Turn Your Business Vision into Reality with Microsoft Dynamics NAV

Microsoft Dynamics

You have worked hard to build a vision for your business. With Microsoft Dynamics® NAV, you can turn that vision into reality with a solution that gives you control over and visibility into what's going on in your business, and the ability to make smart decisions that impact your margins and improve your cash flow—ultimately driving your business growth.
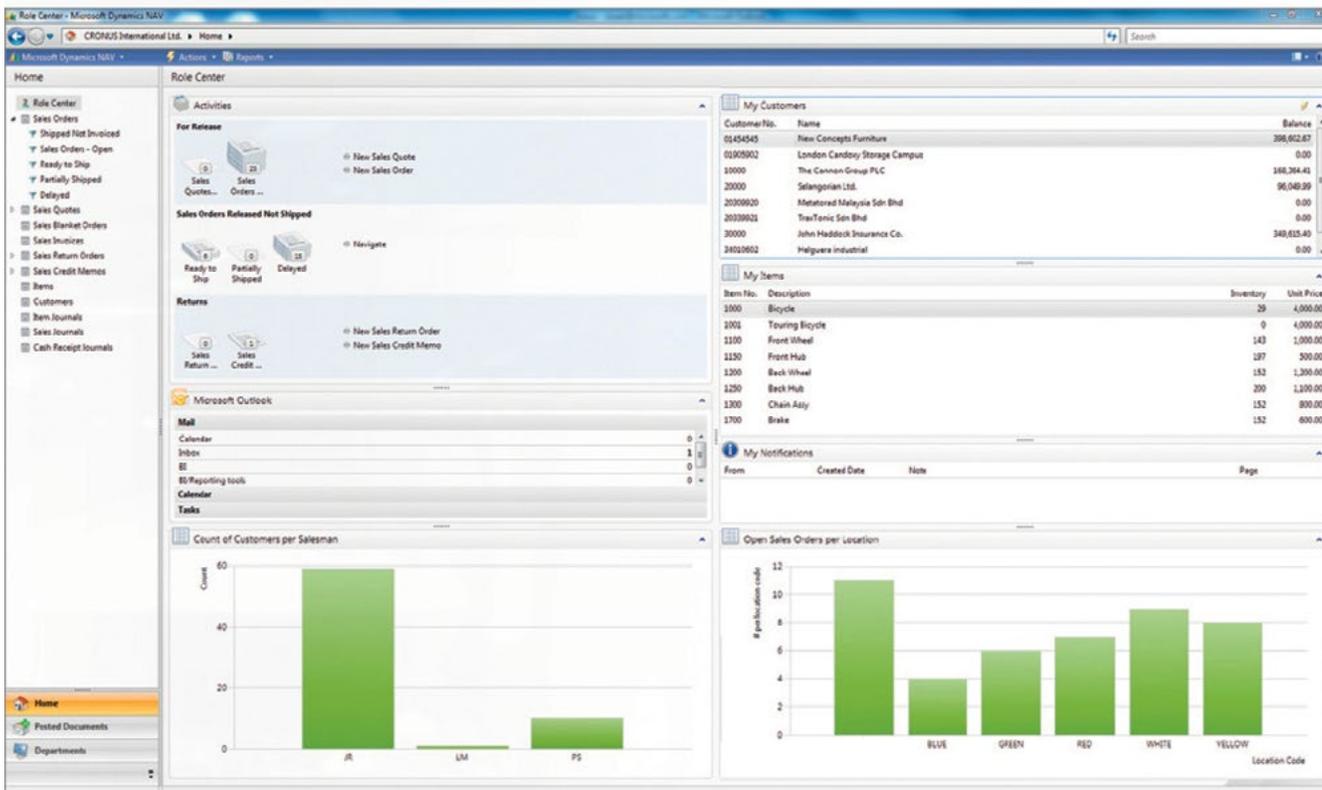
Today, more than 300,000 customers are using Microsoft Dynamics solutions in 42 country versions to drive business success—and stay ahead of the competition.

