ACHIEVE

Microsoft Dynamics™ *NAV 5.0*

Transform business challenges into business success with an innovative, familiar solution that frees your people to achieve more.

Microsoft Dynamics NAV

"We wanted a solution that could develop with our growing business. [Microsoft Dynamics NAV] was the only solution in the market that suited our needs and provided this functionality."

— Luis Gonçalves, Marketing Administrator, DLI Portugal

SOLUTIONS

Gain the power to respond quickly in a demanding business environment

Global competition. Increasing customer demands. Dynamic trading relationships. Complex regulations. When you empower your people with the right tools, you can transform the challenges of today's business environment into your company's competitive advantage.

Your people can drive success with Microsoft Dynamics™ NAV, an integrated, adaptable business management solution that automates and streamlines business processes, delivers robust reporting and business intelligence, and connects employees, customers, and partners across a global marketplace. Flexible and easy to use, Microsoft Dynamics NAV also offers an intuitive user experience—helping people to fuel business productivity and enabling people to make confident decisions and respond quickly to new marketplace opportunities.

Microsoft Dynamics NAV can connect smoothly with your existing systems and adapt to the way your people and your company work. It can give you the flexibility to add functionality and extend your solution, which can grow with your company as it expands. And Microsoft Dynamics NAV looks like and works with the other Microsoft products and technologies your people already use, so from the start, you can realize the benefits of a familiar solution that requires minimal training and offers a rapid return on investment.

Empower your people with tools that can give them the focus and agility they need to move your business forward.

Get the most out of your business management solution

Microsoft Dynamics NAV offers capabilities to meet the following business needs:

Financial Management

As the backbone of your business management solution, Microsoft Dynamics NAV accounting and finance solutions help you track and analyze your business information. With end-to-end integration, you can efficiently manage your general ledger, payables, receivables, inventory, analytical accounting, fixed assets, and cash flow as well as perform bank reconciliations and collections. You can also manage your financial processes across multiple currencies, locations, or companies.

Manufacturing

Microsoft Dynamics NAV provides an integrated suite of manufacturing applications that give you the tools to plan, manage, and execute a world-class manufacturing operation. You can boost operational efficiency and effectively manage production, including production orders, bills of material, supply planning, and capacity requirements planning. Manage your entire manufacturing process from product configuration, supply, and capacity requirements planning to scheduling and shop floor.

Supply Chain Management

Streamline your sales, purchasing, and pick/pack/ship cycle. With Microsoft Dynamics NAV, you can tailor workflow processes to meet specific needs and keep pace with competitive markets and low margins. Help increase customer loyalty with better responsiveness, rapidly pursue new market opportunities, and improve your profitability by working more efficiently with partners. Improve inventory management, manage single- or multi-site warehouses, and handle order processing and demand planning.

Business Intelligence and Reporting

Bring strategic insight into your business processes with sophisticated reporting, analysis, and budgeting solutions that help you improve and propel critical decision-making throughout the organization. Direct access to real-time, business-critical information and a wide range of analytical and reporting tools can help you manage budgets, create and consolidate reports, and look for trends and relationships.

Customer Relationship Management

Customer relationship management enables automation of many day-to-day tasks for sales, customer service, and marketing professionals. Manage customer records and sales histories, create and launch marketing campaigns, and track customer activity. Make service operations more profitable by organizing your service resources for optimum efficiency, forecasting and tracking parts consumption, proactively managing contracts and service agreements, and gaining tighter control over costs. Accessible from Microsoft Office Outlook® and Employee Portal, Microsoft Dynamics NAV helps your sales team work without limits.

Workspace Collaboration

Help people across your business collaborate effectively by expanding access to business applications, information, and processes. In addition, you can use Microsoft Windows® SharePoint® Services to help create workgroups and teams to generate discussion and exchange information related to specific interests and projects.

Configuration and Development

Microsoft Dynamics NAV comes with built-in tools to adapt your business management solution to the way you do business. Designed to help you limit your requirement for highly qualified IT professionals, these tools enable system administrators and programmers to add new and modify existing functionality quickly and with limited coding. In addition, you gain access to a suite of powerful industry-standard tools and technologies already used by developers around the world.

Human Resource Management

Microsoft Dynamics NAV provides support for your human resource processes by helping you organize and control information about your employees. Attach comments to employee records, track absences, and generate reports to keep on top of your most important asset—your people.

Project Management

Project management capabilities support long-term job- and project-related activities to help you budget project costs and automate billings, better manage your resources, track resource costs and usage, plan capacity, and predict availability.

INTEGRATED

"Employees can focus more on what they're supposed to do—engineer quality machinery—as the solution takes most of the planning and preparation out of their hands."

