

**For Release 9:30 a.m. CET
Nov. 15, 2005**

Microsoft Releases Microsoft Dynamics GP Version 9.0

Role-based user experience delivers on Microsoft's next-generation business solutions road map.

BARCELONA, Spain — Nov. 15, 2005 — Today at Microsoft IT Forum 2005, Microsoft Corp. announced the availability of Microsoft Dynamics™ GP 9.0, an integrated, adaptable business management solution that increases the impact people can have on their organizations by providing them with a role-based user experience that fits with their existing systems.

Microsoft Dynamics GP is the first solution released as part of Wave One of Microsoft's next-generation, industry-leading solution formerly known as "Project Green" and now renamed Microsoft Dynamics. This release delivers 21 role-based desktops, a Microsoft® Office-like user interface, new Business Analysis Cubes for Microsoft Excel®, expanded reach and functionality around the Microsoft Windows® SharePoint® Services portal, deeper integration with the upcoming release of Microsoft Dynamics™ CRM, Web services access points to core objects, and a Visual Studio® 2005 development experience for extending Microsoft Dynamics GP.

With this new approach to role-based desktops, companies running Microsoft Dynamics GP will deploy pre-configured software targeting the core processes and reports that are relevant for specific jobs in a company. These 21 role-based desktops are integrated with Office and the Web, making it easier for individuals in a company to be more productive without extensive software training. In addition, more than 170 enhancements will be delivered across the modules

within the Microsoft Dynamics™ GP product line, encompassing financial management, distribution, manufacturing, field service, human resources management and payroll.

“The innovation in Microsoft Dynamics GP 9.0 really delivers on research we’ve done with our customers about what drives competitive advantage in their organizations,” said Lynne Stockstad, general manager of Microsoft Dynamics GP at Microsoft. “They want innovative products and services that help individuals within their organizations be more empowered, connected and insightful with tools that adapt to their unique business processes. Microsoft Dynamics GP offers users a total solution implementation that helps deliver a low total cost of ownership and fast return on investment, and gives our channel partners new opportunities to extend the solution to meet customers’ specific industry needs.”

“With Microsoft Dynamics GP, we’ve realized so many business benefits. The easy and familiar Microsoft Office interface reduces training time, the comprehensive business intelligence and analytics tools provide greater visibility into data, plus the deep integration with other Microsoft software increases data sharing across our organization,” said Barbara Hoyle, Microsoft Dynamics GP customer and beta tester, and financial controller for the Blackburn Rovers. “Microsoft Dynamics GP is a powerful solution that is adapting and scaling with us as our company grows.”

Extensive Research Drives New Functionality

The new features included in Microsoft Dynamics™ GP as part of Wave One are a result of years of extensive research and more than 1,500 interviews with customers across geographic regions, industries and job roles. Microsoft Dynamics GP leverages the Microsoft Office user experience that is familiar to each individual’s role in an organization to increase operational efficiency and offer easier access to information:

- **Ability to work like and with Microsoft Office.** Microsoft Dynamics GP role-based business software is deeply integrated with Microsoft Office, Windows SharePoint Services, Microsoft SQL Server™ Reporting Services and the overall Microsoft platform to deliver a unique level of adaptability based around typical jobs that people perform.
- **Personalized role pages.** Employees' experiences are personalized with new role-based desktops that offer relevant information and access tailored to daily activities spanning sales (order processor or credit manager), customer service, operations, finance, human resources and information technology (IT) responsibilities.
- **Personalized information and access.** Microsoft Dynamics GP offers customized, user-specific access to information such as reminders, Key Performance Indicators (KPIs) and SmartLists to help employees more easily and quickly find information relevant to them.

The second major area of Microsoft Dynamics™ GP design emphasizes a commitment to making solutions “insightful” by giving customers access to and control of their information when they need it, instead of having to search for unresolved issues:

- **Business intelligence.** A business intelligence tool in Microsoft Dynamics GP presents all transactional data in the system, so managers have access to information for decision-making whenever and however they need it.
- **Organizationwide access to personalized reports.** Every individual in an organization can now access personalized reports that give them better insight into data that is important to their role.
- **Business Portal Executive Center.** The new Business Portal Executive Center offers inquiry access to transactional details; KPIs; and interactive graphs, tables, announcements and reports.

A connected business ecosystem of employees, customers, partners and suppliers helps improve information exchange, reduce duplicate entries and increase efficiencies no matter the location, operating system or application language used. Microsoft Dynamics GP blends innovative technology with a simple integrated design aimed at extending the connected environment customers need:

- **Expanded connections.** New business processes, such as a customer extranet for order management, have been added to reduce paperwork and enable centralized access to information — all through a common browser interface.

- **Integration with Microsoft Dynamics CRM.** Integration between Microsoft Dynamics GP and the upcoming release of Microsoft Dynamics CRM has been updated with a new XML-based processing engine, enabling deeper visibility into Microsoft Dynamics GP data from Microsoft Dynamics CRM.

Finally, Microsoft Dynamics™ GP adapts to help improve a customer's existing business processes and can be extended with the latest tools and technology:

- **Web services.** The new Web services engine in Microsoft Dynamics GP includes 160 Web services access points supporting 20 key business processes, and its adoption of industry-standard Web services XML application programming interfaces (APIs) allows for easy customization and deeper integration with disparate internal and external systems.
- **Visual Studio.** Microsoft Dynamics GP includes Microsoft Visual Studio, along with the new Developer Toolkit, to enable modification or creation of new functionality while leveraging the Microsoft Dynamics GP metadata and business logic.
- **Automated user setup.** Business Portal, built on Windows SharePoint Services, includes a redesigned wizard that lets system administrators more quickly add users and match them to their roles and IDs.

“With the launch of Microsoft Dynamics GP, the world is getting its first view of Microsoft Dynamics Wave One innovation,” said Wim Jansen, general manager for Microsoft Business Solutions EMEA. “Our innovation road map is an approach that will appeal to Microsoft Dynamics customers around the world.”

Availability and Pricing

Microsoft Dynamics™ GP is available in select regions and countries — including Africa, the Americas, Australia, the Middle East, New Zealand and the United Kingdom — through reselling partners. A single-user financial solution, Microsoft Dynamics GP Standard Edition, starts at \$3,500 (U.S.), and Microsoft Dynamics GP Professional Edition starts at \$7,500 (U.S.).*

About Microsoft Dynamics

Microsoft Dynamics is a line of financial, customer relationship and supply chain management solutions that helps businesses work more effectively. Delivered through a network of channel partners providing specialized services, these integrated, adaptable business management solutions work like and with familiar Microsoft software to streamline processes across an entire business.

About IT Forum

Microsoft IT Forum 2005 is Microsoft's European conference for IT professionals on planning, deploying and managing the secure connected enterprise. Offering more than 3,500 IT professionals and technical decision-makers three full days of rich technical content and a year's worth of solutions, Microsoft IT Forum 2005 represents a major part of Microsoft's commitment to delivering the technology and support that European IT professionals need to deliver business value to their companies and customers.

Further information on speaker sessions, technical workshops, partner information and product announcements is available on the IT Forum virtual pressroom at <http://www.microsoft.com/emea/presscentre/presscentresite/itforum/default.mspx>.

About Microsoft

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and solutions that help people and businesses realize their full potential.

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