A Proven Solution for Your Business

Since 1983, Microsoft Dynamics NAV has delivered the functionality, performance, and ease of use that powers diverse businesses around the world. Comprehensive functionality makes it easy to adapt and connect with solutions from independent software vendors (ISVs), other line-of-business applications, and the Microsoft® technology that you already use in your organization. And our global network of

Microsoft partners can provide deep local and technical knowledge of specific industry and vertical requirements to help ensure that you have the best solution in place to meet your unique business needs.

Microsoft Dynamics NAV is designed to simplify and streamline business processes across your entire organization to help you gain better control, increase your margins, and drive profitable growth.

Microsoft Dynamics NAV Role Centers provide role-based views of data and deliver the information most relevant to the user's role so people can organize and prioritize their work and be productive right away.

Gain Greater Control

Greater control is about having visibility into how your business is performing—it's about knowing that your system will help drive decision-making processes and enable your people to be more proactive and productive. Microsoft Dynamics NAV gives you confidence that the right people in your organization are making the right decisions. And it delivers the insight you need to monitor business performance from every possible angle—from employee time and resources to inventory and shipping.

- **Streamline financial practices.** The intuitive RoleTailored interface delivers personalized access to the information and tasks most relevant to your role—including key financial processes. With immediate access to the data you need, you can respond quickly and effectively.

- **Get a clear view of your financials.** Increase financial transparency with integrated systems, shared data, and drill-down capabilities that give you visibility into your transactions and audit trails.

- **Provide self-service reporting tools and real-time business intelligence.** Help your people make fast, informed decisions using powerful business intelligence data and significantly reduce ad-hoc requests to the IT department for reports and other information.

"With Microsoft Dynamics NAV, employees have visual cues to help them see exactly what they need to do next to move business forward."

—Ricky Vogel, CIO, Gumdrop Books and Mitinet

Financial Management
- Efficiently manage bookkeeping and inventory
- Simplify cash flow management
- Control fixed assets
- Process bank reconciliations and collections
- Work with multiple currencies, locations, legal entities, or companies

Manufacturing
- Boost efficiency of production orders
- Improve supply planning
- Stay agile and respond quickly to customer demands
- Manage capacity requirements planning more effectively

Supply Chain Management
- Tailor approval work flow processes
- Manage inventory
- Improve your responsiveness
- Pursue new market opportunities
- Work more efficiently with partners

Reporting
- Manage budgets
- Create custom reports using step-by-step wizards
- Consolidate reports easily
- Look for trends and relationships
- Increase collaboration and share knowledge

Increase Your Margins

Cash is king—and when you make fast, informed decisions, it has a direct impact on your bottom line. With Microsoft Dynamics NAV, you can make smart decisions and automate key business processes across the board—from buying and inventory management to customer credit and payment terms—to drive down costs and turn margins into cash flow.

- **Identify and target your top customers to drive new sales opportunities.** Use predictive analysis to identify sales opportunities with your best customers, and focus on your most profitable products by analyzing product information with Treemap analysis.

- **Deliver superior customer service with effective service order management.** You can quickly create service orders based on customer requests or after-sales issues, and then easily log orders for accurate records and profitability management.

- **Build customer loyalty with customer-specific pricing and discounts.** Define a variety of sales pricing and discount terms that you can automatically apply to individual order lines, and set up pricing and discounts in local and foreign currencies.

"We realized full payback within two years after deploying Microsoft Dynamics NAV."

—Klas Elmroth, Finance Director of Support Services, Thomas Cook Northern Europe

Sales and Marketing
- Manage customer and sales data
- Create marketing campaigns
- Organize service resources
- Forecast and track parts consumption
- Manage contracts and service agreements

Human Resource Management
- Attach comments to employee records
- Track absences
- Generate reports
- Equip employees with familiar tools
- Remember birthdays and celebrations

Project Management
- Budget for costs and time
- Automate billings
- Track resource costs and usage
- Plan capacity
- Predict availability

Service Management
- Manage customer calls and queries
- Track support tickets
- Allocate resources
- Create reports
- Carry out asset management

Adapt Quickly—and Grow Your Business

You and your employees share a common aspiration to grow your business. To reach this goal, you need a solution that can support changing demands along the way. Microsoft Dynamics NAV delivers the flexibility you need to accommodate new business processes and scale as your business grows without significant increases to your original investment—or your payroll.

