

3.70 to 4.0 Feature Enhancements

MICROSOFT® BUSINESS SOLUTIONS-NAVISON® 3.70 TO MICROSOFT® BUSINESS SOLUTIONS-NAVISON® 4.0

The following document describes the enhancements to the 3.70 version that are included in the 4.0 version of Microsoft Business Solutions-Navision. The enhancements are categorized by Granule ID. This will aid partners in the upgrade process when showing customers the new features added to granules they have already purchased.

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General Ledger

3010 BASIC GENERAL LEDGER

Reversal of Journal Postings - Users can automatically create reversal entries to reverse the following:

- Ledger entries created from lines manually entered in journals.
- An entire G/L register of ledger entries created from journal lines.

Related entries, for example VAT entries, are also reversed. There is a clear audit trail linking the journals reversed and the matching reversal entry.

Depending on the functionality that the customer has purchased, the following journals that can be reversed include:

- General Journals
- Cash Receipt Journals
- Payment Journals
- Sales Journals
- Purchases Journals
- Fixed Asset Journals
- Maintenance Journals

3050 CONSOLIDATION

To comply with SFAS52/1AS21 in relation to foreign currency translation, customers can now choose which method to use when translating a specific G/L account from a foreign entity. You simply select the appropriate Consol, Translation Method for each individual G/L account.

Customers can now translate a foreign entity's financial statement using the following methods:

- Average Rate (Manual) – the average rate for the period to be consolidated. You calculate the average either as an arithmetic average or as a best estimate and enter it for each business unit.
- Closing Rate – the rate which prevails in the foreign exchange market at the date for which the balance sheet or income statement is being prepared. You enter the rate for each business unit.
- Historical Rate – the rate of exchange for the foreign currency which prevailed when the transaction took place.

- Composite Rate – the current period amounts are translated at the average rate and added to the previously recorded balance in the consolidated company. This method is typically used for retained earnings accounts because they include amounts from different periods and are thus a composite of amounts translated with different exchange rates.
- Equity Rate - similar to Composite. The posting of the differences will be to separate G/L Accounts.

You can also choose whether the currency exchange rates from the business or the consolidating companies will be used.

If customers want to consolidate using pre-4.0 methods, they can do this by selecting Average Rate (the default) as the Consol. Translation Method for all accounts. This will translate Income Statement Accounts using the Average Rate, Balance Sheet accounts using the Closing Rate and re-state Balance Sheet accounts using the Last Closing rate.

Changed Consolidation File Import/Export foundation - Consolidation files are now in XML format. The TXT format is still supported, letting customers create and import TXT formatted files.

3090 INTERCOMPANY POSTINGS

Intercompany Postings is new functionality that helps customers create and distribute inter-company transactions between multiple Microsoft Navision solutions and across multiple companies.

- Customers can create all the necessary documents – sales and purchase documents, general ledger entries and more – for the entire workflow, for more than one company at a time. Intercompany Postings allows for multiple databases, multiple currencies, different charts of accounts and multiple languages.
- Customers can make the correct due to/due from entries in more than one company, using relevant intermediary accounts. Transactions referring to another set of books within the same group of legal entities can be entered directly in the GL or when entering sales and purchase documents.

Please note that the design of Intercompany Postings is based on journals and allows you to exchange information in journals between different companies. Intercompany Postings is not a consolidation solution.

The target market for Intercompany Postings functionality is businesses with complex business processes and a strong need for a vertical focus. They are frequently businesses in wholesale, manufacturing and those that provide other business services, from super-user to one-person IT staff.

Sales and Receivables

3260 BASIC RECEIVABLES

Improved flexibility in Applying Cash Receipts (Partial Payments) - Microsoft Navision 4.0 provides the ability to decide how a payment is applied, which gives greater flexibility in using the solution. This includes:

- Selecting the specific amount to apply to individual documents in a multiple document application
- Viewing information about both the applying entry and the application in a single form
- More detailed information about the amounts that will be posted to the GL prior to posting such as payment discounts and rounding amounts.

Unapply

It's possible to reverse all postings and changes related to an application of customer ledger entries. Unapplied entries are set as open entries so that they can be applied again correctly.

