

Microsoft Dynamics NAV

For International ERP Deployments



This whitepaper explains why Microsoft Dynamics NAV is particularly well-suited to support the needs of international corporations that want to implement a uniform ERP system for their subsidiaries worldwide or in a few additional countries.



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Introduction

International organisations are usually characterised by having a parent company and multiple sites, locally or internationally. The sites can be subsidiaries, branches or divisions of the parent company. Multi-site and international businesses can also be franchise organisations or collaborative chains.

Microsoft Dynamics NAV is a perfect fit for these organisations because the sites have the same characteristics as the typical Dynamics NAV customer: small and mid-sized companies, with unique business processes and a strong need for a flexible, vertically focused solution that can be deployed on premises or in the cloud.

Compatible solutions

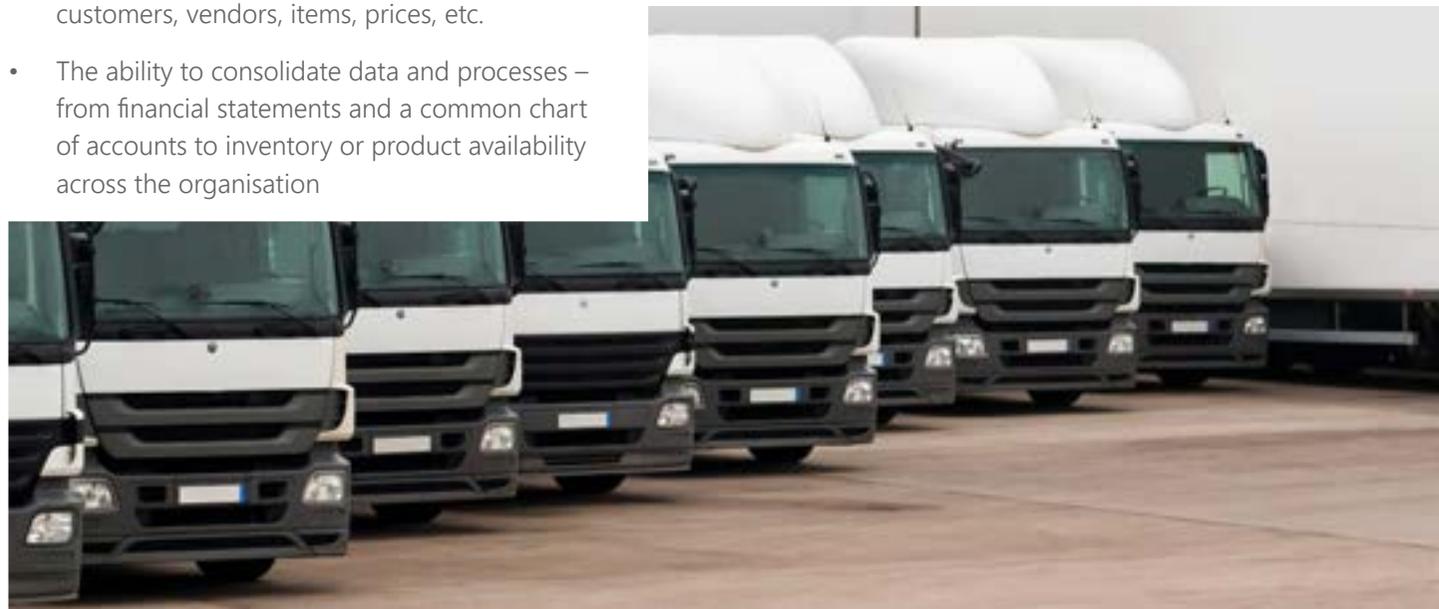
To ensure that the entire organisation achieves its goals, a business management solution deployed at multiple sites must be compatible with the parent company IT system. This facilitates:

- Consolidation of financial data
- Exchange of critical business information between the parent and its sites
- Cooperation, such as providing customer services or centralised purchasing

Parent companies want central management of an integrated system, both in terms of decision making and project management as well as the actual deployment, while at the same time being able to maintain flexibility at sites to meet the requirements of local processes and procedures.

Common objectives of a parent company include:

- Harmonisation of business processes
- Improved reporting
- Fast and secure implementation at sites to decrease TCO and increase ROI
- The ability to share master data about customers, vendors, items, prices, etc.
- The ability to consolidate data and processes – from financial statements and a common chart of accounts to inventory or product availability across the organisation
- Increased control of subsidiaries and branches through the application and implementation of standards and global business concepts
- Information and process support for efforts to realise the business vision (for instance, uniform and integrated work processes)



Simplicity, adaptability and ease of use

Solution and deployment considerations

Whenever you are implementing an integrated IT system, you must consider both the solution and the deployment. With a multi-site and international deployment, these considerations take on an added complexity.

Is one solution available to serve the different requirements of your local sites?

