



# Microsoft Dynamics ERP

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# ERP System

- Challenges to address

## Island systems

Warehouse Data (examples)	Production Data (examples)	Sales & Customer Data (examples)
<ul style="list-style-type: none"><li>• Physical location of items</li><li>• Actual stock count</li><li>• Number of items on hold</li></ul>	<ul style="list-style-type: none"><li>• Number of items to be produced</li><li>• Number of items already produced</li><li>• Capacity</li></ul>	<ul style="list-style-type: none"><li>• Number of items available for sales</li><li>• Confirmed sales orders</li><li>• Customer information</li></ul>

# ERP System

- Common database



**Microsoft**



# The Solution



 Microsoft Dynamics® ERP

**Microsoft**



# Microsoft Dynamics AX & Microsoft Dynamics NAV



# Microsoft Dynamics AX Functional Areas



# Overview

- Microsoft Dynamics® AX is an integrated, adaptable business management solution in the Microsoft Dynamics line that streamlines financial, customer relationship, and supply chain processes. Easy to use, it works like and with familiar Microsoft software-easing adoption and reducing the risks inherent with implementing a new solution. With Microsoft Dynamics AX, your people can work efficiently and make important business decisions with confidence.

- Microsoft Dynamics AX can help you run your business across locations and countries by consolidating and standardizing processes, providing visibility across your organization, and helping to simplify compliance. With a wide range of industry-specific solutions, Microsoft Dynamics AX delivers a business management solution that can meet your needs now and evolve to meet future demands.



## Manufacturing

Take advantage of a single, unified solution that includes the ability to run discrete, process, and lean manufacturing all at once. Use powerful horizontal applications such as production and supply chain management to modernize and grow your manufacturing business. Key business processes supporting manufacturing industries include:

- Discrete manufacturing
- Process manufacturing
- Lean manufacturing
- Multisite planning and manufacturing
- Shop floor management



## Distribution

Support rapidly changing conditions in a business with global complexity. Microsoft Dynamics AX 2012 offers key capabilities such as supply chain management and multisite to allow you to scale your business quickly. Distribution-specific capabilities include:

- Warehouse management
- Supply chain planning
- Sales order management
- Product information management
- Procurement and sourcing

## Services Industries

Balancing client relationships, global resources, service delivery, and financial results is critical for companies in the services industry.

Key capabilities include:

- Project management and accounting
- Project budgeting and cost control
- Employee self-service
- Client relationship management



## Retail

Today's retail landscape offers unprecedented opportunity even as it presents new challenges. Economic pressures, increasing choice in products and shopping formats, and unparalleled access to information are fueling today's empowered shoppers, who expect more from their retail experiences. Dynamic retailers drive retail across channels, locally or globally, with a single solution for store operations and back-office ERP, including the following capabilities:

- Point-of-sale
- Multichannel management
- Store operations
- Merchandising

## Public Sector

Governments need to modernize their workplaces by replacing old technology, increasing productivity, operating transparently, meeting compliance requirements, and maintaining fiscal accountability. Microsoft Dynamics AX 2012 offers Public Sector organizations key capabilities including client (constituent) relationship management and financial management. Specific Public Sector capabilities include

- Grants management and multiyear CIP project accounting capabilities
- Budgetary control
- Fund-based accounting
- Encumbrance and pre-encumbrance accounting

