

## CUSTOMIZATION

Meet specific business needs with powerful customization tools that allow your developers to integrate data from external sources, incorporate legacy applications, and modify your Microsoft® Business Solutions–Great Plains® solution to fit the most exacting business requirements.

### BENEFITS

#### Reduce your development costs

Minimize implementation time and cut integration and development costs by delivering integrations from your outside data source, Web service, or eCommerce storefront directly to your business solution.

#### Work with reliable, industry standard technologies

Automate your business processes using industry standard technologies such as Microsoft BizTalk® Server, Component Object Model (COM), Microsoft Message Queuing (MSMQ), Simple Object Access Protocol (SOAP), and Extensible Markup Language (XML).

#### Increase your return on investment

Streamline the flow of information across your existing applications and Great Plains to help eliminate duplicate data entry, free resources to drive your business forward, and reduce IT costs.

#### Get better information to make better decisions

Share information and access data across applications, so you can make critical business decisions quickly.

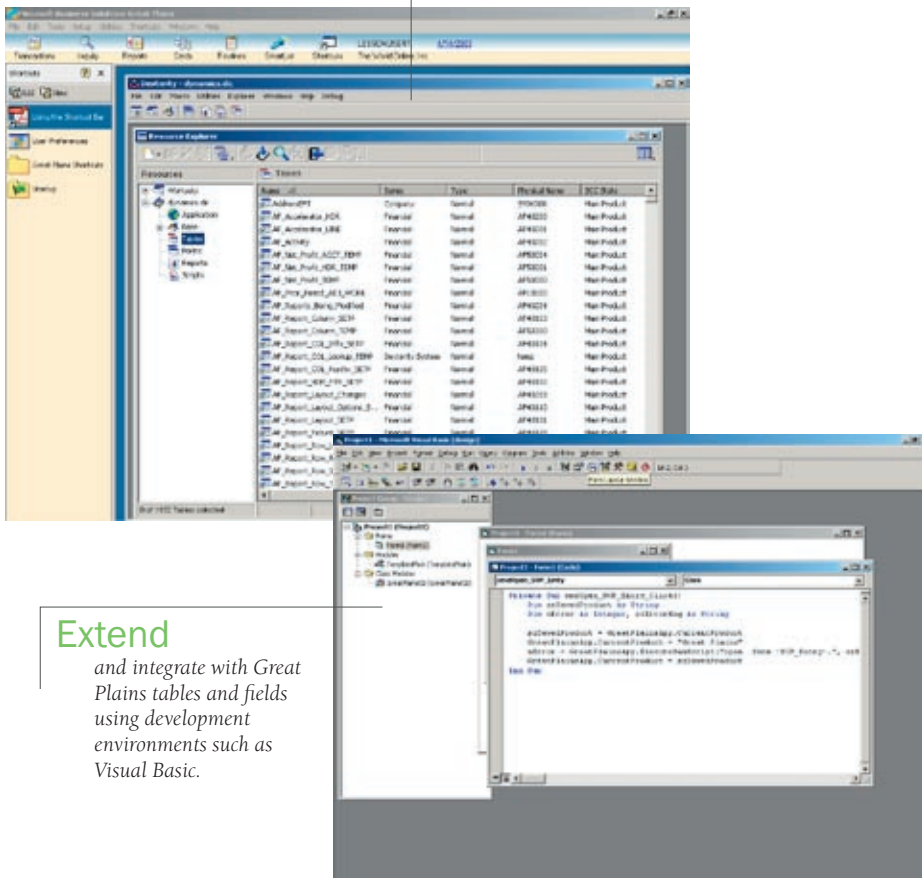
#### Customize quickly and cost-effectively

Remove the functions you don't need, build different windows for different employees, and rearrange and remove prompts to mirror your business practices.

#### Streamline Great Plains to work more efficiently

Add new features and integrate features from other applications using the same version of Microsoft Visual Basic® for Applications (VBA) used in Microsoft Office products.

Create  
*stand-alone or tightly integrated applications that have the same look and feel as Great Plains.*



Extend  
*and integrate with Great Plains tables and fields using development environments such as Visual Basic.*

