



Small Business Manager vs. Great Plains Product Comparison Guide

The following comparison guide lists some of the key differences between Microsoft Small Business Manager and Microsoft Great Plains.

Microsoft Business Solutions Small Business Manager is an affordable, flexible solution that connects the people, information, and processes that help you manage your business more effectively. Easy to set up, customize, and use, it helps you increase productivity, make informed decisions, and improve business performance.

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.

	Small Business Manager	Great Plains Standard	Great Plains Professional
System			
Maximum number of users	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, 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
Database	Microsoft SQL Server™ 2000 Desktop Engine (2 gigabyte database maximum per company) Microsoft SQL Server 2000	Microsoft SQL Server™ 2000 Desktop Engine (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 3 or later) Microsoft SQL Server 2000 (service pack 2 or later) No database limit

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
Login	Auto Login	Required Login	Required Login
Backup and Restore	Built-in backup and restore feature	Built-in backup and restore feature with Microsoft SQL Server™ 2000 Desktop Engine	Not available
Security	Includes the ability to grant or deny access to windows for each user either by entire module or by specific task	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
Currency	Single Currency; US or Canadian	Multicurrency available	Multicurrency available
User Classes	Not Available	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
Posting	Pre-defined setup sends batch/single transaction posting directly through to the general ledger, with the exception of payables and receivables where single transaction posting posts 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	User-defined, optional setup supports batch posting "To" or "Through" to the general ledger; single transactions post to the general ledger
Reminders Window	Opens by default upon launch; organizes documents and tasks assigned by one or more users by due date	No Reminder Window SmartLists opens upon launch	No Reminder Window SmartLists opens upon launch
Letter Writing Wizard	Guided process for generating custom letters for vendor, customer, and employee mailings	Not available	Not available
Setup Wizards	Guided processes assist with setting up company, fiscal period, and account information	No wizard. Includes comprehensive, user-defined setup features and functionality	No wizard. Includes comprehensive, user-defined setup features and functionality

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
General Ledger			
Number of GL accounts	Unlimited	Unlimited	Unlimited
Accounts	Maximum: 25 characters, 5 segments (Financial accounts only)	Maximum: 66 characters, 10 segments (Financial and Statistical accounts)	Maximum: 66 characters, 10 segments (Financial and Statistical accounts)
Unit Accounts	Not available	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 Allocation accounts can be used to track financial data, but not 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	Not available	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	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	Ability to write checks directly from Bank Reconciliation	Not available	Not available
Payroll			
Employees	Includes the ability to set up an unlimited number of employees, with system support for up to 100 active employees per company; purchase additional blocks	Includes the ability to set up an unlimited number of employees	Includes the ability to set up an unlimited number of employees

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
Workers Compensation	of employees as needed		
	Not Available	Includes Workers Compensation functionality	Includes Workers Compensation functionality
Payroll Setup	Includes guided payroll setup features	Includes user-defined setup features and functionality	Includes user-defined setup features and functionality
Shift Differentials	Not available	Available	Available
Payables			
Number of Vendor Accounts Vendor Class	Unlimited	Unlimited	Unlimited
	Not available	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
Aging Periods	Four (4) pre-defined aging buckets, including the current aging bucket	Seven (7) user-specific aging buckets, including the current aging bucket	Seven (7) user-specific aging buckets, including the current aging bucket
Payables Checks	A Payables Check Wizard assists in selecting which vendors and document types to include in a check-run, and applies unapplied payments, credit memos and returns to selected vendors	No wizard. Includes comprehensive, user-defined select check features and functionality	No wizard. Includes comprehensive, user-defined select check features and functionality
Scheduled Payments	Not available	Includes the ability to create payment schedules, calculate interest and amortization amounts, and perform "what-	Includes the ability to create payment schedules, calculate interest and amortization amounts, and perform "what-

