Microsoft Navision Axapta is an ERP solution created specifically to help mid-market enterprises seize opportunity and gain a competitive advantage.

Axapta is ideal for companies who are looking for one solution that:

- Empowers you to run your business the way you want
- Enables you to connect and interact with your customers, partners, employees and trading community
- Provides robust, comprehensive functionality all in one source
- Empowers you to grow and expand quickly

Microsoft Navision Axapta - A Snapshot

Microsoft Navision Axapta is the most comprehensive, mid-market Enterprise Resource Planning solution available today.

It helps you expand your business quickly and extend your business processes to the Internet immediately. Axapta provides you with a solid foundation to collaborate successfully with your customers, partners, employees and suppliers.

Axapta supports your entire business with functionality spanning manufacturing, distribution, supply chain management, project management, financial management, customer relationship management, human resource management and business analysis.

It complies with local legal and accounting requirements and runs in multiple languages and currencies. Local partners who understand your business work directly with you, during and after implementation.

Manufacturing

When choosing an ERP system, manufacturers are faced with a difficult dilemma. Too often it comes down to choosing a solution that has strong manufacturing functionality at the expense of general business functionality. Or you are forced to purchase a separate

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system, such as financial management, and integrate the two. Not with Axapta. It offers the full range of functionality – including deep manufacturing.

Greater Control

Axapta gives you greater control over manufacturing and production. At any time, you can measure very specific costs associated with employees, machinery and products. This allows you to manage costs better and identify new possibilities faster.

Better Planning

The finite and infinite capacity and materials planning helps you project long-term needs, foresee fluctuations in demand and adjust your plans accordingly. You can manage your shop floor more effectively by reducing manual entry and web-enabling employee information such as time registration and payroll. By collecting and analyzing production-related information such as work hours and production activities, you can improve cost control.

Gantt charts provide a graphical illustration of schedules so that you can plan, coordinate and track specific tasks related to a project. Using Gantt charts, you can, for example, assess the consequences of staff rotations visually, via the graphic tool in a simple manner. You can define your Gantt plans and envision the production flow from one machine to another.

Simplified Configuration

Due to the online configuration, products can be generated online and with greater precision. At the same time, you can open your system up to customers and vendors so that they can configure their own products, submit orders and view an expected date of delivery via the Internet. The full graphical suite, including version control, helps you design and maintain bills of materials.

Distribution

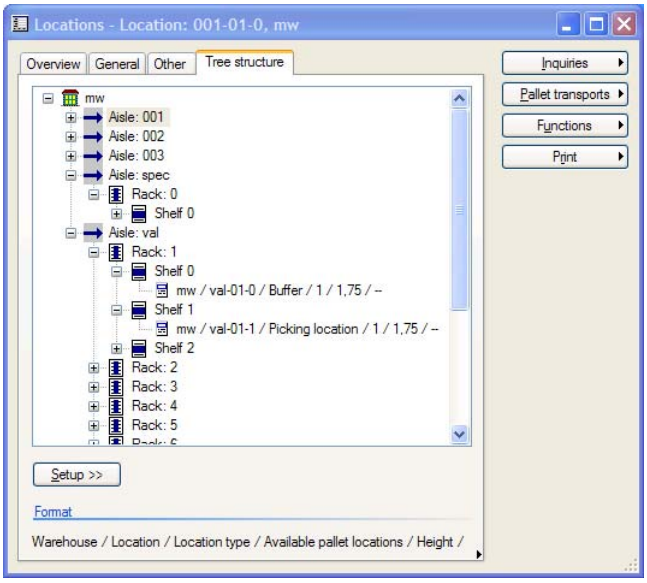
Effective distribution comes down to knowing where items are at any given moment and ensuring an efficient flow from production, to storage, to shipping. With Axapta, you can optimize your entire warehouse management cycle according to your needs based on accurate, timely information.

Flexible Storage

Axapta facilitates the process for receiving items from both external suppliers and internal sources while providing extensive flexibility for placement of goods. It supports the division of warehouses into zones with different storage purposes, including chaotic storage.

Levels of Information

Dimensions make it possible for you to define very specific levels of information for each item group or each specific item. The support for serial and batch number control automatically stamps inventory or individual items with a number linked to shipments



Warehouse overview: Locate items in your warehouse quickly

and deliveries. Axapta also supports the use of bar codes as a means of running your warehouse more efficiently.