In a multi-site and international deployment, it makes sense to standardise on one solution across the countries where the solution is available. This will reduce the TCO and increase the ROI, providing efficiency gains through, for example:

- Integrating the various sites to the parent company from one platform
- Common processes for the implementation plan, execution and methodology
- Cost savings developing customisations, e.g., implementing a standard “core functionality”
- Training end users on one solution

If Dynamics NAV is not available in a local version, it is a common practice that the multi-site and international organisation then chose to deploy either the “W1” version that does not contain any localisation or deploy a version with similar localisations, and then have a partner fill the GAP/FIT through customisations.

What is Microsoft Dynamics NAV?

Put simply: Dynamics NAV is an integrated business management solution designed for growing companies that want the freedom to focus on their business. More than 180,000 small and mid-sized organisations around the world rely on Dynamics NAV to help manage and grow their businesses.

Dynamics NAV is a comprehensive business solution designed specifically to meet the needs of small and mid-sized businesses.

It offers deep financial and business management capabilities that are quick to implement and easy to use.

Companies can deploy Dynamics NAV on premises or in the cloud, and can access their solution through role-based clients on the desktop, in a browser, or with native mobile apps.

The product is supported, customised, and extended by a worldwide community of developers and users, and by over 3,500 Microsoft Certified Partner firms.

Microsoft Dynamics NAV is a good fit for:



Small and mid-market customers

With unique business processes and a strong need for a flexible and potentially vertical solution to help them retain or gain the competitive advantage—by increasing efficiency and getting faster access to reliable information for decision-making. Dynamics NAV meets these needs without introducing undue complexity. In fact, Dynamics NAV simplifies and streamlines complex business processes to help people work more effectively.



Branches/subsidiaries of large companies

That have international operations to handle production and sales; companies that could typically have implemented a system like SAP at headquarter level, and would like their subsidiaries to align with their corporate strategies.

Dynamics NAV is a flexible solution that can be deeply localised to meet local requirements and has been embraced by divisions and branches of larger companies throughout the world.

These organisations typically need capabilities not addressed by the corporate solution; but they must still be able to connect with and “talk to” that other system.

“It is not a new IT system, it is a business simplification project. We have reinvented our business process and Technology Management have been fundamental in helping us through that process.”

Rowan Crozier, C Brandauer



The Microsoft Dynamics *story*

Microsoft Dynamics NAV first launched in Denmark in 1987 under the name of Navigator. It was the first product of its kind on the Windows platform, and was designed to be installed quickly and customised easily. Later, under the name Navision, the product launched internationally with support for multiple languages, currencies, and local tax requirements.

Microsoft acquired Navision Software in May 2002. Since then, Microsoft has continued to invest heavily in the further development of the product, including expanded functionality, upgraded architecture, mobile apps, enabling the product for cloud deployment, and ensuring a familiar, easy-to-use interface similar to the Microsoft Office user experience.



Over the past five years, the product has had annual releases of new and enhanced functionality, with the latest version, Microsoft Dynamics NAV 2016, launched worldwide in November 2015.

The Dynamics NAV business is stronger than ever. With over one million users in more than 130 countries and various industry awards and recognitions, Dynamics NAV continues to provide customers and partners around the globe with real business value year after year. Simplicity, adaptability and ease-of-use for customers and partners remain core product values.

