

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.



Microsoft®

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

What's New In Microsoft Navision Attain 3.60?

In order to ensure that your business management solution continues to meet the new business challenges and opportunities your company will face, Navision has created Microsoft Navision Attain – a solution designed to free you from worrying about your IT system, so you can concentrate on running your business.

Microsoft Navision Attain is the next generation of the successful Navision Financials. It builds on Navision Financials' strong financial management backbone and integrates it with even more collaborative business process functionality so you can unlock your full business potential. Microsoft Navision Attain fully integrates financial management, supply chain management, customer relationship management (CRM) and e-business functionality into one single database so you can share information across your company to increase your productivity and sharpen your competitive edge.

Microsoft Navision Attain delivers the flexibility, reliability, usability and ease-of-use you've come to expect from a Navision solution, and adds new innovative features and capabilities to help you grow your business — at Internet speed. With Microsoft Navision Attain you will collaborate with key partners

NAVISION®
The Way to Grow

and customers, make faster and more informed business decisions, and most importantly increase your bottom line.

Financial Management Highlights

Microsoft Excel Analysis Views

As part of the ongoing integration of Microsoft Navision Attain with commonly-used Microsoft Office products, new dimensions functionality has been added. Now you can export dimensional information from the Analysis Views to Microsoft Excel. This new functionality gives you the opportunity to organize, analyze and manipulate Microsoft Navision Attain data in an Excel spreadsheet for improved usability.

Change Log

The Change Log feature makes it possible to log all direct modifications a user makes to data in the Microsoft Navision Attain database. You can receive a chronological list of all changes made to any field in any table and see which user made the changes.

XBRL Specification 2

In the previous version of Microsoft Navision Attain, XBRL (eXtensible Business Reporting Language) debuted as a new standard for exchanging financial information across various software and technology platforms. The latest release of XBRL for Microsoft Navision Attain incorporates the XBRL consortium's newly released XBRL Specification 2, and improves the solution's ability to import, export, view and print

XBRL document files as well as send them via email to public authorities, credit institutions, banks and other relevant organizations. Navision is one of the few, non-XBRL specific software vendors to adopt this new specification, this makes Microsoft Navision Attain the first business management solution to deliver this new standard in its base product on a global level.

Accept Payment

The [application](#) facilities have been modified to incorporate two new options, so you can simplify your application entries.

Payment Tolerance: Payment Tolerance provides further bookkeeping flexibility. Now it is possible to set a tolerance level (in local or other currencies) on an invoice so you can apply and close an invoice payment – even if there is a difference in the amounts. This feature will also apply to similar documents such as credit memos and refunds.

Payment Discount Tolerance: Payment discount tolerance enables you to set a tolerance level so you can create a payment discount “grace period” for a number of days in order to apply and close invoices and payments, even if the discounted payment is made later than the payment discount date specified in the payment terms.



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Supply Chain Management Highlights

Warehouse Management Systems

Microsoft Navision Attain for Warehouse Management Systems (WMS) saves your business time and money through efficient warehouse processes. WMS is the extension to Warehouse Management, which was released with Attain 3.01 and covered the basic activities in the warehouse, such as receiving and putting away, picking and shipping. With WMS, the warehouse functionality is extended to allow you to speed up the order handling process, streamline your warehouse operations using accurate and transparent inventory data, and optimize your warehouse layout and space utilization.

Some of the features of WMS include:

- Your warehouse can be divided up into zones and bins.
- Bin rankings can be allocated for picking priority so that certain bins are picked before others.
- Bins can be defined as fixed or floating to give you flexibility in managing your inventory movements.
- Warehouse classes define under which conditions goods can be stored.
- Directed put-away and picking processes allow fast handling and shipping of goods.
- Different picking methods are supported such as pick to order, pick to stage and pick to tote.
- The Pick and Put-Away worksheet makes it possible to optimize the way items are picked or

put away.

- Internal Pick and Put-Away allows you to pick or put-away items without using a source document.
- Bin replenishment functionality is provided to ensure that items are always in the optimal place for picking.
- The option of cross docking allows you to expedite orders when required.
- Cycle Counting allows for systematic improvement of inventory accuracy.

Automated Data Capture Systems

Inaccurate data and inefficient processes in the warehouse lead to a range of problems that can affect many aspects of your business. Microsoft Navision Attain now incorporates an Automated Data Capture System (ADCS) to provide an efficient means for maintaining accurate inventory data in your warehouse. ADCS enables you to achieve cost savings by streamlining your inventory management processes.

