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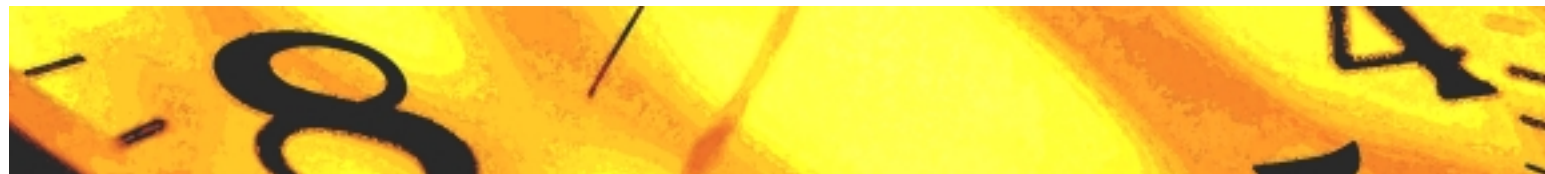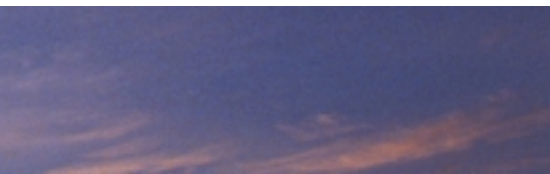United Arab Emirates
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Business Solutions...for the way *you* do business

Solomon

Flexible and Complete Business Management Software

Today's growing businesses rely on Solomon business management software to take them further, faster. No matter what industry your business represents, or what you need to do to manage it efficiently, Solomon has the flexibility and capabilities to provide the solution that's exactly right for your dynamic business.

Businesses that are looking for ways to improve profitability, exceed customer service and satisfaction standards, and operate more efficiently and cost-effectively are looking for Solomon.

Flexibility to Get You There. Faster.

Solomon IV is the enterprise-wide back office solution with the flexibility to work the way you do, to grow with your business, and to adapt to change as quickly and as often as you need to.

The Flexibility to Work the Way You Do

Tailor Solomon IV to your business–from the way the screens look to the way the applications integrate with your existing systems. With comprehensive capabilities for customization and integration, Solomon IV makes it easy to do business your way.

Industry-Specific Applications

Solomon IV has designed standard product applications for many specific industries, including:

– Architectural and Engineering Firms
– Construction
– Make-to-Order/Stock & Repetitive Manufacturing
– Mixed-Mode Manufacturing
– Wholesale Distribution
– Service
– Software and Systems Integrators

Operating in the Green
Woerner Turf

Woerner Turf produces and sells sod and turf grass. Total production on more than 10,000 acres of land includes 14,000 truckloads sold annually. Woerner Turf is owned by Woerner Development, which includes several other companies located throughout the southeastern United States.

Woerner Turf was using industry-specific accounting software that ran on the MS-DOS operating system. As with many legacy systems, it was cumbersome, time-consuming to upkeep and use, and heavily dependent on manual tasks. Most of the workers who had customized the program had retired or left the company.

Thanks to a flexible business management solution from Microsoft Great Plains Business Solutions, this turf and sod producer's reps now spend less time scrolling through screens and more time focused on selling. With Solomon, Woerner's sales and accounting departments spend two-thirds less time entering and keying data. The fully customizable system has resulted in greater productivity, improved knowledge management, and has helped increase company profits.

"We used Solomon Customization Manager to adapt each graphical screen of the software program to Woerner's specific needs," says Steve Templeton, president of Templeton & Company, PA, Woerner Turf's value-added reseller. "This module makes it possible to quickly and easily modify any screen – as often as necessary – without changing the underlying source code."

"We have substantially improved our accounting operations since installing the new software" stated Norman Moore, CFO for Woerner Turf. "The result has been improved productivity, especially by our sales representatives. In addition, the fact that we are now using industry-standard Microsoft technologies has greatly improved our ability to communicate with third-party programs and the Internet, and opened the door to further levels of integration in the future."

Fueling Success

Texaco International

With some 29,000 employees in over 150 countries, Texaco is one of the world's leading suppliers of crude oil, natural gas, fuel and lubricant products, and alternate forms of energy.

Texaco's Latin American and West African facilities were using a series of outdated, home-grown accounting systems. Though most of them had accounts receivable and general ledger support, those functions weren't integrated, and there was little or no support for accounts payable or inventory.

That's why Texaco has replaced the aging accounting applications at its many Latin American and West African operations with Solomon IV, a Microsoft Certified Solution Provider. Running under the Microsoft Windows NT operating system and Microsoft SQL Server, Solomon IV is empowering Texaco's overseas sites to track everything from invoices to inventory with more speed, accuracy, and accountability.

"Thanks to Solomon IV, Texaco is managing its inventory levels more efficiently, and losing less inventory to record-keeping errors," says Texaco's Internal Consulting Manager, Bob Helm. "Plus, since Solomon IV automatically maintains detailed audit trails, users are doing their work with far greater accountability."

Pleased with the results at its Latin American and west African operations, Texaco has strategically adopted Solomon as the accounting system for small to medium-size new business operations. At one time, Texaco was running outdated accounting software at its overseas operations. Today, Helm proudly observes, "we're leading edge in almost everything we touch," thanks to Solomon and Microsoft.

