

Navision Attain

An integrated business solution for small to medium-sized companies

Key Benefits

Navision Attain gives you the fastest way to realize the full potential of your business.

Navision Attain can help you:

- Respond quickly and effectively to new revenue opportunities
- Gain maximum efficiency from all your business operations
- Gain an immediate competitive advantage with the expertise of a local Navision Attain Center

“Adaptability and flexibility are important to us as our various operations around the world have different production and business requirements. With Navision Attain, we find that we can successfully adapt the software to suit the way we work – and not the other way around.”

Svend Thomsen, CFO Oticon A/S,
www.oticon.com



Fact Sheet – Navision Attain

Realize the Full Potential of Your Business

Navision Attain is a cost-effective, integrated business solution that is fast to implement and easy to customize, use and maintain. Navision Attain is designed specifically for small to medium-sized companies seeking **one** solution to help increase productivity and adapt as their business grows.

Navision Attain offers solutions for financial management, manufacturing and distribution, Customer Relationship Management (CRM), and e-commerce. These functionalities are fully integrated in the solution, so you can streamline internal and external business processes, and work more efficiently and effectively with customers, partners and vendors.

Solutions for Financial Management

To get ahead and stay in front, you need a business solution that helps you identify new revenue opportunities and respond quickly. With Navision Attain, you 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. You can quickly drill down to the specific information you need to make informed

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decisions. You can ask searching questions about your business, find and analyze the answers – and act accordingly.

General Ledger

The General Ledger (GL) constitutes the backbone of the entire Navision Attain solution. This is where your financial information is posted, summarized and processed. With the online integration and flexible work tools in general ledger, you can efficiently centralize your company's accounting information. Users can set up companies and general ledger posting groups as well as utilize the chart of accounts, general journals, VAT facilities, recurring journals and source codes.

Budgets created in the general ledger can be used to produce balances for your company's budgets showing variances by percentages. Any number of budgets can be created, copied and worked with concurrently, and there is no limit to the number of budgets that can be assigned for a given period. Most importantly, the ability to compare revised budgets with the original is always available.

Account schedules within the general ledger can be used to perform analyses and create reports based on the figures in the chart of accounts and budgets. With account schedules you can create an unlimited number of unique, company-specific reports based on general ledger data, budget data and dimensions data. You can organize this information in any way you like – even export it to a Microsoft Excel

spreadsheet, where you can take full advantage of Excel's presentation capabilities.

Financial information in the general ledger can be consolidated from one or several Navision Attain databases, and imported and exported as needed. General ledger entries can also be allocated to combinations of accounts, departments and projects using allocation keys based on percentages, quantities and amounts.

In addition, Navision Attain contains XBRL (eXtensible Business Reporting Language) functionality. With XBRL on board you can exchange financial reports across all software and technologies, including the Internet. You enter information once, after which it can be rendered in any form, such as a printed financial statement, an HTML document for your company's website, a filing document for submission to government agencies, a raw XML file or other specialized reporting formats.

Unlimited Dimensions

You can view data by dimensions to better understand and direct your business. Dimensions allow a more sophisticated way of viewing information, so you monitor your company's performance, investigate relationships and exploit opportunities more effectively. You can ensure employee accountability and perform highly specific

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reporting by tagging general ledger and budget entries with an unlimited number of company-specific dimensions. Name your own dimensions, create new ones at any time, and organize them in hierarchies that best reflect your accounting and reporting needs.

Continuously Updated Financial Data

FlowFields and Lookup Buttons give you continuously updated financial data, allow you to set filters on one or more fields in a table, and give you direct access to information in a table (for example, from a journal line).

Flexible Accounting Periods

You can define any starting date for the fiscal year and specify your own accounting periods, with an unlimited number of periods of any duration. For example, say your business is a subsidiary of a company located in another country – and because of local requirements, the head office has accounting periods that are different from yours. With the flexible accounting periods in Navision Attain, you'll be able to define your accounting periods to match those of the head office, making reporting easier and more efficient.

Multicurrency, Foreign Trade and Currency Management

These features help you conduct international business effectively. You can maintain the general ledger in two different currencies, so you can view balances online and print financial reports for two currencies simultaneously. You can also invoice a customer or a vendor in an unlimited number of currencies, or manage entire customer and vendor

accounts in a foreign currency. And the Euro Conversion Tool in Navision Attain enables you to transfer company accounts to the euro in a straightforward and reliable process that is no more difficult than running a batch job.

