

OVERVIEW

Microsoft Dynamics NAV

MICROSOFT DYNAMICS™ NAV

Microsoft Dynamics NAV gives the freedom to focus on your business by providing an efficient way to streamline your business and increase productivity.

Microsoft Dynamics NAV 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 48,000 companies in over 130 countries use Microsoft Dynamics NAV 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 Dynamics NAV* helps you overcome these challenges with a business management solution that matches your business needs as well as your budget.

Microsoft Dynamics NAV 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 Dynamics NAV 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 Dynamics NAV 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 Dynamics NAV empowers you to do more with your business information, so you can reach an even higher level of business success. With Microsoft Dynamics NAV, we take care of the technology, so you can take care of business.

* Microsoft Dynamics NAV, formerly Microsoft® Business Solutions–Navision®

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 Dynamics NAV, 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 Dynamics NAV is much more than just a powerful accounting tool, it helps you understand what your figures represent – so what gets measured gets done.

Microsoft Dynamics NAV 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 Dynamics NAV 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 Dynamics NAV 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 Dynamics NAV 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 Supply Chain Management functionality in Microsoft Dynamics NAV, you can adapt your business to the opportunities of today's rapidly changing marketplace.

Microsoft Dynamics NAV 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

Manufacturing in Microsoft Dynamics NAV 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 in Microsoft Dynamics NAV 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. Distribution in Microsoft Dynamics NAV 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 Distribution, you can reduce costs and increase efficiency in your warehouse. 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

Sales & Marketing in Microsoft Dynamics NAV 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

Service Management in Microsoft Dynamics NAV 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 Dynamics NAV through a variety of methods, including the PC and the Internet. The solution supports Internet-based features such Commerce Gateway for Microsoft Dynamics NAV and Commerce Portal for Microsoft Dynamics NAV.

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 Dynamics NAV 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 Dynamics NAV 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 Dynamics NAV 4.0, you must use the Commerce Portal Synchronization services and demo sites released with Microsoft Navision 3.70. Contact your Microsoft Certified Partner for additional information.

Additional Features

Dimensions

Dimensions in Microsoft Dynamics NAV 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 Dynamics NAV, 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 Dynamics NAV 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 Dynamics NAV 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 Dynamics NAV, 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 Dynamics NAV System Management application allows you to set up and define activities within the C/SIDE Database for Microsoft Dynamics NAV. The Microsoft Dynamics NAV 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 Dynamics NAV 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 Dynamics NAV runs on Microsoft SQL Server or Database Server for Microsoft Dynamics NAV. 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 Dynamics NAV 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.

For more information about Microsoft Dynamics NAV, visit: [**www.microsoft.com/dynamics/nav**](http://www.microsoft.com/dynamics/nav)

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