—Sander Geelen, Managing Director, Geelen Counterflow

STREAMLINE

Fuel your business productivity

Help free people to focus on achieving business goals

Microsoft Dynamics NAV can help you automate routine manual processes and reduce time spent on administrative chores to boost individual productivity and increase data integrity. Integrated financial, supply chain, and customer relationship management information is stored in a centralized database to help minimize redundant data entry. With streamlined access to updated, real-time information, people across your organization are equipped to drive your business forward.

Deliver the information and tools your people need to work efficiently

The people in your organization can transform energy and enthusiasm into focused efficiency with software that meets their individual needs while connecting them to companywide information, tasks, and business processes. Microsoft Dynamics NAV provides people with an integrated view of the information and tasks they need to complete their specialized tasks.

Microsoft Dynamics NAV has an intuitive user interface with the familiar look and feel of other Microsoft products. From the sales force to the warehouse, employees can get more done with fewer clicks, from repurchasing stock to handling returns, responding to customer requests, and sending alerts to colleagues. Even from remote locations, your people can advance urgent work, base decisions on the most current information, and focus on satisfying customers.

Save time by eliminating the need to juggle applications

Microsoft Dynamics NAV works like and with the Microsoft Office system programs your people use every day, which helps them work productively because they can access, use, and share data and information without switching applications or reentering data. Even when they're working in Microsoft Dynamics NAV, they can easily produce a wide range of reports in Microsoft Office Excel®, create customized communications in Microsoft Office Word, and monitor customer relationships through Microsoft Office Outlook.

Gain the insight for more confident decisions

Empower people to take action quickly and effectively

With access to updated, real-time information in Microsoft Dynamics NAV, people in your organization can access real-time overviews of business metrics; drill down into the details of transactions, customer records, and histories; and keep their finger on the pulse of your business operations. The right information delivered to the right people at the right time enables your people to adjust business processes to balance workload and customer requirements. They can monitor critical events such as potential item shortages, cash shortages, and production bottlenecks. From anywhere in the application, they can drill down for additional details and use filters (such as date, account, and item number) to get exactly the data they need to take action and meet their work goals.

Keep critical information at your fingertips

With ready access to current, integrated data, everyone in your organization is equipped to make confident, informed decisions. In the office or on the road, customer, team, calendar, and task information can be updated and synchronized between Outlook and Microsoft Dynamics NAV. And people can access quick overviews of business metrics—such as order status and inventory levels—and drill down into the details of transactions, postings, and histories.

Flexible business intelligence capabilities can provide the focused insight people across your business need to monitor operations, respond quickly to changes, and share the right information with the right people. Both managers and employees can set up and track key performance indicators (KPIs) and automated alerts for changes they need to act on, quickly extract and analyze relevant data, and build customized reports using the Report Builder in Microsoft SQL Server™ Reporting Services. With Microsoft Office Business Scorecard Manager 2005, your people can analyze relationships between KPIs and tangible business objectives.

Evaluate performance with powerful reporting and analysis tools

Business Analytics in Microsoft Dynamics NAV provides additional, easy-to-use analytical tools in a familiar Outlook-style interface. Information is delivered to your desktop so you can carry out targeted analysis and gain greater control of your business. Using online analytical processing (OLAP), Business Analytics organizes your data into information units called cubes. Easily filter and sort data based on the dimensions—or characteristics—you choose. These robust reporting and analysis capabilities can help you understand your business to improve processes and quickly spot opportunities for greater success.

With the combined power of Microsoft Dynamics NAV and Microsoft SQL Server 2005, you can expect enhanced performance in accessing, analyzing, and interpreting data. You can also take advantage of the powerful reporting and analysis capabilities of Microsoft SQL Server 2005 and Microsoft SQL Server Reporting Services. Close integration with Excel makes it easy to export Microsoft Dynamics NAV information for viewing, analysis, and sharing in familiar formats. Your data works hard to support every decision you make.

"Safety is of paramount importance in the lifting industry, and product traceability is a legal requirement for some of our lines, so our customers need to know that we have a full and accurate system in place. This system gives us and our customers peace of mind."

—Jesper Faurskov, Strategic Business Manager, Certex

ANALYZE

RESULTS

Customer profile

BP Australia

When natural gas and oil company BP Australia wanted to upgrade the accounting system for its 300 service station franchises and company-owned stores, it investigated a variety of solutions. Because the company's existing financial system was unreliable, costly to manage, and had few people available who understood its source code, BP Australia sought an easy-to-use, scalable business management solution.

The company chose Microsoft Business Solutions–Navision business software (now known as Microsoft Dynamics NAV) for its offering of advanced financial, customer relationship, and supply chain management functionality. The easy-to-deploy solution features an intuitive user interface that is easy to learn and use. The software helps ensure that the company's financial data is accurate, up-to-date, and easily accessible. Plus, using the application for all facets of financial administration has helped BP Australia focus on its core business instead of on the systems that support it.