Traceability

In Navision Attain, you can find even the smallest details quickly. Transactions leave an audit trail, so even complex business transactions become transparent. You can view all general ledger entries for all accounts, or specific accounts from your chart of accounts, journals, account cards and so on. The general ledger registers and records every entry made, and where and when it originated. Use the Find function on any field and in any window to locate information.

Secure Accounting and Business Rules

Record-level security in Navision Attain allows you to specify which personnel can see which information in the system. Navision Attain also enables you to automate procedures and policies in your organization by using business rules that can be applied to individual accounts, account types, dimensions and many other areas. You can influence how your accounting is conducted and increase the consistency of data entry, and thereby data output.

General Journals

Use your general journals to post to general ledger

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accounts, bank accounts, customer accounts and so on. You can set up an unlimited number of journal batches – for example, per user, or for specific purposes like corrections. Or, you can define rules for each individual batch -- assign a default balancing account and define rules for VAT calculation per journal batch. Navision Attain gives you the flexibility to present your journals as you please. Using the Show/Hide function, you can select which fields are shown in the journal window.

Use recurring journals for frequent transactions, whether they are of fixed or variable amounts. You can also set an expiry date for when a series of recurring posts should end. Use allocation keys to allocate an entry in a recurring journal to more than one account, and allocate by quantity, percentage or amount.

Budgets

Navision Attain allows you to create and maintain budgets in an easy-to-understand matrix form. You can investigate budgetary performance using account schedules and specific budget reports. With Navision Attain, you can have as many budgets as you want, of any period length, and as detailed as you deem necessary. You can even attach an infinite number of dimensions to each budget entry for in-depth analysis.

Allocate budgets on total accounts – for example, on accounts where a monetary ceiling has been set but no specific expenditures have been identified as yet. Or create very specific ‘sub-budgets’ within an overall budget, such as a sales budget for a particular

customer target group per department over a specified period.

Fixed Assets

With Fixed Assets you get an immediate overview of your fixed assets. You always know your book value and your accumulated depreciation. What’s more, integration in Navision Attain means you can easily reconcile your fixed assets with your general ledger. You can keep track of the maintenance contracts belonging to your fixed assets and the overall handling of the insurance policies belonging to your company’s fixed assets.

Solutions for Supply Chain Collaboration

With Navision Attain, you can adapt your business to the opportunities of today’s rapidly changing market. Navision Attain solutions for supply chain collaboration help you increase customer loyalty through better responsiveness, rapidly pursue new market opportunities and increase profits through efficient collaboration with partners.

Manufacturing

Navision Attain supports the implementation of world-class manufacturing philosophies. Navision Attain helps you respond quickly to rapidly changing customer demands, and includes key features that support basic manufacturing, supply planning and capacity requirements planning.

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Among the key manufacturing features in Navision Attain are:

- **Interactive Action Messaging & Multiple Planning Paths**

so you can change and implement manufacturing methods and processes instantly to reflect changing customer needs. Multiple planning options, tracking, and action messaging allow you to quickly and easily make exceptions and last-minute changes, so you give your customers what they want, when they want it. You have the flexibility to plan from the sales order, the production order, the purchase requisition, or by the traditional MPS/MRP planning methods.

- **Multi-Dimensional Tracking and Pegging**

provides data that is more visible. You can speed up your orders and provide fast answers to customer questions, because of visibility into all aspects of your manufacturing processes.

Multidimensional tracking allows you to respond instantly to customer inquiries about order status. For example, access tracking from the dispatch list allows the shop floor manager to determine which customers would be affected if you moved a job.

You get immediate value from your investment because 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. Add value later with phased software implementation –

expanding functionality as your business needs require.

Distribution

You cannot afford to miss an order because an item is not in stock. And you cannot afford to tell a customer that you'll have to get back to them when they ask for the delivery time or the price of a product. Navision Attain for distribution gives you the power to satisfy your customers. Improve customer service, be more responsive and reduce costs with distribution features like:

- **Item Substitution & Item Cross-References**

You can save time and trouble for both you and your customers by quickly identifying the item the customer wants to order. It is easy to cross-reference any vendor, customer or internal code, and find the corresponding item.

