Microsoft Dynamics NAV

Comprehensive Business Process Management Solution

This modern, powerful, and easy-to-use enterprise information system provides comprehensive features for management of business processes. This fully integrated solution may help you simplify and align critical business processes, including purchasing, inventory, and production management, cash flow management, pricing, electronic data interchange, human resources management, reporting, sales, and marketing.

Microsoft Dynamics NAV Features

**Financial Management**
- Efficient accounting and inventory management
- Simplified cash flow management
- Control over tangible assets
- Processing of bank transactions
- Multiple currencies, legal persons, or companies

**Manufacturing**
- Improved efficiency of manufacturing orders
- Better inventory planning
- Maintaining agility and quick response to customers’ requests
- Improved management efficiency in planning of capacity requirements

**Offer Management**
- Customised approval processes
- Inventory management
- Improved response times
- Taking advantage of new market opportunities
- Efficient cooperation with partners

**Reporting**
- Budget administration
- Graphic wizards to help you build personalised reports
- Easy consolidation of reports
- Identifying trends and relationships
- Wider cooperation and information sharing

**Sales and Marketing**
- Management of customer data and sales information
- Preparation of marketing campaigns
- Organisation of resources used to provide services
- Forecasting and tracking usage of spare parts
- Administration of contracts and service agreements

**Human Resources Management**
- Attaching notes to employee records
- Tracking absences
- Reporting
- Equipping workers with aids and tools
- Tracking birthdays and celebrations

Fig. 1 – Microsoft Dynamics NAV
Project Management
- Budgets in terms of costs and schedules
- Automated financial statements
- Monitoring costs and usage of resources
- Capacity planning
- Availability forecasts

Service Management
- Administration of customers’ questions and phone calls
- Resource allocation
- Generation of time sheets
- Management of assets

Assets of Microsoft Dynamics NAV
- System adapts to specific needs of your company
- Key processes automated across your business
- Data accuracy ensured by links to registers and systems of civil service
- Compatible with other technologies with no need for extensive IT infrastructure
- Improved efficiency of financial procedures
- Data views based on roles, providing relevant data for each role
- Support for international trade – foreign branches and multiple currencies
- Mobile connection between local and remote workers
- Improved quality of customer service
- Greater return on investment (ROI) with increased productivity and new methods of cost control
- Clear picture of financial situation
- Self-service tools for real-time reporting

Solution for Store Chains
Built to meet the customer’s needs, the LS Nav solution brings a countless number of benefits for retail process management. LS Nav is designed for a number of industries, such as fashion, electronics, food industry, furniture, and many more. The same application is employed by chain stores and company headquarters, so a single solution can be used to handle and track all business transactions, from cash transactions to information in the main ledger.

Solution Assets
- Online/offline operation with automated data synchronisation between stores and headquarters
- Modern, graphical POS application providing support for proactive sale
- Real-time information on sales and current stock in each store
- Automated replenishing of stock in your central warehouse and each store based on the turnover ratio of goods, season, store priority, and other criteria
- Planning for seasonal sale of goods
- Extensive support for pricing, promotional campaigns, and loyalty schemes

Wholesaler Solution
The solution handles key business processes of wholesale and distribution companies. With the wholesaler solution, you can maintain optimal stock levels, control your business pricing policy and your relationship with customers, use tools for goods delivery to store chains, make your order handling process faster, and obtain management data in a structured form.

Solution Assets
- With stock optimisation, you purchase the right amounts of the right products at the right time
- Efficient warehousing, significantly faster and more accurate stock records

Fig. 2 – Example of Store Chain Solution
Electronic communication with both customers and vendors – greatly reduced administration requirements, shorter time from the moment a document is issued by your business partner to the moment the goods is received or taken out of store

- Much lower error rates for deliveries to store chains, minimising risks of conventional fines for late deliveries or failures to deliver
- Management of delivery failures with the option of automated distribution upon arrival of goods or with the next order
- Optimum selling prices and organisation of large promotional events
- Business representatives may access the enterprise system online, even on customers’ premises

Solution Assets

- Smooth project management, from initial design to invoicing
- Electronic interchange of documents and transactions – a shared project document repository greatly improves the quality and efficiency of development and organisation of teams, meetings, and documents
- Unified application UI provides access from anywhere
- Organisation, monitoring, management, and improvement of relationships between workers and their organisations
- Management of relationships with partners and vendors
- Information on contracts, documents, and changes to orders
- Automated payment options may help you protect your cash flow, monitor unpaid debts, and make payments dependent on delivery
- Higher productivity with specified goals for invoicing, percentage of use, and revenues
- Flexible response to service offerings and market changes, quick changes to rates and wage structure
- Critical feature for management of all service aspects, including CRM, project management, BPM, outsourcing, and financial management

Solution for Expert Services

With this solution built on integrations of several Microsoft products, you may efficiently manage your projects (orders), standardise procedures, optimise resource allocation, reduce overhead costs, maximise profits, improve interactions with your customers, and get a clear picture of your market position.
Business Plus – Solution for Czech Legislation
This add-on provides features required by the Czech legislation or practices and procedures usual in the Czech Republic to ensure compliance of Microsoft Dynamics NAV with Czech accounting laws.

Sana Commerce – Integrated B2B and B2C Solution
Sana Commerce is a unique B2B and B2C e-shop, installed directly into your Microsoft Dynamics NAV enterprise system. It requires no external application integrations, all data and calculations from your enterprise system are online. Your customers may access up-to-date information on goods, prices, availability, state of their orders, and history of their purchases.

Solution Assets
- Quick implementation of standard product
- No integrations to additional products; Sana is already integrated
- Parameterisation of data for B2B and B2C directly from Microsoft Dynamics NAV
- Better customer service and improved sales efficiency
- Support for modern trends in ecommerce

Fig. 5 – Example of Solution for Czech Legislation

Reference
- ALPINE PRO, a.s.
- BOLTON CZECHIA, spol. s r.o.
- Dino Toys s r.o.
- DG Tip spol. s r.o.
- EP Line SE
- GiTy, a.s.
- HALADA, spol. s r.o.
- MEGADYNE CZ s r.o.
- O.K. Orients Karton, s r.o.
- Partners Financial Services, a s.
- PICCOLLO spol. s r.o.
- PricewaterhouseCoopers Česká republika, s r.o.
- ROSA market s r.o.
- Sekyra Group, a s.
- Socialbakers a s.
- SPARKYS s r.o.
- Swiss Life Select Česká republika s r.o.
- Václav Čížek s r.o.
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- Wunderman s r.o.
- ZZM, spol. s r.o.