



Microsoft
Business
Solutions

MICROSOFT® BUSINESS SOLUTIONS-NAVISION®

A LEAN, AGILE, FAST AND SUPERBLY **reliable business** MANAGEMENT SYSTEM



“Microsoft Business Solutions–Navision is such good value that we want to encourage as many franchises as possible to use it. All the core functionality is already there and local franchises can make their own customisations quickly and easily.”

*Thanasis Malandrakis, Project Manager,
IKEA*

ERP/FINANCIALS
CRM
SUPPLY CHAIN MANAGEMENT
E-BUSINESS
MANUFACTURING

A SYSTEM THAT DOES WHAT YOU WANT IT TO DO

If there's one thing that used to be annoying about the older generation of business software packages and ERP solutions, it was that once you'd spent a lot of money buying them, you then had to reengineer your business just to fit them in. You had to do things their way, not the other way round.

Not so with Microsoft Business Solutions–Navision. According to leading US analyst J. Carlton Collins, this solution has the best mix of 'ease of customisation' and 'power of customisation' available in the market. In other words, if you want to build systems that will encapsulate and support your unique business processes, preserving and enhancing the business advantage you've painstakingly developed, this is the way to do it.

A business determined to survive and thrive in the demanding economy of the 21st century needs to be underpinned by technology that's designed for the conditions. Leave behind the limitations of the old PC-based accounting packages; forget the giant Enterprise Resource Planning (ERP) solutions constructed to get manufacturers through Y2K, and then crammed into 'mid-market' versions. What today's lean and agile company needs is an integrated business system that's equally lean and agile.

And Microsoft® Business Solutions–Navision® is not just a solution designed to the latest, streamlined, Windows XP-based specifications: it's also among the fastest and most reliable business management systems you can find, anywhere in the world.

Ideal for companies turning over from £5m up to £500m a year, Navision is not just modular, but granular – so you can choose which features of the system you want to activate, and how many user licences you want for each feature. It's hard to imagine there is a more economical way to buy business software.

With Microsoft Business Solutions–Navision, you could be starting to see bottom-line benefits from your investment in just a few months.

This ease and power of customisation also means that the solution can be adapted to support a wide range of industries – or equally, support you through a major change of strategic direction if necessary.

RELIABILITY ISN'T COMPROMISED FOR LIGHTNING SPEED

Working on Microsoft SQL Server or its own Navision database, this solution has proved capable of handling large volumes of transactions at impressive speed. But that doesn't mean that things go astray: its reliability is legendary.

First, Microsoft Business Solutions–Navision is designed with a unique interruptibility feature, so that you'll never lose data even if, for instance, you have total power loss in the middle of a batch posting.

Second, its outstanding SIFT technology means that all record totals, across all time periods, are automatically updated every time a transaction is entered. So you can get accurate reports screened instantly, without waiting seconds or even minutes for recent transactions to be tabulated.

And in addition, its drill-down capabilities mean that you can click down from top-line figures to source documents, and back up again, at any time, getting a complete and detailed picture of your business down to individual transaction level.

INTEGRATING YOUR BUSINESS, YOUR SUPPLIERS, YOUR CUSTOMERS...

With Microsoft Business Solutions–Navision, you have the platform to build an integrated management system; linking together not just all your in-house operations, but your sources of supply and your customers, to get the best out of e-business efficiency and create better, more productive relationships.

The technology platform is leading-edge, and as it's from Microsoft, you can be sure that your chosen business solution will stay abreast of the latest developments in business technology – for years and even decades to come.

FINANCIALS–NAVISION

The Financials series adapts to match the way you work so you'll always know the status of your business at any given moment. Financial information is always up-to-date, so you can easily view the specific information you need to make informed decisions. Much more than just a powerful accounting tool, the Financials series makes it easier to spot trends and gain insight into your business activities, so you can capitalise on your knowledge and unearth new opportunities.

Modules include: Cash Manager, Fixed Assets, General Ledger, Receivables & Payables, Budgeting & Reporting, Consolidation, Human Resources, Jobs, Multicurrency, Resources.