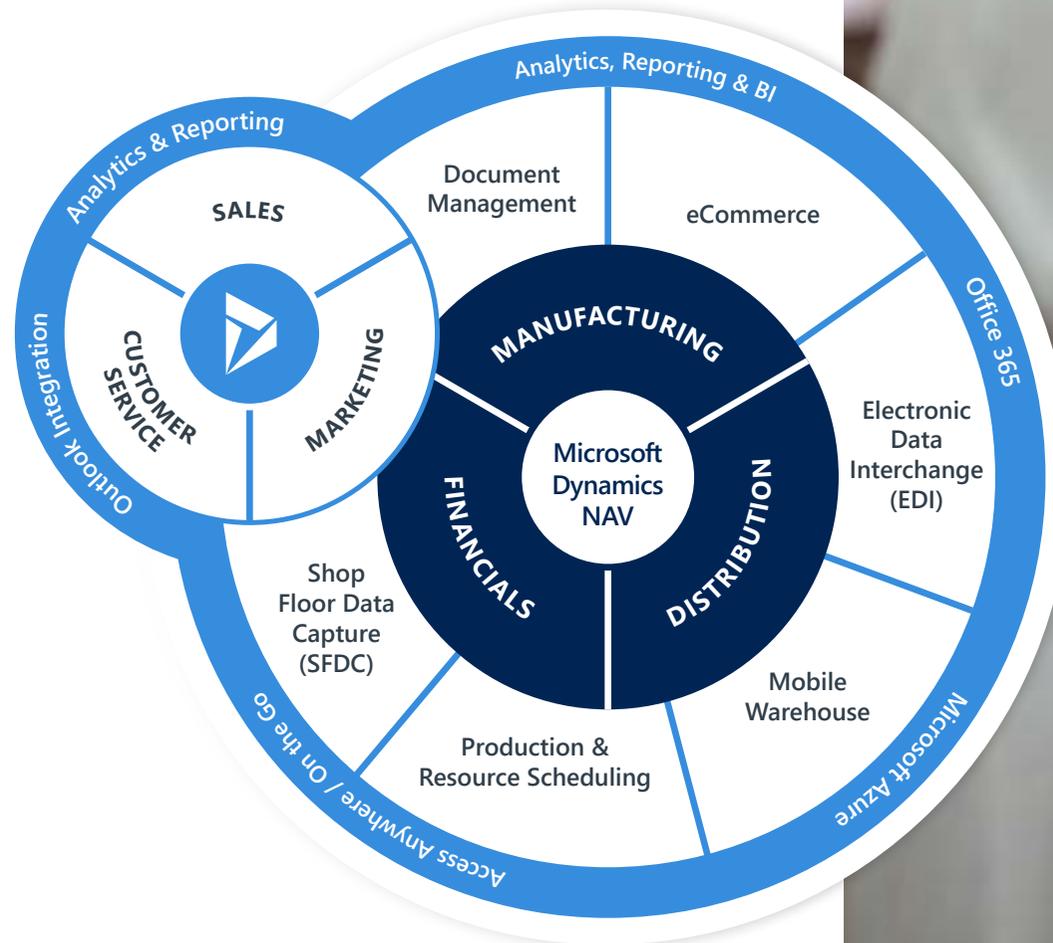
A truly international ERP platform

The Dynamics NAV framework

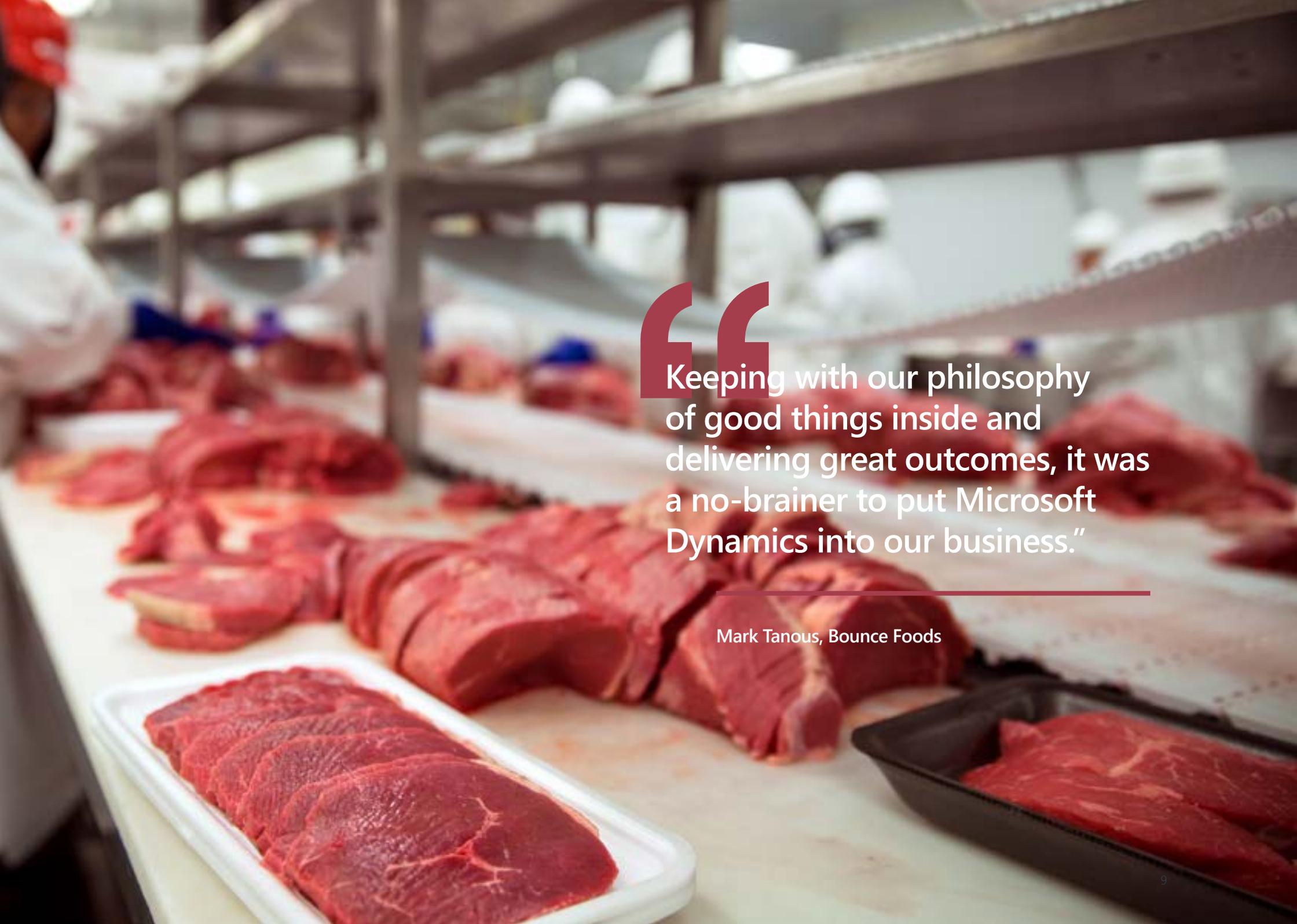
Office 365 is a Cloud Productivity suite delivering the tools people need to be productive in a digital world, unlocking data insights, and connecting and collaborating through enterprise social capabilities.

