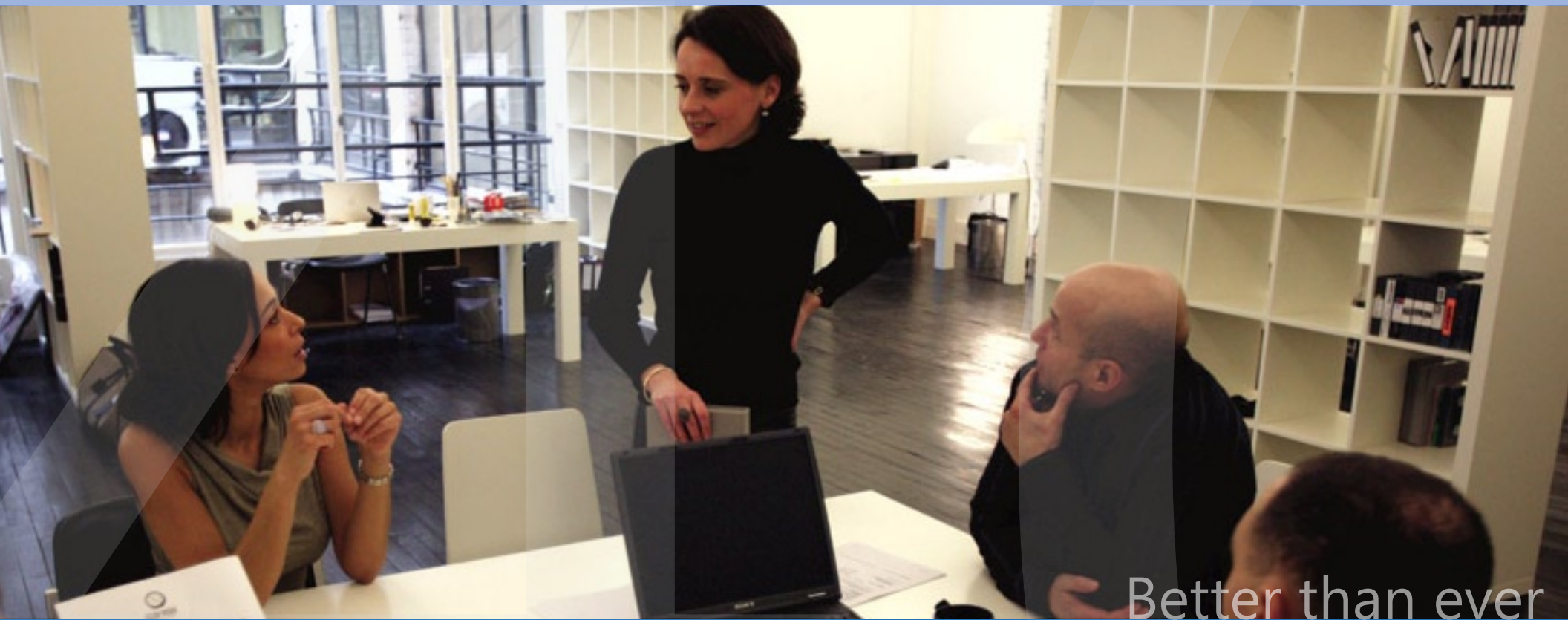


MICROSOFT® BUSINESS SOLUTIONS-NAVISON® 4.0



Better than ever

Microsoft
Business
Solutions

REALIZE THE BENEFITS OF UPGRADING

From its origins in the '80s, Microsoft® Business Solutions–Navision® has grown from a relatively simple financial management system into a full-featured business management solution that more than 45,000 small to mid-size companies in more than 34 countries rely on. The enhancements in Microsoft Navision 4.0 build on years of incremental growth and technology innovations to deliver a superior business solution that continues to give you the freedom to focus on building your business—not on maintaining your business management software.

In the following pages, we'll show you how Microsoft Navision has evolved over the past few years. Along the way, you'll see how upgrading can provide powerful new functionality to help your business grow, including improved integration with Microsoft Office and other Microsoft products, easier customizations, and numerous productivity enhancements. From our earliest version to Microsoft Navision 4.0, we just keep getting better and better—so that your business can, too!

