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## PARTNERS IN A SHARED VISION

by Michael Rohan,  
President and CEO, FRx Software

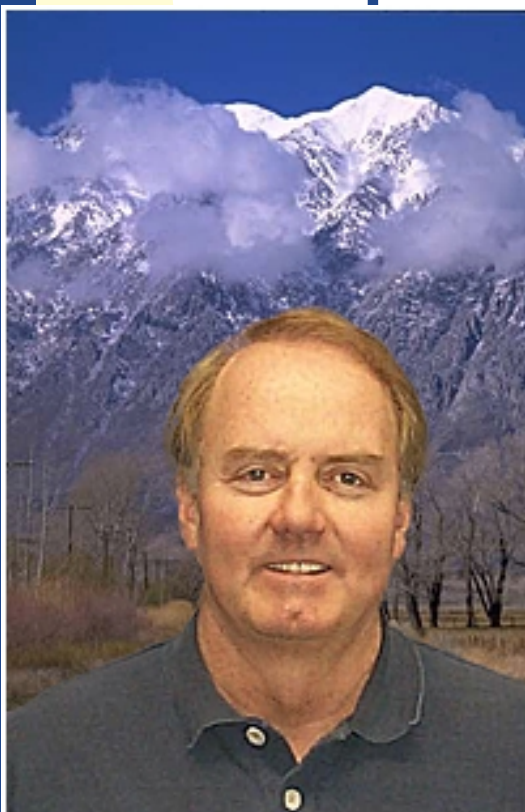
Welcome to the first issue of FRx Extra!, the quarterly newsletter for clients and friends of FRx Software. I'm Michael Rohan, president and CEO of FRx Software, and I'd like to let you know just how FRx's "Visual Financial Reporting" came into being...

My brother, Robert, joined me, as did Kevin Berens and Rick Schlueter. Our development team started its 'proof of concept' work. But to truly launch it as a product, we needed savvy and courageous partners...

In the early 1990s, we began working with some truly high-caliber partners: Great Plains, Solomon, Epicor, Macola, Design Data Systems, and FlexiInternational. Companies with vision and market expertise. They helped us shape and hone our first 'finance-centric' reporting solution.

Since then, our partner network has grown to more than 25 top notch companies, and every one of them has left their mark on the FRx product, and on our company. It's been a shared vision — giving CFOs, controllers and finance managers easy access to the information they need to support fully-informed decision-making, and let them become strategic business partners within their own organizations.

My heartfelt thanks to you all. Together we've found a way to put finance back in the hands of the financial pros!



One thing is for sure – that initial idea may have sprouted in my head, but it was the support and hard work of our employees and partners that brought it to full flower. Back in the late 1980s, I had implemented a large-scale, automated accounting system at Price Waterhouse & Company. As a CPA myself, I knew these systems were essential, but every time I sat down to analyze the reports being generated, I felt frustrated. As powerful as these systems were, they almost never gave me the information I really wanted, or in a format that made complete sense. It was data without focus.

That's when I decided there had to be a better way to put the power of reporting directly in the hands of

financial users. As a financial professional, I needed to manipulate the data myself and mold it until it became *information*, and alive with answers. In other words, I wanted a reporting tool designed *by and for* financial managers.

*Our instant!OLAP™ technology will automatically create and load OLAP cubes based upon financial report data, for further analysis by your choice of client- or web-based OLAP browsers. You'll have the benefits of powerful OLAP analysis with none of the pain!*

## A Sneak Peek at FRx V6.0

*New Features Will Include Reporting Tree Security, Improved E-mail Distribution, OLAP, and the Web!*

Version 6.0 of FRx is slated for a mid-year 2000 release and will offer dozens of enhancements and such popular 'wish list' features as tree unit security, Web-based reporting, and *instant!OLAP™* capabilities. Let's examine some of the top features and see how they'll soon make your life easier:

**Reporting Tree Unit Security.** In V6.0, you will be able to define "who gets what" in any reporting tree, and enforce it by requiring passwords to access specified reports. Thus, users will only be able to open reports that they have been authorized to view. On a unit-by-unit basis, e-mail addresses and FRx security (users and groups) can now be set to deliver customized reporting tree security!

**Web-based Reporting.** Also new in V6.0 will be our optional FRx WebView™ and FRx WebPort™ products that allow you to centralize your report management, distribution, and viewing on the Web. Imagine using your laptop to access your financial information anywhere in the world, 24 hours a day, using any standard web browser! You'll have the ease-of-use you've come to expect from FRx, coupled with all the security features that safeguard your information in the office.

FRx's web reporting is based on the Extensible Markup Language (XML) that is a global standard for creating compact and highly portable cross-platform files. XML is the basis of WebView and WebPort, thus positioning FRx to play a key role in AICPA's proposed XFRML standard.

**instant!OLAP™** Online Analytical Processing (OLAP) is an efficient and highly graphical approach to financial analysis, but it typically requires technical training to construct the necessary OLAP "cubes" (data structures). FRx V6.0 will eliminate the need for you to scramble up that steep learning curve...

Our optional *instant!OLAP* technology will automatically create and load OLAP cubes based upon financial report data, for further analysis by your choice of client- or web-based OLAP browsers. You'll have the benefits of powerful OLAP analysis with none of the pain!

These features are but a small portion of the enhancements coming soon in FRx V6.0. We know you will enjoy this new release. Stay tuned for more details.

