



#### **MICROSOFT BUSINESS SOLUTIONS-NAVISION**

**Microsoft® Business Solutions-Navision® gives the freedom to focus on your business by providing an efficient way to streamline your business and increase productivity.**

**Microsoft Navision lets you replace your existing system with a single fully integrated solution that connects everyone in your organization to your customers, suppliers, and partners through the Internet any time, anywhere. That is why more than 40,000 companies in over 130 countries use Microsoft Navision every day.**

#### **Key Benefits:**

- Increase your productivity.
- Sharpen your competitive edge.
- Grow your business.
- Connect with your employees, customers, and partners.



## The Freedom to Focus

Choosing the right business management solution means balancing your short- and long-term business goals with your financial resources. Microsoft Navision helps you overcome these challenges with a business management solution that matches your business needs as well as your budget.

Microsoft Navision is designed specifically for medium-sized companies seeking one solution to help increase productivity without disrupting everyday business operations. It delivers integrated functionality to support solutions for:

- Financial Management
- Supply Chain Management
- Customer Relationship Management (CRM)
- E-Business

The fully customizable business solution is easy to customize and simple to use and maintain. With its open development environment and feature-rich application areas, Microsoft Navision makes it easy for you to speed up your decision making, so you can respond more rapidly to new competitive challenges and seize new market opportunities.

Microsoft Navision lets your employees quickly and easily click their way to details on everything from production schedules and inventory levels to sales orders and marketing campaigns, all in one single secure database. Information entered into the database in one application area is simultaneously available for use in other application areas, so you can optimize your business processes and leverage your corporate knowledge.

*You make your business successful, not your business management solution.* But choosing the right solution can mean increasing the scope of your business opportunities and rapidly growing your business. Microsoft Navision empowers you to do more with your business information, so you can reach an even higher level of business success. With Microsoft Navision, we take care of the technology, so you can take care of business.

## Financial Management

To get ahead and stay in front, you need a business solution that helps you identify and respond quickly to new revenue opportunities. With Microsoft Navision, you'll always know the status of your business at any given moment. Business and financial information is always up-to-date and integrated with all your sales and marketing information, so you can easily view the specific information you need to make informed decisions. Microsoft Navision is much more than just a powerful accounting tool, it helps you understand what your figures represent – so what gets measured gets done.

Microsoft Navision makes it easy to spot trends and gain insight into your business activities, so you can capitalize on your knowledge and unearth new business opportunities that might have otherwise been difficult to spot. You can automate many of your financial practices and procedures according to your needs, so you define the level of control that you want.

Microsoft Navision helps you take the pain out of key accounting tasks with the ability to reverse journal postings while maintaining a complete audit trail, and to define and apply partial payments.

Microsoft Navision makes it easy to connect financial transactions and information smoothly across affiliate companies and different locations via intercompany posting capabilities. From integrating payment information with purchase data to complete drill down and filtering capabilities, Microsoft Navision provides clear visibility for all your financial transactions.



### **Supply Chain Management**

Efficiency is the number one item on every company's wish list, but translating a wish into reality means choosing a solution that manages your manufacturing and distribution processes for increased efficiency. With Microsoft® Business Solutions Supply Chain Management–Navision®, you can adapt your business to the opportunities of today's rapidly changing marketplace. Microsoft Navision manufacturing and distribution functionality helps you increase your customer loyalty through better responsiveness and lets you rapidly pursue new market opportunities and increase your collaboration with key business partners.

### **Manufacturing**

Microsoft® Business Solutions Manufacturing–Navision® supports the implementation of world-class manufacturing philosophies. The solution includes functionality to effectively manage your manufacturing processes including production orders, bills of material, supply planning, and capacity requirements planning.

Manufacturing allows you to improve your business performance through efficient manufacturing processes and to take advantage of new revenue opportunities. You can instantly change your manufacturing methods and processes to reflect changing customer needs.

If you have less complex production processes, Manufacturing Foundation for Microsoft Business Solutions–Navision provides the core planning and process management capabilities you need. It offers an entry point for smaller manufacturers, along with the ability to add modules and capabilities at your own pace.

Manufacturing can be implemented with little disruption to your current manufacturing processes. You can start with a basic implementation and benefit immediately and then add value later with phased software implementation – expanding functionality as your business needs require it.

### **Distribution**

To move ahead of the competition, you need to keep your customers satisfied, and you cannot do this without an efficient and flexible distribution system. Microsoft® Business Solutions Distribution–Navision® gives you the power to act more responsively to your customers' demands, track and monitor events and processes across your supply chain, and reduce your inventory and distribution costs.

With the advanced warehousing functionality included in Microsoft Navision Distribution, you can reduce costs and increase efficiency in your warehouse. Microsoft Navision Distribution also helps you to increase and maintain the accuracy of your inventory data with features such as item tracking and an automated data capture system (ADCS). With user-specific alerts and notifications, you can maintain tight control over your distribution processes, for example, you can track and monitor mission-critical events, potential item shortages, production processes, and cash flow issues. When your customers know that all your distribution resources are geared towards serving their needs, you become more than just today's supplier of goods, you become a long-term partner.

### **Customer Relationship Management**

CRM is a business strategy that helps you increase your profits by putting your customers' needs at the center of your organization. The level of success you achieve with your CRM solution will directly correspond to the degree in which your organization embraces it.

### **Sales & Marketing**

Microsoft® Business Solutions Sales & Marketing–Navision® gives you complete and accurate information so you can focus your interactions on preferred customer segments. Good sales and marketing practices are all about making the right decisions at the right time, and in order to make better business decisions, you need to stay focused and be in control of all your marketing and sales efforts.



