

Microsoft®
*Business
Solutions*

MICROSOFT® BUSINESS SOLUTIONS-AXAPTA®

WORLD-BEATING **functionality and control** FROM A NEW GENERATION ERP



Accounting Software Advisor ranks Axapta No.1

In its evaluation of the core financial features for 62 accounting and ERP solutions, ASA ranked Axapta first in its class. "Axapta has the power and functionality of a tier 1 ERP product and the customisation capabilities other ERP systems dream of."

ERP/FINANCIALS
CRM
SUPPLY CHAIN MANAGEMENT
E-BUSINESS
MANUFACTURING

BUILT FOR THIS MILLENNIUM, NOT THE LAST

Microsoft Business Solutions–Axapta is not an integrated solution, in the sense that we're used to. It's a single, multi-layered application with a single database and toolkit, which can be configured – not adapted, or customised, but moulded precisely into shape – around the character and preferences of your business, at every level from hemisphere to individual user.

Its 'drag and drop' development environment enables precise configuration, and its unique layered structure means that upgrading can be achieved easily, without losing any of the unique qualities, processes and data you've accumulated or built into your system.

And that means we expect Microsoft Business Solutions–Axapta to start returning your investment within only a few months – and to go on doing so for 10 or even 20 years hence.

The Enterprise Resource Planning (ERP) revolution enabled many major businesses to start integrating their various specialised applications, and use single-platform software to underpin their business processes for the first time. But what comes next?

Substituting big software for big mainframe hardware may have been step 1, but in the highly competitive 21st century economy businesses need more, much more. They need lean, flexible, intelligent solutions that can effortlessly take on the unique form of their business, automate every process and get an entire enterprise running as one entity, from end to end and beyond.

Welcome to Microsoft® Business Solutions–Axapta®, the astonishing new ERP solution which takes business control, information accessibility and process flexibility to new levels entirely.

In March 2002, AccountingSoftwareAdvisor.com used an advanced software analysis tool to compare the Manufacturing and Inventory Control capabilities of all the major ERP solutions on the market. With a 99% rating, Axapta came clearly first, ahead of all the big names of the last decade.

SCALABLE FROM TODAY INTO THE FORESEEABLE FUTURE

The business solution you base your success on today is not just an add-on, it's potentially the lifeblood of your organisation going forward. So it's not a decision to be taken lightly.

Today's successful ERP solution must be able to support a medium-sized, ambitious, fleet-of-foot business today, and still be supporting the major international enterprise it will become.

Microsoft Business Solutions–Axapta is scalable, and equally user-friendly, from 10 users to 3,000 or more; and it's simple to configure for international operations, with over 30 language options already built into its core architecture. For the smaller, agile business its intuitive, responsive nature makes it a joy to work with; and for the larger firm, its proven ability to process a record 315,000 transactions from 3,600 simultaneous users in one hour means it's up to any task you set it.

DESIGNED TO SUPPORT YOUR WHOLE BUSINESS

As a single solution with 'turn-on-turn-off' functionality, Microsoft Business Solutions–Axapta contains everything you need to integrate business processes and information right across your business chain, from original suppliers via every internal department, to customers/end-users.

Based around the core financials database, the solution supports manufacturing in a uniquely advanced, transparent way which even lets customers configure their product orders over the web, if that suits your business model. Its CRM and supply chain capabilities are leading-edge, creating a straight-through business integration that's sure to enhance your success.

FINANCIALS–AXAPTA

Microsoft Business Solutions–Axapta Financial Management provides all of the functionality you need to update your accounts efficiently and comply with internal and external reporting requirements. Institute of Chartered Accountants (ICAEW) accredited, Financial Management was created with the user in mind, and its layout is based on the intuitive Microsoft environment. Users can personalise menus and can copy and paste information from Axapta to Microsoft products such as Word or Excel. Advanced sorting and filter options are available, which make it easy to locate and use data, and you have the option to run Axapta Financial Management in almost any language.

Modules include: General Ledger, Liquidity Management (Bank Management), Accounts Receivable, Accounts Payable, Fixed Assets, Inter company Accounting & Consolidation.

BUSINESS ANALYSIS–AXAPTA

Decision makers in a global marketplace face tough questions everyday. Is the business healthy? Who are my best customers? Which supplier should I choose? Where are we quarter-to-date? Do we deliver products consistently on time? Do we have the right mix of people? To manage your business performance effectively means knowing what questions to ask, and having the facts readily at hand to answer them. Axapta Business Analysis gives you access to the accurate and timely analysis you need to compete successfully.