Multi-sites in One System

You can unite multi-sites in one installation reducing maintenance costs and IT resources. Multi-site support is ideal for companies with wide area networks that want centralized reporting and the ability to cross-reference or amalgamate information from individual offices. Customer, vendor, general ledger account numbers and similar information can be shared or made unique depending on business needs.

Supply Chain Management

When it comes to your supply chain, two goals come to mind – reducing inventory and increasing productivity. Today, with the combined forces of the Internet and ERP, it is possible to find the balance needed to achieve those goals. Axapta is a natural fit to this equation due to its encompassing functionality and inherent Internet capabilities. It was built for the Internet giving you fast and cost-effective visibility and connectivity throughout your entire supply chain.

Collaborating Online – Makes Sense

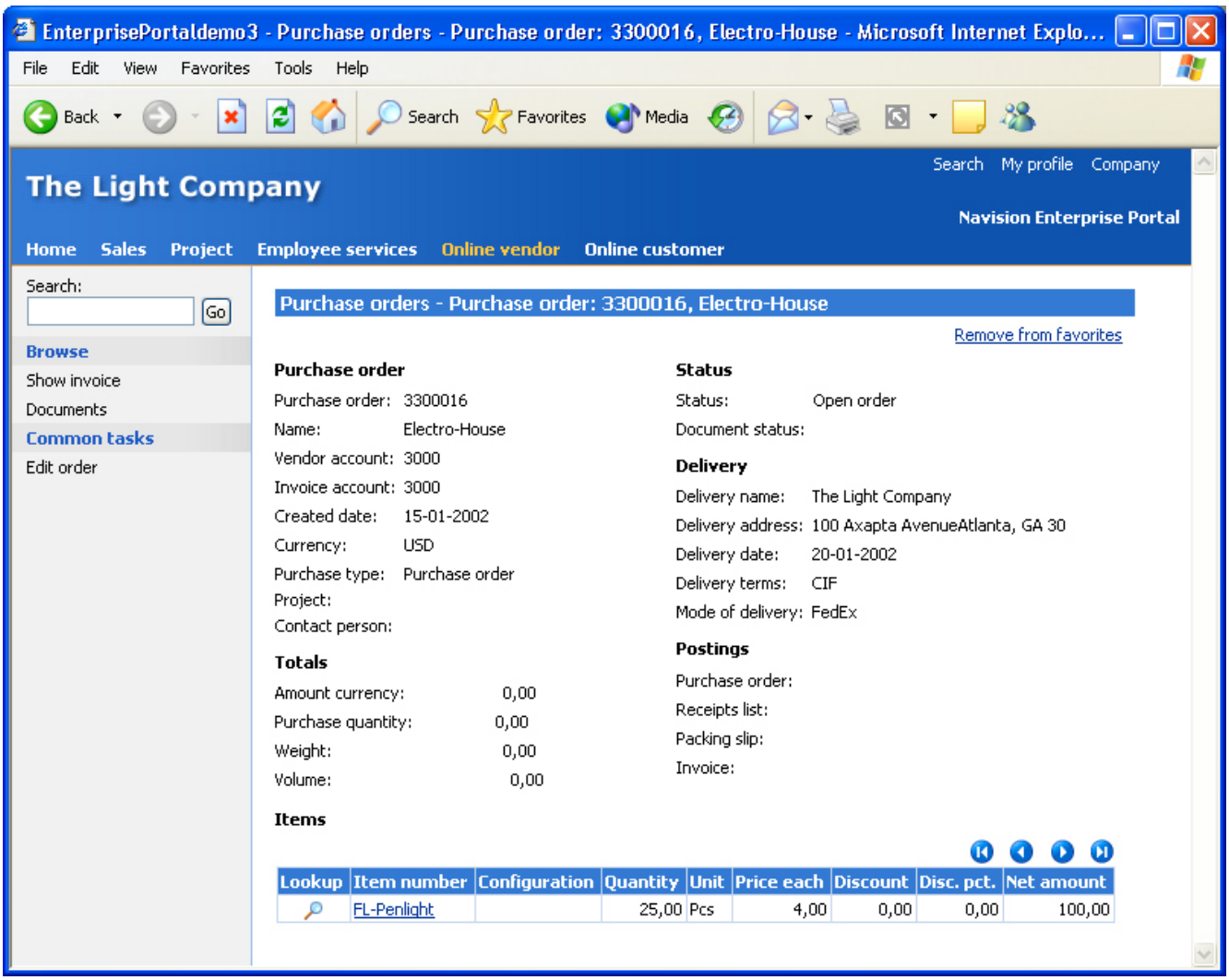
The supply chain comes to life when you connect with your customers and vendors using the Internet. Via personalized Web portals, they can interact directly with your ERP data reducing the time and costs associated with sales, purchases and deliveries. Everyone relevant to the process has access to a shared and accurate overview of the supply chain data, and all of the information is completely integrated and automatically updated throughout Axapta.