3270 SALES INVOICING

Information Pane on the Sales Invoice – A new pane containing:

- Instant access to and a good overview of the customer's sales history, available credit and shipping and contacts information.
- Information about item availability, substitutes, prices and discounts are contained in a single view, which makes it easy to provide quick answers to customer questions.
- Invoice entry is expedited through, for example, a "copy to document" function directly from the sales history window.

3280 SALES ORDER MANAGEMENT

Information Pane on the Sales Order – A new pane containing:

- Instant access to and a good overview of the customer's sales history, available credit and shipping and contacts information.
- Information about item availability, substitutes, prices and discounts are contained in a single view, which makes it easy to provide quick answers to customer questions.
- Order entry is expedited through, for example, a "copy to document" function directly from the sales history window.

Purchases and Payables

3510 BASIC PAYABLES

Improved flexibility in Applying Cash Payments (Partial Payments) - Microsoft Navision 4.0 provides the ability to decide how a payment is applied, which gives greater flexibility in using the solution. This includes:

- Selecting the specific amount to apply to individual documents in a multiple document application
- Viewing information about both the applying entry and the application in a single form
- More detailed information about the amounts that will be posted to the GL prior to posting such as payment discounts and rounding amounts.

Unapply

- It's possible to reverse all postings and changes related to an application of vendor ledger entries. Unapplied entries are set as open entries so that they can be applied again correctly.

Inventory

4230 ANALYSIS REPORTS

Sales and Purchase Analysis Reports

Analysis reports enables users to create customized reports based on records of their posted transactions, for example, sales, purchases, transfers and inventory adjustments. In a customizable report, the source data, which is derived from the item ledger (with associated value entries), can be combined, compared and presented in meaningful user-defined ways. In this sense, the analysis report is very similar to a PivotTable report in Microsoft Excel.

For example, customers can create a personalized report that focuses on their key customers in terms of total turnover both in amounts and quantities sold, gross profit and gross profit percentage during the current month, and have it compare those figures with the results from previous months or the same month last year, and calculate deviations. All this can be done in one and the same view, with the possibility to navigate to the cause of identified problem areas by drilling down to the level of individual transactions.

The look and feel of the Sales and Purchase Analysis Reports is similar to the Account Schedule features offered in the General Ledger area of Navision.

Sales and Purchase Analyses by Dimensions

Enables users to analyze Sales Amount, COGS, Purchase Cost and item sales and purchase quantities. You can:

- Quickly change the information to show in the columns and lines in the analysis.
- Analyze on specific items and periods.
- Analyze on specific customers and vendors (Requires Granule 3260 and/or 3510)
- Analyze on specific locations (Requires Granule 4045)
- Analyze on dimensions (Requires at Granule 4760 as a minimum).
- Export your analysis to Microsoft Excel.

The look and feel of the Sales and Purchase Analyses by Dimensions is similar to the Analysis by Dimensions features offered in the General Ledger area of Navision.

You must purchase Granule 4010 Basic Inventory before you can use this granule.

4240 ITEM BUDGETS

Item Budgets enables users to create Sales and Purchase Budgets. Sales and Purchase Budgets:

- Can be entered in terms of monetary values (Sales, COGS, Cost) and Quantities.
- Can be created for specific items and periods.
- Can be exported to and imported from Microsoft Excel.

- Can be created for specific customers and vendors (Requires Granule 3260 and/or 3510)
- Can be created for specific dimensions (Requires at Granule 4760 as a minimum).

The look and feel of the Sales and Purchase Analyses by Dimensions is similar to the G/L Budget features offered in the General Ledger area of Navision.

You must purchase Granule 4010 Basic Inventory before you can use this granule.

Marketing and Sales

5160 INTERACTION/DOCUMENT MANAGEMENT

Postponed Interaction Log Entries - the possibility to save an interaction during the process and later reopen and continue.

5190 OUTLOOK CLIENT INTEGRATION

- Digital Security Certificate
- Two-way synchronization of all fields.
- Grouping Outlook tasks
- Synchronization of Team to-dos/restructuring of Team to-dos.