Since rolling out Microsoft Dynamics NAV, BP Australia has streamlined operations across the business, cut maintenance and support costs by 76 percent, and saved about AUD$250,000 (more than US$175,000) in staff costs. The company expects to achieve a return on its investment in two years.

Benefits include:

- Intuitive, user-friendly interface that is easy to learn and reduces training costs.
- Easy-to-deploy solution.
- Seventy-six percent cut in maintenance costs.
- Significant direct cost savings of AUD$250,000 (more than US$175,000).

Connect employees, customers, and partners anytime, from any location

Work and collaborate across boundaries

Help employees accomplish work at any time and from any Internet-connected location. Microsoft Dynamics NAV features security-enhanced portal access to your business data and processes over the Internet. Robust security features and custom views can help put business data to work throughout your supply chain while helping to protect sensitive information. Also, you can implement Commerce Gateway in Microsoft Dynamics NAV to enable electronic exchange of key business documents without the expense or hassle of complex Electronic Data Interchange (EDI) systems.

Embrace opportunity across a global marketplace

With Microsoft Dynamics NAV, your decisions to capitalize on new business opportunities are supported by capabilities that span across geographies. Multilanguage capabilities enable people to send invoices and order confirmations in your customer's language and communicate effectively with trading partners in other countries. With multicurrency capabilities you can present financial information in the currency of choice, including the euro, so that partners and customers can view their balances in local currency. And with the ability to specify translation methods for foreign currency statements, your financial staff can comply more easily with International Accounting Standards. Flexible intercompany posting capabilities enable your company to work closely with international subsidiaries by using different currencies and different charts of accounts, as well as managing value-added tax obligations for each country of residence.

Maximize the value of IT investments across your business

Achieve a lower total cost of ownership and take advantage of innovative data management, collaboration, and information sharing capabilities with a solution that integrates tightly with other Microsoft products and technologies you may already use, including Microsoft Windows Server® 2003, Microsoft SQL Server 2005, Windows SharePoint Services, Microsoft Office SharePoint Server, Microsoft BizTalk® Server, and Windows Live™ Local Search. Microsoft Dynamics NAV is also designed to take advantage of emerging productivity features in Windows Vista™, enhancing computing power by streamlining interaction between various types of media, data, and documents while extending support for tablet PCs and other means of data input (enhanced in the 5.1 release).

Extend the power of your solution

You can easily customize and extend Microsoft Dynamics NAV by using its powerful, time-saving, integrated graphical development environment. Sharing data across applications and customizing the solution to provide exactly the functionality you need is never a problem. The open architecture and robust development platform of Microsoft Dynamics NAV help ensure its scalability and flexibility. You can depend on this solution to grow with your business.

Get up and running fast in any mode

With Microsoft Dynamics NAV, you can rely on a quick, efficient implementation with tools that facilitate rapid, tailored deployment to multiple areas of your organization. Microsoft Dynamics NAV Rapid Implementation Methodology (RIM) can simplify start-up processes. Depending on the size and complexity of the project, your Microsoft Certified Partner can help you get your solution operational in days rather than months for a basic implementation. The extensive RIM best practices, data-collection questionnaires, templates, and industry data files can automate implementation tasks and help identify the exact information needed to get your business management solution running quickly and smoothly.