Microsoft Business Solutions–Navision

4.0

Invest

IN YOUR FUTURE



Persistently maintaining and periodically upgrading your business management solution is an indispensable part of doing business. In addition to keeping your business processes up to date with changing business requirements such as operating system and infrastructure changes, taking advantage of improved functionality, new features, and enhanced capabilities can help you reduce costs and improve customer service.

Too often, smaller businesses hold back from upgrading their existing solution—one fear is that upgrading will be a costly, time-consuming process that won't yield measurable benefits. Another is that their existing solution won't have the staying power to justify an upgrade effort.

With well over a decade of growth and stability behind it, Microsoft Navision offers a solution that has always kept pace in a changing marketplace, with the goal of meeting your needs today, tomorrow, and into the future. Upgrading to Microsoft Navision 4.0 is easier than ever before, so your investment will add value without disrupting your business processes.

And with Microsoft Navision, you can count on a safe path to the future with comprehensive training, support, and service. In addition to providing local maintenance, your Microsoft Certified Business Solutions Partner will provide excellent training programs and ongoing support, as well as updates with the latest technology, so you can upgrade or extend your solution at any time.

A MORE MANAGEABLE UPGRADE THAN EVER BEFORE

Microsoft Navision 4.0 is designed to deliver low total cost of ownership by helping you contain the costs associated with upgrading, avoid disrupting business operations, and streamline the customization process.

HELP CONTROL UPGRADE COSTS

With an enhanced upgrade toolkit, Microsoft Navision 4.0 lets partners efficiently perform upgrades of Navision versions 2.0 and higher. In addition, with your enrollment in the Microsoft Business Solutions Enhancement Program, you can move to future solutions without re-purchasing functionality you already license.

AVOID BUSINESS DISRUPTIONS

To help you work seamlessly with Microsoft applications and technologies, Microsoft Navision 4.0 offers the look and feel of Microsoft Office Outlook®, along with improved integrations with Office applications that let you make full use of your existing productivity applications. The familiar Microsoft Outlook interface helps accelerate employee learning and decrease training costs, and ensures better integration between Microsoft Navision and your IT infrastructure. Just as important, a new Open Database Connectivity (ODBC) Driver in Microsoft Navision 4.0 enables partners to work more effectively with cross-platform communication.

CUSTOMIZE WITH EASE

The C/SIDE development environment enables rapid, cost-effective customizations and lets developers make changes to the solution and implement them with ease. An XML port feature helps partners customize Navision so customers can manage business document data exchange more easily.

New

WAYS FOR SMALL AND MID-MARKET BUSINESSES TO COMPETE



We have come a long way since the release of Navision Financials 2.60 in the spring of 1999. A standard, fully integrated system for business management and accounting, Navision 2.60 was easy to install, learn, and use. Navision 2.60 also delivered greater independence through a growing network of support professionals.

The subsequent release of Navision 3.0 in 2001 added significant enhancements and new functionality. Financial Management, Manufacturing, Distribution, Customer Relationship Management, and other Navision application areas delivered capabilities that equipped you to manage your entire business efficiently and cost-effectively.

And with Navision 3.0 e-commerce products and improved business and implementation methodologies came together to meet the special needs of small to mid-size businesses around the world—giving you the power to thrive and compete in a global marketplace.

NEW FEATURES AND FUNCTIONALITY INCLUDED IN NAVISION 3.0

MANAGE CUSTOMER RELATIONSHIPS MORE EFFECTIVELY

From simple contact management capabilities, Navision offerings were expanded to provide deeper functionality supporting marketing, sales, and service, including support for campaigns, opportunity management, document management, and service contract management.

TRACK AND MANAGE SUPPLY CHAIN ISSUES

Improvements to existing distribution functionality included the introduction of Warehouse Management and Order Promising capabilities, as well as support for multiple locations and multiple-site planning.

KEEP A CLOSER EYE ON COSTS

Major changes in the costing structure made Navision 3.0 more suitable for working with advanced requirements for actual costing, provided improved insight into the operational information needed to make good decisions, and delivered improved ways to monitor cost and inventory values.