Manufacturing

MANUFACTURING FOUNDATION

Manufacturing Foundation 4.0 is the entry point for the manufacturing solution. It is a complete solution for manufactures with simple production requirements and at the same time the basis for including more advanced functionality that can be bought in separate granules. Manufacturing Foundation 4.0 does not include a number of the more complex manufacturing granules, such as Finite Loading.

Manufacturing foundation is only available from 20/10/2004 to 31/03/2005 and consists of the following granules at approximately 50% of the normal price.

- 5410 Production Orders
- 5420 Production Bill of Materials
- 6010 Basic Capacity Planning
- 6040 Production Schedule

You also receive the pre-requisite granule 5805 which has no cost.

5410 PRODUCTION ORDERS

Easy Production Reporting - This feature makes it possible to record consumption and output from the context of a production order line. The Production Journal window combines the functions of the consumption journal and the output journal into one journal, which is accessed directly from a released production order line. When

the journal is opened, it is preset with the expected or remaining (by partial posting) quantities or times to be recorded – both output and consumption. With the use of routing link codes, the consumption lines (components) will be indented under the linked output lines (operations) thus providing a nice process overview. Quantities and times already recorded for the production order line are displayed at the bottom of the journal as actual entries.

6010 BASIC CAPACITY PLANNING

Manual Planning - This feature is a simple supply planning tool that functions as a manual MRP system, where the user makes planning decisions order-by-order based on visibility and manual planning functions. The Order Planning feature uses parts of the existing planning engine to find and analyze new demand but it does not consider planning parameters defined for the items and is therefore much more transparent than the automatic system.

The Order Planning window displays all new demand along with advanced availability information and suggestions for supply. It provides the visibility and tools needed to manually plan for demand from both sales lines and component lines and then create different types of supply orders directly. It requires that a Planner deals with demand level-by-level. That is, any dependent demand for lower-level production items is only visible to the system after the higher level is planned. The Order Planning feature includes functions to supply from alternative sources, to easily create different supply orders and to quickly recalculate new demand.

6040 PRODUCTION SCHEDULE

Graphical Production Schedule - This feature provides a graphical representation of production orders and capacity loading in an integrated Gantt component. The Production Schedule window is a Gantt chart, which is fully integrated with Microsoft Navision and allows a user to reschedule operations by drag and drop in a graphical interface and thus update the related production order data. The feature does not provide new scheduling functionality – it merely enables in a graphical interface the tasks otherwise done in tabular form in routings, task lists, load windows, etc. As such, it is a consolidation of existing data and functions for capacity planning and scheduling in one graphical interface, which provides much improved overview and simplicity of use for different user roles.

You must purchase Granule 6010 Basic Capacity Planning before you can use this granule.

E-Commerce

For the 4.0 release, the User Portal and Commerce Portal have been discontinued. An alternative to User Portal utilizing Sharepoint services is currently being investigated. In order to use Commerce Portal with Navision 4.0, you must use the Commerce Portal Synchronization services and demo sites released with Navision 3.70. Contact your Microsoft Business Solutions Partner for additional information.

99008510 COMMERCE GATEWAY

- Support for latest version of BizTalk Server (BizTalk Server 2004).
- Enhanced security with optional encrypted communication.
- Accepting and sending of multiple documents.

Business Notifications

7010 BUSINESS NOTIFICATION

Microsoft Navision Business Notification granule is functionality within Microsoft Business Solutions–Navision that gives customers the ability to automatically send notifications and alerts both internally in the company and externally to business partners. These alerts and notifications are sent via emails, based on business rules, determined by the customer’s business needs and set up within their Microsoft Navision solution.

7011 BUSINESS NOTIFICATION WORKSHEET

The Business Notification Worksheet included in Navision 4.0, enables customers to run events in periodic batches. The granule also includes the following six out-of-the-box event templates that cover and solve problems around the supply chain business processes:

- Purchase order - Ensure delivery of goods
- Purchase order - Vendor confirmation not received:
- Purchase order - goods not received from vendor
- Production order - Production delayed
- Inventory - Item quantity status
- Production BOM, and Production BOM version – Items updated

Business Analytics

Microsoft Navision Business Analytics provides a new analytical tool to the Navision offering. This new easy-to-use tool will enable users to leverage the data stored within Navision. The main benefits of the Business Analytics solution are:

Ease of Analysis - This is obtained by integration with Excel which has been the de-facto data analysis tool for the majority of business users, or by using the Business Analytics front-end solution.