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
Receivables Passwords	Not available	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
Receivables Statements	A Receivables Statement Wizard assists in selecting date, form, and balance conditions, as well as specific sorts, restrictions, and the option to print select messages on Customer Statements	No wizard. Includes comprehensive, user-defined Receivable Statement options	No wizard. Includes comprehensive, user-defined Receivable Statement options
Receivable Statement Formats	Blank Paper Long Form Short Form	Blank Paper Pre-Printed Forms Long Form Short Form Side Form Short Form Continuous Side Form Continuous Multicurrency Long Form Multicurrency Blank Form	Blank Paper Pre-Printed Forms Long Form Short Form Side Form Short Form Continuous Side Form Continuous Multicurrency Long Form Multicurrency Blank Form
Customer Types	Open Item customer types only	Balance Forward and Open Item customer types available	Balance Forward and Open Item customer types available
Customer Classes	Not available	Includes the ability to set up customer classes and assign new customers to specific classes, reducing time and effort spent setting up new	Includes the ability to set up customer classes and assign new customers to specific classes, reducing time and effort spent setting up new

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
		customer records	customer records
Refund Checks	Not available	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
Inventory Management			
Unit of Measure	One unit of measure description	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
Price Levels	Supports the ability to define up to 5 price levels per inventory item	Unlimited	Unlimited
Track Serial and Lot numbers	Supports manual 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	Supports automatic assignment of serial or lot numbers to specific inventory items, enabling easy differentiation of similar items with the same item number
Item Classes	Not available	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
Warehouse Locations	Includes one pre-defined warehouse site	Includes the ability to set up multiple warehouse sites.	Includes the ability to set up multiple warehouse sites.
Quantity Types	Includes On Hand, Allocated, Available, Back	Includes On Hand, Allocated, Available, Sold, Returned, In	Includes On Hand, Allocated, Available, Sold, Returned, In

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
	Ordered, and On Purchase Orders quantity types.	Use, In Service, Damaged, Back Ordered, Requisitioned, On Order, and Drop Ship PO quantity types	Use, In Service, Damaged, Back Ordered, Requisitioned, On Order, and Drop Ship PO quantity types
Cost Methods	Includes FIFO Perpetual, LIFO Perpetual, and Average cost methods.	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
ABC Analysis	Not Available	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
Item Types	Includes Stock Item, Discontinued Item, Kit Item, Miscellaneous Charge, Service, and Labor item types.	Includes Sales Inventory, Discontinued, Miscellaneous, Kit, Service, and Flat Fee item types	Includes Sales Inventory, Discontinued, Miscellaneous, Kit, Service, and Flat Fee item types
Assemblies	All Item Types with the exception of Kits can be added as Components to an Assembly – including: Stock Item, Discontinued Item, Misc Charge, Service, Labor as well as Assembly, which will be indicated as a subassembly	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
Multi-Bin	Not Available	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
Landed Cost	Not Available	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
Purchase Order Processing			
Drop Ship Purchase Orders	Includes the ability to deliver goods directly from a vendor to a customer. The item will not be	Includes the ability to deliver goods directly from a vendor to a customer. The item will not be physically received or	Includes the ability to deliver goods directly from a vendor to a customer. The item will not be physically received or

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
	physically received or sold from inventory	sold from inventory	sold from inventory
Document Types	Purchase Order, Shipment, Invoice, Shipment/Invoice	Purchase Order, Receipt, Receipt/Invoice, Invoice, Drop Shipment	Purchase Order, Receipt, Receipt/Invoice, Invoice, Drop Shipment
PO Returns	Not available	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
Automatic Purchase Order Generation	Not Available	Not Available	Available
Buyers	Not Available	Available	Available
Dates Tracked	Includes automatic tracking of required date, purchase order date, and promised date	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
Combined Inquiry	Provides a combined view in one window for both purchase order and payables detailed information	Provides separate inquiry views for purchase order and payables transactional information	Provides separate inquiry views for purchase order and payables transactional information
User defined fields	Includes two (2) user defined fields	Includes thirty-five (35) user defined fields	Includes thirty-five (35) user defined fields
Sales Order Processing			
Document Types	Quotes, Orders, Invoices, Returns (Backordered items remain on the order until fulfillment, when they can be manually transferred to invoice)	Quotes, Orders, Invoices, Returns, Backorders	Quotes, Orders, Invoices, Returns, Backorders
Process Holds	Not available	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)