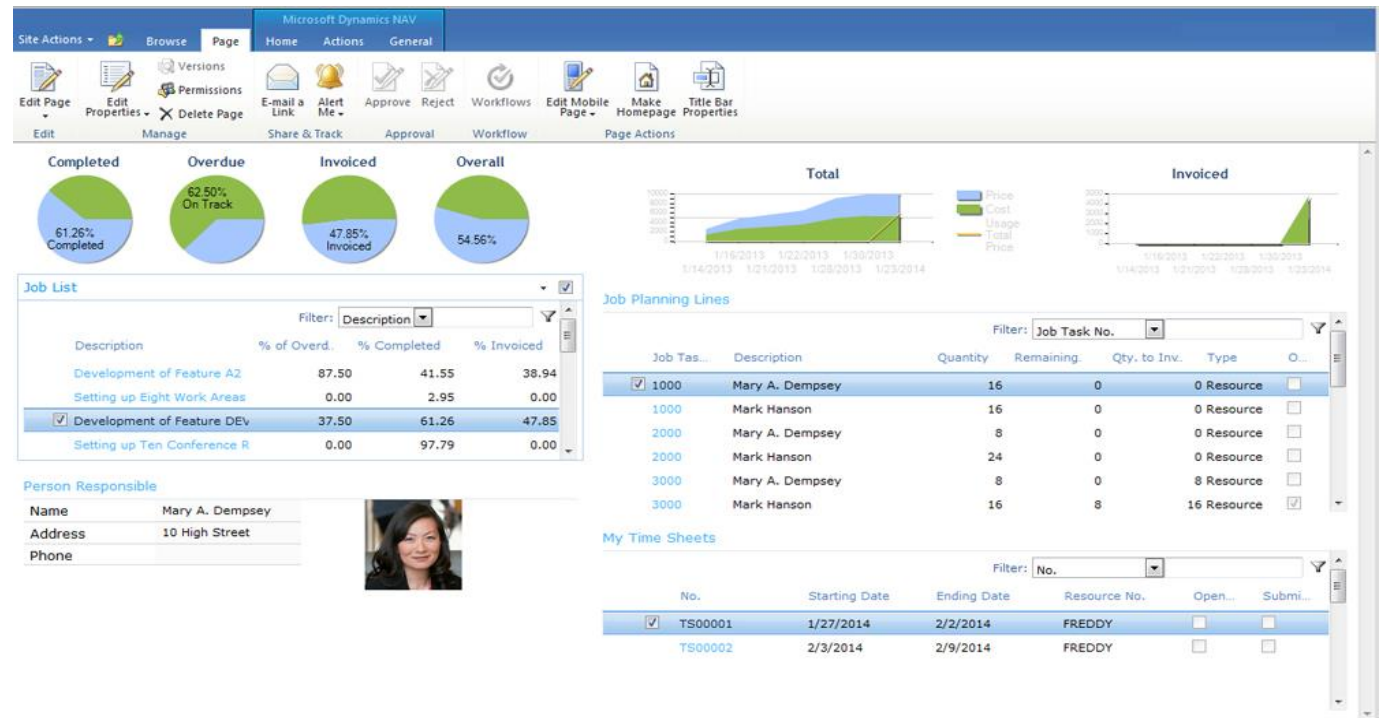
# Microsoft Dynamics NAV

NAV is role tailored business solution that rapidly adapts around the way your organization does business, enabling your people to be effective and your business to be competitive.

Microsoft Dynamics NAV collects your business's functions into one integrated system.

Remember this! NAV is

- ✓ Fast to implement
- ✓ Easy to configure
- ✓ Simple to use



# Microsoft Dynamics NAV Features

Open source

Add-ons

Role-tailored UI

Low cost

High flexibility  
and simplicity

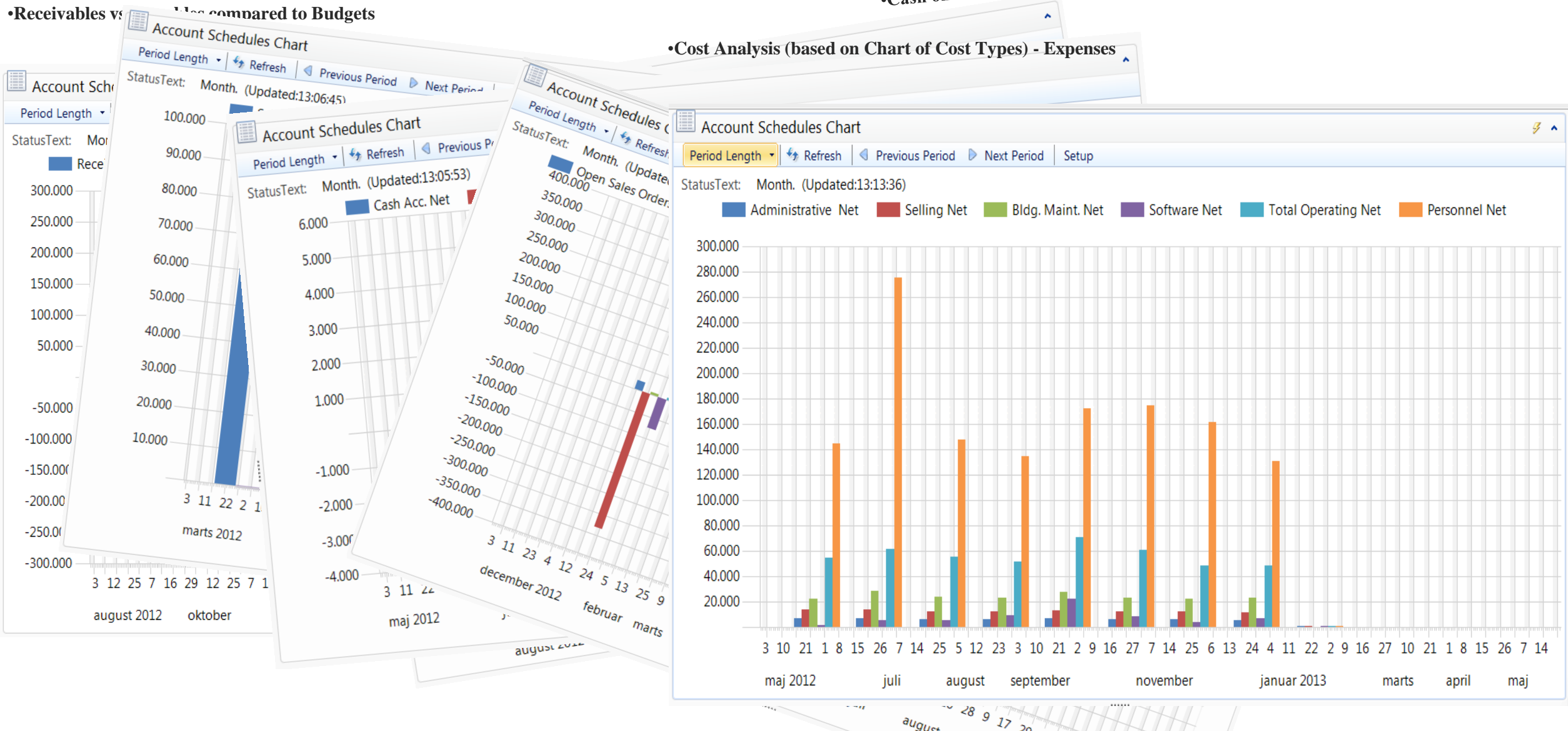
Business  
Intelligence and  
Integration