With Office 365 services and Dynamics NAV, you can run your complete business in the cloud using Microsoft Azure, an open and flexible Cloud Platform that provides data and infrastructure services.

These services enable customers and partners to build, manage and deploy applications quickly and to use predictive analytics to gain insights that help them be more proactive.

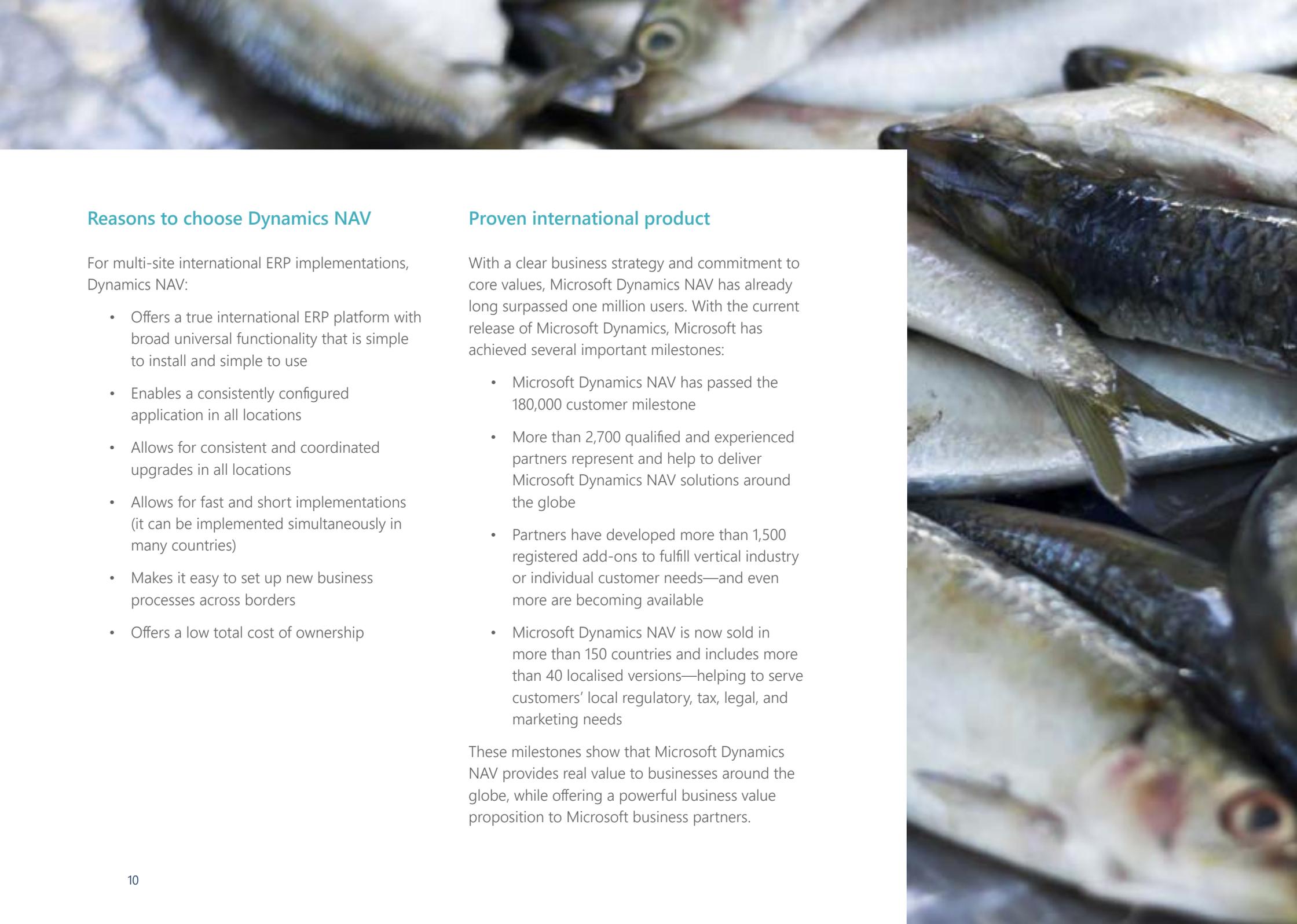


A consistent user experience across devices makes it easy for people to complete their everyday tasks whether they are in the office or on the go.



