Chart

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<b>System</b>	<b>Great Plains Standard</b>	<b>Great Plains Professional</b>
<b>Employees</b>	Includes the ability to set up an unlimited number of employees, with system support for up to 500 active employees per company	Includes the ability to set up an unlimited number of employees
<b>Workers Compensation</b>	Includes Workers Compensation functionality	Includes Workers Compensation functionality
<b>Payroll Setup</b>	Includes user-defined setup features and functionality	Includes user-defined setup features and functionality
<b>Shift Differentials</b>	Available	Available
<b>Payables</b>		
<b>Number of Vendor Accounts</b>	Unlimited	Unlimited
<b>Vendor Class</b>	Supports the ability to set up vendor classes and assign new vendors to specific classes, reducing time and effort spent to set up new vendor records	Supports the ability to set up vendor classes and assign new vendors to specific classes, reducing time and effort spent to set up new vendor records
<b>Aging Periods</b>	Seven (7) user-specific aging buckets, including the current aging bucket	Seven (7) user-specific aging buckets, including the current aging bucket
<b>Payables Checks</b>	No wizard. Includes comprehensive, user-defined select check features and functionality	No wizard. Includes comprehensive, user-defined select check features and functionality

## Comparison Chart

System	Great Plains Standard	Great Plains Professional
<b>Scheduled Payments</b>	Includes the ability to create payment schedules, calculate interest and amortization amounts, and perform "what-if" scenarios to determine the impact of various interest rates, payment amounts, frequency and installment number changes	Includes the ability to create payment schedules, calculate interest and amortization amounts, and perform "what-if" scenarios to determine the impact of various interest rates, payment amounts, frequency and installment number changes
<b>Receivables</b>		
<b>Passwords</b>	Includes the ability to set up a password for: maximum write off amount, waive finance charges, add a customer during transaction entry, print refund checks, change a customer's status, and allow the customer to exceed their credit limit for greater security	Includes the ability to set up a password for: maximum write off amount, waive finance charges, add a customer during transaction entry, print refund checks, change a customer's status, and allow the customer to exceed their credit limit for greater security
<b>Receivables Statements</b>	No wizard. Includes comprehensive, user-defined Receivable Statement options	No wizard. Includes comprehensive, user-defined Receivable Statement options
<b>Receivable Statement Formats</b>	Blank Paper User Definable Forms Long Form Short Form Side Form Short Form Continuous Side Form Continuous Multicurrency Long Form Multicurrency Blank Form	Blank Paper User Definable Forms Long Form Short Form Side Form Short Form Continuous Side Form Continuous Multicurrency Long Form Multicurrency Blank Form
<b>Customer Types</b>	Balance Forward and Open Item customer types available	Balance Forward and Open Item customer types available
<b>Customer Classes</b>	Includes the ability to set up customer classes and assign	Includes the ability to set up customer classes and assign

## Comparison Chart

System	Great Plains Standard	Great Plains Professional
	new customers to specific classes, reducing time and effort spent setting up new customer records	new customers to specific classes, reducing time and effort spent setting up new customer records
<b>Refund Checks</b>	Includes the ability to create receivables debit memos for customers who have credit balances, as well as print refund checks for those customers using Payables Management	Includes the ability to create receivables debit memos for customers who have credit balances, as well as print refund checks for those customers using Payables Management
<b>Inventory Management</b>		
<b>Unit of Measure</b>	Includes the ability to set up multiple units of measure schedules for an inventory item	Includes the ability to set up multiple units of measure schedules for an inventory item
<b>Price Levels</b>	Unlimited	Unlimited
<b>Track Serial and Lot numbers</b>	Supports automatic assignment of serial or lot numbers to specific inventory items, enabling easy differentiation of similar items with the same item number	Supports automatic assignment of serial or lot numbers to specific inventory items, enabling easy differentiation of similar items with the same item number
<b>Item Classes</b>	Includes the ability to set up item classes and assign new items to specific classes, reducing time and effort spent setting up new item records	Includes the ability to set up item classes and assign new items to specific classes, reducing time and effort spent setting up new item records
<b>Warehouse Locations</b>	Includes the ability to set up multiple warehouse sites.	Includes the ability to set up multiple warehouse sites.
<b>Quantity</b>	Includes On Hand, Allocated,	Includes On Hand, Allocated,



## Comparison Chart

System	Great Plains Standard	Great Plains Professional
<b>Types</b>	Available, Sold, Returned, In Use, In Service, Damaged, Back Ordered, Requisitioned, On Order, and Drop Ship PO quantity types	Available, Sold, Returned, In Use, In Service, Damaged, Back Ordered, Requisitioned, On Order, and Drop Ship PO quantity types
<b>Cost Methods</b>	Includes FIFO Perpetual, LIFO Perpetual, Average, FIFO Periodic, and LIFO Periodic cost methods	Includes FIFO Perpetual, LIFO Perpetual, Average, FIFO Periodic, and LIFO Periodic cost methods
<b>ABC Analysis</b>	The ABC Analysis wizard assists in analyzing item usage and prioritizing items, helping users manage inventory more effectively	The ABC Analysis wizard assists in analyzing item usage and prioritizing items, helping users manage inventory more effectively
<b>Item Types</b>	Includes Sales Inventory, Discontinued, Miscellaneous, Kit, Service, and Flat Fee item types	Includes Sales Inventory, Discontinued, Miscellaneous, Kit, Service, and Flat Fee item types
<b>Assemblies</b>	Includes the ability to enter bills of materials for all the Sales /Inventory items in inventory that are manufactured, as well as create phantom bills for kit items	Includes the ability to enter bills of materials for all the Sales /Inventory items in inventory that are manufactured, as well as create phantom bills for kit items
<b>Multi-Bin</b>	Includes the ability to not only track items within inventory sites, but also track item quantities in bins that reside within each site	Includes the ability to not only track items within inventory sites, but also track item quantities in bins that reside within each site
<b>Landed Cost</b>	Includes the ability to create a group or collection of landed cost records. Creating groups of landed costs enables the user to assign several landed costs to an item at once	Includes the ability to create a group or collection of landed cost records. Creating groups of landed costs enables the user to assign several landed costs to an item at once
<b>Purchase Order Processing</b>		
<b>Drop Ship Purchase Orders</b>	Includes the ability to deliver goods directly from a vendor to a customer. The item will not be physically received or sold from inventory	Includes the ability to deliver goods directly from a vendor to a customer. The item will not be physically received or sold from inventory

