

Microsoft Business Solutions

**FRx**  
Analytics

A photograph of two men in business suits. The man on the right is looking towards the man on the left, who is gesturing with his hand. The background is a bright, slightly blurred office setting.

# Introduction to FRx

Giving you the control  
to enable strategic  
decision making.

Today's business landscape is extremely competitive and results-driven. More than ever before, financial executives are feeling the pressure to present a complete picture of their company's financial performance—monthly, quarterly, and beyond. With challenges like new regulatory pressures, manual spreadsheet-based accounting processes, fewer resources, and tighter deadlines, it's no wonder many feel like their financial reporting process is out of control.

Microsoft Business Solutions for Analytics—FRx from FRx Software, a Microsoft company and a part of Microsoft Business Solutions, can help. With more than 120,000 companies worldwide, FRx continues to be an industry-leading, automated financial reporting and analysis application for midmarket segment and emerging enterprise organizations. FRx was tailor-made for ever-changing business climates, to bring insight and control to the entire report creation, generation, and distribution process. It allows you to create the kind of financial reports your organization requires, when you want, with the detail and flexibility you need to stay on top of the trends in your business. FRx helps you and everyone in your department work more efficiently, which means you can close the books faster and distribute critical financial information more effectively.

**Even more importantly, FRx helps finance departments contribute more strategically to the success of their organizations by enabling stronger financial thinking and better-informed decisions.**



The key to FRx's flexibility is a unique and dependable system of three basic building blocks: Row Format, Columns Layout, and Reporting Trees. Once defined, you can save these building blocks to use again and again to create business-essential reports. Custom fonts, formatting, and formulas stay with the report—maintaining the professional, boardroom-quality appearance of your reports.

**Row Format** > Starting here, you can select individual accounts, a range of accounts, or a list of noncontiguous accounts to be included in a report. You can also define totals, calculations, and if/then parameters. And by using Wild Cards, you can automatically recognize and include new GL account numbers, keeping your reports up-to-date. You can even create, name, and reuse account sets across multiple reports to simplify the report creation and maintenance process.

Whether you want to present a simplified story of a specific situation or deliver a complete picture of the financial health of your business, the easy-to-use Row Format building block helps you feel confident that all relevant account information is there.

**Column Layout** > The Column Layout makes it easy for you to include period information like actuals, budget, or other types of data in a report—either from your general ledger or from other data sources like Microsoft Business Solutions for Analytics—Forecaster or spreadsheets. You can apply calculations across columns, making it easy to identify variances, projections, or percentages.

The Column Layout building block gives you the flexibility to include financial information from a variety of sources, with assurance that data will remain accurate and intact. And with no re-keying required, there are fewer chances for human error in your financial reporting process.

**Reporting Trees** > You can create a hierarchical picture of your organization to understand or change your organizational and reporting structures. A powerful auto-build function constructs Reporting Trees in seconds—directly from your chart of accounts. Easy drag-and-drop functionality enables you to create alternative structures and multiple rollups of various accounts without having to make modifications to your general ledger or chart of accounts. And by using effective dating, you can apply several different Reporting Trees for different periods of time—all within a single report. Finally, security settings allow you to limit viewing rights at the unit level of your organization, helping ensure that report consumers can view only the information they are responsible for.

The Reporting Tree building block lets you experiment with change before it happens, and helps you respond quickly when the unexpected occurs. In a results-driven business climate, you'll feel better knowing that you have the control to provide timely and relevant financial reports anytime.

FRx was built to fulfill the market segment need for easy, intuitive, and accurate financial reports by providing a more controlled and automated financial reporting process. By pulling information already established in your general ledger, it automatically understands your fiscal periods, chart of accounts, detail transactions, and various types of balances. It even recognizes debit and credit balances, along with posted and unposted transactions. You can use one of many customizable sample reports, modify it with your company's information, and quickly get started creating relevant financial reports right away.

FRx can help everyone in your organization become more productive and effective. It makes it easy to provide comprehensive, timely, and relevant financial reports with up-to-the-minute information on a scheduled basis or whenever financial data is requested. Information consumers both inside and outside of your organization can answer their own questions by securely "drilling down" to transaction level detail, perform necessary analysis, and make better, more informed decisions based upon their company's present financial picture.

Using FRx Report Manager you can quickly pull together all the various documents you need to deliver customized, comprehensive financial information to recipients across your organization. A clear and simple user interface guides you through the creation of "report books," a process that can be accomplished in a few logical steps, making the creation, organization, distribution, and consumption of your company's financial information a smoother and more comprehensive process. And with FRx Report Server, reports can be scheduled to run automatically during off-peak hours, or whenever your schedule dictates. You can choose from a variety of traditional or graphical output options, including FRx DrillDown Viewer™ files, formatted Excel or other spreadsheet files, ASCII, OLAP, or XBRL. Then you can post your reports to the Web using FRx WebPort, send them via e-mail, or print them for manual delivery.

When you use FRx, you have the control to understand where your organization stands financially at any time. You can make important, proactive decisions to address your economic highs and lows, without having to wait until the books are closed.

Because FRx has integration built to leading general ledgers and ERP systems and the ability to accommodate virtually all others, many users can leverage the investments they've already made in their existing systems. And as your financial reporting needs become more sophisticated, you can choose from several additional FRx modules to enhance your configuration and optimize performance.