# Other Examples of Charts

- Revenue vs. Cost compared to Budgets
- Cash on Bank Accounts compared to Last Year figures

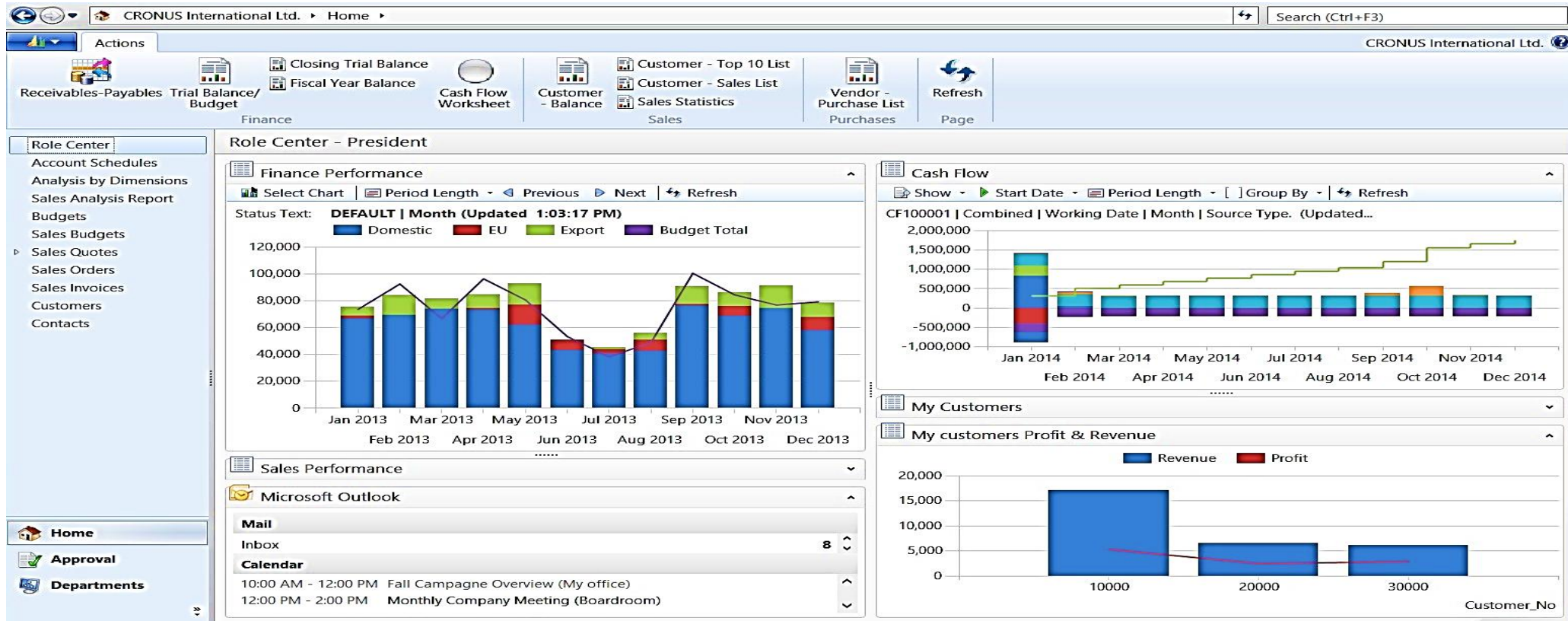
•Cost Analysis (based on Chart of Cost Types) - Expenses



