



## Management Reporter for Microsoft Dynamics FRP

### BENEFITS

- Get rapid results without IT help.**  
 Design cost-effective, high-quality reports in minutes—without any help from your IT department—to streamline reporting and analysis, and respond quickly to new business opportunities and market trends.
- Build custom reports based on GL data.**  
 Slice general ledger information into Rows, Columns, or Hierarchies and get the actionable information you need. Use robust formatting such as flexible page design and the ability to add company logos.
- Increase productivity with familiar tools.**  
 Get people up and running quickly with a familiar interface based on Microsoft Office. Generate reports automatically to monitor performance in real time, close books quickly, and improve decision-making across the organization.
- Enhance collaboration and sharing.**  
 Improve communication across your organization by distributing reports using multiple formats, distribution techniques, and document bundling to help people access the information they need quickly and conveniently.
- Help safeguard financial data.**  
 Tailor security settings for reports so that only people with the appropriate permissions can access sensitive business information.

**Management Reporter for Microsoft Dynamics® ERP is a powerful Corporate Performance Management (CPM) solution that provides real-time financial reporting to help you achieve greater visibility across your organization.**

With Management Reporter, you can create boardroom-quality reports without IT assistance; use enhanced XBRL capabilities to get updated instance documents by simply changing a date; and take advantage of secure report distribution and storage through the centralized Report Library. Management Reporter will include direct integration with the general ledger (GL) in your Microsoft Dynamics ERP solution, so there is no need to create a custom connection to your primary data source.

