

Dynamics Anywhere – add Mobile Solutions to your AX or NAV solution

We are a Dynamics **ISV** that supplies solutions that help partners and customers to expand the implementation of AX or NAV to include the use on **Mobile Devices**. Mobile Solutions is a fast growing business that brings great opportunities for Dynamics customers and partners to get the most out of their investment.

The basis of our solution is the **Dynamics Anywhere Framework**. This is the core of the solution, built entirely **within AX and NAV**. This “configurator” enables partners to configure what information is shared with the mobile device, set up the workflows and processes. And if they want, with this Framework you are able build exactly what you need.

We focus on **AX and NAV partners** that are interested to adopt our solution as part of AX or NAV. It is a **unique solution** for a couple of reasons:

- **Integration:** the solution is built as a ‘configurator’ within AX and NAV, that means that partners can configure the process and content they share with a mobile device directly within AX or NAV and therefore partners do not need to learn or introduce new Technologies;
- **Flexibility:** each solution can be tailored to specific cases with a range of available settings in Dynamics and the partner can modify and enhance our solutions in the same way they modify Dynamics processes, simply by adding or adjusting business logic in Dynamics AX or NAV;
- **Microsoft technology:** our solutions are based on familiar products like Windows Server and IIS and do not use any (3rd party) middleware. And, the mobile device only needs a browser. This makes implementation and support super easy for the partner.

For your customers this has some elementary **advantages:**

- **The Dynamics partner** can implement the Dynamics AX or NAV solution incl a mobile solution (so, no 3rd party party involved, no extra technologies needed, no heavy training investments)
- this makes it a **true integrated solution** with the best possible tuning of functionality (no complex dataports, no overlapping functionality in 2 systems, data real-time available, no time lost in batches)
- and the device runs the functionality **simply in a browser** (no heavy client, simple replacement in case of a defect, no data on the device)
- which makes **maintenance super-easy** for the long term (with 3rd party you need continuous checking of versions and support on 2 environments)

As Dynamics Anywhere we have built additional **pre-configured solutions** on top of the Framework:

- **Logistics:** goods receipt, items transfer, inventory counting, item info, order picking;
- **Field Sales:** create sales order, customer info, create picking list and packing slip;
- **Retail In-Store:** inventory inquiries, pricing and order replenishments;
- **Proof of Delivery:** loading trucks, delivering goods to customers and capturing a signature;

Next to these we are developing functionality for Hours Accounting, Field Inspections and more to come.

We are looking for **AX and NAV partners** that are interested to adopt our solution as an extra differentiator in their value proposition. Dynamics Anywhere brings the partner a great upsell and cross-sell opportunity. You as the Dynamics partner supply the license and implement and support the solution as integral part of the AX or NAV proposition. So you own the entire business case with the customer in the technology you are familiar with.

For these reasons it is very easy for partners to adopt our mobile solutions as an **innovation** and expansion of their value proposition. The partner can own the business case completely and it is a perfect way to confirm to your (existing and new) customers that you are innovating your proposition and you are committed to helping your customers getting the most out of their investments in Dynamics.

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