“Keeping with our philosophy of good things inside and delivering great outcomes, it was a no-brainer to put Microsoft Dynamics into our business.”

Mark Tanous, Bounce Foods



Reasons to choose Dynamics NAV

For multi-site international ERP implementations, Dynamics NAV:

- Offers a true international ERP platform with broad universal functionality that is simple to install and simple to use
- Enables a consistently configured application in all locations
- Allows for consistent and coordinated upgrades in all locations
- Allows for fast and short implementations (it can be implemented simultaneously in many countries)
- Makes it easy to set up new business processes across borders
- Offers a low total cost of ownership

Proven international product

With a clear business strategy and commitment to core values, Microsoft Dynamics NAV has already long surpassed one million users. With the current release of Microsoft Dynamics, Microsoft has achieved several important milestones:

- Microsoft Dynamics NAV has passed the 180,000 customer milestone
- More than 2,700 qualified and experienced partners represent and help to deliver Microsoft Dynamics NAV solutions around the globe
- Partners have developed more than 1,500 registered add-ons to fulfill vertical industry or individual customer needs—and even more are becoming available
- Microsoft Dynamics NAV is now sold in more than 150 countries and includes more than 40 localised versions—helping to serve customers' local regulatory, tax, legal, and marketing needs

These milestones show that Microsoft Dynamics NAV provides real value to businesses around the globe, while offering a powerful business value proposition to Microsoft business partners.

Tools to help manage your business

Functional product coverage

Dynamics NAV is a fully customisable business management solution that integrates critical financial, manufacturing, distribution, customer management, supply chain, analytics, and e-commerce data into one streamlined package. And partners can develop additional add-on solutions to extend the standard functionality.

This is important when considering deployment in multi-site and international organisations; Dynamics NAV provides a rich functionality and is available in more than 40 country specific versions.

Starter Pack & Extended Pack

Small and mid-sized businesses can quickly and affordably get started with Dynamics NAV.

The ■ **Starter Pack** offers core Financials, Distribution and Professional Services functionality, plus three Full User licenses for one price. Businesses that require more advanced functionality can license the optional and additive Extended Pack.

The ■ **Extended Pack** enables customers to integrate core financials and distribution management with broader functionality extensions.

This enables multi-site and international organisations to standardise on one common platform for their local sites while benefiting from rich and end-to-end business management solution functionality and local features.

On top of this, Dynamics NAV has more than 1,500 add-on solutions and the development environment allows for further customisation's to accommodate any unique business requirements.



What's inside

Financial Management

- Basic General Ledger
- Allocations
- Budgets
- Accounts Schedules
- Consolidation
- Basic XBRL
- Change Log
- Cash Flow Forecast
- Basic Fixed Assets
- Insurance
- Maintenance
- Fixed Assets - Allocations
- Reclassification
- Bank Management
- Cheque Writing
- Bank Account Reconciliation

- Payment Handling
- Basic Dimensions
- Advanced Dimensions
- Unlimited Companies
- Multiple Currencies
- Deferrals
- Responsibility Centres
- Inter-Company Postings
- Cost Accounting

Customer Relationship Management

- Contact Management
- Task Management
- Outlook Client Integration
- Contact Classification
- Campaign Management
- Opportunity Management
- Interaction/Document Management
- Mail Logging for Microsoft Exchange
- Microsoft Dynamics 365 / CRM Integration
- Service Order Management
- Service Price Management
- Service Item Management
- Service Contract Management
- Planning & Despatching

-
- Starter Pack
 - Extended Pack

Supply Chain Management

- Basic Receivables
 - Sales Invoicing
 - Sales Order Management
 - Sales Invoice Discounts
 - Alternative Ship-To Addresses
 - Shipping Agents
 - Sales Return Order Management
 - Sales Line Discounting
 - Sales Line Pricing
 - Sales Tax (USA)
 - Basic Payables
 - Purchase Invoicing
 - Purchase Order Management
 - Purchase Invoice Discounts
 - Requisition Management
 - Alternative Order Addresses
 - Purchase Return Order Management
 - Purchase Line Discounting
 - Purchase Line Pricing
 - Drop Shipments
 - Salespeople/Purchasers
 - Basic Inventory
 - Multiple Locations
 - Stock-Keeping Units (SKUs)
 - Alternative Vendors
 - Assembly Management
 - Location Transfers
 - Item Substitutions
 - Item Cross Reference
 - Nonstock Items
 - Item Tracking
 - Item Charges
 - Bin
 - Pick
 - Analysis Reports
 - Item Budgets
 - Workflows
 - Document Management, Document Capture and OCR
 - E-services
 - Order Promising
 - Calendars
 - Campaign Pricing
 - Cycle Counting
 - Put Away
 - Warehouse Receipt
 - Standard Cost Worksheet
 - Warehouse Management Systems
 - Internal Picks and Put Aways
 - Automated Data Capture System
 - Bin Setup
-
- **Starter Pack**
■ **Extended Pack**