## Comparison Chart

System	Great Plains Standard	Great Plains Professional
<b>Document Types</b>	Purchase Order, Receipt, Receipt/Invoice, Invoice, Drop Shipment, Blanket, Drop Ship Blanket	Purchase Order, Receipt, Receipt/Invoice, Invoice, Drop Shipment, Blanket, Drop Ship Blanket
<b>PO Returns</b>	Includes the ability to remove items from inventory that have previously been received, or to decrease the amount owed to the vendor due to previous purchase order invoice activity	Includes the ability to remove items from inventory that have previously been received, or to decrease the amount owed to the vendor due to previous purchase order invoice activity
<b>Automatic Purchase Order Generation</b>	Not Available	Available
<b>Buyers</b>	Available	Available
<b>Dates Tracked</b>	Includes automatic tracking of requisition date, required date, purchase order date, promised date, promise shipped date, released date, and released by date	Includes automatic tracking of requisition date, required date, purchase order date, promised date, promise shipped date, released date, and released by date
<b>Combined Inquiry</b>	Provides separate inquiry views for purchase order and payables transactional information	Provides separate inquiry views for purchase order and payables transactional information
<b>User defined fields</b>	Includes thirty-five (35) user defined fields	Includes thirty-five (35) user defined fields
<b>Sales Order Processing</b>		
<b>Document Types</b>	Quotes, Orders, Invoices, Returns, Backorders	Quotes, Orders, Invoices, Returns, Backorders, Fulfillment Order
<b>Bulk Order Processing</b>	Available	Available
<b>Process Holds</b>	Includes the ability to set up process holds (user-defined restrictions that control the processing of sales documents at different stages of the sales cycle)	Includes the ability to set up process holds (user-defined restrictions that control the processing of sales documents at different stages of the sales cycle)
<b>Separate Fulfillment Process</b>	Provides the user the flexibility of a separate fulfillment process	Provides the user the flexibility of a separate fulfillment process

## Comparison Chart

System	Great Plains Standard	Great Plains Professional
<b>User Defined Fields</b>	Seventeen (17) user defined fields	Seventeen (17) user defined fields
<b>Commissions</b>	Includes the ability to set up records for all salespeople and territories and enter, edit, and split salesperson commissions for accurate tracking. Reports can be viewed within the application where commission date is stored	Includes the ability to set up records for all salespeople and territories and enter, edit, and split salesperson commissions for accurate tracking. Reports can be viewed within the application where commission date is stored
<b>Combined Inquiry</b>	Provides separate inquiry views for sales order processing and receivables transactional information	Provides separate inquiry views for sales order processing and receivables transactional information
<b>Sales Order to Purchase Order Integration</b>	Available	Available
<b>Fixed Assets</b>		
<b>Books</b>	Unlimited	Unlimited
<b>User Defined Fields</b>	15	15
<b>Depreciation Projects</b>	Available	Available
<b>Mass Transactions</b>	Available	Available
<b>Reporting</b>		
<b>Business Analytics</b>	Advanced Financial Analysis	Advanced Financial Analysis FRx Forecaster
<b>Ability to add fields to a report</b>	Available	Available
<b>Reporting Tools</b>	SmartList Report Writer Crystal Reports Professional Edition	SmartList Report Writer Crystal Reports Professional Edition

## Comparison Chart

System	Great Plains Standard	Great Plains Professional
	FRx Financial Reporter (Designer User) FRx Drill Down Viewer Advanced Financial Analysis	All FRx Components Advanced Financial Analysis
<b>Toolsets</b>		
<b>Customization and Integration Tools</b>	Modifier with VBA eConnect Integration Manager Integration Assistant for Excel SQL Direct Access	Modifier with VBA eConnect Integration Manager Integration Assistant for Excel SQL Direct Access Dexterity
<b>Professional Services</b>		
<b>Support and Services</b>	Support: <ul style="list-style-type: none"> <li>Customers can choose the service plan that's right for their business – from Standard A, Standard B and Premier Services</li> <li>All service plans include choice of guaranteed response times (1 or 3 hours)</li> <li>Most service plans include educational elements</li> <li>Affordable pre-paid packs of support incidents</li> <li>Access to award-winning Web site</li> </ul> Training: <ul style="list-style-type: none"> <li>eLearning Foundation Library</li> <li>eCourses</li> <li>Training Kits</li> <li>Basic Procedures</li> <li>Training Manuals</li> <li>Classroom Training</li> </ul>	