WORK MORE EFFICIENTLY ACROSS BORDERS

The multilanguage functionality introduced in Navision 3.0 allowed you to do business in any country by making it possible to choose the language you wanted to work in and to select your preferred language for communicating with customers, partners, and other business contacts.

COMMUNICATE WITH EXTERNAL SERVICES

Navision Application Server, a middle-tier server that executes business logic without user intervention, provided a fast, reliable framework for Navision's newest e-commerce modules: Commerce Gateway and Commerce Portal.

PUT APPLICATION INFORMATION AT USERS' FINGERTIPS

HTML Help, introduced in Navision 3.0, provided improved online Help and training materials, including context sensitive help that enhanced ease-of-use and helped diminish the costs of training.

ABILITY TO PROFIT FROM COLLABORATION



With Navision 3.10, the entire line of Navision product offerings—Financial Management, Manufacturing, Distribution, Customer Relationship Management, and e-commerce— were integrated to offer our customers and business partners a collaborative business management solution and the fastest way to realize full business potential.

Version 3.10 product offerings considerably strengthened capacity for business-to-business collaboration by delivering an IT infrastructure comprising e-commerce and Internet-based capabilities. Commerce Gateway, a business-to-business solution, opened up Navision to electronic exchange of trading documents with other systems. Commerce Portal, an e-commerce solution, enabled Web-based trading, self-service, and other forms of collaboration between your business and all your supply chain partners.

These improvements made it possible for you to interact with your business partners electronically, manage customer relationships more effectively, and administer financial and supply chain tasks with greater efficiency.

NAVISON 3.10 ENHANCEMENTS

MAKE THE MOST OF THE OPPORTUNITIES PRESENTED BY E-BUSINESS

Navision e-commerce capabilities made it possible for you to interact with your business partners electronically and gave you direct access to real-time information through an affordable solution you could rapidly adapt to trading partners needs. Previously, the cost and complexity for using these technologies put them out of reach for many small and mid-market businesses.

ACCESS THE VAST AMOUNT OF INFORMATION FOUND ON THE INTERNET AND PERSONAL COMPUTERS

Using the latest technologies, Navision 3.10 equipped you to access your Navision data using a Web browser, thus saving valuable time previously spent searching in various programs and files for personal, team, corporate, and external information.

BUILD STRONGER LONG-TERM BUSINESS RELATIONSHIPS

With this release, Navision Customer Relationship Management delivered strong functionality to support customer relationship management efforts, consolidated and improved functionality, and focused on providing support for contact interaction management.

ADAPT TO CHANGING MARKET CONDITIONS AND THE CHALLENGE OF NEW COMPETITORS

Navision Financial Management enhancements delivered fast, easy implementation, and gave you easier ways to access, view, and use financial information. Support for XBRL, an electronic markup language based on accepted financial reporting standards and practices, enabled easy exchange of financial information with a wide range of applications.

TURN SUPPLY CHAIN PRESSURES INTO OPPORTUNITIES

Navision 3.10 tapped into technological innovations to deliver new calendar and item tracking functionalities that improved communications across the board and helped you collaborate more effectively with your partners.

Enhanced

FEATURES AND FUNCTIONALITY FOR GREATER EFFICIENCY AND PRODUCTIVITY



In addition to a new product name — Microsoft Business Solutions—Navision — the acquisition of Navision by Microsoft in early 2002 delivered a number of benefits to Navision users—not least, a shared commitment to helping small and mid-size businesses realize their growth potential through software, solutions, and services. The acquisition also built on Microsoft’s investment in business applications to create new opportunities to bring you innovative, high-value horizontal and vertical solutions.

With the release of Microsoft Navision 3.60, we introduced additional new features and continued to strengthen the integration and collaboration within Microsoft Navision product offerings to give you an even more efficient way to streamline your businesses and increase productivity.

New Financial Management features, improved Customer Relationship Management functionality, and technology advances made it easier for our partners to implement and customize Microsoft Navision solutions. The result? A fully integrated solution for connecting everyone in your organization to customers, suppliers, and partners through the Internet anytime, anywhere.

