

## Microsoft® Navision Attain®

### Microsoft Navision Attain

*Gives you the freedom to focus on your business.*

#### Key Benefits:

- Increase your productivity
- Sharpen your competitive edge
- Grow your Business

Microsoft Navision Attain gives you an efficient way to streamline your business and increase productivity.

Microsoft Navision Attain lets you replace your existing system with one fully integrated solution that connects everyone in your organization to customers, suppliers and partners through the Internet any time, anywhere. That is why more than 30,000 companies in over 30 countries use Microsoft Navision Attain every day.



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## Microsoft Navision Attain The Freedom to Focus

Choosing the right business management solution means balancing your short and long term business goals with your financial resources. Microsoft Navision Attain helps you overcome these challenges with a business management solution that matches your business needs as well as your budget.

Microsoft Navision Attain 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-Commerce

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 Navision Attain make 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 Navision Attain, 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

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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.

From financial management and CRM, to advanced supply chain management and e-business, Microsoft Navision Attain 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.

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 Navision Attain empowers you to do more with your business information, so you can reach an even higher level of business success. At Navision we take care of the technology, so you can take care of business.

### **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 Navision Attain, 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 Navision Attain is much more than just a powerful accounting tool, it helps you understand what your figures represent, so what gets measured gets done.

Microsoft Navision Attain 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, which 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. From integrating payment information with purchase data, to complete drill down and filtering capabilities, Microsoft Navision Attain provides clear visibility for all your financial transactions.

### **Supply Chain Management**

Supply Chain 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 Microsoft Navision Attain for Supply Chain Management, you can adapt your business to the opportunities of today's rapidly changing marketplace. Microsoft Navision Attain's manufacturing and distribution functionality help you increase your customer loyalty through better responsiveness, and lets you rapidly pursue new market opportunities and increase your collaboration with key business partners.



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## **Manufacturing**

Microsoft Navision Attain for Manufacturing supports the implementation of world-class manufacturing philosophies. The solution includes functionality to effectively manage your manufacturing processes including production orders, bills of material, demand forecasting, supply planning and capacity requirements planning.

Microsoft Navision Attain for Manufacturing allows you to improve your business performance through efficient manufacturing processes, and take advantage of new revenue opportunities. You can instantly change your manufacturing methods and processes to reflect changing customer needs.

Microsoft Navision Attain for 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.

## **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. Microsoft Navision Attain for Distribution gives you the power to act more responsively to your customers' demands, improve your customer service and reduce your inventory and distribution costs.

With the advanced warehouse management functionality included in Microsoft Navision Attain for Distribution, you can reduce costs and increase efficiency in your warehouse. Microsoft Navision Attain for 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). From your warehouse layout, to picking methods, to shipping, Microsoft Navision Attain for distribution will increase the efficiency of your distribution processes. 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.

### **CRM – Marketing & Sales**

CRM – Marketing & Sales 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



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focused and be in control of all your marketing and sales efforts.

CRM – Marketing & Sales helps you make smarter decisions faster based on accurate information about every contact. With a precise overview of your contact information right at your finger tips, you can become more efficient and increase your employees' and customers' satisfaction. CRM – Marketing & Sales deliver the right the CRM solution so you can get the job done better and faster.

CRM – Marketing & Sales 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

### **CRM – Service**

CRM – Service 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 Navision Attain through a variety of methods, including the PC and the Internet. The solution supports Internet-based features such as Navision User Portal, Commerce Gateway and Commerce Portal.

*User Portal*, based on the Microsoft digital dashboard, increases employee productivity by integrating all your company resources into a single browser-based interface. While *Commerce Gateway and Commerce Portal* let you leverage the power of the Internet to streamline your commercial interactions with vendors and customers.

### **Additional Features**

#### **Advanced Dimensions**

Advanced Dimensions 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.



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### **Multiple currencies**

Companies engaged in cross-border business operations need to manage multiple currencies in all their operations. With Microsoft Navision Attain, 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. For example, a company can issue an invoice in one currency and accept payment for that invoice in a different currency. You can also conduct all of your business in one currency and create reports in another.

### **Multiple languages**

Microsoft Navision Attain 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. It also helps employees work more efficiently by allowing them to choose their own language when using the system.

### **System Management**

The System management application allows you to set up and define activities within the Microsoft Navision Attain Database. Customized menus and windows can be assigned for specific users so that each user only has access to the functionality he/she needs for his or her job. In addition, access rights for

subsidiaries and users can be defined and controlled by an administrator, and Internet can also be permitted.

### **C/SIDE**

Essential to Microsoft Navision Attain 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). Integrated with the RDBMS is C/AL, an event-driven, fourth generation development language. Besides accounting and business management functionality, C/SIDE provides powerful customization tools that enable the development of customer-specific solutions and completely new functional areas in Microsoft Navision Attain.

### **Navision Developer's Toolkit**

The toolkit has been designed to support Navision partners with the best, most efficient and integrated tool for analyzing and upgrading customer and add-on solutions. The toolkit integrates the best practices of the compare tool, the merge tool and the impulse workbench into one single tool. The toolkit was designed for ease-of-use in order to secure high quality and efficiency during the upgrade process. The Navision Developer's Toolkit supports the object structure of Microsoft Navision Attain and takes



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advantage of this knowledge during the diagnostic, development and implementation phases.

### **Ask Your Partner**

To learn more about Microsoft Navision Attain, contact your local Navision Solution Center. They have the expertise to design a solution that fits your specific business needs. Or, visit our Web site at:

<http://www.microsoft.com/BusinessSolutions>.

### **About Microsoft Business Solutions**

Microsoft Business Solutions, which includes the businesses of Great Plains®, Microsoft bCentral™ and Navision a/s, offers a wide range of business applications designed to help small and midmarket businesses become more connected with customers, employees, partners and suppliers. Microsoft Business Solutions' applications automate end-to-end business processes across financials, distribution, project accounting, electronic commerce, human resources and payroll, manufacturing, supply chain management, business intelligence, sales and marketing management, and customer service and support. More information about Microsoft Business Solutions can be found at:

<http://www.microsoft.com/BusinessSolutions>.

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