**Microsoft**®
*Business*
*Solutions*

MICROSOFT BUSINESS SOLUTIONS—NAVISION

Business

ON YOUR TERMS

# Business your way

You have a business to run. You also have challenging customers, pressures from your supply chain, and the competition right on your heels. The only way to stay ahead is to respond quickly to change. That means constantly adapting to shifting customer demand while optimizing overhead to drive down costs and boost quality.

The last thing you want is to be distracted by IT issues.

You need software that can adapt to your business and help grow your company. Microsoft® Business Solutions—Navision® does just that, delivering an integrated business management solution that is ideal for growing, mid-market segment businesses. Easy to implement, customize, and use, Microsoft Navision offers a wealth of capabilities to choose from to enhance your business both today and in the future.

GET EXACTLY what you

## Get exactly what you need, when you need it

The competition for business is tougher and faster than ever before. With Microsoft Navision you can give your customers what they want, when they want it. It gives you the freedom to focus on increasing sales and the tools to minimize your manufacturing and distribution overhead. All this leads to a faster return on investment and a healthier bottom line for your company.

That is why more than 40,000 small to mid-size companies in more than 40 countries use Microsoft Navision every day.

With Microsoft Navision, you can easily add functionality as your business expands, without impacting your day-to-day business flow. Plus, the software integrates effortlessly with the entire range of Microsoft business offerings—Microsoft SQL Server™, the Microsoft Office system, and application and database servers—so everyone in your company is connected directly to customers, suppliers, and partners, anytime, anywhere.

## High-level list of Microsoft Navision capabilities

**Financial Management**
◦ General Ledger
◦ Accounts Receivable/
  Accounts Payable
◦ Cash Manager
◦ Human Resources/Payroll
◦ Job Costing

**Distribution**
◦ Inventory Management
◦ Order Processing
◦ Inventory Costing
◦ Shipment and Delivery

**Manufacturing**
◦ Production Orders
◦ Bill of Materials
◦ Supply Planning
◦ Demand Forecasting

**Customer Relationship Management**
◦ Contact Management
◦ Sales and Opportunity Management
◦ Microsoft Outlook® integration

**Service Management**
◦ Service Item History
◦ Service Contracts
◦ Dispatch

**E-Business**
◦ Commerce Gateway –
  Automatic Internet-based
  commercial transactions
◦ Commerce Portal – Internet
  browser-based customers,
  vendors, and partners
◦ User Portal – Internet browser-
  based access for employees

**Application Wide**
◦ Database Platforms:
  – Navision Database Server
  – Microsoft SQL Server
◦ Multiple Languages
◦ Connectivity:
  – C/ODBC
  – C/FRONT API
  – Navision Application Server
◦ Analytics (SIFT)
◦ Reporting and Analytics
◦ Available source code with a host of
  rapid-development, object-oriented
  customization tools
◦ Numerous industry-specific
  add-ons available

# need, WHEN YOU NEED IT

## Adapts to your business, not the other way around

Microsoft Navision is designed to give you the competitive edge where you need it the most. Use its adaptable object-oriented architecture to optimize business processes anywhere in your operations, as your business changes.

Start with the configuration that fits your needs today. Then expand and modify the functionality of Microsoft Navision as your business scales. The simplified, integrated database seamlessly incorporates additional capabilities as you turn them on. Plus, it is fast and easy to learn and use with a consistent user interface—from warehouse to finance.

Rely on the power of Microsoft Navision to help you streamline your operations, improve planning, increase productivity, and keep delivery promises. A better organized operation means you can focus more on responding to customers and building your company.
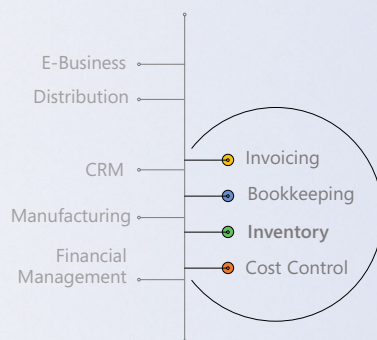
Microsoft Navision can also help you trim excess inventory, improve warehouse operations, and work more effectively with vendors. Reduced operational costs means you can offer more competitive pricing.

The flexibility of Microsoft Navision enables you to consolidate islands of information from your multiple databases, spreadsheets, and home-grown applications into a single, fully integrated application encompassing your entire business.

## Here to help: Microsoft Business Solutions Certified Partners

All growing, mid-size companies are not the same. Our global network of Microsoft Business Solutions Certified Partners understands that and is committed to meeting your company's unique requirements.

Carefully selected and trained, our reselling partners are extremely knowledgeable and are committed to delivering a solution that fits the needs of your company today and tomorrow—on time and within budget. They give you the freedom to focus on your business and to concentrate on taking advantage of new revenue opportunities.

E-Business

Distribution

CRM

Manufacturing

Financial Management

Invoicing

Bookkeeping

**Inventory**

Cost Control

A Customized business model for your business. Turn on features you need, hide the ones you don't.

## A solution that scales as you grow

As your business expands into new areas outside the domestic market, Microsoft Navision will keep pace. Built for multi-site operation, Microsoft Navision offers full support for 40 localizations. Install as many language modules as required and then add more as your business moves into additional territories.

It is easy to manage inventory over multiple locations, tracking the movement between different locations and plants. As a seamless solution, Microsoft Navision allows data to be shared and exchanged effortlessly. Whether your operations are centralized or dispersed, local or global, Microsoft Navision can support you.

*"With the distribution functionality in Microsoft Navision, we manage our distribution information much better. Microsoft Navision helps us secure the link between our delivery promises and the actual date of delivery."*

- Preben Malthe Jensen, Corporate Service Manager
  *Jamo a/s, a global supplier of loudspeakers and hi-fi electronics*

ANYWHERE, ANYTIME seamless OPERATION

RESPOND immediately TO MARKET DYNAMICS

## Make smarter decisions that help improve the top line

Further sharpen your competitive edge with the advanced analytic tools in Microsoft Navision. The power to ask searching questions about your business and immediately act on the answers is now at your fingertips.

Because Microsoft Navision integrates data from your entire organization, you can rapidly drill down to detailed information to make informed decisions. Everyone has access to the information they need to respond swiftly to business trends, opportunities, and problems.

Microsoft Navision will also help you get the most out of both suppliers and customers to help ensure maximum revenue generation. For example, flexible planning lets you handle sales orders quickly and easily, releasing them directly to production leading to reduced cycle times. Multi-dimensional tracking in Microsoft Navision also makes it simple to get the right information for better decisions by quickly seeing profitability by customer, product line, salesperson, location region, cost center, and so on.

## Focus on your business, not IT

Concentrate on taking care of business, with Microsoft Navision there to assist you at every step. Microsoft Navision gives you what you need to succeed now and offers the full range of capabilities that you will want in the future.

To help with financing, Total Solution Financing from Microsoft Capital Corporation transforms "cash up-front" technology investments into affordable monthly payments. You realize the benefits now but pay over three to five years.

Contact a Microsoft Business Solutions Certified Partner to learn more about Microsoft Navision and financing possibilities.

**Visit www.microsoft.com/BusinessSolutions
or call (888) 477-7989.**

### You're covered with Microsoft Global Support
All of the remarkable capabilities of Microsoft Navision are fully supported by Microsoft global service organization. Turn to us at any time and get immediate assistance anywhere in the world.

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|---|---|---|
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| Bulgaria | Lithuania | Slovakia |
| Canada | Malaysia | Slovenia |
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| Denmark | Netherlands | Sweden |
| France | New Zealand | Switzerland |
| Germany | Norway | Thailand |
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