MICROSOFT NAVISION 3.60 ENHANCEMENTS

EXCHANGE FINANCIAL INFORMATION ACROSS SOFTWARE AND TECHNOLOGIES

The 3.60 release introduced new Financial Management features and improved the XBRL functionality introduced on release 3.10. This release also added the facility to export dimensional information in Navision Analysis Views to Microsoft Excel, which further deepened integration with Microsoft business productivity offerings.

MANAGE SUPPLY CHAIN ISSUES MORE SUCCESSFULLY

Along with improvements to existing functionality, new Distribution functionality released with version 3.60 introduced warehouse management systems, cycle counting, internal picks and put-aways, and automatic data capture systems.

USE CUSTOMER RELATIONSHIP MANAGEMENT TO INCREASE PROFITABILITY

As the marketplace focus shifted, we introduced improved Customer Relationship Management functionality—including integration with Microsoft Outlook e-mails, tasks, contacts, and meetings, as well as SmartTag integration—to help you increase profitability, keep your focus on profitable customers, and control all aspects of marketing and sales. Additional improvements that helped ensure consistency and ease of use included new contact search capabilities and support for service pricing.

TAILOR MICROSOFT NAVISION SOLUTIONS MORE EASILY TO MEET SPECIFIC NEEDS

Microsoft Navision 3.60 introduced features to better support solution developers, including a new debugger, the ability to run reports using Microsoft Navision Application Server, and the means to identify data for exchange with external applications.

LOG USER CHANGES MADE TO MICROSOFT NAVISION MASTER DATA

The change log functionality made it possible to get a chronological list of all changes to any field in any table (except changes to “working documents” such as journals and sales and purchase orders) and to view who made the changes.

MORE FLEXIBLE WAYS TO GROW YOUR BUSINESS

Simpler



The 3.70 release for Microsoft Navision focused on improvements across many areas of the solution. In particular, enhanced functionality within Microsoft Navision Financial Management increased customer satisfaction, payment tolerance, knowledge worker productivity, and administrative control.

New and improved financial management reports and functionality were also implemented in this release. Additional enhancements addressed market requirements for Microsoft Navision Basic Warehousing and supported greater ease of use.

Customer relationship management enhancements included improved Microsoft Outlook integration that streamlined user interaction and provided more flexibility. Finally, numerous improvements increased the overall quality for Microsoft Navision Supply Chain Management.

MICROSOFT NAVISION 3.70 ENHANCEMENTS

ALLOCATE PAYMENT TOLERANCE AMOUNTS ACROSS ALL DOCUMENTS IN A MULTIPLE DOCUMENT APPLICATION

Improved functionality within Microsoft Navision Financial Management Payment Tolerance and Payment Discount Tolerance allowed you to specify whether tolerance would be automatically allowed or decided on a case-by-case basis.

IMPROVED INTEGRATION WITH MICROSOFT OUTLOOK

The benefits of Microsoft Outlook integration enhancements introduced with this release included the ability to access relevant records in the business solution from Outlook and designate multiple meeting participants—for example, both

contacts and salespeople could be registered as attendees to a particular meeting, with no limit to the number of participants.

MEET CUSTOMER-SPECIFIC SUPPLY CHAIN NEEDS

A large number of improvements were made to Microsoft Navision Distribution to increase the solution's overall stability, ease of deployment, usability, and quality. Microsoft Navision Warehouse Management was restructured and functionality enhanced to enable you to meet customer-specific needs more effectively.

SET UP STANDARD OR DEFAULT PURCHASE AND SALES DOCUMENT LINES

Standard purchase codes minimized the data entry required for those vendors with standard repetitive invoices, e.g., electricity, telephone, and heating invoices or repetitive item purchases. Standard sales codes allowed you to set up standard or default sales document lines, including quantities, to minimize the data entry required for those customers with standard repetitive invoices.