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
Separate Fulfillment Process	No-Automatic fulfillment	Provides the user the flexibility of a separate fulfillment process	Provides the user the flexibility of a separate fulfillment process
User Defined Fields	Two (2) user defined fields	Twelve (12) user defined fields	Twelve (12) user defined fields
Commissions	Includes the ability to set up records for all salespeople and view commissioned sales with updated and accurate commission reports, using Microsoft Excel	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
Combined Inquiry	Provides a combined view in one window for both sales and receivables information	Provides separate inquiry views for sales order processing and receivables transactional information	Provides separate inquiry views for sales order processing and receivables transactional information
Sales Order to Purchase Order Integration	Not Available	Available	Available
Fixed Assets			
Books	3 Pre-Defined Books (Amount, Corporate, Tax)	Unlimited	Unlimited
User Defined Fields	2	15	15
Depreciation Projects	Not Available	Available	Available
Mass Transactions	Mass Depreciation only	Available	Available
Reporting			
Business Analytics	Advanced Financial Analysis	Advanced Financial Analysis	Advanced Financial Analysis FRx Forecaster
Reporting Tools	SmartList Advanced Financial Analysis Report Editor	SmartList Report Writer Crystal Reports Professional	SmartList Report Writer Crystal Reports Professional

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
	Crystal Reports Standard Edition FRx Financial Reporter	Edition FRx Financial Reporter (Designer User) Advanced Financial Analysis	Edition FRx Financial Reporter Advanced Financial Analysis
Customization /Integration			
Customization Tools	Continuum Products and Dexterity available through a Microsoft Business Solution Partner	Modifier with VBA	Modifier with VBA Continuum Products Dexterity eConnect
Integration Tools	SQL Direct Access Import Wizard Migration Wizard	Integration Manager (exception is XML adapters) Integration Assistant for Excel SQL Direct Access	Integration Manager Integration Assistant for Excel eConnect SQL Direct Access
Integration with Microsoft bCentral™ Services	Services Bundle includes ListBuilder and Appointment Manager Integration with Small Business Manager. Retail Bundle includes Commerce Manager and List Builder integration to Small Business Manager	Not available	Not available
Integration to MapPoint	Available	Not available	Not available
SmartTag Integration	Not available	Available	Available
Window Messenger Integration	Available	Not available	Not available
Professional Services			
Support and Services	Support: ? Single-User- Service Plan includes maintenance and 3 incidents.	Support: ? All service plans include choice of guaranteed response times (1 or 3 hours) ? Most service plans include	Support: ? All service plans include choice of guaranteed response times (1 or 3 hours) ? Most service plans include

Comparison Chart

	Small Business Manager	Great Plains Standard	Great Plains Professional
	<p>? 5-User- Service Plan includes maintenance and 5 incidents.</p> <p>? Additional incidents available for purchase, as well as an option for unlimited support.</p>	<p>educational elements</p> <p>? Affordable pre-paid packs of support incidents</p> <p>? Access to award-winning Web site</p> <p>Training:</p> <p>? Orientation CD</p> <p>? Online Training</p> <p>? Support Interacts</p> <p>? Transition/ Productivity Meetings</p> <p>? Classroom Training</p>	<p>educational elements</p> <p>? Affordable pre-paid packs of support incidents</p> <p>? Access to award-winning Web site</p> <p>Training:</p> <p>? Orientation CD</p> <p>? Online Training</p> <p>? Support Interacts</p> <p>? Transition/ Productivity Meetings</p> <p>? Classroom Training</p>

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