CONNECT

Choose the solution that fits your business size and needs

Your business management solution is an investment, and the faster you get your people and your software up and running, the better for your company's bottom line. Take advantage of Business Ready Licensing and the Business Ready Enhancement Plan to help you choose the solution that is right for your business while maintaining the flexibility to adapt your solution as your business needs change. Cost-effective, phased deployment and generous, out-of-the-box functionality at a clearly defined entry price help maximize the value of your investment while enabling you to enhance the productivity of your business through support, training, best practices, and product updates.
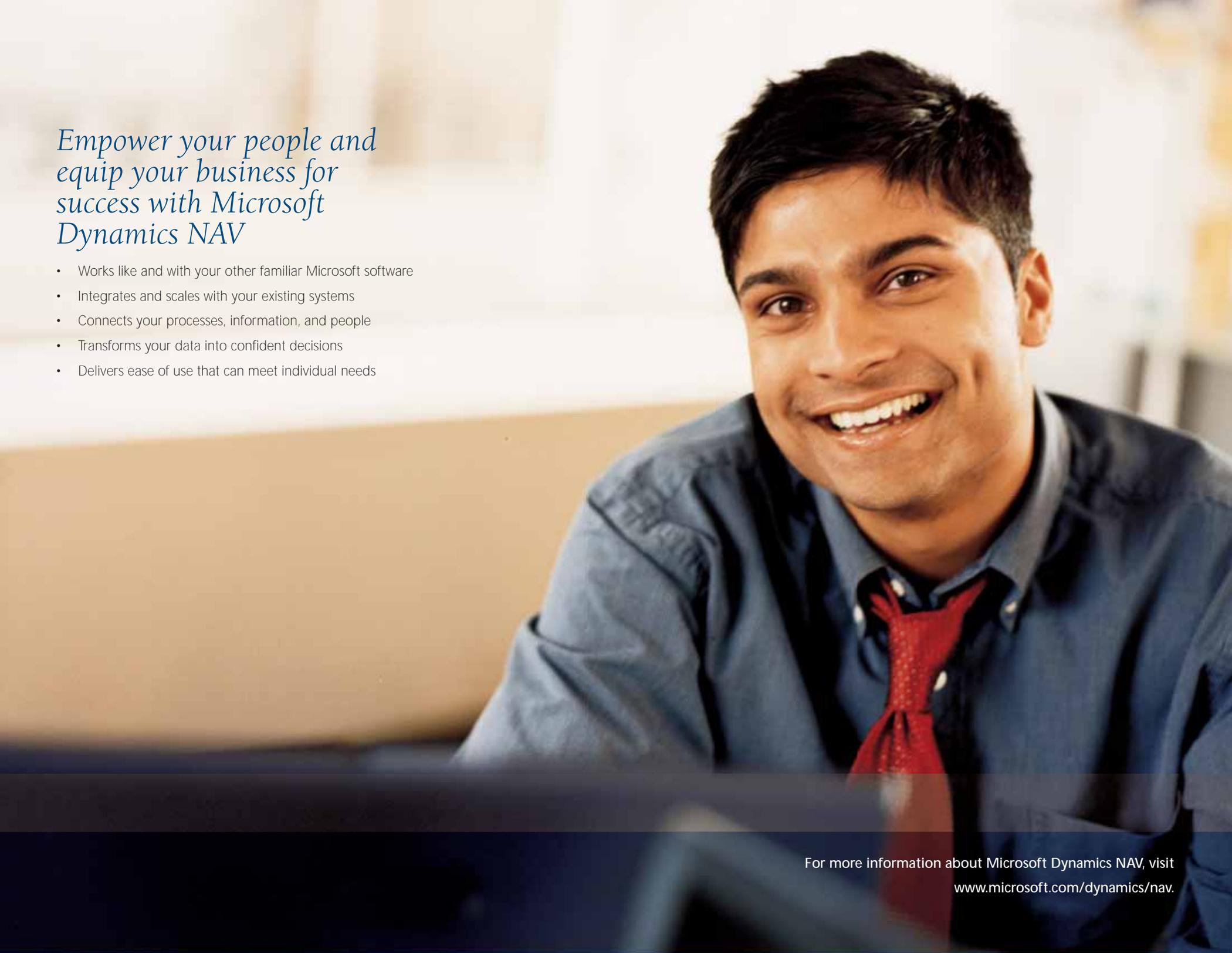
Microsoft Dynamics solutions can evolve with you for the life of your business, enabling you to drive your business forward. The flexible foundation and convenient licensing and support options enable you to tailor your total solution to the size of your business, the way employees use data, and the information technology expertise available to you. This simplified approach and predictable path for adapting your solution helps protect your investment and minimize disruption to your business when you upgrade or scale your system—helping to ensure a low total cost of ownership.

Work closely with a partner who understands your business

Tap into the global network of Microsoft Certified Partners with the industry and technical expertise to help you tailor a Microsoft Dynamics NAV solution to fit your specific type of business. Your local Microsoft Certified Partner can provide expert support for implementing your Microsoft Dynamics NAV solution and help your company benefit from a rich ecosystem of finely tailored, industry-specific offerings and add-on solutions. They can help you customize and extend the solution to meet specialized needs across a wide range of industries and make it easy for you to conduct business over the Internet or take advantage of new opportunities.

ACCELERATE

Empower your people and equip your business for success with Microsoft Dynamics NAV

- Works like and with your other familiar Microsoft software
- Integrates and scales with your existing systems
- Connects your processes, information, and people
- Transforms your data into confident decisions
- Delivers ease of use that can meet individual needs

For more information about Microsoft Dynamics NAV, visit
www.microsoft.com/dynamics/nav.

Microsoft®

About Microsoft Dynamics
Microsoft Dynamics is a line of financial, customer relationship, and supply chain management solutions that help businesses work more effectively. Delivered through a network of channel partners providing specialized services, these integrated, adaptable business management solutions work like and with familiar Microsoft software to streamline processes across an entire business.

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