Offer your customer an alternative at any time. The Item Substitution feature allows you to offer similar items in a variety of styles, brands and price categories. Your employees will be able to find alternatives with the latest price and quantity on hand, at the click of a button.

- **Order Promising**

When you are entering a sales order, you have easy

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access to all the latest information about price and important product specifications. And, with multilevel ATP (available to promise) and CTP (capable to promise) capabilities, you can give your customers accurate, up-to-date information about item availability.

- **Nonstock Items & Contract Pricing**

Now you can offer fast and efficient order handling for all your catalog items. Navision Attain allows you to handle non-stock orders as you would any sales order. The system processes them without making any difference to the customer. And, you can also specify that an order be handled as a cross-dock or drop shipment to save time on delivery. Instead of feeling disappointed that you do not stock an item, the customer will appreciate the fast, direct delivery.

- **Multiple Locations & Responsibility Centers**

Navision Attain enables you to respond to your customers' needs quickly, as well as save time and money. Navision Attain gives you the ability to handle inventory across multiple locations (for example, warehouses in New York, L.A. and Atlanta) from a single database. You'll have a complete, real-time overview of the whole of your business.

- **Warehouse Management**

You'll be able to optimize your put-away and picking process to improve warehouse organization and reduce labor costs. Put-away notes and picking notes can complement your company's working methods.

Solutions for Customer Relationship Management (CRM)

CRM – Marketing & Sales

There's potential in every business interaction – whether you are dealing with a customer, a partner or a prospect. And if you can drive value into all your activities, you're already one step ahead of the competition. Navision Attain for CRM – Marketing & Sales gives you all the information you need to make the most of every business interaction. You get valuable, real-time information that helps you make better decisions, increase your hit rate and ensure that your customers don't take their business elsewhere.

- **Contact Management**

With features like Contact Management, your employees can access important information on previous sales, marketing campaigns and future opportunities. You'll be able to maintain an overview of your contacts, categorize your contacts based on profiling questions and personalize your approach to your contacts.

- **Task Management**

CRM – Marketing & Sales functionality helps you organize your campaign, marketing and sales tasks. Your employees will be able to make to-do lists and assign tasks to other users or teams of users

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recorded in the program. The Task Management feature also lets you create an activity composed of several tasks.

- **Contact Classification**

You'll be able to classify your contacts into different categories, and tailor your marketing messages to suit the individual needs of the customer. And you'll have easy access to crucial information for campaign planning, targeting your contacts more specifically and for streamlining your sales and marketing messages.

- **Campaign Management**

Using Navision Attain you can segment your contacts based on specific criteria, such as sales, contact profiles and interactions. Your marketing campaigns become more effective because you can organize your campaigns based on the segments that you have created.

Navision Attain CRM – Marketing and Sales includes other features such as document management, interaction log and opportunity management, so you can keep track of the interactions you have with your contacts and keep track of sales opportunities.

CRM – Service

CRM – Service in Navision Attain is a tool that makes it profitable for you to deliver superior customer service by allowing you to meet and exceed customer expectations, place tighter controls on costs and organize your service resources for maximum efficiency.

- Register all your service items and parts, including serial numbers, contract information, component management and BOM references
- Access the service level agreement information concerning, for example, response times and warranty information
- Track all components of a service item and view their status, for example, find out if a component has been replaced, when it was replaced, and how many times
- Access key business indicators on service items, for example, view the cost, income or profit of the service associated with a given service item in any chosen time frame
- Improve your troubleshooting capabilities by providing guidelines and procedures for solving service issues

Solutions for e-Commerce

- **Commerce Portal** leverages the Internet to streamline interactions with vendors and customers.

Your partners and customers have access to real-time information in your Navision Attain solution through the self-service features in Commerce Portal. They can maintain and query data and documents across the range of functions found in Navision Attain – depending on their particular

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role and the access rights you define for them.

- **Commerce Gateway**

Commerce Gateway lets you easily take advantage of new opportunities for business-to-business collaboration.

