MICROSOFT DYNAMICS NAV FOR INTERNATIONAL IMPLEMENTATIONS

MICROSOFT DYNAMICS NAV AND INTERNATIONAL ERP IMPLEMENTATION

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.

INTRODUCTION

International organizations are usually characterized 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 organizations or collaborative chains. Microsoft Dynamics NAV is a perfect fit for these organizations because the sites have the same characteristics as the typical Microsoft 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 organization 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 centralized 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:

- Harmonization 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 organization
- Increased control of subsidiaries and branches through the application and implementation of standards and global business concepts
- Information and process support for efforts to realize 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 standardize 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 customizations, e.g., implementing a standard "core functionality"
- Training end users on one solution

If Microsoft Dynamics NAV is not available in a local version, it is a common practice that the multi-site and international organization then chose to deploy either the "W1" version that does not contain any localization or deploy a version with similar localizations, and then have a partner fill the GAP/FIT through customizations.

WHAT IS MICROSOFT DYNAMICS NAV?

Put simply: Microsoft Dynamics NAV is an integrated business management solution designed for growing companies that want the freedom to focus on their business. More than 130,000 small and midsized organizations around the world rely on Microsoft Dynamics NAV to help manage and grow their businesses.

Microsoft Dynamics NAV is a comprehensive business solution designed specifically to meet the needs of small and midsized businesses.
It offers deep financial and business management capabilities that are quick to implement and easy to use.

Companies can deploy Microsoft 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, customized, 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	BRANCHES/SUBSIDIARIES OF LARGE COMPANIES
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. Microsoft Dynamics NAV meets these needs without introducing undue complexity. In fact, Microsoft Dynamics NAV simplifies and streamlines complex business processes to help people work more effectively.	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. Microsoft Dynamics NAV is a flexible solution that can be deeply localized to meet local requirements and has been embraced by divisions and branches of larger companies throughout the world. These organizations typically need capabilities not addressed by the corporate solution; but they must still be able to connect with and "talk to" that other system.

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 customized 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 Microsoft Dynamics NAV business is stronger than ever. With over one million users in more than 130 countries and various industry awards and recognitions, Microsoft 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 MICROSOFT 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 Microsoft 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.

REASONS TO CHOOSE MICROSOFT DYNAMICS NAV

For multi-site international ERP implementations, Microsoft 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 130,000 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 localized 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

Microsoft Dynamics NAV is a fully customizable 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 organizations; Microsoft Dynamics NAV provides a rich functionality and is available in more than 40 country specific versions.

STARTER PACK AND EXTENDED PACK

Small and mid-size businesses can quickly and affordably get started with Microsoft Dynamics NAV 2016. 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 organizations to standardize 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, Microsoft Dynamics NAV has more than 1,500 add-on solutions and the development environment allows for further customization's to accommodate any unique business requirements.

Starter Pack

Financial Management

Basic General Ledger (3010)
Allocations (3020)
Budgets (3030)
Accounts Schedules (3040)
Consolidation (3050)
Basic XBRL (3070)
Change Log (3080)
Cash Flow Forecast (3200)
Basic Fixed Assets (5260)
Insurance (5270)
Maintenance (5280)
Fixed Assets – Allocations (5290)
Reclassification (5300)
Bank Management (5010)
Check Writing (5020)
Bank Account Reconciliation (5030)*
Electronic Payment / Direct Debit
Reconciliation of Bank Transactions
Deferrals

Project Management

Basic Resources (4260)
Jobs Suite (4540)
- **Jobs (4510)**
- **Capacity Management (4270)**
- **Multiple Costs (4290)**
Budgets / Estimates (4520)
Phases / Tasks / Steps (4530)
Time Sheet (5780)

Basic CRM

Contact Management (5110)
Task Management (5150)
Outlook Client Integration (5195)
Contact Classification (5120)
Campaign Management (5130)
Opportunity Management (5140)
Interaction/Document Management (5160)
Mail Logging for MS Exchange (5180)
Dynamics CRM integration

Supply Chain Management

Basic Receivables (3260)
Sales Invoicing (3270)
Sales Order Management (3280)
Sales Invoice Discounts (3290)
Alternative Ship-To Addresses (3310)
Shipping Agents (3340)
Sales Return Order Management (3350)
Sales Line Discounting (3370)
Sales Line Pricing (3380)
Sales Tax (3410)
Basic Payables (3510)
Purchase Invoicing (3520)
Purchase Order Management (3530)
Purchase Invoice Discounts (3540)
Requisition Management (3550)
Alternative Order Addresses (3560)
Purchase Return Order Management (3570)
Purchase Line Discounting (3580)
Purchase Line Pricing (3590)
Drop Shipments (3770)
Salespeople/Purchasers (3780)
Basic Inventory (4010)
Multiple Locations (4040)
Stock keeping Units (4045)
Alternative Vendors (4050)
Assembly Management (4060)
Location Transfers (4100)
Item Substitutions (4110)
Item Cross References (4120)
Nonstock Items (4130)
Item Tracking (4140)
Item Charges (4150)
Bin (4170)
Pick (4200)
Analysis Reports (4230)
Item Budgets (4240)
Workflow
E-services
Document Management, Document Capture
and OCR