The Flexibility to Grow With Your Business

Deploy Solomon IV for just one company or multiple companies – and easily increase its capability as your business grows. Solomon IV is scalable to the size of your organization, so there's no need to constantly invest in new systems as your business expands.

Steering Profits
Ididit, Inc.

Ididit manufactures steering columns for street rods, classic trucks, muscle cars, golf carts, tow vehicles, and other applications. They have 23 employees who manufacture over 175 different columns in a 10,000 square foot plant in Clinton, Michigan.

Ididit used a low-end Windows-based accounting system. As the company grew, the limitations of the software became apparent. The program's limited order entry capabilities weren't flexible enough to adapt to the company's specific business processes so many operations had to be handled manually.

"The key to the success of the new system is that it has adapted to the way we work rather than forcing us to adapt to it," said Jane Callison, President of Ididit. "Its flexibility let us adapt it to our existing order flow while allowing us to manage every aspect of the sales cycle from the computer."

"The net result is a significant improvement to our bottom line. We have reduced our inventory expenses, reduced the amount of manpower required to process orders, and increased cash flow. If I had to select an accounting system all over again, I would make exactly the same decision – choosing Solomon IV."

The Flexibility to Adapt to Change

Stay one step ahead of change in today's dynamic business environment, with Solomon IV flexibility-whether you're doing business around the world, on the Internet, or both. And stay one step ahead of your competitors, by delivering the best customer service.

Microsoft-Based Flexibility
Based on the industry-standard Microsoft Windows 2000 and Windows NT platforms, Solomon IV readily supports all of the following components.

Microsoft SQL Server	Full-featured database with built-in OLAP services
Seagate Crystal Reports	Industry-leading report writer with support for web publishing
FRx (Financial Report Extender)	Easy-to-use financial reporting interfac

A Complete Enterprise Solution

Solomon IV product suites provide the capabilities to meet all your business management needs, no matter how your business operates. Product suites include core accounting and financial applications, distribution and inventory management, project management suites, applications for service businesses, e-business software and customer relationship management (CRM) applications. The breadth and depth of Solomon IV ensures that our customers receive the following benefits:

Seamless Integration

Easily link core accounting information with your business processes, through full integration between the Solomon IV Financial Series and other Solomon IV product suites. This optimizes the availability and delivery of information throughout your organization, helping you build lasting customer relationships.

Automated Processes

Instead of relying on tedious, time-consuming manual processes for routine tasks such as entering data, processing transactions and running reports, use Solomon IV to automate everyday business processes. Automation increases speed, accuracy and efficiency-and frees staff to focus on more productive activities.

e-Business Enabled

Connect with your partners and customers over the Internet, and securely deliver information from any application to any user, anywhere, with built-in e-business functionality. To you, this means running your business more efficiently. To your customers, it means excellent customer service-the kind that keeps them from running to your competitors!

The Bottom Line

Solomon IV interconnects your business from end to end, with powerful business management applications and tight integration to back office financials.

Broad Range of Applications

Financial Series	Provides core accounting and financial applications that can be updated easily with data from other Solomon IV product suites
Supply Chain Management	*Enables businesses to:* – engineer efficiency into distribution operations – reduce data entry errors through tight integration with financials – collaborate effectively with customers, vendors and employees
Project Management	*Helps companies to:* – track actual and planned budget activity by phase – monitor events and milestones more accurately – manage profitability throughout the project
Field Service Management	*Enables service companies to:* – automate all aspects of service call processing – customize billing options – ultimately support wireless field communications
e-Business Series	*Allows organizations to:* – access business information from any web browser, anywhere – manage projects from remote locations – communicate more effectively with employees, partners and customers worldwide
Customer Relationship Management	*Great Plains Siebel Front Office for Solomon IV delivers:* – web-enabled customer service – automated sales and marketing management – eChannel applications for sharing business information with partners

Business Heating Up

R.F. MacDonald Company

In business since 1956, the R.F. MacDonald Company today sells and services boilers, pumps, and related products and systems from more than 30 leading manufacturers. The company has 155 employees (60 of whom are factory-trained, full-time field-service technicians) and maintains seven locations in California and Western Nevada. Five of the locations have extensive parts inventories to support a thriving field-service business.

The R.F. MacDonald Company was well overdue to upgrade to a newer solution that would better support the company's diverse lines of business and multiple locations. Most of the packages that company president Jim MacDonald considered lacked the comprehensive scope that he felt was necessary for his business.

With Solomon financial and business management software in place, the R.F. MacDonald Company can realize its vision of standardizing all seven of its locations-including the five that house significant parts inventories for the company's field service operations – on one common software infrastructure. This enables more efficient reporting, inventory management, and other operations throughout the enterprise. The addition of Solomon Project Management in the next phase will improve the company's tracking of job costs, and the extension of field service capabilities to all seven offices should improve field service efficiencies dramatically.

"Most software packages we looked at were really only good at one set of functions, such as accounting, or good for one type of business. It's hard to find one that does it all, and that's the difference with Solomon," stated Jim MacDonald, President of R.F. MacDonald Company.