Eliminate Manual Entry

Axapta gives you the ability to eliminate all manual entry of data. Via XML, documents such as sales and purchase orders can be sent directly from your customer's or vendor's system to your own Axapta installation and vice versa without any employee interaction whatsoever.

Trade Internally Without Hassle

The Intercompany functionality saves your business time and money because it allows several subsidiaries or distribution centers to trade internally within one Axapta installation. It is not necessary to create



View and edit open purchase orders

manual sales or purchase orders, and you have greater control as well as visibility regarding transfers.

Analysis Paves the Way for Improvement

Using the wealth of accurate information stored in Axapta, you can analyze the relationship between costs and sales including very specific details such as sales on different item groups, individual items, customer groups and individual customers. You can accurately monitor your revenue across your business based on factors such as country, region, customer group and time period so that your supply chain is on a steady path of evolution.

Project Management

While the demand for faster and better service is increasing, so is the pressure to automate processes and balance costs associated with projects and service

requests. For the growing number of companies that provide services to customers, either as their core business or in addition to their products, the challenge is to effectively manage knowledge, opportunities and resources. Axapta provides the strong platform to help you effectively administer projects and achieve the results you want.

Effectively Manage Time and Resources

With Axapta, you have at your fingertips the tools to facilitate registration, invoicing and analysis. Axapta helps you plan, monitor and follow up on projects – both internal and external. It supports a wide range of functions such as managing time and materials in projects and advanced fixed price projects.

Personalized Registration and Views

Employees and consultants can register hours directly into Axapta via personalized websites. All of the information residing in Axapta is completely integrated giving you a full overview of facts ranging from costs and hours to accounts receivable master data and item configurations.

Analyzing Projects

The flexible project hierarchy structure, including a graphical overview, details fixed priced projects. When working with projects, statistics provide the essential overview of the financial status of a project. By using Axapta Business Analysis, you can present data in pivot tables.

