Industrial Equipment Manufacturing

Microsoft Dynamics NAV
Solutions for Industrial Equipment Manufacturers

Microsoft Dynamics NAV

OPTIMIZE

Microsoft Dynamics NAV for Industrial Equipment Manufacturing Companies

Industrial equipment companies have long recognized the value of efficient manufacturing practices. And today, the rise of globalization makes achieving operational efficiency even more important. With globalization comes more competition, stringent regional compliance regulations, and more diverse customer demands. For companies that are not operating efficiently, all of this can mean a decrease in profits. But for the savvy manufacturer, globalization can mean new opportunities to increase revenue by providing services, extending business into new regions, or supporting product end-of-life.

How can you take advantage of these opportunities without sacrificing efficiency and profit?

Successful companies are capitalizing on technology to improve operations from request for quotation (RFQ) to product end-of-life. And a flexible, adaptable business management solution—such as Microsoft Dynamics™ NAV—is the cornerstone of their strategy.

Microsoft Dynamics NAV is an integrated business management solution specially designed for growing small and midsize companies.

It is ideal for companies looking for a solution they can implement rapidly, learn and use easily, and customize and maintain with minimal disruption to their business.

Maximize profits and seize new revenue opportunities with Microsoft Dynamics NAV

Microsoft Dynamics NAV gives companies an adaptable, attractively priced way to streamline processes, increase productivity, and focus on growing their business. Microsoft Dynamics NAV helps industrial equipment manufacturers to:

- Improve operations by empowering employees to manage change efficiently.
- Take advantage of global opportunities.
- Realize a significant value from business partnerships.

Improve Operations by Managing Change Efficiently

To remain competitive, industrial equipment companies must be able to deliver more to their customers than just machinery. They must deliver exactly what their customers demand—from product design to fulfilling regional safety requirements—before, during, and long after production. This also includes managing your customers' asset efficiency and compliance. This requires an agile organization and a business management solution—Microsoft Dynamics NAV—that empowers employees to efficiently and effectively manage the project process from quotation through delivery.

Flexible manufacturing processes

Microsoft Dynamics NAV helps you respond quickly to customer requests for quotations. Multiple planning options and tracking enable you to easily make exceptions and last-minute changes to give customers what they want, when they want it. You can plan from the sales order, the production order, or the purchase requisition, or by traditional MPS/MRP planning methods. And, purchase planners can easily recognize how to adjust supplier delivery schedules to take advantage of new revenue opportunities.

Comprehensive customer service

Microsoft Dynamics NAV provides fast, informed answers to customer questions with information about item availability and prices accessible through a single window view. You can pinpoint customer service needs with drill-down access to contracts, warranties, and services information, and easily accommodate preferences for service technicians and billing options.

You can manage changes in your customers' requirements at any point in the delivery cycle; quickly make exceptions and last-minute changes to your manufacturing processes; and deliver what customers want with efficient item substitution for out-of-stock inventory.

RESPOND

GLOBALIZE

Take Advantage of Global Opportunities

More and more companies are looking beyond their own regional boundaries to grow their business. Often, the product you design will be deployed in another part of the world. Microsoft Dynamics NAV can help you extend your operations into new areas in a cost-effective way.

Improve service operations without increasing costs

Service management functionality enables you to register all your service items and parts, including serial numbers, contract information, component management, and BOM references.

Your employees can access the service level agreement information concerning, for example, response times and warranty information. And, you are able to track all components of a service item and view their status. For example, find out if a component has been replaced, when it was replaced, and how many times.

Connect your partners, customers, and employees—no matter where they are

Microsoft Dynamics NAV facilitates off-shore manufacturing operations. Your partners and customers can connect to your business management system through role-based Web portals that you define or send documents and data via XML-based computer-to-computer interaction.

Speak your customers' language

With multilanguage capabilities you can send quotations, invoices, and order confirmations in your customers' language and communicate effectively with partners around the globe. With Microsoft Dynamics NAV, you can present financial information in the currency of choice to partners and stakeholders, view balances online, and print financial reports for two currencies simultaneously.