You can save money by sharing inventory and planning information with your suppliers. Commerce Gateway opens up Navision Attain for the electronic exchange of trading documents, allowing you to participate effectively as a supply chain partner. Electronically sending and receiving purchase orders and sales orders reduces the amount of time you spend on manual work and helps to eliminate human error.

- **User Portal** instantly increases employee productivity. User Portal helps your company instantly and cost-efficiently deploy a Web-based interface, allows employees to improve their efficiency and helps them make better business decisions by bringing to them exactly the information they need in order to do their jobs effectively.

Additional Features

Multiple Currencies

Companies engaged in cross-border business operations need the flexibility to manage multiple currencies in all their operations. With Navision Attain, you can easily set up and maintain multiple currencies throughout the application. Do so in payables and

receivables, for example, or for general ledger reports, bank accounts and resource/inventory items. You can issue an invoice in one currency, and accept payment for that invoice in a different currency. Or conduct all of your business in one currency while creating reports in another.

Currency conversions are performed according to exchange rates that are stored and maintained in the exchange rate table, which can be defined for a specified date or time period. Historical exchange rates can also be saved in the table to keep track of currency fluctuations over a certain time period.

By using the Multicurrency functionality, companies can transact business in any number of currencies for any customer or vendor, and real-time currency conversion ensures dynamic management and efficient processing of exchange rate changes.

Multiple Languages

The paradox of the global marketplace is that in order to succeed you need to both act globally and think locally. However, running a multilingual operation that meets the needs of customers, vendors and also employees isn't simple. Luckily, Navision Attain makes it easier with its Multilanguage functionality.

Multilanguage functionality allows users to choose the language they want to work in, and to select the

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language in which they communicate with customers, partners and other business contacts. You can instantly switch to virtually any language in the world.

Internally, the Multilanguage capability eliminates barriers to performance by allowing each employee to select their preferred language when using the system. And since the application works in real-time, two employees can use the same workstation and change between languages with a simple mouse click.

Externally, customers and vendors also benefit from the Multilanguage feature because it gives companies the ability to do business in a global market. Inventory descriptions, printed reports and invoices can easily be set up for distribution in the preferred business language of the recipient, thus allowing your company to respond more quickly and efficiently to numerous revenue opportunities regardless of their geographical location.

C/SIDE

Essential to 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 development of

customer-specific solutions and completely new functional areas in Navision Attain.

Navision Developer's Toolkit

This tool integrates the best practices of the compare tool, the merge tool and the impulse workbench into one single tool. 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 was designed for ease-of-use in order to secure high quality and efficiency during the upgrade process. The Navision Developer's Toolkit supports and understands the object structure of Navision Attain and takes advantage of this knowledge during the diagnostic, development and implementation phases.

Contact Your Partner

To learn more about Navision Attain and how you can realize the full potential of your business, contact your local Navision Solution Center. They have the expertise necessary to meet your specific business needs.

About Navision

Navision a/s is a leading global provider of cost-effective and adaptable integrated business solutions that help companies in their quest to grow. The company has a base of more than 133,000 customers worldwide, a global network of more than 2,300

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partners, and around 1,200 employees in 30 countries. The Navision product line consists of Navision Axapta®, Navision Attain®/ Navision Financials®, and Navision XAL®. Navision a/s shares are listed on the Copenhagen Stock Exchange (CSE: NAVI). The

company is headquartered in Vedbaek, Denmark.

You can learn more about Navision a/s on the Internet at www.navision.com

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Data Sheet – Navision Attain

Key Features	Description
Financial Management	<ul style="list-style-type: none"> • General Ledger, Accounts Receivables and Accounts Payable fully integrated with other Attain application areas • FlowFields and Lookup Buttons • Easy to maintain Chart of Accounts • Flexible Accounting Periods • "Navigate" function to locate all entries related to the same posting • Transaction traceability • Security and Business Rules • General Journal templates • Budgets • Business Rules • Account Schedules – built-in reporting • Consolidation • VAT • Flexible Dimensions • Dimension Hierarchies • Dimension Rules • Budget By Dimension • Analysis Views • Multilanguage • XBRL • Foreign Trade and Multi Currency Management • Additional Reporting Currency • Euro Conversion Tool
Fixed Assets	<ul style="list-style-type: none"> • Flexible Definition and Grouping of Assets • Unlimited number of Depreciation Books • Choice of Standard of Custom Depreciation method • Statistic for every Book • Maintenance Information
Distribution	<ul style="list-style-type: none"> • Item Substitution • Item Cross-References • Nonstock Items • Contract Pricing • Multiple Locations & Responsibility Centers • Location Transfers • Order Promising • Item Tracking • Returns Management • Shipping Agents • Warehouse Management (Advanced) • Usage-Based Procurement • Radio Frequency & Bar Coding • Item Charges