Financial Management

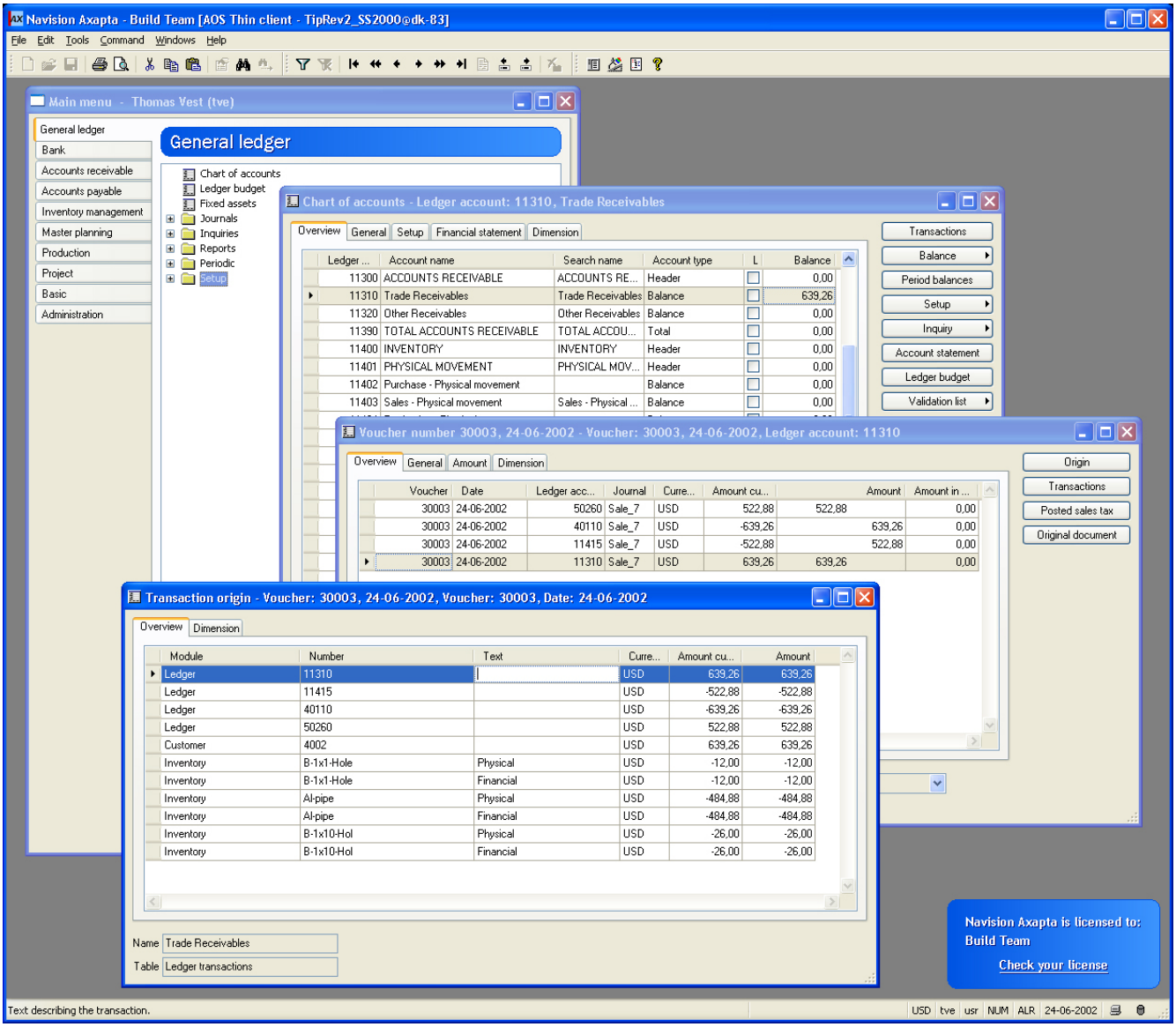
If you are a CFO, you want accurate numbers now – not tomorrow. Control over your finances can't wait for wrong numbers to be corrected or overdue reports. Axapta provides you with fast, reliable and comprehensive accounting, financial reporting and analysis.

The Basics Count

Axapta provides all of the functionality you need to update your accounts efficiently and comply with internal and external reporting requirements. Basic capabilities include general ledger, liquidity management (bank management), accounts receivable, accounts payable and fixed assets.

Accuracy Throughout

You can work with an infinite number of dimensions across the various modules and they are easy to set up and maintain. They can be used for tracking profit, cost centers, departments, regions, product lines or any other reporting unit. The online update of your general ledger results in fast and accurate financial reporting. Since all of the Axapta modules are part of one system, a transaction in one module is automatically updated in corresponding accounts in the general ledger.



Axapta gives you accurate numbers now – not tomorrow. Quickly trace a transaction from a ledger account to its origin, for example, a sales invoice

Intercompany Accounting in One System

With Axapta, a business with several subsidiaries or distribution centers can set up intercompany journals. An intercompany transaction posted in one subsidiary is automatically updated in designated accounts of the other subsidiary or distribution center. With the complete audit trail, you can trace any transaction back to the module where it was created and to the original document. Fast and flexible reporting tools help you perform a vast range of reports and inquiries.

Customer Relationship Management

With Axapta, you are in constant dialogue with your customers. By knowing your customers and their needs, you can deliver the exact products and services they seek. By servicing their needs effectively, you gain their loyalty.

Centralized Customer Information

Your can manage business relationships more effectively with all your business information stored centrally in one database. Your sales force can plan and evaluate activities and easily spot new opportunities due to the structured and accessible information. Using the detailed information, they can create, administer and distribute campaigns directly from Axapta. They also have advanced reporting options, such as analyzing actual sales against budgets.

Better Service

Self-service portals for sales representatives and customers are fast and easy to launch. Customers can browse through personalized product catalogues, view the shipping status and maintain their own contact information. Even on the road, your sales force has access to vital information. By using a mobile phone, a hand-held PC or a browser, they can access customer-related information such as projects, invoices, order history and current total revenue.

Sharing and Exchanging Knowledge

What's more, your entire organization can gain from sales knowledge. Information that is usually only accessible by staff in accounting or sales can now be made available to staff anywhere in the organization – depending on their roles within the business. There are no more walls separating front-office and back-office activities.