# Microsoft Dynamics NAV Familiarity

*Microsoft Familiar User Interface*

*Fits with your systems*



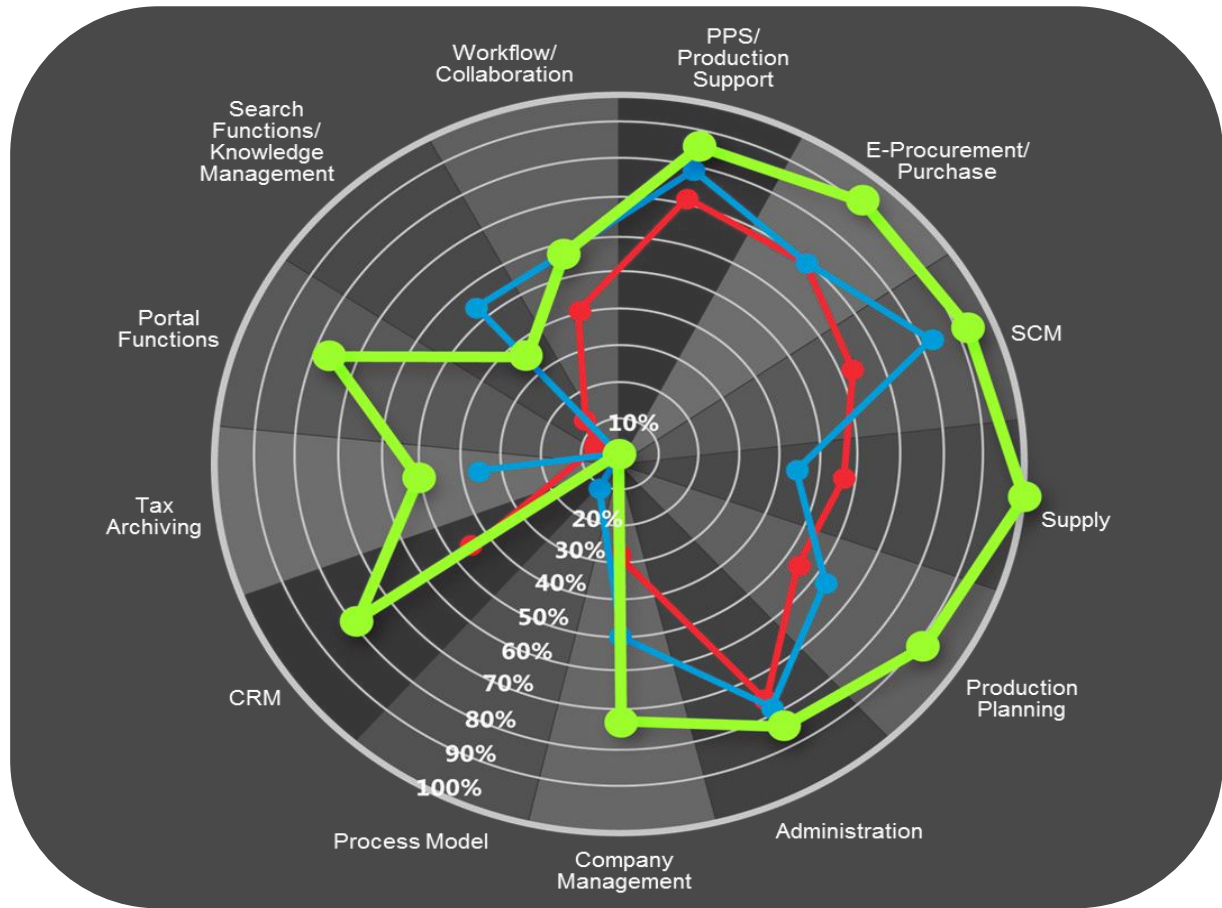
*Fuels your  
business productivity*

*Enables confident  
decision-making*



# Microsoft Dynamics NAV

## Winner of Mid-Market ERP



Microsoft Dynamics NAV

Sage Office Line

SAP Business One

Source: Research One

# Microsoft Dynamics NAV **Functional** **Paradigm**

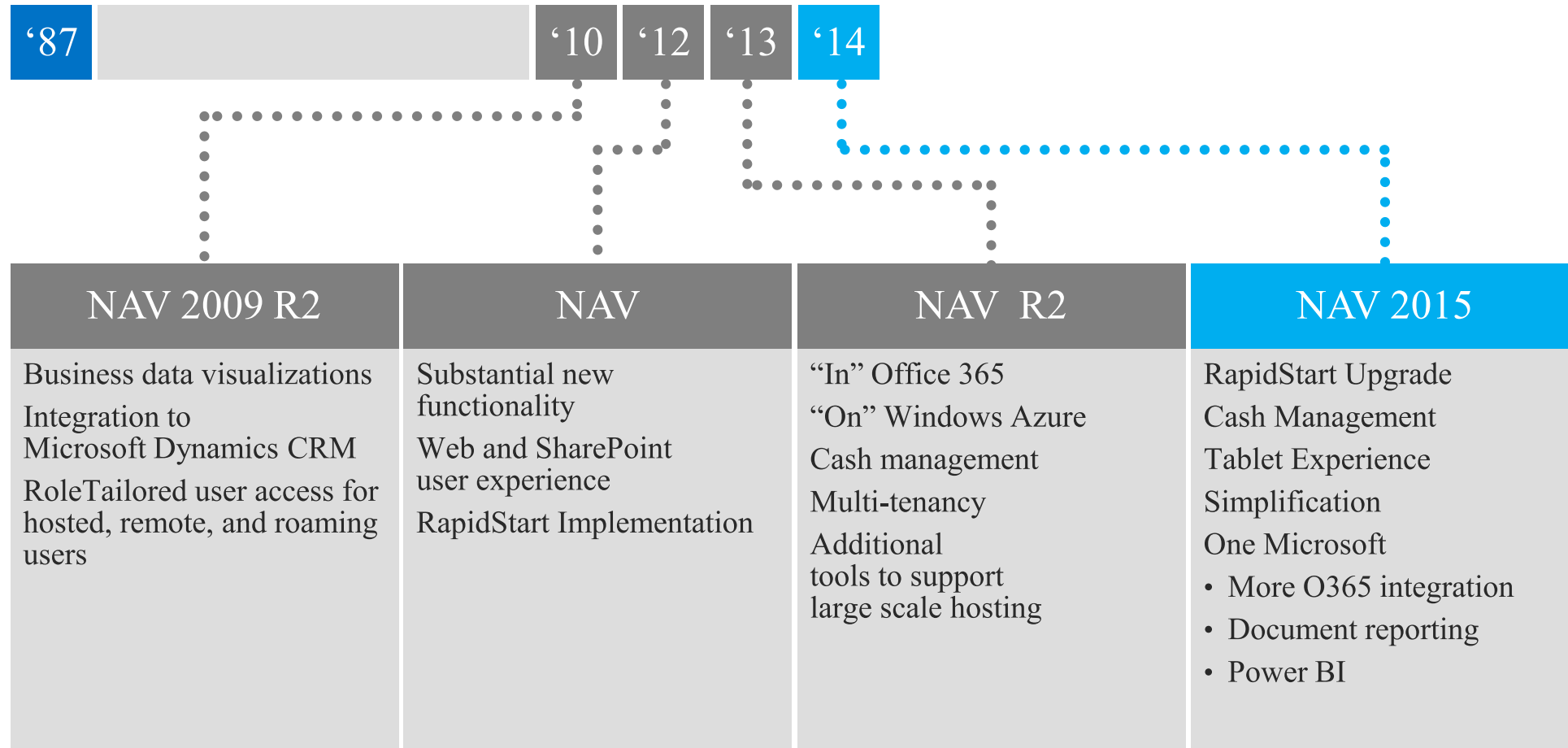
**Windows Client**

**Web Client**

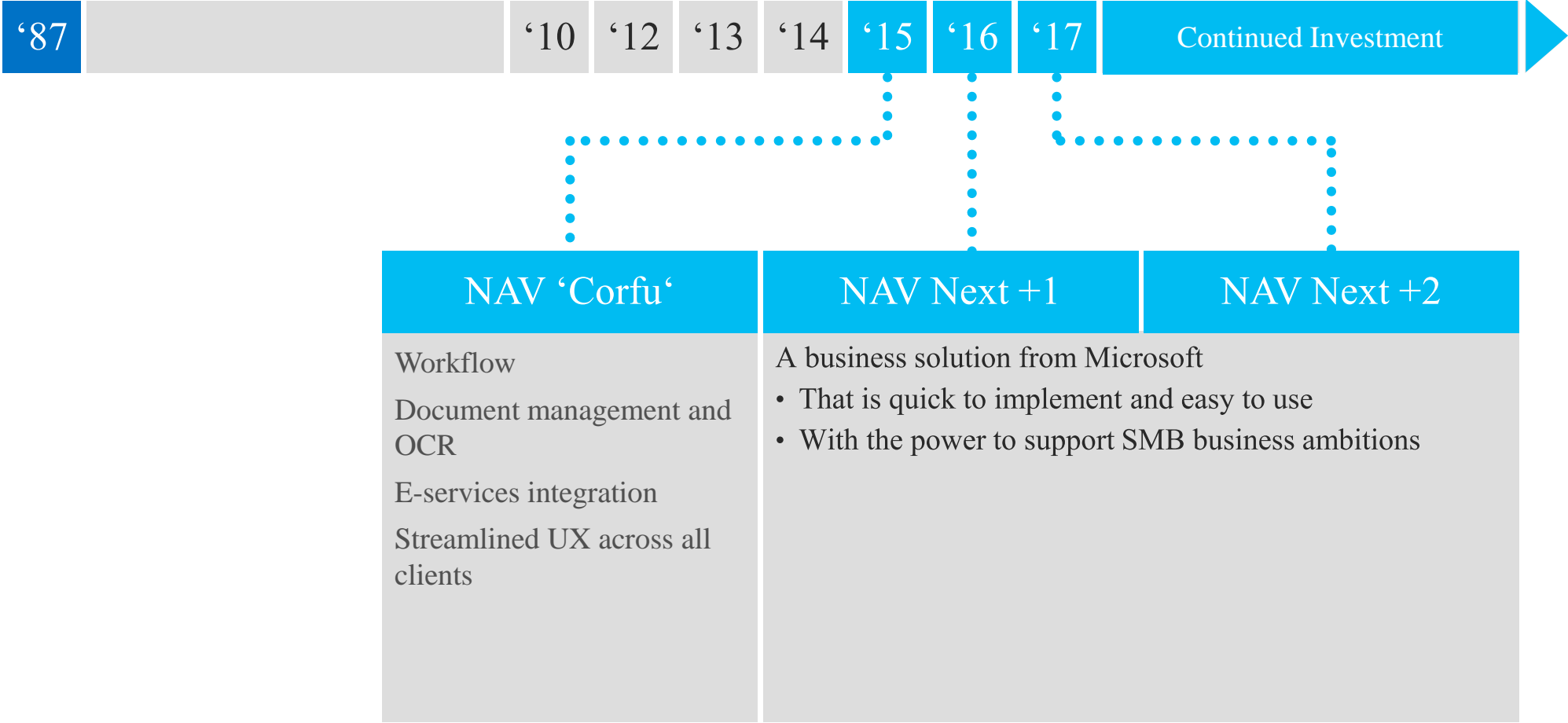