## Focus: Comprehensive Customization Tools

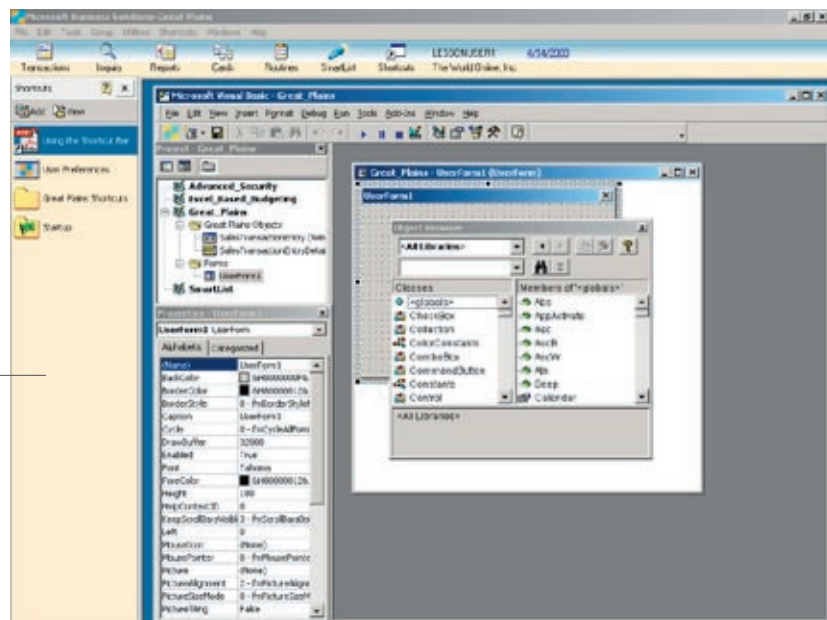
No two companies are exactly alike. Yours may need more timely data. Or be spread across multiple locations, or need multicurrency or multi-language capabilities. No matter your requirements, Great Plains provides developer tools that enable you to tailor your solution to match those needs. From flexible data integration technologies to built-in VBA and Continuum offerings for Visual Basic or Delphi applications, you'll find that customization of your business solution is far easier and more versatile than you ever thought possible.

### The rich VBA

*customization environment includes tools for writing and debugging VB code, managing VB projects, and adding new forms for Great Plains.*

### Among the flexible customization capabilities, you'll find:

- Easy utilization of custom applications built with applications such as ASP.NET, C++, and Visual Basic
- Easy-to-use integration tools for developers
- Built-in VBA tools for easy customization, extension, and integration of data entry windows
- Built-in support for data access tools, such as ActiveX Data Objects (ADO)
- Access to thousands of industry-standard ActiveX controls
- Quick and straightforward customization sharing across your organization



## eConnect

eConnect gives you the power to use the latest industry-standard technologies to create real-time, transactional connections between Great Plains and other applications.

### Benefits

#### Increase return on investment

- Because eConnect lets you take advantage of technologies you already utilize, you can achieve a higher return on your investment, leveraging the power of Microsoft SQL Server™ and other industry-standard technologies to customize your solution.

#### Reduce your development costs

- eConnect helps you reduce integration and development costs by allowing developers to select the tools they work with best.

#### Give your developers an advantage

- With eConnect's series of connectivity tools, developers can focus on XML and business logic development without the need to rebuild transport protocols, giving them the opportunity to efficiently customize the existing infrastructure.

### eConnect Features List

#### Industry-Standard Technologies

- Connect with external data sources using the power of SQL Server as well as industry-standard technologies such as BizTalk Server, COM, MSMQ, SOAP, and XML.

#### Extensive set of sample integration components

- Quickly implement eConnect and extend business logic to fit your needs with powerful components such as a BizTalk Server snap-in, Microsoft Windows® MSMQ Service to transport XML documents, and a SOAP service example.

#### Ensure Data Validation

- Integrate with business objects that act as a doorway for data, helping ensure data validation and returning well-formed XML.

#### Business Object extensibility

- Expand your business logic with multiple methods of adding appropriate business logic, including adding additional XML nodes, pre and post SQL stored procedures, and custom middleware.

#### Integration of existing resources

- Integrate your existing online storefront, Web solution, or other data source with Great Plains using a series of transactional business objects.

## CUSTOMIZATION | FEATURES LIST

### eConnect

- Use eConnect developer tools to integrate data from external data sources including Web services, CRM applications, Web storefronts, and legacy applications with Great Plains.
- Streamline your data entry and tie your systems together with multiple integration points into Great Plains.
- Ensure the accuracy and integrity of external data by processing data through business logic contained in Great Plains, ensuring that data meets the processing criteria before being committed to the database.

### Modifier with VBA

- Customize data entry windows for ease of use and better workflow with Visual Basic tools and cost-effective development resources.
- Create direct links from windows, reports and fields to Microsoft Excel, Microsoft Word, Microsoft Access, and Microsoft Outlook®, as well as to other applications written to COM standard.
- Quickly package and send customized forms, reports or screens to colleagues and help ensure a rapid, simplified import process.

### Dexterity

- Leverage an easy distribution and implementation method for stand-alone or integrated applications that have the same look and feel as Great Plains.
- Take advantage of an integrated macro language for regression analysis testing of applications.
- Access all resources in the Great Plains development environment.

### Continuum

- Reuse current development resources by integrating new or existing business applications written in Visual Basic or Delphi using COM standards.
- Streamline customization tasks with wizards that generate the code required for integration.

### Software Development Kit (SDK)

- The SDK helps developers working directly with data tables to create extended customizations and integrations.
- Comprehensive documentation provides an outline of the Great Plains data model, while essential tools further aid customizations and integrations.

Customization Tools are sold separately. Integration Manager XML capabilities and eConnect are not available with Microsoft Business Solutions–Great Plains Standard.