Automating Sales Processes

With Axapta, you also have the option to integrate your computers and telephones for automatic dial up. Document management includes the tracking and storage of contacts, sales orders and quotations as well as emails, SMS messages and phone calls.

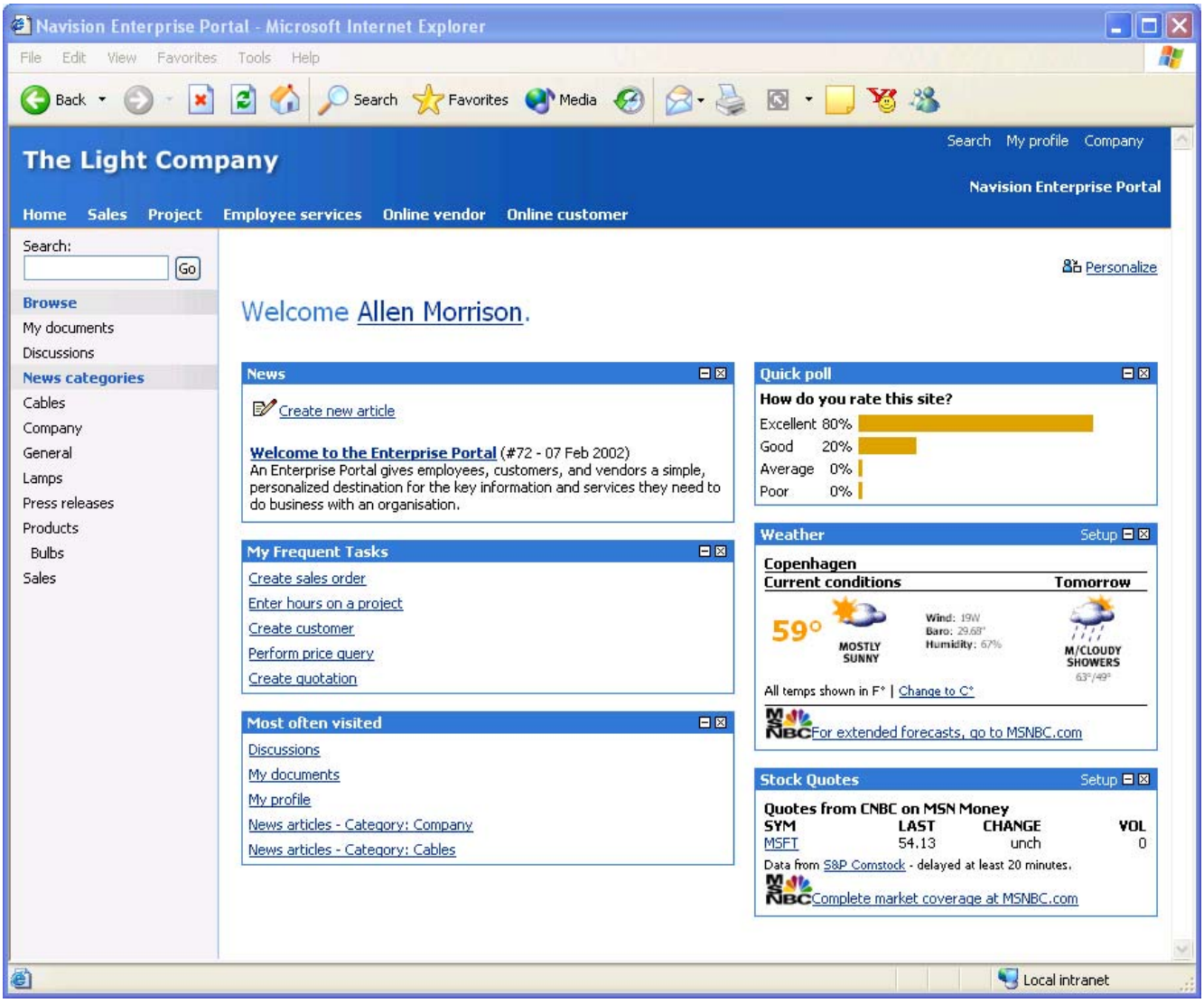
Human Resource Management

An agile human resource management system can help you quickly evolve your organization to meet the challenges of a fluctuating business environment. Axapta helps you gather and structure employee information and support their development, maintain an overview of your organization and create the right internal environment to drive your business forward.