**SharePoint  
Client**



# Microsoft Dynamics NAV roadmap

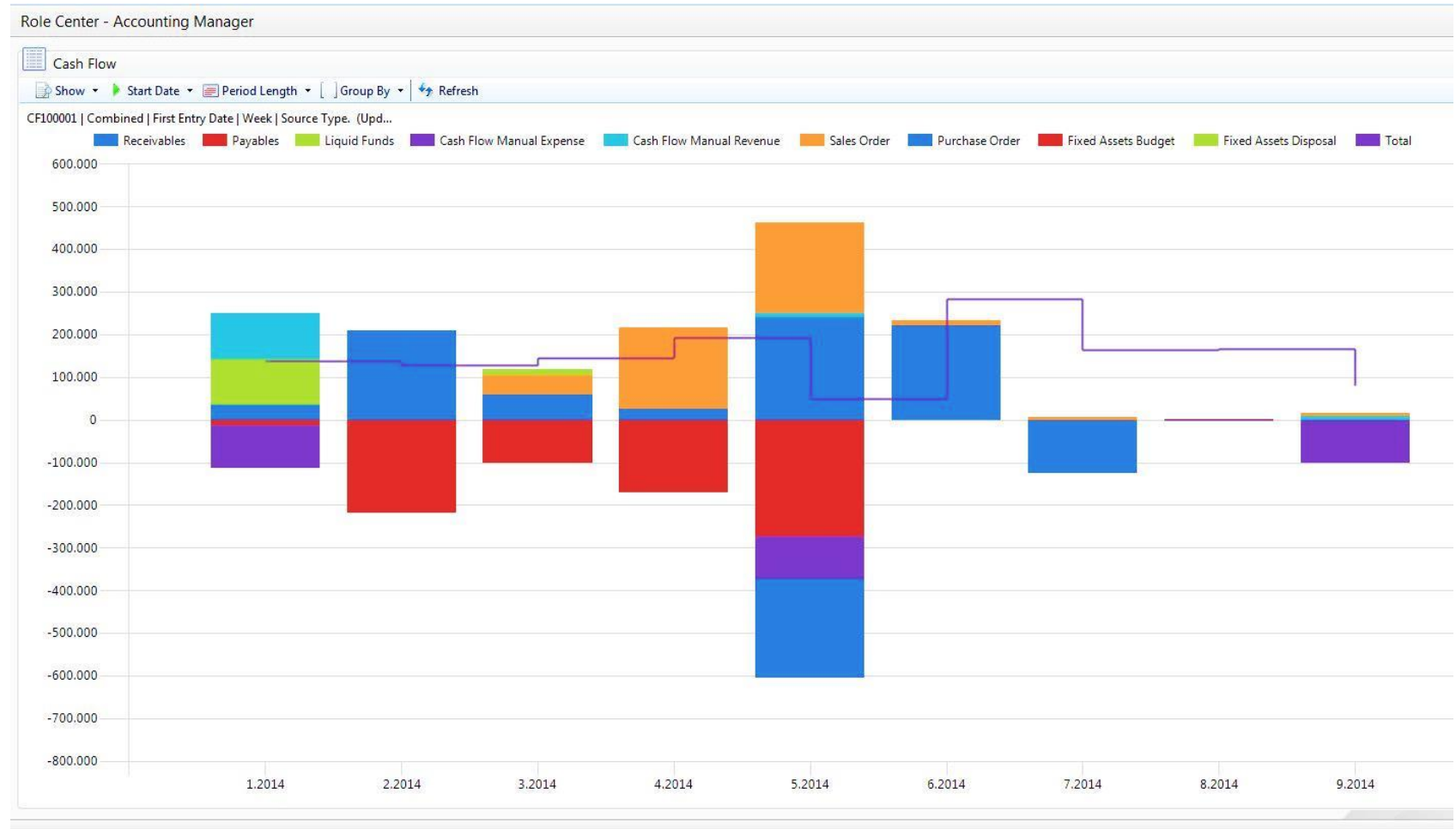


# Microsoft Dynamics NAV roadmap



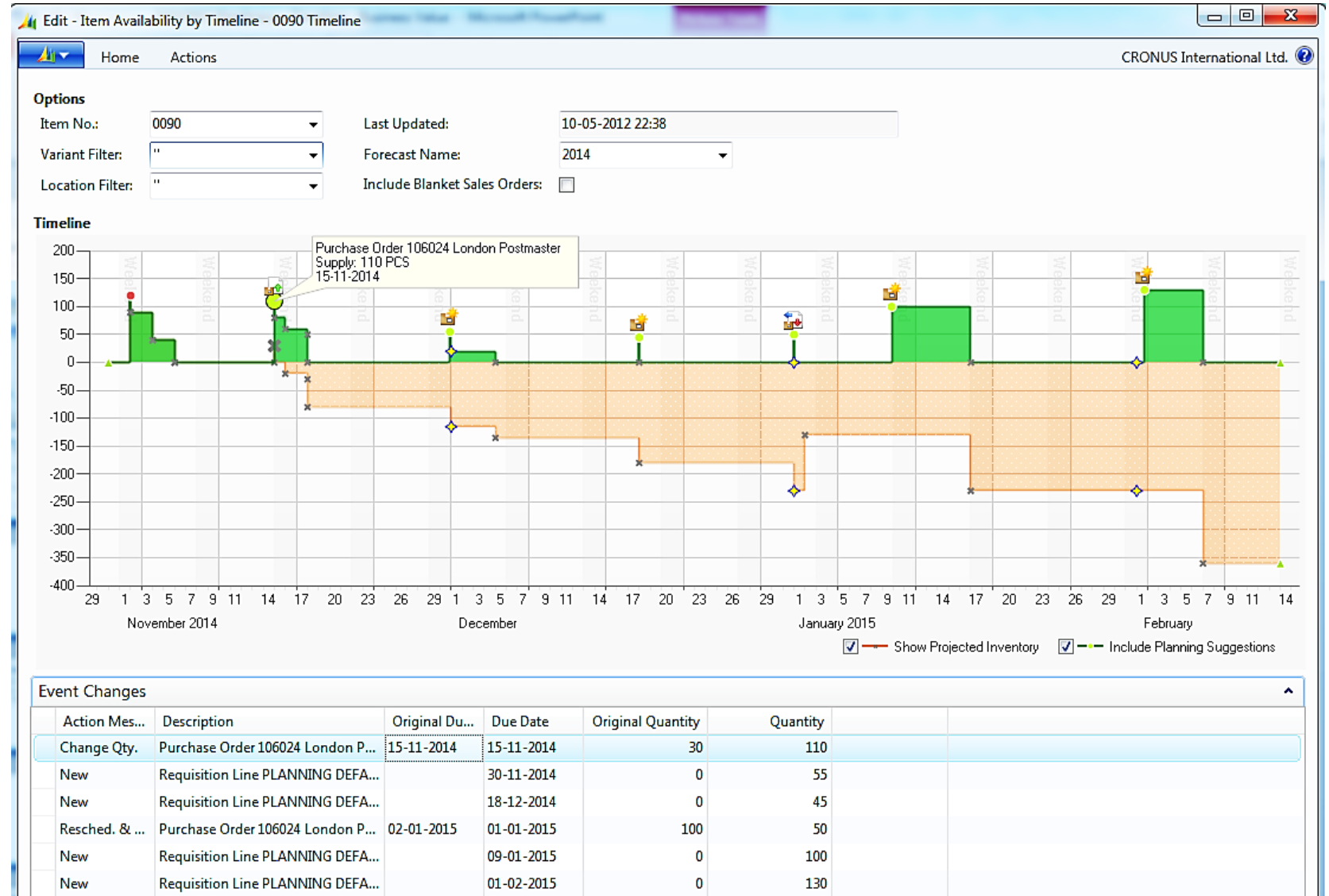
# Enhanced Graphical views for BI analysis in NAV

- Cash-Flow Forecast provides graphical view of the liquidity of the company in the coming periods.



# Enhanced Graphical views for Item Availability analysis in NAV

- Item Availability Multi view (by event, period, location...)
- Users are able to create their own graphical reports