Invest

IN YOUR FUTURE WITH A SOLUTION THAT CHANGES
AND GROWS ALONGSIDE YOUR BUSINESS



Enhancements in Microsoft Navision 4.0 include new and improved features designed to deliver an improved user experience, greater simplicity, and superior productivity. Improvements in the current release provide you with superior ways to:

GAIN TARGETED INSIGHT INTO YOUR BUSINESS:

Business Analytics for Microsoft Navision adds powerful analytical tools to the Navision product line to help business decision-makers quickly gain access to relevant information, respond quickly to changing situations, and make faster, more confident business decisions.

EXCHANGE INFORMATION AND TRANSACTIONS ACROSS COMPANIES:

Simplify complex business processes with support for different charts of accounts, multiple databases, multiple currencies, and multiple languages.

TAKE THE PAIN OUT OF ROUTINE ACCOUNTING PROCESSES:

Make your system work for you with the ability to quickly reverse journal postings and changes for manual entries in General Ledger journals—including related entries such as customer, vendor, and VAT entries—with full audit support. You can also now define, apply, and unapply partial payments. Plus, new consolidation features enable global businesses to choose their preferred method for translating the General Ledger account from a foreign entity.

EMPOWER EMPLOYEES WITH A SOLUTION THEY'LL WANT TO USE:

With Microsoft Navision 4.0, employees work with a familiar Microsoft Office Outlook navigation menu that can be tailored to the way your business works.

MICROSOFT NAVISION 4.0 ENHANCEMENTS

SHARPEN YOUR COMPETITIVE EDGE

Designed to map to your business requirements, Microsoft Navision Business Notifications offers a wide range of predefined templates that help you gain controlled awareness of changing conditions and ensure that operations track to plan.

MAKE DECISION SUPPORT PART OF YOUR EVERYDAY BUSINESS OPERATIONS

Pre-defined Key Performance Indicators (KPIs) provide fast insight into business health across your organization. KPIs can be viewed easily in graphical displays, with easy drill-down into Microsoft Navision applications.

PRODUCE KEY REPORTS EASILY AND EFFICIENTLY

Microsoft Navision 4.0 offers new reports—Analysis Budgets, Sales and Purchase Reports, and Analysis Views by Dimension—so that your organization can analyze data easily and efficiently. Employees can create reports directly from within Microsoft Navision, giving them the insight they need without adding complexity to the way they work.

MANAGE MANUFACTURING PROCESSES TO KEEP PACE IN A COMPETITIVE MARKETPLACE

Microsoft Navision Manufacturing Foundation provides core planning and process management capabilities, including deep visibility into work-in-process and support for order-by-order planning workflow,

manual planning, a graphical production schedule, Gantt Charts and easy production reporting. Along with an attractive entry price point, this flexible solution supports a phased implementation that enables businesses to purchase additional modules when the time is right.

WORK SEAMLESSLY WITH MICROSOFT APPLICATIONS AND TECHNOLOGIES

Microsoft Navision 4.0 offers the look and feel of Microsoft Office Outlook, along with improved integrations with Microsoft Office applications that help you make full use of the productivity applications you already know and use. Just as important, industry standard Microsoft technologies fuel processes and performance across your entire solution.

Enhancements

MICROSOFT NAVISION ENHANCEMENTS COMPARISON

Module/Enhancement Version 4	VERSION				
	3.0	3.10	3.60	3.70	4.0
FOUNDATION (AND OVERALL SOLUTION)					
Navision Application Server	✓	✓	✓	✓	✓
Record level security on Microsoft SQL Server	✓	✓	✓	✓	✓
Application Hyper linking	✓	✓	✓	✓	✓
Reports on Microsoft Navision Attain Application Server			✓	✓	✓
Windows XP Implementation			✓	✓	✓
New Database Size for Microsoft Navision Attain Database Server			✓	✓	✓
Setup Checklist Wizard, menu display according to user permission				✓	✓
New Debugger			✓	✓	✓
XMLport object					✓
New ODBC Driver					✓
New Outlook-like User Interface					✓
Improved Navigation					✓
Multilanguage Support	✓	✓	✓	✓	✓
Introduction of HTML Help Support and Company Notes	✓	✓	✓	✓	✓
FINANCIAL MANAGEMENT					
Dimensions	✓	✓	✓	✓	✓
XBRL		✓	✓	✓	✓
Payment Tolerance / Payment Discount Tolerance			✓	✓	✓
Change Log			✓	✓	✓
Business Analytics					✓
Intercompany Postings					✓
Improved Payment Functionality (Partial Payment)					✓
Unapply and Reversal of Journal Postings					✓
Consolidation Improvements					✓
Pre-defined KPIs					✓