Simplified Maintenance

You can create organizational charts of the entire organization, a matrix organization or even a project organization. Store résumés, primary contacts, and contract and payroll information. Employees can maintain their own information and monitor

development goals via personalized portals.



Employee homepage: Axapta helps you gather and structure employee information and support their development. You have the tools to maintain an overview of your organization and create the right internal environment to drive your business forward.

From the Big Picture to the Smaller Details

In addition to the employee profiles, you can maintain payroll information for every single employee. Bank account numbers, tax numbers, pension schemes and accrued vacation can all be stored for each employee. You can also keep track of variables such as bonuses, stock options, health insurance, and other employee-specific supplements.

Recruitment Without Hassle

Axapta automates recruitment processes and employee absence analysis. You can learn from the experience of previous recruitment campaigns and select the right media and methods for sharper communication. And once the applications start coming in, you have an efficient system to keep track of their status.

Leveraging Your Employee Information

Assuring attractive and satisfying career planning for your employees is a challenge that demands organized documentation of the agreements made between employer and employee. With Axapta, you can identify skill gaps to determine required employee development, initiate and follow up on development plans and provide a uniform framework for people managers to reach employee development goals. Strategic planning, best practice action templates, SWOT analysis and action planning will help you leverage experience and human resources, making it easier for you to stay on track and achieve your goals.

Business Analysis

Decision makers in a global marketplace face tough questions everyday. Is the business healthy? Who are my best customers? Which supplier should I choose? Axapta gives you access to the accurate and timely analysis you need to compete successfully. Capturing the larger overview and drilling down to the details in the familiar and user-friendly Axapta environment help you learn from previous decisions, investigate opportunity and target markets and customers with pinpoint accuracy – quickly.

ERP Data at Work

Analysis in Axapta is based on On-Line Analytical Processing technology (OLAP), which facilitates multidimensional analysis through the use of the Microsoft Analysis Server. With Axapta, the OLAP functionality and the ERP data are one so that all mappings occur directly in Axapta, thus taking full advantage of your business information and making the most of relationships between tables, extended data types and enum labels.

Analysis When and How You Want It

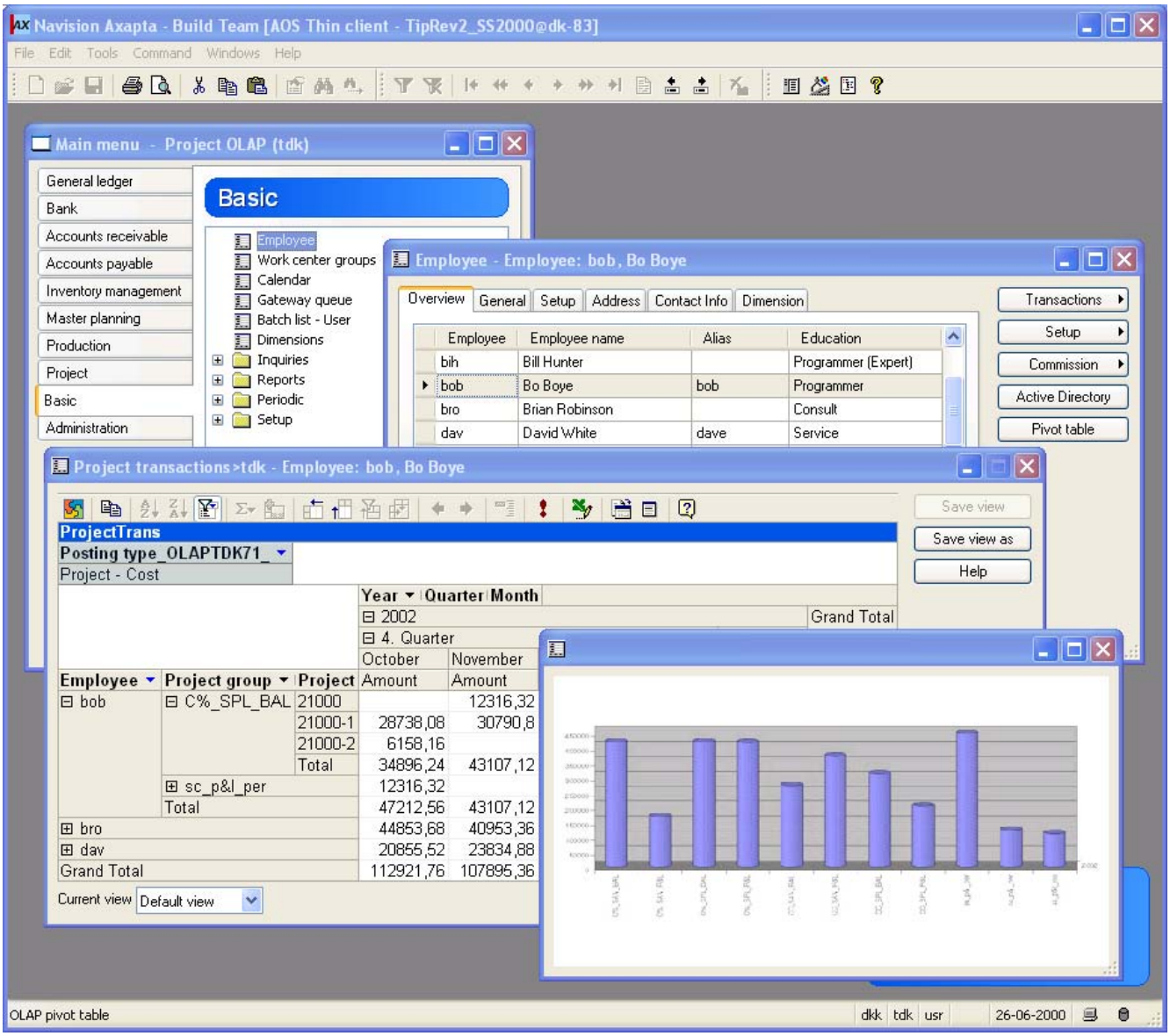
You have a wide range of dimensions to explore, including time, products, geographical regions or sales channels. CEOs, CFOs, managers, controllers, accountants and sales and marketing staff can create, view and understand reports that previously were complicated, expensive or time-consuming. The data used for analysis is constantly updated because it includes changes as they occur in Axapta or subsequent data sources.