| Report Data   |                  | IS_ABV_FAV > Summary of All Units |                 |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
|---|------------------|-----------------------------------|-----------------|--|--|--------|--------|-------------|----------------|--|--|--|-------|-------------|-----------|-----------|---------------|-------|-------|---------|-----------------|--------|--------|---------|------------------|------------------|----------------|----------------|--------------------|---------|---------|-----------|---------------------|----------------|----------------|----------------|---------------------------|--|--|--|------------------|---------|--------|----------|---------------------|--------|-------|---------|---------------------|--------|--------|-------|--------------|--------|-------|-------|----------------|-------|-------|-------|----------------------|-------|-------|-------|----------------|-------|-------|-------|------------------|-----|-----|----|---------------------|-------|-------|----|---------------------------------|----------------|----------------|-----------------|-------------------------------|------------------|-----------------|-----------------|
| <div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <p>Report Library</p> <ul style="list-style-type: none"> <li>Summary of All Units               <ul style="list-style-type: none"> <li>Corporate                   <ul style="list-style-type: none"> <li>Denver                       <ul style="list-style-type: none"> <li>Denver-Sales                           <ul style="list-style-type: none"> <li>Retail</li> <li>Wholesale</li> </ul> </li> <li>Denver-Service                           <ul style="list-style-type: none"> <li>Lab</li> <li>Studio</li> </ul> </li> </ul> </li> <li>San Francisco                       <ul style="list-style-type: none"> <li>San Francisco-Sales                           <ul style="list-style-type: none"> <li>Retail</li> <li>Wholesale</li> </ul> </li> <li>San Francisco-Service                           <ul style="list-style-type: none"> <li>Lab</li> <li>Studio</li> </ul> </li> </ul> </li> </ul> </li> </ul> </li></ul></div> <div style="width: 65%;"> <div style="text-align: center;">  <p><b>Fabrikam, Inc.</b><br/>Detailed Income Statement<br/>For the Twelve Months Ending December 31, 2010</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th style="text-align: right;">Actual</th> <th style="text-align: right;">Budget</th> <th style="text-align: right;">\$ Variance</th> </tr> </thead> <tbody> <tr> <td colspan="4"><b>Revenue</b></td> </tr> <tr> <td>Sales</td> <td style="text-align: right;">\$1,106,526</td> <td style="text-align: right;">\$470,625</td> <td style="text-align: right;">\$635,901</td> </tr> <tr> <td>Sales Returns</td> <td style="text-align: right;">9,370</td> <td style="text-align: right;">8,309</td> <td style="text-align: right;">(1,061)</td> </tr> <tr> <td>Sales Discounts</td> <td style="text-align: right;">31,229</td> <td style="text-align: right;">27,696</td> <td style="text-align: right;">(3,533)</td> </tr> <tr> <td><b>Net Sales</b></td> <td style="text-align: right;"><b>1,065,927</b></td> <td style="text-align: right;"><b>434,620</b></td> <td style="text-align: right;"><b>631,307</b></td> </tr> <tr> <td>Cost of Goods Sold</td> <td style="text-align: right;">778,698</td> <td style="text-align: right;">270,770</td> <td style="text-align: right;">(507,928)</td> </tr> <tr> <td><b>Gross Margin</b></td> <td style="text-align: right;"><b>287,229</b></td> <td style="text-align: right;"><b>163,850</b></td> <td style="text-align: right;"><b>123,379</b></td> </tr> <tr> <td colspan="4"><b>Operating Expenses</b></td> </tr> <tr> <td>Salary and Wages</td> <td style="text-align: right;">116,395</td> <td style="text-align: right;">89,967</td> <td style="text-align: right;">(26,428)</td> </tr> <tr> <td>Advertising Expense</td> <td style="text-align: right;">10,082</td> <td style="text-align: right;">7,593</td> <td style="text-align: right;">(2,489)</td> </tr> <tr> <td>Commissions Expense</td> <td style="text-align: right;">17,068</td> <td style="text-align: right;">19,027</td> <td style="text-align: right;">1,959</td> </tr> <tr> <td>Rent Expense</td> <td style="text-align: right;">10,766</td> <td style="text-align: right;">9,916</td> <td style="text-align: right;">(850)</td> </tr> <tr> <td>Travel Expense</td> <td style="text-align: right;">9,129</td> <td style="text-align: right;">8,402</td> <td style="text-align: right;">(727)</td> </tr> <tr> <td>Depreciation Expense</td> <td style="text-align: right;">5,155</td> <td style="text-align: right;">4,549</td> <td style="text-align: right;">(606)</td> </tr> <tr> <td>Office Expense</td> <td style="text-align: right;">4,387</td> <td style="text-align: right;">3,917</td> <td style="text-align: right;">(470)</td> </tr> <tr> <td>Supplies Expense</td> <td style="text-align: right;">702</td> <td style="text-align: right;">719</td> <td style="text-align: right;">17</td> </tr> <tr> <td>Maintenance Expense</td> <td style="text-align: right;">1,247</td> <td style="text-align: right;">1,264</td> <td style="text-align: right;">17</td> </tr> <tr> <td><b>Total Operating Expenses</b></td> <td style="text-align: right;"><b>174,931</b></td> <td style="text-align: right;"><b>145,353</b></td> <td style="text-align: right;"><b>(29,578)</b></td> </tr> <tr> <td><b>Income from Operations</b></td> <td style="text-align: right;"><b>\$112,298</b></td> <td style="text-align: right;"><b>\$18,497</b></td> <td style="text-align: right;"><b>\$93,801</b></td> </tr> </tbody> </table> </div> </div> </div> |                  |                                   |                 |  |  | Actual | Budget | \$ Variance | <b>Revenue</b> |  |  |  | Sales | \$1,106,526 | \$470,625 | \$635,901 | Sales Returns | 9,370 | 8,309 | (1,061) | Sales Discounts | 31,229 | 27,696 | (3,533) | <b>Net Sales</b> | <b>1,065,927</b> | <b>434,620</b> | <b>631,307</b> | Cost of Goods Sold | 778,698 | 270,770 | (507,928) | <b>Gross Margin</b> | <b>287,229</b> | <b>163,850</b> | <b>123,379</b> | <b>Operating Expenses</b> |  |  |  | Salary and Wages | 116,395 | 89,967 | (26,428) | Advertising Expense | 10,082 | 7,593 | (2,489) | Commissions Expense | 17,068 | 19,027 | 1,959 | Rent Expense | 10,766 | 9,916 | (850) | Travel Expense | 9,129 | 8,402 | (727) | Depreciation Expense | 5,155 | 4,549 | (606) | Office Expense | 4,387 | 3,917 | (470) | Supplies Expense | 702 | 719 | 17 | Maintenance Expense | 1,247 | 1,264 | 17 | <b>Total Operating Expenses</b> | <b>174,931</b> | <b>145,353</b> | <b>(29,578)</b> | <b>Income from Operations</b> | <b>\$112,298</b> | <b>\$18,497</b> | <b>\$93,801</b> |
|   | Actual           | Budget                            | \$ Variance     |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| <b>Revenue</b>  |                  |                                   |                 |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Sales   | \$1,106,526      | \$470,625                         | \$635,901       |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Sales Returns   | 9,370            | 8,309                             | (1,061)         |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Sales Discounts   | 31,229           | 27,696                            | (3,533)         |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| <b>Net Sales</b>  | <b>1,065,927</b> | <b>434,620</b>                    | <b>631,307</b>  |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Cost of Goods Sold  | 778,698          | 270,770                           | (507,928)       |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| <b>Gross Margin</b>   | <b>287,229</b>   | <b>163,850</b>                    | <b>123,379</b>  |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| <b>Operating Expenses</b>   |                  |                                   |                 |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Salary and Wages  | 116,395          | 89,967                            | (26,428)        |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Advertising Expense   | 10,082           | 7,593                             | (2,489)         |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Commissions Expense   | 17,068           | 19,027                            | 1,959           |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Rent Expense  | 10,766           | 9,916                             | (850)           |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Travel Expense  | 9,129            | 8,402                             | (727)           |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Depreciation Expense  | 5,155            | 4,549                             | (606)           |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Office Expense  | 4,387            | 3,917                             | (470)           |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Supplies Expense  | 702              | 719                               | 17              |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| Maintenance Expense   | 1,247            | 1,264                             | 17              |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| <b>Total Operating Expenses</b>   | <b>174,931</b>   | <b>145,353</b>                    | <b>(29,578)</b> |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |
| <b>Income from Operations</b>   | <b>\$112,298</b> | <b>\$18,497</b>                   | <b>\$93,801</b> |  |  |        |        |             |                |  |  |  |       |             |           |           |               |       |       |         |                 |        |        |         |                  |                  |                |                |                    |         |         |           |                     |                |                |                |                           |  |  |  |                  |         |        |          |                     |        |       |         |                     |        |        |       |              |        |       |       |                |       |       |       |                      |       |       |       |                |       |       |       |                  |     |     |    |                     |       |       |    |                                 |                |                |                 |                               |                  |                 |                 |