**"Microsoft Business Solutions for Analytics—FRx helps to level the playing field for midsize companies."**

**ROBERT D. KUGEL**  
CFA, VP & RESEARCH DIRECTOR  
FINANCIAL PERFORMANCE MANAGEMENT

## A PROVEN FORMULA FOR EASY REPORT CREATION, GENERATION, AND MAINTENANCE...

### So...what's so different about FRx?

It's simple. For the past decade and a half, FRx Software has been focused on building, delivering, and improving financial reporting and analysis software for the midmarket. With a well-established partnership network of leading general ledger and ERP system publishers and solution providers, our software is used across virtually all industries. We know financial reporting because that's what we do. Here's what some of our customers have to say about FRx:

*"I can't tell you how happy everyone has been with the extended capabilities within FRx. Because we can now automatically pull the information we need directly out of our GL, our management team can see the most current financial data reflected in our reports. In addition, there's so much flexibility built into FRx, we can easily monitor the health of our business and quickly understand what's happening at any point in time."*

**KIM ANGER**  
ASSISTANT ACCOUNTING MANAGER, M/A/R/C GROUP

*"The productivity benefits from FRx are huge. FRx frees up the accounting staff from doing clerical tasks so we can focus on more analytical, big-picture items that are important to our business."*

**ED BAUMAN**  
ACCOUNTING MANAGER  
DOUGLAS STEWART COMPANY, INC.

*"The visuals and graphics really bring our financial reports to life in a way our department heads hadn't seen before. Detailed and accurate financial reports from FRx strengthen our ability to make sound decisions and respond to environmental changes on the slopes and in the boardroom."*

**MIKE GUY**  
CONTROLLER  
MAMMOTH MOUNTAIN

*"With that level of detail, our monthly reporting process is so much faster—that also has a domino effect on other areas of our business like our auditing process. With FRx, we've cut our audit prep time in half, and that gives us more time to focus on meeting our company-wide goals."*

**BECKY LEHMAN**  
ACCOUNTING SYSTEMS SPECIALIST, HOLLAND  
BOARD OF PUBLIC WORKS



## Finding the Right Solution for You—

### Key requirements for operational effectiveness and business success

Investing in the right solution means investing in the success of your department and, ultimately, your entire organization.

Understandably, a recognizable cost savings, the elimination of cumbersome processes, an easy-to-maintain system, and accurate, dependable information are at the top of the list for many finance professionals when looking for a new financial report writing system. However, with so many options out there, it's still hard to decide where to go to get the best product for your money.

DOES YOUR CURRENT FINANCIAL REPORTING SYSTEM :	FRx
Allow you to become productive immediately with an out-of-the box solution that automatically pulls your general ledger information into your reports?	✓
Let you link financial data from your general ledger and a spreadsheet?	✓
Enable you to easily create virtual roll-up structures for reporting at different levels—for example, by store, city, state, territory, country, or any other organizational hierarchy?	✓
Contain built-in accounting intelligence to automatically recognize concepts such as current and year-to-date amounts, debit vs. credit balances, and posted vs. unposted transactions?	✓
Allow you to report on individual or groups of accounts?	✓
Help you easily identify missing or duplicate accounts?	✓
Enable you to prepare and distribute presentation-quality reports using customized fonts, colors, and other formatting options?	✓
Allow you to view reports onscreen and easily drill down from financial summary information into account and transaction details?	✓
Provide the ability to produce provisional financial statements—that is, as if all unposted transactions have been posted?	✓
Help you compare revenue and expense figures for different departments by creating side-by-side reports?	✓
Enable you to create calculations such as expenses divided by units produced?	✓
Let you quickly see the financial effect of organizational restructuring without impacting general ledger data?	✓
Allow you to export reports to Microsoft® Office Excel 2003 or Excel PivotTables for additional “what if” analysis, keeping formulas and underlying detail intact?	✓
Help you organize both financial- and nonfinancial-related information together in one cohesive report book for easy sharing?	✓
Let you apply both user-level and group-based security?	✓

## Taking the Next Steps

We want to make your decision-making process an easy one for you. To learn more about Microsoft Business Solutions for Analytics–FRx®, please explore the following options:



View an FRx product tour now. If a product tour CD was not included with this brochure, you can view it from our Web site at [www.frxsoftware.com/producttour](http://www.frxsoftware.com/producttour)

Participate in an informative Web-based product demonstration, held live each week, or available prerecorded for your convenience. You can register for either version on our Web site at [www.frxsoftware.com/webinar/schedule](http://www.frxsoftware.com/webinar/schedule)



Speak to an FRx Software representative or partner. Our products are distributed directly by us or through FRx Software partners supporting your general ledger. To speak with someone regarding the powerful benefits of FRx, please call us at 1-800-379-8733 or +1-303-741-8000. Depending upon the general ledger that you use, your call may be routed to an FRx Software partner for follow-up.

For more information visit [www.frxsoftware.com](http://www.frxsoftware.com)

\*FRx product module availability is dependent upon your general ledger. To find out which modules are available for the FRx edition (Desktop, Professional, or Enterprise) that you select, please contact your general ledger provider or reseller.

### ABOUT FRx SOFTWARE

FRx Software, a Microsoft company and a part of Microsoft Business Solutions, is a leading provider of financial analytic applications that work with virtually any general ledger to give you the control you need to be more effective. Our product suite, Microsoft Business Solutions for Analytics–FRx and Microsoft Business Solutions for Analytics–Forecaster, can improve productivity by helping you efficiently manage your organization's financial reporting and budgeting processes. FRx is used by more than 120,000 sites worldwide to gain immediate control of the financial reporting process. Forecaster is a browser-based budgeting and planning application that makes it easy for organizations to quickly realize the benefits of budgeting. Used together or separately, FRx and Forecaster provide the financial visibility you need to actively manage your business and take decisive action. Our applications are widely available through a worldwide channel of Integration partners and Analytics Solution Providers, who can help you quickly implement these solutions and start saving you time and money throughout the year.