Global Solution

Thinking and acting globally – successfully – requires a global ERP solution. Axapta is that true international solution.

Ready for Business Anywhere

When you purchase Axapta, it is already compliant with individual legal and market requirements of countries around the globe. You can run multiple languages, interchanging and viewing them in real-time. Employees can work in the language of their choice and they can send documents to customers and vendors in their native language. Customers and vendors can also choose their preferred language if they are signed on to Axapta via the Enterprise Portal.



Axapta makes it easy to keep track of costs throughout your company. You decide what level of detail you want. Here you can see Cost per project for employee Bob Boye

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Currency Support Helps Balance Books

When transactions are made in several currencies, it is a time-consuming and error prone task to reconcile fluctuations in relative currency value. Axapta handles two currencies making it possible to track all transactions in the originating currency and the base currency of the company. It automatically calculates and updates realized and unrealized gains and losses. The detailed currency information is stored in the subsidiary ledgers, as well as the general ledger.

Local Support

With Axapta, you work one on one with a local partner. The network of Navision Solution Centers have technical understanding, a comprehensive knowledge of your business and market and will use their expertise to complement the way you do business.

Technology

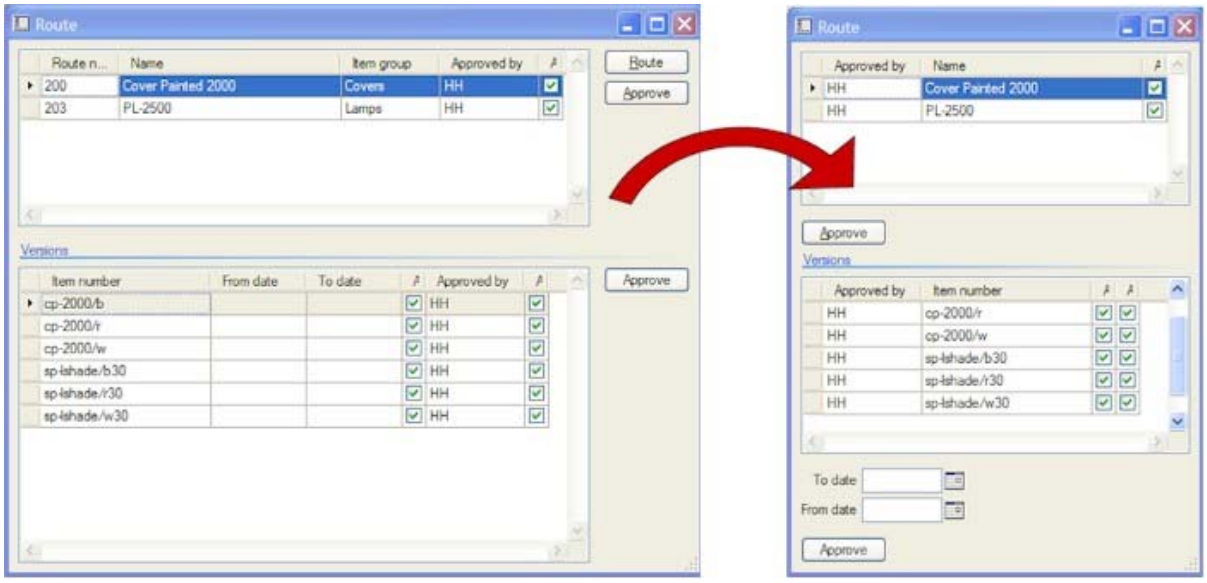
Axapta is a completely integrated ERP solution using only one business logic, one source code, one database and one toolbox. It is completely Web-enabled and supports the leading database management systems, including Microsoft SQL server and Oracle databases. With the customizable source code, you can modify the solution however and whenever you want.

One Implementation

With Axapta, the full range of functionality is delivered in the first installation. Unused functionality remains hidden until the need arises and is activated by simply entering the appropriate code into the system. You only pay for functionality and capacity you use. And, you don't have the hassle of integrating and managing multiple systems.

Fast and Inexpensive Customization

You are able to make sophisticated customizations without special IT or programming knowledge. Often, this process can cost companies a great deal of time and money because changes need to be made to multiple forms and reports. But with the Axapta configuration system, the unused features are hidden, not removed, and the process is simple. The core functionality, as well as the customizations, is saved so that you can always view or revert back to them.



It's easy for users to change forms. Here the user modifies a route form.

Connectivity