Module/Enhancement Version 4	VERSION				
	3.0	3.10	3.60	3.70	4.0
CRM					
Document Management	✓	✓	✓	✓	✓
Opportunity Management	✓	✓	✓	✓	✓
Interaction Log	✓	✓	✓	✓	✓
Campaign Management	✓	✓	✓	✓	✓
Telephony Application Programming Interface (TAPI)	✓	✓	✓	✓	✓
Classification Management	✓	✓	✓	✓	✓
Contact Management	✓	✓	✓	✓	✓
Microsoft Outlook Integration			✓	✓	✓
Smart Tag Integration Toolkit			✓	✓	✓
Service Item Management	✓	✓	✓	✓	✓
Service Order Management	✓	✓	✓	✓	✓
Service Contract Management	✓	✓	✓	✓	✓
Planning and Dispatching	✓	✓	✓	✓	✓
Job Scheduling	✓	✓	✓	✓	✓
Service Price Management	✓	✓	✓	✓	✓
E-COMMERCE					
Commerce Gateway	✓	✓	✓	✓	✓
• Based on Microsoft BizTalk® Server 2002			✓	✓	✓
Commerce Portal	✓	✓	✓	✓	✓
• Based on Microsoft Commerce Server 2002			✓	✓	✓

Module/Enhancement Version 4	VERSION				
	3.0	3.10	3.60	3.70	4.0
SUPPLY CHAIN					
Warehouse Management	✓	✓	✓	✓	✓
• Warehouse Management Systems			✓	✓	✓
• Internal Picks and Put-Aways			✓	✓	✓
• Automated Data Capture System (ADCS)			✓	✓	✓
Manufacturing					
• Finite loading of capacity	✓	✓	✓	✓	✓
• Manufacturing Foundation (manual planning, graphical production schedule, production reporting)					✓
Inventory					
• Item Charges	✓	✓	✓	✓	✓
• Cycle Counting			✓	✓	✓
• Costing		✓	✓	✓	✓
• Item Tracking, Reservation and Action Messaging		✓	✓	✓	✓
Standard Cost Worksheet				✓	✓
Contract pricing	✓	✓	✓	✓	✓
Campaign Pricing				✓	✓
Supply Planning				✓	✓
Business Notification					✓
Infrastructure Deployment for Multi-site Companies	✓	✓	✓	✓	✓
Items budget and Analysis reports					✓

Upgrade



UPGRADE TO MICROSOFT NAVISION 4.0 AND ADD VALUE WITHOUT DISRUPTING YOUR PROCESSES

The history of Navision is one of continuous efforts to deliver added customer value and improve total cost of ownership. Our ongoing focus on improving the user experience, making installation and customizations easier, and enhancing the solution's overall quality have minimized upgrade costs, helped you avoid business disruptions, and allowed you to focus on growing your business.

Upgrading to the latest in a long line of ever-more-powerful solutions—Microsoft Business Solutions—Navision 4.0—does more than help you keep your business processes up to date with changing business requirements. With well over a decade of growth and stability behind it, Navision 4.0 is now positioned better than ever to help you sharpen your competitive edge, maximize your operational efficiency, and carry your business to the next level of success.

“To obtain the next level in our business strategy, NAE needed a fully integrated system that would allow us to quickly respond to business opportunities and our customers’ business critical needs at a manageable expense. Microsoft Navision was our best choice. It gave us everything we were looking for.”

Pete Hagen

IT Director

New Age Electronics

Microsoft Business Solutions

Microsoft Business Solutions offers a wide range of integrated, end-to-end business applications and services designed to help small, mid-market, 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.

More information about Microsoft Business Solutions can be found at www.microsoft.com/BusinessSolutions