Manufacturing Solutions

- Production Orders
- Production Bill of Materials
- Version Management
- Agile Manufacturing
- Basic Supply Planning
- Demand Forecasting
- Basic Capacity Planning
- Machine Centres
- Finite Loading

Human Resource Management

- Basic Human Resources

SPROG

- Multiple Document Languages
- Multiple Languages

Project Management

- Basic Resources
- Capacity Management
- Multiple Costs
- Estimates
- Task/Steps
- Jobs
- Multiple Costs
- Time Sheet

Other

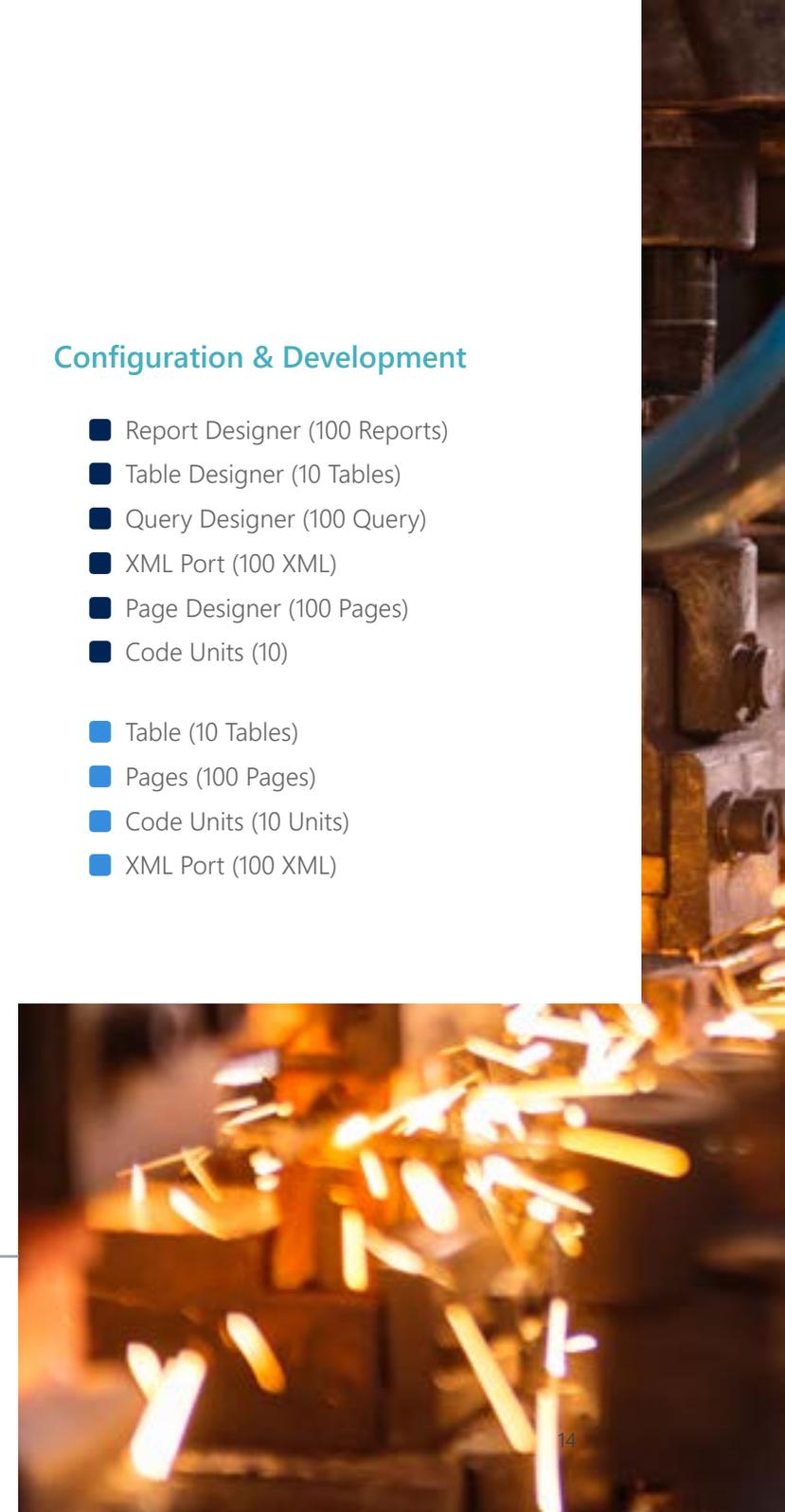
- Subsidiary (Each)
- Interstate
- Extended Text
- Job Queue
- Reason Codes
- Dynamics NAV Server