Microsoft Navision Attain ADCS:

- Provides a simple, fast data collection system using radio-frequency technology to collect accurate, real-time inventory data.
- Increases the visibility of accurate inventory data throughout your company so that all employees have access to accurate data.

With ADCS, the quantity, placement, serial number, bin number and zone number are recorded so that



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when you want to find a specific item the program will tell you exactly where it is.

Pricing

Microsoft Navision Attain for Pricing gives you the freedom to focus on increasing sales, and the tools to minimize your purchasing costs. Pricing allows you to efficiently handle both your sales and purchase prices and your line discounts with customers and vendors.

You can:

- Set up specific sales or purchase prices and line discounts for individual customers and vendors.
- Manage general sales price agreements for groups of customers as well as exceptions for individual customers.
- Base sales or purchase price agreements on a monetary value or a discount percentage.
- Manage sales or purchase prices and line discounts by period of validity.
- Set up sales or purchase price agreements for one occurrence or as a recurring agreement.
- Trace how a sales or purchase price and a sales or purchase line discount was calculated.
- Simulate a sales or purchase price or a line discount before it is implemented.

CRM Highlights

Microsoft Outlook Client Integration

The key to success for CRM users is building better relationships with their business contacts. In this

capacity the task management feature of Microsoft Navision Attain plays a critical role.

CRM – Marketing & Sales now offers direct integration with Microsoft Outlook. By integrating Microsoft Navision Attain with Microsoft Outlook, users gain more efficient real-time information workflow and eliminate redundancy between the two systems. When fully integrated, the calendar reminder, planning and scheduling, as well as task management, are simultaneously updated in both systems, whenever information is entered into the corresponding application areas.

For example, you can schedule a meeting in Microsoft Outlook and have the meeting automatically updated in the CRM – Marketing & Sales task management. And when the meeting is completed the follow-up to-do registered in CRM – Marketing & Sales can be synchronized with your task list in Microsoft Outlook.

In addition, this functionality enables you to take advantage of the offline accessibility available in Microsoft Office ensuring that you always have access to your contact information no matter whether it is entered in Microsoft Navision Attain or Microsoft Outlook.

Microsoft Exchange E-Mail Logging

In addition to taking advantage of Microsoft Outlook's meeting and scheduling functionality, Microsoft



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Navision Attain also lets you integrate Outlook's e-mail capabilities directly with CRM – Marketing & Sales. When using this functionality, you can share both inbound and outbound e-mails to and from clients with any designated employees, regardless of whether the e-mails were directed to a specific person. You can log e-mails sent from both Microsoft Navision Attain and Microsoft Outlook and you can even decide whether to log automatically or manually. This gives you all the flexibility you need to choose the right settings for your business processes.

By using the Microsoft Exchange Server (*minimum requirement: version 5.5 with service pack 4*) you'll keep all your e-mail correspondence in their natural environment instead of lowering performance by storing them on the application server. Additionally, this ensures you can continue to easily administer and optimize your database storage capacity.

Improved Service Contract Management

For many companies, having precise, productive and well-maintained equipment is the key to their success. By maintaining service contracts on their equipment they can prolong the life of their equipment and avoid expensive and costly breakdowns. Service contracts enable companies to plan ahead so they can better organize their serviceable resources.

CRM—Service allows you to create service contracts for any type of service, whether it is equipment-related

or consulting related. And you need not worry about handling customers with service items in different locations, because, the solution lets you create one service contract for multiple service items.

Service Price Management

A well thought out service price strategy is one of the many tools companies can use to increase the profitability of their service operations, whether or not their prices are dictated by competitive pressure or internal policies.

The service price management functionality in CRM – Service has undergone major improvement to make it a more effective tool for companies to support their simple or complex service pricing strategies. You can define your pricing structure based on a variety of parameter to ensure you always apply the right price for the performed service task, by setting up a minimum, maximum or fixed price. CRM – Service helps your improve your efficiency throughout your operations from accelerated invoice processing to improved customer service so you can easily personalize your service price agreements and analyze your prices to achieve maximum profitability.

CRM Functionality Improvements

The more you know about your customers the better you will be able to serve them. So, in addition to the new Microsoft Outlook integration capabilities, Microsoft Navision Attain for CRM also delivers many



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newly enhanced functionality improvements including:
more flexible contact search and data retrieval,
advanced cross-classification performance, improved
information collection classification and expanded
customer base segmentation functions.

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:

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
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Solutions can be found at:

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