Ease of Configuration - The configuration of OLAP cubes and the supporting infrastructure for data extraction and storage has been one of the biggest impediments for the mid-market customers to reap the benefits of analytics technology. With the release of Microsoft Navision 4.0, customers will be able to configure the data that they want to analyze from within Navision itself using their knowledge of Navision.

7020 BUSINESS ANALYTICS – BASIC

The basic offering enables customers to analyze data from different application areas within Microsoft Navision. It includes:

- A set of forms within Navision for configuration of dimensions and measures.
- A configuration engine that configures DTS packages for data transfer and schema for OLAP cubes and data mart tables.

Customers can view and analyze data through Microsoft Excel via the OLAP cubes.

Note the Microsoft Navision 4.0 CD includes the definition of the OLAP cubes but to create the cubes you need the configurator included on a specific Business Analytics CD.

7021 BUSINESS ANALYTICS – ADVANCED

The Advanced offering includes all the features of the basic offering plus is a front-end solution designed specifically for core small businesses and lower mid-market companies to enable targeted analysis of detailed information generated from Microsoft Business Solutions–Navision. Microsoft Navision Business Analytics makes it possible to gain a 360-degree view of your business performance. Microsoft Navision Business Analytics not only generates a quick overview of your core business data the way you want it presented, it also ensures that everyone in your organization is using the same up-to-date data for gaining business insights to make strategic and operational decisions.

The Advanced offering will also be included on the specific Business Analytics CD.

Technology Enhancements

OFFICE LOOK NAVIGATION PANE REPLACES MAIN MENU

We have introduced a Navigation Pane similar to the one in Microsoft Office Outlook 2003. The new Navigation Pane helps users work more efficiently in Navision by combining easy-to-access menu information with personalization options. Further, users with administrator permissions for the Navigation Pane have various menu configuration options. Here are some of the main benefits:

- Customer license file and security permissions automatically determines the menus shown and the items shown within each menu.
- The content of the main menu has been restructured to reflect our end users' tasks and make it easier for them to find the functionality they need.
- End users can personalize menu content to suit the way they work. For example, they can hide menu items that they do not use very often.
- End users can make shortcuts to the menu items that they use the most and also to all the files, programs and web sites that they use in their daily work.

Administrator users can be granted access to the Navigation Pane Designer:

- Administrators can create and modify menus to best suit their companies' departmental needs.
- Administrators can assign users to menus so that end users only see menus that are relevant to their roles.

SIMPLE BAR CHART GRAPH COMPONENTS

New pre-defined Key Performance Indicators (KPIs) can be viewed in a generic graph component in Microsoft Navision 4.0 that can be customized by partners. The pre-defined KPIs represent Financial Management, Supply Chain Management and CRM. The graph component enables users to create a simple bar chart diagram consisting of a limited number of squares and the ability of drilling down. The graph can be generic and customized by partners.

1700 C/ODBC

Microsoft Navision 4.0 includes a completely new ODBC driver. The ODBC driver for Microsoft Navision 4.0 supports conformance level 2 and will support the majority of the business intelligence tools on the market.

The new ODBC driver is built on top of C/Front which will be embedded within the ODBC driver. **The C/Front granule is not required to run the new ODBC driver.**

7140 XML PORT DESIGNER, 8700 XML PORTS (EACH) AND 8750 XML PORTS (100)

A new XML Port feature makes it easier for partners to customize Microsoft Navision. The XML port improves the overall performance of Microsoft Navision when handling document exchange, and reduces the need for partners to have expert knowledge of XML parsers. Partners can develop, implement and manage XML documents in an efficient and cost effective way, and customers can more easily manage data exchange of business documents.

Discontinued Granules

1540 AND 1610 IBM AIX AND IBM ISERIES

These granules were discontinued in version 4.0.

6220 COMMERCE PORTAL

This granule was discontinued in version 4.0.

6710, 6750 AND 6760 USER PORTAL

These granules were discontinued in version 4.0.