# Project Methodology & Approach



## Diagnostic

The transition from the sales cycle to implementation. This phase consists of high level planning and analysis of the client's environment. The goal of this phase is to form a high level project scope in order to put together a proposal for the remaining phases.

## Analysis

The objective of the analysis phase is help identify the decisions which customer must make to guide the implementation. An interesting component in the analysis phase is the training exercise in order to ensure that client representatives are well versed in the 'out of the box' functionality.

## Design

The design phase builds on the deliverables from the analysis by identifying the design for the overall implementation and custom solutions which are required to meet the needs identified from the analysis phase.

## Development

The objective of the development phase is to build the features and customizations which have been specified and agreed from the design phase. It includes customer testing activity and user acceptance testing (UAT)

## Deployment

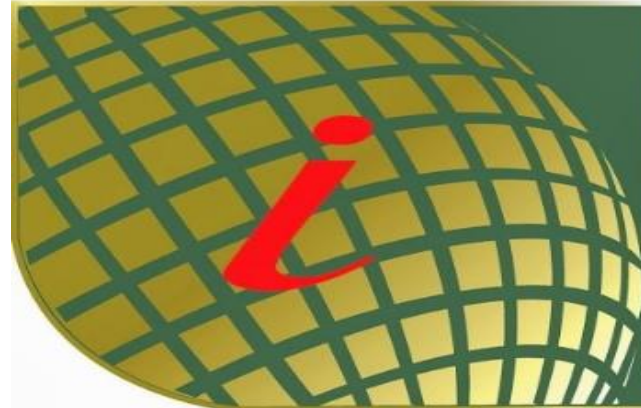
The key objective of the deployment phase is to deliver a functioning system for the client. The important activities that go to make up this phase include:

- End user training
- Environment configurations
- Data migration and validation
- Preparation of the go-live plans.

## Operation

Operations is the phase in which the project is closed down and the customer is supported as they transition into the new live environment.

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**Saudi Irsal Communication  
and IT Services Company**