-
- Starter Pack
 - Extended Pack

Configuration & Development

- Report Designer (100 Reports)
- Table Designer (10 Tables)
- Query Designer (100 Query)
- XML Port (100 XML)
- Page Designer (100 Pages)
- Code Units (10)

- Table (10 Tables)
- Pages (100 Pages)
- Code Units (10 Units)
- XML Port (100 XML)





Simplify invoice design and production

Organisations can take advantage of radically simplified invoice design and production through new interoperability with Microsoft Word. Power users can now create customised, branded invoice templates on their own in Microsoft Word without having to engage a technical consultant.

- Enabling existing customers to realise more value from their solutions
- Empowering partners with more productivity tools
- Accelerating Microsoft presence in vertical markets

Meeting your evolving business needs

The Microsoft business strategy includes promoting the core product values among customers and partners by:

- Growing Microsoft market share in the small and mid-market business
- Targeting more subsidiaries and departments of large organisations, and technologies
- Continuing to drive innovation and integration with other Microsoft products

Dynamics NAV follows the Microsoft Dynamics product roadmap and will continue beyond the current version with increased focus on developing partner productivity tools, making additional user interface and application improvements, enabling easier localisation, providing leading-edge technology, and enabling companies to achieve higher levels of environmental sustainability via the information in their IT system.

With the solid backing of Microsoft, you can rely on Dynamics NAV to evolve with your growing business needs.

Benefit far beyond comprehensive functionality

Ease of implementation

When implementing an IT project, many considerations come into play to make the right decision and install a successful solution. Dynamics NAV delivers benefits far beyond its comprehensive functionality. The solution can help you and your people manage daily tasks and transactions. More than that, however, it provides an overall solution and a foundation for managing and growing your business:

- Dynamics NAV works like all the other Microsoft products your employees depend on every day. This helps to reduce training requirements and support calls. Using familiar programs and tools, people can work with maximum efficiency, readily access the information they need, communicate and collaborate easily, and extend business information and processes to trade partners over the Internet. This helps to provide a quick ROI and lowers the TCO.
- Dynamics NAV is flexible and designed to adapt to your precise business needs now and as your company grows. Dynamics NAV integrates smoothly with Microsoft Office 365, Microsoft Azure, and SharePoint, enabling you to connect information, people, and processes across your organisation and beyond—to your partners and suppliers. It's also scalable so that you can start with the functionality you need today and add more as your company grows.
- Dynamics NAV fuels productivity by automating routine processes, increasing data integrity, and eliminating frequent application-switching and repetitive data entry. From their favorite Microsoft application, employees can quickly get to every other document and application they need.
- With Dynamics NAV, you can help equip people at all levels in your organisation to make confident decisions by transforming data into business insight—then turning insight into action. The solution's robust business intelligence and analytics capabilities can enhance your ability to access, understand, and share the information you need to guide your business towards a more successful future.

Its database and full integration, both within the application and with other Microsoft technologies and products, provides a foundation for increased productivity, fewer errors, and continuous process improvement that can help you increase

profitability, improve customer service, and increase your company's competitive position.

Core values for success

Dynamics NAV is built around the same core values that guide each release:

- Simplicity in the application and development environment is critical - a tenet that underlies everything Microsoft do with Dynamics NAV
- Dynamics NAV includes rich functionality within the solution that covers the end-to-end business management disciplines needed to run a complete business
- The product has a true international scope that supports conducting business across borders while supporting local market and regulatory requirements
- Dynamics NAV is easy to learn, easy to implement, and easy to maintain
- Adaptability and customisation capabilities are key differentiators for Dynamics NAV

Geographical coverage

Dynamics NAV is now sold in more than 150 countries and includes more than 40 localised versions—helping to serve customers' local regulatory, tax, legal, and marketing needs.



What's next

While the selection of the right solution is important, the selection of the right partner and partner organisation is actually more critical to the success of a multi-site or international deployment. International deployment requires both expertise from the lead partner and an effective partner deployment framework (either an international partner or a partner alliance).

Technology Management, with Pipol, we help international organisations optimise, streamline and harmonise processes every day. If your company is planning for increased visibility, efficiency and collaboration across your international organisation and want to have the best possible return on your investment, then let's have a talk about how we can assist.

