

A black and white photograph of two construction workers wearing hard hats. They are looking at a laptop computer on a construction site. The worker on the right is holding onto a metal railing. The background shows the structural elements of a building under construction.

Construction

*Microsoft Dynamics NAV
Solutions for the Construction Industry*

Master complexity to build strong profits



STREAMLINE

Improve productivity and cost control to enhance your success

Successful construction companies must juggle a complex collection of resources, trading partners, management processes, and regulatory requirements to meet customer demands. In today's rapidly changing and increasingly complex marketplace, small and midsize construction companies often find themselves responding to the latest crisis and barely keeping up with growth, sometimes at the expense of healthy profits. For the perceptive builder, however, the same challenges can translate into opportunities. Get ahead of change and competitors by streamlining processes, understanding and controlling costs, and providing accurate and timely information wherever it is needed by the many participants in your building projects.

The right business management system can help. A flexible, attractively priced business management solution based on Microsoft Dynamics™ NAV can empower employees and partners, increase business agility, and provide a firm technology foundation for your company's growth and success. Microsoft Dynamics NAV is an integrated business management solution especially for growing small and midsize companies. It is supported by a global network of Microsoft Certified Partners that specializes in tailoring solutions for construction companies such as yours.

A Microsoft Dynamics NAV solution can integrate all of your critical sales, estimating, permitting, project management, labor, and financial information in one place so you can smartly manage budgets, schedules, field activities, customer relationships, and the bottom line.

Easy to customize, learn, and implement, a Microsoft Dynamics NAV solution can help you:

- **Boost efficiency and lower costs by streamlining processes.**
- **Empower employees to increase productivity and share best practices.**
- **Reduce risk with access to accurate and up-to-date information.**
- **Enhance customer satisfaction and differentiate your business.**



Streamline processes to boost operational efficiency

Keeping construction projects on track and running smoothly can mean the difference between overall project profits or losses. A Microsoft Dynamics NAV solution can help you align people, information, and processes for increased productivity. By linking complex tasks such as estimating, change order management, accounts payable processing, and cost variance tracking, you save time, reduce errors, help ensure that all options are properly charged to the customer, and make smart decisions based on the latest information. Repetitive tasks such as labor tracking and payroll processing can also be automated, all in a highly efficient work environment that looks like the familiar Microsoft Office system programs your employees use every day—so training is minimal.

MANAGE

Take control of costs

Accurate estimating, job costing, and purchasing can be challenging, yet they are crucial to profitable operations. Improvements in these processes offer a high potential return on your information technology (IT) investments. A Microsoft Dynamics NAV solution can help you link customer options and selections with contracts, purchasing processes, and your change order management system to help ensure accurate budgets, appropriate charges, and strong profitability. Easily change project details at any point in the delivery cycle and efficiently communicate with construction teams and work centers about last-minute alterations or substitutions.

Enhance productivity with best practices

To help boost profits, keep customers happy, and constantly improve productivity, a Microsoft Dynamics NAV solution for construction can provide tools for tracking and eliminating cost and schedule variances. The system automatically records results against plans and monitors

unplanned costs or events to help you be proactive and prevent variances in the future. By making up-to-date information available to everyone who needs it, today's surprises can be integrated into tomorrow's plans or standard procedures. Also, you can save time and money by streamlining contract management from both the owner and subcontractor perspectives, with the ability to uniformly create, track, and update contracts through change orders to project completion.

A Microsoft Dynamics NAV solution tailored to your construction business also can help you improve accounting and data tracking processes. For instance, you can set up a schedule of values and cost codes so invoices can be efficiently coded and routed for the appropriate approvals and payment. You can also manage labor productivity and cost allocation with integrated time tracking and payroll processes. Field workers can even use mobile devices to enter time, costs, and job status so project management and profitability assessments stay current at all times.