View boardroom-quality reports and drill down to view account data and supporting transaction detail.

## FEATURES

|                                    |   |
|------------------------------------|---|
| <b>Direct GL integration</b>       | Deliver reports you can trust with functionality that will include integration between the GL in your Microsoft Dynamics ERP solution and Management Reporter. Reports automatically use the fiscal periods, account structures, balance types, and accounting concepts specified in your general ledger.                         |
| <b>Reusable building blocks</b>    | Slice data multiple ways to get the information you need with reusable Report, Row, Column, and Reporting Tree building block definitions; and organize building blocks by maintaining and securing these definitions into folders by type, function, category, or user.  |
| <b>Native dimension support</b>    | Leverage full dimension integration to create reports instantly using all dimensions and members; and make changes without altering existing report definitions.  |
| <b>Drill-down capabilities</b>     | Generate summary level reports with the ability to drill down to account level and transaction level detail reports without having to generate a separate report. In addition, all account and transaction level details are available in Management Reporter Viewer without having to log into the general ledger.               |
| <b>Enhanced XBRL capabilities</b>  | Use innovative XBRL technology to get an updated instance document by simply changing a report date. You can access information for filing with XBRL standards, including dimension support, properties, and references; add notes and footnotes to instance documents; and easily reuse report templates for future publication. |
| <b>Report Library</b>              | Generate, store, and view all reports in a centralized location with folders; secure reports and external files at the report level, version level, or on a specific node on a Reporting Tree within a report; and quickly search and find published reports.   |
| <b>Familiar user interface</b>     | Minimize training and easily transition to Management Reporter with the intuitive user interface, Navigation pane, and toolbars; and standardize the look and feel of the user experience by using visual elements determined by the current Windows theme.   |
| <b>Powerful presentation tools</b> | Easily customize reports with the ability to add company logos or images to the header/footer; modify column page breaks and page settings to change the order of printed data; and view negative numbers in red to highlight key metrics that are underperforming.   |
| <b>Enterprise scalability</b>      | Gain native support for 64-bit operating systems and enhanced globalization capabilities with the Microsoft .NET Framework and C# code base; easily scale data volume and number of users with the robust back-end architecture of Microsoft SQL Server; and realize support for multiple languages and language characters.      |

For more information about Management Reporter, contact your Microsoft partner.