ANALYTICS AND REPORTING–NAVISION

Navision delivers the flexibility, reliability and usability you need to analyse and evaluate your business. The solution allows you to attribute characteristics to the information you record and use in your daily work, giving you the power to ask searching questions about your business and act upon the answers. You can seek more effective ways of doing business, develop your analytic tools in an easy way, and base important decisions on reliable information.

Modules include: Advanced Dimensions, XBRL.

INVENTORY AND ORDER PROCESSING–NAVISION

Navision combines effective order and inventory management processes with advanced warehouse management functionality to deliver operational efficiency to your business. Inventory and Order Processing gives you the power to act more responsively to your customers' demands, improve your customer service, and reduce your inventory and distribution costs.

Modules include: Inventory Management, Order Processing, Automated Data Capture (ADCS), Distribution, Pricing, Returns Management, Inventory Costing, Warehouse Management Systems, Shipment & Delivery.

MARKETING & SALES–NAVISION

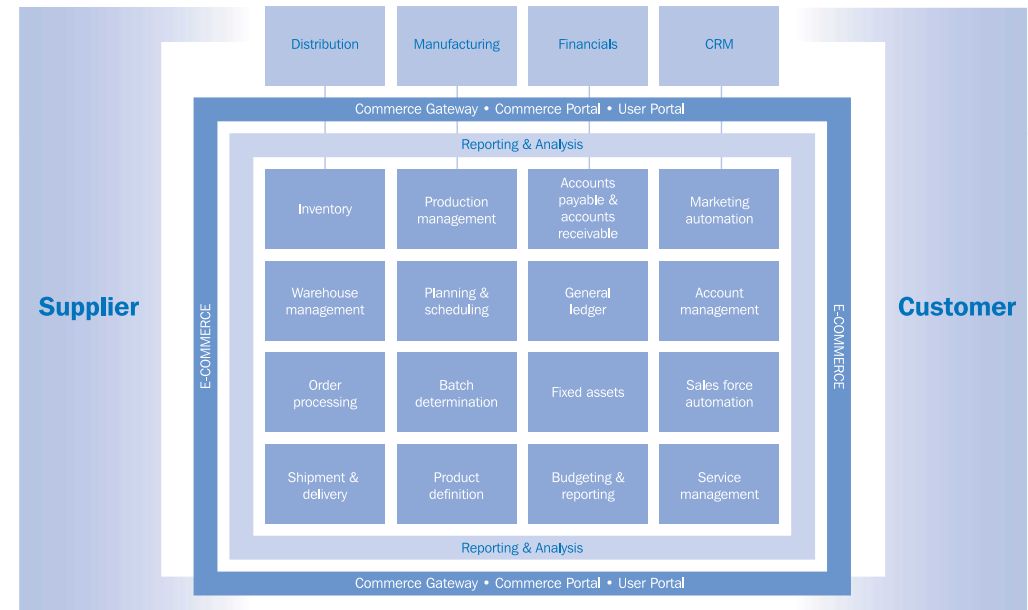
Navision offers integrated Sales and Marketing functionality to help you focus your activities on preferred customer segments. The solution empowers you to improve the quality of every business interaction, so you can improve the success of your sales and marketing efforts, make well-informed decisions about your customers and sharpen your competitive edge.

Modules include: Contact Management, Contact Classification, Campaign Management, Opportunity Management, Task Management, Document Management & Interaction Log, Contact Search.

SERVICE MANAGEMENT–NAVISION

Service Management makes it profitable for you to deliver superior customer service by allowing you to meet and exceed customer expectations and ensuring customer loyalty. You can place tighter controls on your costs, organise your service resources for maximum efficiency, and profit from existing customers by providing better service levels.

Modules include: Item Management, Price Management, Order Management, Contact Management, Planning & Despatching, Job Scheduling.



Microsoft Business Solutions–Navision provides a comprehensive suite of applications that connect people, processes, suppliers and customers, and deliver the information that decision-makers need to run great businesses.

MANUFACTURING–NAVISION

Navision provides you with the tools 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 take advantage of new revenue opportunities by responding faster to change.

Modules include: Production Orders, Bill of Materials, Supply Planning, Demand Forecasting, Capacity Requirements Planning, Manufacturing Costing.