PERFORM

Minimize risk with up-to-the-second information

Stay on top of changing circumstances with synchronized, anytime access to the critical information that drives construction projects. With a Microsoft Dynamics NAV solution for construction, employees, customers, and trusted trade partners can access and appropriately update the information that impacts schedules, budgets, subcontractors, downstream processes, and, ultimately, customer satisfaction. A centralized database for all your sales, customer service, estimating, project, and financial information can provide multiple users with simultaneous access to key data from the office, the job site, a subcontractor's facility, or anywhere else through security-enhanced Internet connections.

Track and understand project and financial performance

Best-of-class contractors and construction companies pay close attention to key performance indicators (KPIs) such as liquidity, variances, and cash flow to make solid project and business decisions. A Microsoft Dynamics NAV solution can help you monitor KPIs and respond quickly to new opportunities or shifts in the market. Quickly access current data on every aspect of your business, including work-in-process, so you can keep margins, cash flow, change orders, and project buy-out processes on track or take timely corrective actions where needed. Easy-to-use analysis tools help you achieve insight, plan accurately, capture trends, pinpoint opportunities, and guide business growth.



Speed communication

A Microsoft Dynamics NAV solution for construction is an attractively priced way to connect customers, employees, suppliers, subcontractors, and other partners so everyone involved can share documents, work together efficiently, and realize significant value from these relationships. Tight integration with familiar Microsoft Office system programs such as Microsoft Office Outlook®, Microsoft Office Word, and Microsoft Office Excel® can streamline communication between people and organizations, as well as enhance your ability to put information to work. Meanwhile, the solution's straightforward interface with mobile devices helps you to stay connected to field superintendents and other remote employees.

Offer efficient self-service for a competitive advantage

At a time when most new home purchases involve the Internet, support for Web applications can help you meet customer demands and differentiate your business from the competition. For instance, set up

a convenient, self-service Web site for home option selections to improve the buyer experience and extend customer service around the clock while maintaining control over your business information and processes. You can also create special Web sites to update stakeholders about project status, communicate with prospects, and collaborate with trading partners. With extensive support for XML document transfer, you can exchange data freely with approved partners, even when they use different technology platforms and databases.

Enhance collaboration and customer satisfaction

A Microsoft Dynamics NAV solution can help your employees and partners collaborate freely while helping protect sensitive information with role-based security that you control. As appropriate, users can create, update, or view drawings, specifications, permitting considerations, buyer selections, options, changes, purchase orders, or other information. Timely communication means you can be proactive about avoiding unnecessary costs, adapting to changes, and seizing opportunities.



Integrated information and smooth communication can also empower your customer service employees and processes. Provide fast, informed answers to customer questions about project status, material availability, substitutes, prices, and the impact of changes on costs and schedules. Employees can rapidly access and cross-reference complete information about customer accounts and preferences, contracts, project histories, material specifications, warranties, and customer-specific criteria for discounts, reminders, and finance charges. With comprehensive information and powerful tools at your fingertips, you can increase customer satisfaction from initial contact through delivery and warranty service, helping to ensure the strong, positive referrals that can help your business grow.

COMMUNICATE



CUSTOMIZE

Help ensure success with a partner who understands your business

Tap into the global network of Microsoft Certified Partners with construction industry experience and technical expertise. They speak your language and can help you tailor a Microsoft Dynamics NAV solution to fit your specific situation and the regulatory requirements of your region and market.

Using the Microsoft Dynamics NAV open development environment, developer's toolkits, and templates produced specifically for the construction industry, your Microsoft Certified Partner can develop and help you implement a flexible, scalable, and cost-effective solution. Get started quickly and take advantage of a long-term business management system that is easy to use, upgrade, and maintain to help you achieve a quick return on your investment and adapt as your business grows.

“[Microsoft Dynamics NAV] is more easily customized; it offers the possibility of quick and flexible changes.”

Matej Markocic, Chief Information Officer, Salonit Anhovo



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About Microsoft Dynamics:

Microsoft Dynamics is a line of financial, customer relationship, and supply chain management solutions that help businesses work effectively. Delivered through a network of channel partners that provide specialized services, these integrated, adaptable business management solutions work like and with familiar Microsoft software to streamline processes across an entire business.

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