It's also possible to receive and make payments in any currency and change languages on the fly.

Realize Significant Value from Your Business Partnerships

A key asset in any company is knowledge—the experience and ideas that come from working together with your partners and customers. And, the ability to collect, document, and manage this knowledge efficiently can give you a competitive advantage. Microsoft Dynamics NAV enables companies to realize value from their business partnerships by providing:

Easy access to accurate data

The integrated applications in Microsoft Dynamics NAV enable easy drill-down to detailed information from anywhere in the system, providing quick, simultaneous access to real-time data on everything from production orders and inventory levels to customer status and marketing campaigns. Microsoft Dynamics NAV automates the sales process and helps you manage documents efficiently.

Microsoft Dynamics NAV integrates tightly with the Microsoft® Office system to help your people access, use, and share data and information without switching applications or reentering data. Even when they're working in Microsoft Dynamics NAV, they can easily produce a wide range of reports in Microsoft Office Excel®, create customized communications in Microsoft Office Word, and monitor customer relationships through Microsoft Office Outlook®.

COLLABORATE

"We can respond to clients' requests for quotations on the same day, where previously, we'd have to prepare up to two days' worth of calculations. This saves us half the time, helps us win more cases, and gives the organization more credibility in the industry."

Michel Soeters, Chief Operations Director, Verhoef Aluminium

Faster ways to share information

Microsoft Dynamics NAV enables external online users, such as customers and vendors, to view appropriate, precise information from across the business as they place orders or plan to collaborate with their business partners. Customers and partners can serve themselves easily and efficiently through Web-based self-service and XML-based computer-to-computer interaction.

Your employees will be able to exchange detailed drawings, production schedules, equipment support plans, and other crucial information and data with your business partners so it's available throughout the project process.

Helpful insight and informed decisions

The business analysis capabilities of Microsoft Dynamics NAV enable you to turn data into business-critical information you can use to increase product quality and smartly manage costs.

Microsoft Dynamics NAV enables you to analyze data the way you want with flexible data views, graphical key performance indicators, and rich drill-down capabilities. For example, you can view, analyze, and compare product quality data, sales and profitability trends, inventory movement, orders and fulfilments, and more. Easy-to-use tools for online analytical processing (OLAP) enable you to extract, analyze, and present data from across your entire business while working within a familiar Outlook-style interface.

With Microsoft Dynamics NAV you can also attribute characteristics to the information you record in your daily work, and set up dimension value hierarchies that reflect your reporting and accounting needs. These capabilities can help you gain a thorough understanding of cost details and where improvements can be made.

Increase Efficiency with a Business Partner Who Understands Your Business

Microsoft has a global network of Microsoft Certified Partners who help industrial equipment manufacturers take advantage of the benefits of information technology. And they can help you, too.

These partners choose to specialize in the industrial equipment industry. They have the knowledge, experience, and expertise required to develop a Microsoft Dynamics NAV solution that fits the way you do business and that complies with the industry requirements specific to your region and market.

They speak your language and appreciate the complexities of your processes.

What's more, they know Microsoft technology and Microsoft Dynamics NAV. The open development environment, developer's toolkits, and industry-specific templates in Microsoft Dynamics NAV make it a flexible and scalable solution that is fast to implement and easy to use, upgrade, and maintain. So, you can adapt your solution as your business grows—without increasing costs.

"We had a huge amount of money going out the door. The ability to track job costs has helped us identify what departments were not making a profit."

Wayne Johnson, Controller, St. Paul Plumbing & Heating

PARTNER

Microsoft®

MICROSOFT MAKES NO WARRANTIES, EXPRESS, IMPLIED, OR STATUTORY, AS TO THE INFORMATION IN THIS DOCUMENT.

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.

For more information:
Worldwide (1) (701) 281-6500
U.S./Canada Toll Free (1) (888) 477-7989
www.microsoft.com/dynamics

For more information about Microsoft Dynamics NAV, please visit www.microsoft.com/dynamics/nav.