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Manufacturing - Basic

- Order processing for sales, purchase, production, service and transfer orders
- Production Bills Of Material (BOM), including phantom BOMs.
- Version Management of BOMs and Routings
- Production orders incl. simulated, planned, firm planned, released and finished orders
- Planning of production orders from sales orders as standard, project, or multiline production orders
- Reservation system for hard and soft allocation
- Blanket orders for the efficient execution on long-term contracts
- Serial and lot number processing
- Flexible costing system for standard, average, FIFO, LIFO and specific costing
- Multi-dimensional tracking and pegging provides data that is more visible
- Forward, backward and manual flushing supported
- Consumption and output journals
- Production reports, for example, 'where used' reports
- Cost tracking and handling of landed cost

Manufacturing - Supply Planning

- Order promising, including both available-to-promise (ATP) and capable-to-promise
- Multilocation in planning for efficient information and material flow through the supply chain
- Forecast and Master Production Schedule (MPS)
- Intelligent MRP scheduling incl. regenerative, net change and action message planning
- Interactive Action Messages for the immediate balancing of supply and demand
- Simultaneous planning of materials, capacities and costs
- Item availability windows allow planners to instantly view the results of MRP
- Multiple worksheets for the review of various production options
- Make or buy decisions implemented on the fly
- Variants in planning

Manufacturing - Capacity Requirements Planning

- Finite loading
- Work and machine centers
- Shop calendars and work shifts
- Routings
- Parallel scheduling
- 'Send ahead' functionality for Just-in-Time (JIT) production
- Routing link codes for automatic flushing per operational steps on the routing
- Scrap and stop codes can be defined to reduce data entry
- Automatic flushing of the work center or machine center provides automatic recording of expected output
- Subcontracting by work center or operation

CRM – Marketing and Sales

- Contact Management
- Task Management
- Telephony Application Programming Interface (TAPI)
- Contact Classification
- Campaign Management
- Document Management & Interaction Log
- Opportunity Management

CRM - Service

- Service Item Management
- Service Order Management
- Service Contract Management
- Planning and Dispatching
- Job Scheduling
- Skills Management
- Service Pricing
- Analytics, Statistics & Reports

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Commerce Portal

- Role & Permission Management
- Sales Management
- Purchase Management
- Notification Management
- Content Management
- Microsoft Commerce Server Features

Commerce Gateway

- Trading Partner Management
- Business Desk (Profiles and Agreements)
- Business Process Integration
- Automated Document Interchange
- Content Based Routing, Digital Certificates
- Rich Management and Analysis Capabilities
- Capabilities of Commerce Gateway
 - Send BizTalk Request for Purchase Quote
 - Receive BizTalk Request for Sales Quote
 - Send BizTalk Sales Quote
 - Receive BizTalk Purchase Quote
 - Send BizTalk Purchase Order
 - Receive BizTalk Sales Order
 - Send BizTalk Sales Order Confirmation
 - Receive BizTalk Purchase Order Confirmation
 - Send BizTalk Sales Invoice
 - Receive BizTalk Purchase Invoice
 - Send BizTalk Shipment Notification
 - Receive BizTalk Purchase Receipt
 - Send BizTalk Sales Credit Memo
 - Receive BizTalk Purchase Credit Memo
 - Export BizTalk Product Catalog
 - Import BizTalk Product Catalog
 - Setup of partner agreements

User Portal

- Web Enabled
- Personalization
- Sales Representative Role
- Product Designer Role
- Warehouse Role
- Web Parts

System Requirements

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

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

Server 32-bit: Windows 2000, Windows NT, Windows 98, HP UX, IBM AIX, SINIX

Server 64-bit: Windows NT (Alpha)

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