

Microsoft® Navision Attain®

Microsoft Navision Attain for - Distribution

Gives you a powerful way to satisfy your customers.

Key Benefits

- Win customer loyalty with better service
- Improve your customer responsiveness through better organization
- Reduce costs so you can offer more competitive prices

"Now, with the distribution functionality in Microsoft Navision Attain, we manage our distribution information much better. Our resellers can now always give concrete guarantees to our customers about when they can take their sound system home. Microsoft Navision Attain helps us secure the link between our promise about when a product can be delivered and the actual date of delivery."

Preben Malthe Jensen – Corporate Service Manager at Jamo a/s, a leading global supplier of loudspeakers and hi-fi electronics.



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Navision became part of Microsoft Business Solutions as of July 11, 2002.

Microsoft Navision Attain For Distribution

Can You Feel the Pressure?

Once upon a time, you knew what to expect of competitors, partners and customers. But the rules of the game have changed. Today's partners can become tomorrow's competitors, and they can take your customers with them. Customers are more important than ever, and they expect better service and more competitive prices than ever before.

Microsoft Navision Attain for distribution helps you win customer loyalty, increase responsiveness and offer more competitive pricing based on lower operational costs.

Are You Ready to Move Ahead of the Competition?

To survive, you need to keep your customers satisfied. You cannot afford to miss an order because an item isn't in stock. You cannot afford to tell customers you'll get back to them when they ask for the delivery time or the price of a product.

But is survival enough? What does it take to get ahead of the competition?

Customers Feel Like Part of the Team

If you want to get ahead of the competition, you need to make your organization responsive to your

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customers' needs. When your customers know that all your resources are geared towards serving their needs, you become more than just today's supplier of goods: you become a long-term partner.

Reduce Costs, Increase Competitiveness

Microsoft Navision Attain for distribution streamlines operations to benefit both you and your customers. Reducing operational costs saves time and money for your entire organization and allows you to offer more competitive prices. Cost reduction is a worthwhile business goal in itself, but it's also another way to strengthen your relationships with customers.

Microsoft Navision Attain for distribution reduces costs by helping you reduce excess inventory, run your warehouse operations more cost effectively, and work more closely with your vendors.

Create Customer Loyalty

If you handle your customers' orders efficiently, you will get repeat orders. Microsoft Navision Attain for distribution makes it easy for you to provide your customers with accurate, up-to-date information — so you can quickly answer all their questions.

Improve Your Organization

To be able to consistently satisfy your customers' orders, you must have an efficient and flexible distribution setup. Microsoft Navision Attain for

distribution helps you to concentrate your resources on adapting to your customers' needs.

Reduce Costs and Offer Better Prices

Microsoft Navision Attain for distribution helps you reduce leadtimes, increase responsiveness, and better collaborate with your suppliers and customers. Ultimately, it allows you to offer more competitive pricing thanks to lower operational costs.

Ask Your Partner

To learn more about Microsoft Navision Attain for distribution, 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



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support. More information about Microsoft Business

Solutions can be found at:

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

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Data Sheet — Distribution

Key Features	Description
Item Substitution	Offer your customers alternative items when: <ul style="list-style-type: none"> • Those they want are out of stock. • The alternatives are cheaper with a higher profit margin.
Item Cross-References	Identify what your customers want by cross-referencing any customer code, internal code, or vendor code.
Nonstock Items	Provide customers requesting nonstock items: <ul style="list-style-type: none"> • Immediate quotes. • Nonstock item numbers automatically created. • Orders for nonstock items processed in the same way as for stock items.
Multiple Locations and Responsibility Centers	Handle inventory in more than one location (for example, warehouses in Atlanta, New York and Los Angeles) from one database to: <ul style="list-style-type: none"> • Gain a complete real-time business overview. • Create cost and profit centers.
Stockkeeping Units	Manage items individually per location. With stockkeeping units, items can be described and managed individually per location including: <ul style="list-style-type: none"> • Replenishment methods • Safety Stock • Costs
Location Transfers	Manage the movement of inventory between warehouses. Produce an overview and report of inventory in transit whenever you or your customers require it.
Order Promising	Calculate item availability and deliver on your promises: <ul style="list-style-type: none"> • Available to Promise feature for planning. • Capable to Promise feature for "what if?" scenarios.
Calendars	Specify working and non-working days designated to customers, vendors, locations, company and shipping agents.

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Item Tracking	Track and trace items at any time during the sales, purchase, transfer process, and afterwards with serial numbering and lot tracking.
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Returns Management	Handle returned inventory and account for additional costs such as restocking charges. You can also automatically organize: <ul style="list-style-type: none">• Credit Memos.• Replacement goods.• Returns to vendors.• Account for additional costs.• Partial or combined return of shipments.• Partial or combined return of receipts.
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Shipping Agents	Control your distribution by relating shipping agents to the services they offer.
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Warehouse Management	Improve your warehouse organization and reduce your operational costs by using: <ul style="list-style-type: none">• Receipt and shipment filtering of released source documents.• Efficient picking methods.• Cross-docking.
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Warehouse Management Systems	Reduce costs through effective warehouse processes: <ul style="list-style-type: none">• Plan Shipments• Directed Pick and Put-away.• Picking items can be performed in several different ways: per order, to stage, to tote.• Putting items away either into the warehouse or cross-dock to shipping.• Replenishment of bins based on pre-defined maximum or minimum bin quantities.
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Internal Pick/Put-away	Take items from or place items in inventory without selling or purchasing them. <ul style="list-style-type: none">• Allows you to pick or put away items without using a source document.
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ADCS – Automated Data Capture Systems	Achieve cost savings by streamlining your inventory management processes: <ul style="list-style-type: none">• Collect and use accurate, real-time inventory data.• Simplify and speed up your data capture system using radio frequency technology.• Increase the visibility of accurate inventory data throughout your company.
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Cycle Counting	Maintain and increase inventory accuracy by verifying inventory record data.
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Pricing	Efficiently manage sales and purchase prices and line discounts with customers and vendors. <ul style="list-style-type: none">• Specify specific sales/purchase prices and line discounts for individual customers and vendors.• Manage general sales prices and line discounts for groups of customers or all of your customers.
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Item Charges

Improve cost control by including the value of additional cost components to the unit cost or unit price of an item. For example, such cost components could be freight or insurance.

Additional Application Areas of Microsoft Navision Attain

- Manufacturing
- User Portal
- Commerce Gateway
- Commerce Portal
- Financial Management
- CRM Marketing and Sales
- CRM Service

For more information about Microsoft Navision Attain and to find out how you can obtain additional fact sheets, please contact your local Navision partner or visit our Web site at www.navision.com.

System Requirements

Microsoft Exchange Server (min. version 5.5 with service pack 4) for E-Mail Logging for Microsoft Exchange.

Microsoft Navision Attain supports graphical 32-bit technology and genuine client server, multitasking environment. The following operating systems are supported:

Client 32-bit: Windows XP, Windows 2000, Windows NT, and Windows 98

Server: Microsoft Navision Attain Database Server: Windows 2000, Windows NT, IBM AIX, IBM OS/400

Microsoft SQL Server Option for Microsoft Navision Attain: Any operating system supported by MS SQL Server 2000.

Please refer to the detailed system requirements document for more information.



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