Basic HR Management

Basic Human Resources (5760)

Other

Unlimited Companies (1140)
Subsidiary (Each) (1150)
Per Database License (2020)
Multiple Currencies (3760)
Intrastat (3790)
Extended Text (3800)
Job Queue (3810)
Basic Dimensions (4760)
Reason Codes (4770)
Advanced Dimensions (4780)
Commerce Gateway (99008510)
Dynamics NAV Server (9100)
Connector for Microsoft Dynamics (5980)
Word reporting/Document reporting
Simplified UX
Upgrade Toolkit

Languages

Multiple Document Languages (4020)
Multiple Languages (4801...4999)

Configurations

Report Designer (100 Reports) (7115)
Table Designer (10 Tables) (7130)
Query Designer (100 Query) (7160)
XML Port (100 XMLports) (7140)
Page Designer (100 Pages) (7125)
Codeunits (10 codeunits) (8100)

Available with Microsoft Dynamics NAV 2013, 2013 R2, 2015, and 2016
Not available with Microsoft Dynamics NAV 2013
Only available with Microsoft Dynamics NAV 2015
Discontinued functionality and not available with Microsoft Dynamics NAV 2015
Functionality moved from the Extended Pack with the launch of Microsoft Dynamics NAV 2015. A license key refreshed after 1 October 2014 is required for this change to apply Microsoft Dynamics NAV 2013 and 2013 R2 customers
Only available with Microsoft Dynamics NAV 2016
Functionality moved from the Extended Pack with the launch of Microsoft Dynamics 2016. Functionality still part of Extended Pack for versions prior to NAV 2016

SIMPLIFIED INVOICE DESIGN AND PRODUCTION

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

Extended Pack

Adv. Financial Management

Responsibility Centers (3060)
Inter-company Postings (3090)
Cost Accounting (3220)

Manufacturing

Production Orders (5410)
Production Bill of Materials (5420)
Version Management (5430)
Agile Manufacturing (5805)
Basic Supply Planning (5810)
Demand Forecasting (5820)
Basic Capacity Planning (6010)
Machine Centers (6020)
Finite Loading (6030)

Warehouse Management

Order Promising (3320)
Calendars (3360)
Campaign Pricing (3390)
Cycle Counting (4160)
Put Away (4180)
Warehouse Receipt (4190)
Warehouse Shipment (4210)
Standard Cost Worksheet (4220)
Warehouse Management Systems (4620)
Internal Picks and Put Aways (4630)
Automated Data Capture System (4640)
Bin Set-Up (4660)

Other

Commerce Gateway Unlimited (99008520)

Adv. CRM

Service Order Management (5911)
Service Price Management (5912)
Service Item Management (5921)
Service Contract Management (5931)
Planning and Dispatching (5941)

Configurations

Table (10 tables) (8200)
Pages (100 pages) (8350)
Codeunits (10 codeunits) (8100)
XML Port (100 XMLports) (8750)

Available with Microsoft Dynamics NAV 2013, 2013 R2, 2015, and 2016
Not available with Microsoft Dynamics NAV 2013
Discontinued functionality and not available with Microsoft Dynamics NAV 2015

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 organizations, and technologies
- Continuing to drive innovation and integration with other Microsoft products
- Enabling existing customers to realize more value from their solutions
- Empowering partners with more productivity tools
- Accelerating Microsoft presence in vertical markets

Microsoft 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 localization, 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 Microsoft Dynamics NAV to evolve with your growing business needs.

BENEFITS 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. Microsoft 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:

- Microsoft 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.

- Microsoft Dynamics NAV is flexible and designed to adapt to your precise business needs now and as your company grows. Microsoft Dynamics NAV integrates smoothly with Microsoft Office 365, Microsoft Azure, and SharePoint, enabling you to connect information, people, and processes across your organization 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.

- Microsoft 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. 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.

- With Microsoft Dynamics NAV, you can help equip people at all levels in your organization 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.

GEOGRAPHICAL COVERAGE

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

CORE VALUES FOR SUCCESS

Microsoft 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
- Microsoft 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
- Microsoft Dynamics NAV is easy to learn, easy to implement, and easy to maintain
- Adaptability and customization capabilities are key differentiators for Microsoft Dynamics NAV

WHAT'S NEXT?

We help companies, teams and business units to be more efficiency, through information and documents sharing. We contribute to an effective communication between people, so they can use information in any place, any time. Contact **comercial@arquiconsult.com**

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