Sales & Marketing helps you make smarter decisions faster based on accurate information about every contact. With a precise overview of your contact information right at your fingertips, you can become more efficient and increase your employees' and customers' satisfaction. Sales & Marketing deliver the right CRM solution so you can get the job done better and faster.

Sales & Marketing gives you the power to:

- Improve your customer relationship success to increase your productivity.
- Make well-informed decisions about customers to sharpen your competitive edge.
- Customize the solution to fit your processes and grow your business.

### **Service Management**

Microsoft® Business Solutions Service Management–Navision® makes it profitable for you to deliver superior customer service by allowing you to meet and exceed customer expectations, place tighter controls on your costs, and organize your service resources for maximum efficiency. The solution enables you to keep track of the profitability of your service operations through a number of reports, as well as use statistical and analytical tools for short- and long-term analysis.

### **E-Business**

Users can access Microsoft Navision through a variety of methods, including the PC and the Internet. The solution supports Internet-based features such Microsoft® Business Solutions–Navision® Commerce Gateway and Microsoft® Business Solutions–Navision® Commerce Portal.

*Commerce Gateway and Commerce Portal* let you leverage the power of the Internet to streamline your commercial interactions with vendors and customers. Commerce Gateway opens up Microsoft Navision for the electronic exchange of trading documents with other systems. It reduces human error and the amount of time spent on entering data, such as purchases and sales orders – without a complex EDI system. Commerce Portal is an Internet-based solution integrated with Microsoft Navision that provides a company's customers and business partners with an online Web portal containing relevant information and services needed to carry out commercial transactions with each other.

In order to use Commerce Portal with Microsoft Navision 4.0, you must use the Commerce Portal Synchronization services and demo sites released with Microsoft Navision 3.70. Contact your Microsoft Business Solutions partner for additional information.

### **Additional Features**

#### **Dimensions**

Microsoft® Business Solutions–Navision® Dimensions makes it easier to filter and sort ledger data. With this feature, you can attribute an unlimited number of characteristics, such as regions, periods, or departments, to use in transactions in all ledgers. The application area allows you to set up rules for how to combine dimensions and dimension values. You can also control the use of dimensions to make the dimensions-based output more valuable. Dimension rules for prioritizing default values and analysis views can also be set up to fit specific business needs.

#### **Multiple Currencies, Multiple Languages**

Companies engaged in cross-border business operations need to manage multiple currencies in all their operations. With Microsoft Navision, you can easily set up and maintain multiple currencies throughout the solution for a variety of application areas, including payables and receivables, general ledger reports, bank accounts, and resource/inventory items. Microsoft Navision also makes it easier to run a multilingual company that meets the needs of customers, vendors and employees. The solution's Multilanguage functionality allows users to select the language in which they communicate with customers, partners, and other business contacts.



### **Business Analytics**

Business Analytics for Microsoft Navision allows you to turn your data into business critical information. Business Analytics supports Online Analytical Processing (OLAP) services with interactive graphical views for analyzing key performance indicators and visualizing trends, patterns, and relationships. Business Analytics maintains simplicity and ease of use for Microsoft Navision, presenting information within a familiar Microsoft Outlook-style interface, and providing easy-to-use tools that allow all users in your organization to perform dynamic analysis and reporting across all areas of your business.

### **System Management**

The Microsoft® Business Solutions–Navision® System Management application allows you to set up and define activities within the Microsoft Navision database. The Microsoft Navision main menu has a Navigation pane, similar to the one in Microsoft Outlook 2003, combining easy-to-access menu information with personalization options. Customized menus and windows can be assigned for specific users so that each user only has access to the functionality they need for their particular job. In addition, access rights for subsidiaries and users can be defined and controlled by an administrator, and Internet access can also be permitted.

### **C/SIDE**

Essential to Microsoft Navision is its graphical integrated development environment, C/SIDE (Client/Server Integrated Development Environment). Designed for the client/server architecture, C/SIDE (pronounced seaside) is built around a high-performance, customizable relational database management system (RDBMS). Microsoft Navision runs on Microsoft SQL Server or Microsoft Navision Database Server. Both database options run on Microsoft Windows Server 2003.

Integrated with the RDBMS is C/AL, an event-driven, fourth generation development language. Besides extensive accounting and business management functionality, C/SIDE provides powerful customization tools that enable the development of customer-specific solutions as well as complete vertical solutions provided by value-added resellers (VARs) and independent software vendors (ISVs).

From financial management and CRM to advanced supply chain management and e-business, Microsoft Navision brings together an unrivalled array of functionality and features so you can capture, organize, share, and leverage your critical business information across your company, as well as with key partners and customers.

### **Ask Your Partner**

To learn more about Microsoft Navision, contact your local Microsoft Certified Business Solutions Partner. They have the expertise necessary to design a solution that fits your specific business needs. Or, visit our website at:

<http://www.microsoft.com/BusinessSolutions>.

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### **About Microsoft Business Solutions**

Microsoft Business Solutions, a division of Microsoft, offers a wide range of integrated, end-to-end business applications and services designed to help small, midmarket, and corporate businesses become more connected with customers, employees, partners, and suppliers. Microsoft Business Solutions' applications optimize strategic business processes across financial management, analytics, human resources management, project management, customer relationship



management, field service management, supply chain management, e-commerce, manufacturing, and retail management. The applications are designed to provide insight to help customers achieve business success.

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