E-COMMERCE–NAVISION

E-commerce helps you improve your efficiency, responsiveness and business relationships through a variety of Internet-based features such as User Portal, Commerce Portal and Commerce Gateway. User Portal increases employee productivity by integrating all your company resources into a single browser-based interface, while Commerce Portal and Commerce Gateway let you leverage the power of the Internet to streamline your commercial interactions with vendors and customers.

Modules include: Commerce Gateway, Commerce Portal, User Portal.

PLUS, UNIQUE LEVELS OF INTEGRATION WITH MICROSOFT OFFICE

One further benefit of Microsoft Business Solutions–Navision: it's tightly integrated with your familiar Microsoft desktop applications.

With our new Office XP Smart Tag capability, key master records held within the business solution can be 'recognised' within Word or Excel documents. So if you're writing a letter to a customer, for instance, and you'd like to view their account details, you can just click on their name in your letter, and obtain the data!

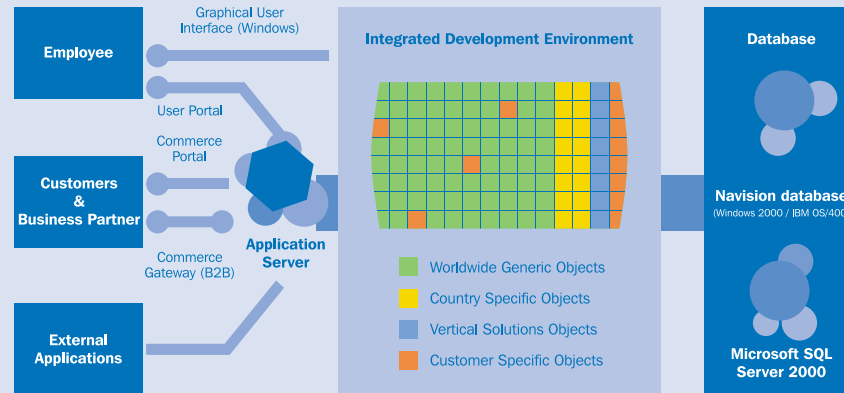
DELIVERED BY EXPERT PARTNERS WHO KNOW YOUR BUSINESS

Microsoft Business Solutions are delivered and supported by a network of strategic partners, each a specialist in their field and with the expertise to help you get the best out of your solution, to suit your industry norms and business goals.

For further information about Microsoft Business Solutions–Navision, please call us on 0870 2433111, contact your authorised Microsoft Business Solutions Partner, visit our website www.microsoft.com/uk/businesssolutions or email us at mbsuksal@microsoft.com.

“Navision is unique in that no respondent has ever made a negative comment about Navision software in any of the five surveys we have conducted.”

*Alan Salmon, Managing Director, Accounting Research inc.
(Accounting Software consultant)*



Microsoft Business Solutions–Navision's unique architecture enables the core of the solution to be easily tailored to the needs of the locality, the vertical industry and even the individual organisation.

NAVISION MODULES

Financials Management

General ledger
Receivable and payables
Cash manager
Fixed assets
Human resources
Budgeting & reporting
Consolidation
Project management
Multiple dimensions
Multicurrency

Distribution

Inventory management
Warehouse management
Order processing
Returns management
Automated Data Capture Systems (ADCS)
Pricing for sales and purchasing
Inventory costing
Shipment & delivery

Manufacturing

Production orders
Bill of materials
Supply planning
Demand forecasting
Capacity requirements planning
Manufacturing costing

CRM – Marketing & Sales

Contact management
Contact classification
Campaign management

Opportunity management
Task management
Document management & interaction log
Contact search
Email logging for Microsoft Exchange
Outlook client integration

CRM – Service

Service item management
Service price management
Service order management
Service contact management
Planning and Despatching
Job scheduling

E-Business Solutions

Commerce portal
Commerce gateway

Application Wide

DB platform:
• Navision database server
• Microsoft SQL Server
• IBM iSeries
Multi language
User portal
• C/ODBC, C/Front
• Navision application server
Built in OLAP (SIFT)
Reports

Microsoft
Business
Solutions

www.microsoft.com/uk/businesssolutions

©2003 Microsoft Corporation. All rights reserved.

Microsoft Business Solutions, includes the businesses of Great Plains, Microsoft bCentral™ and Navision A/S.

LSBR-NAVO-00000UK