- **Conduct business internationally.** Use international trade and multicurrency capabilities to maintain your general ledger in different currencies; determine how amounts are rounded and posted for an unlimited number of currencies; and manage customer and vendor accounts in the appropriate currency.

- **Connect your remote and roaming employees.** Empower your mobile workers with direct access to enterprise resource planning (ERP) data and local resources over the Internet using a rich RoleTailored interface—and get even more from your investment in desktop applications.

- **Choose the right solution for you.** With flexible deployment options, you can choose the solution that works best for your business—and increase IT flexibility without increasing costs. Microsoft Dynamics NAV supports both on-premises and remote, cloud-based deployments hosted by Microsoft or a Microsoft partner, in addition to hybrid, or partly-hosted, models.

Partners Boost Success for Small and Midsize Businesses

Microsoft Dynamics NAV is sold and implemented by a world-class network of global partners. With more than 4.6 million small to midsize businesses worldwide driving today's market, partner support is a key component to staying ahead of the competition. Microsoft partners deliver the local knowledge, as well as industry-specific and vertical expertise, to meet your specialized business needs.

"We can better align our inventory with demand, which lets us reduce our stock levels for some categories by as much as 30 percent and reinvest those resources in products that are selling well."

– Chris Robinson, Chief Operating Officer, Canari Cyclewear

Gain Simplicity, Agility, and Value with Microsoft Dynamics NAV

Microsoft Dynamics NAV is designed to empower your people to be more productive and your systems to last longer, with the ability to scale to accommodate growth, all while delivering the insight you need to respond quickly in an ever-changing world of business.

Simple to Learn and Use

Simplicity is at the core of Microsoft Dynamics NAV. It is easy to learn and use because it works like and with other familiar Microsoft technologies, such as Microsoft Office. And Microsoft Dynamics NAV works the way you work, so it's easier for you and your employees to make better decisions and get more done. Simplicity is built into every aspect of your experience—from initial purchase and deployment to ongoing maintenance and upgrades.

Delivers Agility in the Face of Rapid Change

Today's business landscape is changing at an ever-increasing pace. To stay ahead, you need a business management solution that is designed to help you meet evolving demands. Microsoft Dynamics NAV delivers the agility you need to adapt new business processes and extend functionality quickly, making it easier to enter new markets, add capabilities, or re-allocate existing investments. In addition, many Microsoft partners offer cloud-based hosting for Microsoft Dynamics NAV to give you flexibility to expand or contract as business conditions change.

Drives Value for Your Business

Microsoft Dynamics NAV delivers value for your business in three important ways. First, you can increase your return on investment (ROI) as you boost productivity and create new ways to control expenses, helping to drive profitability. Second, Microsoft Dynamics NAV offers interoperability with the other technologies you already use in your organization to help lower your total cost of ownership (TCO). Finally, you can achieve maximum benefit from your technology investment through improved time to value, especially when you don't want or need an extensive IT infrastructure.

Whether you choose an on-premises or hosted deployment model, our global network of Microsoft partners can get you up and running quickly with tools to accelerate installation, set up and extend core functionality, and migrate data from your legacy systems.

And there's more. Microsoft Dynamics ERP solutions are backed by a commitment from Microsoft that includes a 10-year support life cycle for each major release—combined with an ongoing investment in research and development—so that you can grow your business with confidence, knowing that your business management solution can keep up with your ambition.

About Microsoft Dynamics

Microsoft Dynamics is a line of business management solutions that works like and with familiar Microsoft software, automating and streamlining financial, customer relationship, and supply chain processes in a way that helps you drive business success.

About ArcherPoint

ArcherPoint is a leading Microsoft and LS Retail industry solutions partner to businesses throughout the United States and Canada. As a Microsoft and LS Retail industry solutions partner, ArcherPoint creates and delivers powerful, omni-channel retail solutions to run your entire retail business, including mobility, customer service, sales, inventory management, POS, and financials.

To find out how Microsoft Dynamics NAV can help your business, contact ArcherPoint toll-free at 877-651-7801 or log on to www.DynamicsRetailSoftware.com.

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