*Questions or comments?* Please contact us at: [info@frxsoft.com](mailto:info@frxsoft.com). Thanks!

*Our training staff consists of senior level consultants including CPAs, former controllers, financial analysts, and MCSE-certified professionals... experienced people who can show you how to generate reports that jump out and tell a story!*

## Taking FRx to the Max

**FRx** products can truly boost your financial reporting and analytical skills... especially if you know how to harness their full power. To take FRx to the max, take advantage of our acclaimed education and training programs -- they offer the highest level of hands-on classroom training in the industry.

Plus, our training staff consists of senior level consultants including CPAs, former controllers, financial analysts, and MCSE-certified professionals... experienced people who can show you how to generate reports that jump out and tell a story!

Here's a sampling of our current classes:

- **Beginning Report Design** – Income statement through departmental reporting. Product fundamentals for beginning users.
- **Intermediate Report Design** – Variance reporting through consolidations. This advanced concepts class builds on Day 1 and is for end users with the Advanced Edition of FRx.
- **Advanced Report Design** – Statement of cash flow through foreign currency translations. High end report design and debug for end users, VARs, and consultants.
- **FRx Implementation & Administration** For IT professionals who implement and administer FRx. Includes training on Report Server installation.
- **Implementation of FRx Web Products** For IT professionals who implement and administer the FRx WebPort™ and FRx WebView™ products.

### Where and When?

FRx training classes are conducted at well-equipped facilities across North America. For class locations, dates, travel directions, and hotel information, please visit our web page at [www.frxsoftware.com](http://www.frxsoftware.com)

All classes begin at 9:00 a.m. and end at 5:00 p.m. Lunch is not provided, but you will be given adequate time for lunch. There are scheduled breaks in the morning and afternoon. Dress is business casual. Computers and all necessary supplies are provided.

### Registration

You may register online, using a credit card, or you can request a registration form and submit payment to:

FRx Software Corporation  
4700 S. Syracuse Pkwy, Suite 700  
Denver, CO 80237

*Questions? Need a registration form?* Please contact Client Services at 303-723-7688 or [aadaska@frxsoft.com](mailto:aadaska@frxsoft.com).

For updated class listings and locations, visit us on the Web at: [www.frxsoftware.com](http://www.frxsoftware.com). We look forward to meeting you soon!



*"...We can now print reports in two hours that used to take us a day-and-a-half! Our CFO is even able to use FRx to answer questions from the Board... I also like the fact that the reports I print from FRx are presentation quality..."*

Controller,  
Microtest Inc.

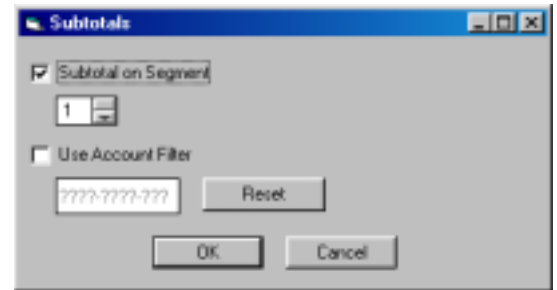
## Did You Know...?

**Q:** In FRx V5.5x, how can I change the view of my report in the DrillDown Viewer™ without redesigning the report for a slightly different perspective?

**A:** Use the Subtotals feature!

You'll find this useful feature in the pull-down menu View|Subtotals. In FRx V5.5x, subtotalling gives you OLAP-like capabilities without having to re-generate the underlying financial report.

Use subtotalling instead of re-running the report to see the same information presented in a different view. Subtotalling makes it easy to specify GL-specific masking information based upon the underlying chart of accounts.



## Learn More About FRx Support

Get more information about FRx Support Services including FAQs, Service Packs, Knowledge Base and service plans at: [www.frxsoftware.com/Support](http://www.frxsoftware.com/Support) or by calling 1-800-FRx-SOLV, or via e-mail at [support@frxsoft.com](mailto:support@frxsoft.com).

## Satisfied? Tell Us!

If you've returned your FRx Customer Satisfaction Survey, thank you. Watch our website and this newsletter for the results, coming in Q2.

If you want to participate in our next survey (June 2000), please e-mail your name, title, company name and current G/L system to: [FRxsurvey@frxsoft.com](mailto:FRxsurvey@frxsoft.com).

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*Founded in 1994 and headquartered in Denver, FRx Software Corporation is a privately held company that produces advanced financial reporting and analysis software used in over 95,000 sites worldwide.*

*FRx applications feature the automatic creation of complex financial reports with rollups through multiple reporting hierarchies; electronic distribution with drill-down from summary level financial information into the underlying transaction level detail; presentation-quality reports that can be printed, exported to worksheets or e-mailed for remote viewing or printing; exception and multi-currency reporting; and the FRx Report Server for high-speed production and distribution of financial reports. FRx's reporting trees (hierarchies) provide effective dating capability to manage organizational restructuring and allow financial users to easily consolidate multiple cost centers, business units and companies, even when the data resides in different accounting systems or have different charts of accounts or fiscal years.*

*FRx was recognized by Accounting Today as one of the Top 100 Software Companies and FRx was listed in Software Magazine's Software 500. FRx Software products are designed by and for CPAs and other financial professionals to build and maintain complex financial reports that support Generally Accepted Accounting Principles (GAAP).*