

Navision Attain -- Distribution

Gives your company a powerful way to satisfy 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

"Adaptability and flexibility are very important to us. With Navision Attain for distribution, we have found that we can adapt the software to suit the way we work successfully – not the other way around!"

*Jeppe Dalberg-Larsen, IT Manager, Oticon;
One of the world's largest providers of
advanced hearing instruments.*



Fact Sheet – 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.

Navision Attain 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?

You need to keep your customers satisfied to survive. You cannot afford to miss an order because an item is not 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 move ahead of the competition?

Customers Feel Like Part of the Team

If you want to move 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, then you become more than just today's supplier of goods. You become a long-term partner.

In order to handle your customers' orders smoothly on a daily basis, you need a well-organized and responsive distribution company. Navision Attain for distribution helps you gear all your resources towards responding to your customers' needs.

Reduce Costs, Increase Competitiveness

Navision Attain 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 ties with customers.

Navision Attain 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. 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 smoothly handle your customers' orders on a daily basis, you must have a well-organized and responsive distribution setup. Navision Attain for distribution helps you concentrate all your resources on responding to your customers' needs.

Reduce Costs and Offer Better Prices

Navision Attain for distribution helps you reduce leadtime, 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 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 www.navision.com.

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 more than 127,000 customers worldwide, a global network of more than 2,200 partners, and 1,065 employees in 26 countries. The

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Navision product line consists of Navision Axapta[®], Navision Attain[®]/ Navision Financials[®], and Navision XAL[®]. Navision a/s was created through the merger of Navision Software a/s and Damgaard A/S in December 2000. Its 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 -- Distribution

Key Features	Description
Item Substitution	<p>Offer your customers alternative items when:</p> <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	<p>Identify what your customers want by cross-referencing any customer code, internal code, or vendor code.</p>
Nonstock Items	<p>For customers requesting nonstock items:</p> <ul style="list-style-type: none"> • Offer immediate quotes. • Create nonstock item numbers automatically. • Process orders for nonstock items in the same way as for stock items.
Multiple Locations & Responsibility Centers	<p>Handle inventory in more than one location (for example, warehouses in Atlanta, New York and Los Angeles) from one database to:</p> <ul style="list-style-type: none"> • Gain a complete real-time business overview. • Create cost and profit centers. • Manage inventory levels and item costs differently at each warehouse.
Stockkeeping Units	<p>Manage items individually per location. With stockkeeping units, items can be described and managed individually per location including:</p> <ul style="list-style-type: none"> • Replenishment methods • Safety Stock • Costs
Location Transfers	<p>Track the movement of inventory between warehouses whenever you or your customers want:</p> <ul style="list-style-type: none"> • An overview and report of inventory in transit. • To apply and trace additional costs.
Order Promising	<p>Calculate item availability and deliver on your promises:</p> <ul style="list-style-type: none"> • Available to Promise feature for planning. • Capable to Promise feature for "what if?" scenarios.
Calendars	<p>Specify working and non-working days; designated to customers, vendors, locations, company and shipping agent services</p>

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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.

Returns Management

Handle returned inventory and account for additional costs such as restocking charges. You can also automatically organize:

- Credit Memos.
- Replacement goods.
- Returns to vendors.
- Account for additional costs.
- Partial or combined return of shipments.
- Partial or combined return of receipts.

Shipping Agents

Control your distribution by relating shipping agents to the services they offer.

Warehouse Management

Improve your warehouse organization and reduce your operational costs by using:

- Cross-dock alerts.
- Efficient picking methods.
- Order and shipment filtering.

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 distribution related functionality in Navision Attain

- Web access to information and data exchange with customers and vendors
- Commerce Portal
- Commerce Gateway
- User Portal
- Production Bill of Materials (BOM) including phantom BOMs
- Blanket orders for organizing long term contracts
- Handling of landed cost
- Flexible costing for standard, average, FIFO, LIFO sales

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