Axapta gives you the flexibility needed to establish an IT infrastructure throughout your entire organization. Connectivity is assured with Enterprise Portal and support for XML and Web services. With Axapta, you can collaborate in powerful ways.

Ease of Use

The intuitive environment ensures that only little training is required. Features, such as menu bars and screen layout, are based on Microsoft Windows and are the same as the version you are running – whether that be Windows XP, Windows 2000 or another.

Grows with You

The scalable, three-tier architecture is the foundation for unlimited growth and expansion. With Axapta, you invest in an IT infrastructure suited for the present and future.

Contact your partner

To learn more about Microsoft Navision Axapta, contact your local Navision Solution Center. They have the expertise necessary to meet your specific business needs.

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 mid-market 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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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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In Summary Microsoft Navision Axapta Offers:

Manufacturing

- MRPII-compliant supply and demand planning
- Finite and infinite capacity and materials planning
- Job scheduling and sequencing
- Resource management
- Shop floor management
- Work order management with job costing
- Product configuration
- Graphical bill of materials designer with version control

Distribution

- Multi-site warehouse management
- Inventory management with dimensions
- Order handling with trade agreements
- Order promising
- Item and lot number reservation and tracking

Supply Chain Management

- Demand forecasting
- Intercompany trade
- Procurement management
- Partner self-service websites
- Performance monitoring
- Electronic information exchange

Project Management

- Project types and hierarchies
- Project finance and invoicing
- Consultant self-service websites

Financial Management

- Financial management with dimensions
- Intercompany accounting and consolidation
- Complete audit trail

Customer Relationship Management

- Sales force and marketing automation
- Telemarketing and questionnaires
- Sales management
- Customer self-service websites
- Computer telephone integration
- Document management

Human Resource Management

- Organizational charts and employee registration
- Skills mapping and recruitment
- Employee self-service websites
- Business process management

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Business Analysis

- Designer for multidimensional data cubes
- Integration with Microsoft Analysis Services
- Analysis views through embedded Pivot Tables
- Balanced scorecard with key performance indicators

Global Solution

- Supports local legal and accounting requirements
- Multiple languages
- Multiple currencies
- Local sales and support

Technology

- One integrated and web-enabled business logic
- Three-tier, scalable system architecture
- Open source code with integrated development environment
- Conforms to all relevant technology standards and interfaces

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