Let's drive forward

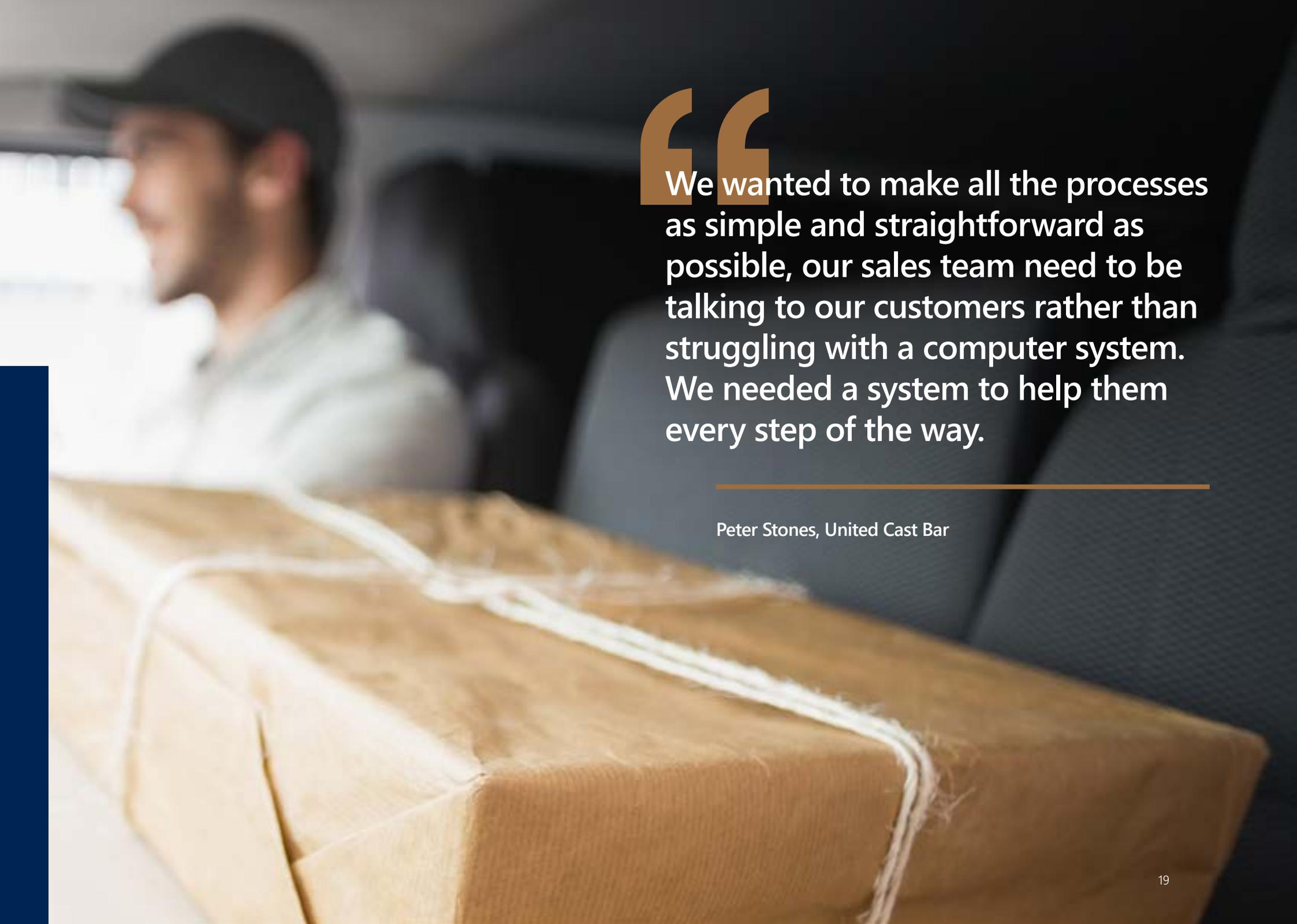
To support international Microsoft Dynamics NAV ERP implementations, Technology Management partners with Pipol.

Represented by over 160 offices in 65 countries, Pipol is the largest international provider of ERP consultancy and implementation services based on Microsoft Dynamics ERP & CRM software.

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“ We wanted to make all the processes as simple and straightforward as possible, our sales team need to be talking to our customers rather than struggling with a computer system. We needed a system to help them every step of the way.

Peter Stones, United Cast Bar

Contact us

We help Manufacturing and Distribution organisations enhance performance with Microsoft Dynamics NAV, Dynamics 365, Dynamics CRM and Office 365. Having delivered over 4,500 successful projects, we've plenty of experience implementing business systems, Microsoft Dynamics solutions and the technical infrastructure to support them.

We are a Microsoft Gold Certified Partner for ERP & CRM and can deliver Microsoft Dynamics solutions on your own IT infrastructure, hosted in our UK data centre or in the Microsoft Cloud.

Talk to us today for a jargon-free discussion on how we can help your organisation enhance performance:



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Microsoft Dynamics

Office 365

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Gold Enterprise Resource Planning
Microsoft Dynamics NAV
Gold Customer Relationship Management
Silver Small and Midmarket Cloud Solutions