Modules include: Multidimensional Analysis, Microsoft Analysis Server, Embedded Pivot Table, Cube Definition Manager, Multicurrency/Multi-Language Cube Generation, Automatic Filtering, Balanced Scorecard with KPIs.

INVENTORY AND ORDER PROCESSING–AXAPTA

Effective distribution comes down to knowing where items are at any given moment and ensuring an efficient flow from production, to storage, to

shipping. With Inventory and Order Processing, you can optimise your entire warehouse management cycle according to your needs based on accurate, timely information.

Modules include: Inventory Management with Dimensions, Order Handling with Trade Agreements, Order Promising, Multi-Site Warehouse Management, Item/Lot Reservation & Tracking, Logistics.

HUMAN RESOURCE MANAGEMENT–AXAPTA

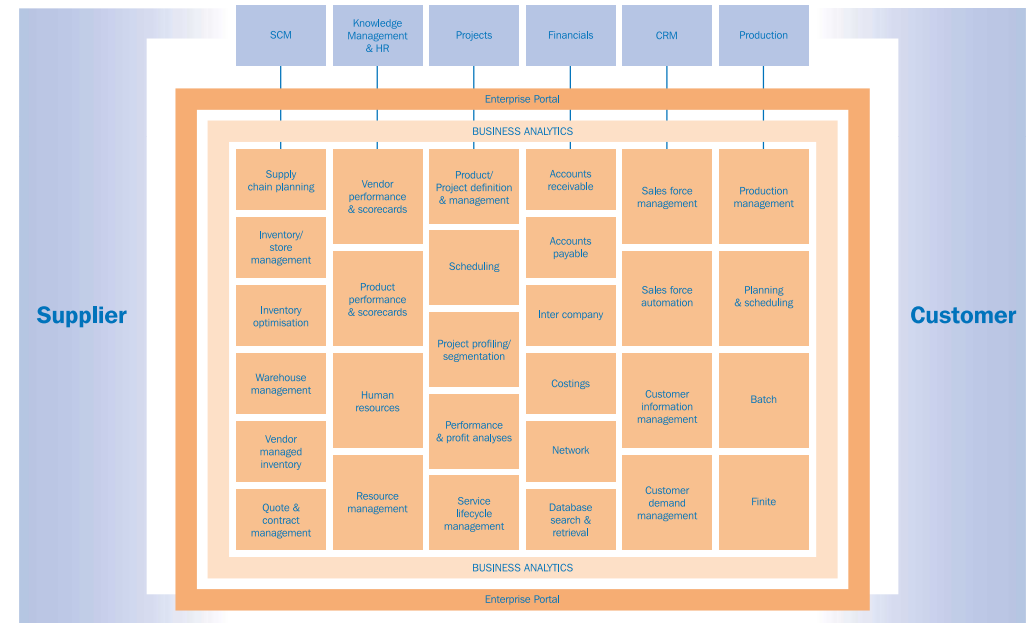
An agile human resource management system can help you quickly evolve your organisation to meet the challenges of a fluctuating business environment. Axapta Human Resource Management is a modular system that helps you gather and structure employee information and support their development, maintain an overview of your organisation and create the right internal environment to drive your business forward.

Modules include: Balanced Scorecard, Business Process Management, Employee Role, HRM I (Personnel & Organisational Records), HRM II (Recruitment & Absence), HRM III (Skills & Competencies), Questionnaire, Employee Self-Service.

PROJECT MANAGEMENT–AXAPTA

For the growing number of companies that provide services to customers, either as their core business or in addition to their products, the challenge is to effectively manage knowledge, opportunities and resources. With Axapta Project Management, you have the tools to facilitate registration, invoicing and analysis. It helps you plan, monitor and follow up on projects – both internal and external – and supports a wide range of functions such as managing time and materials in projects and advanced fixed price projects.

Modules include: Consultant Role, Project Type & Hierarchy, Project Finance, Invoicing, Consultant Self-Service.



Microsoft Business Solutions–Axapta provides a comprehensive suite of applications that connect people, processes, suppliers and customers, and deliver the information that decision-makers need to run great businesses.

CUSTOMER RELATIONSHIP MANAGEMENT–AXAPTA

With Axapta Sales and Marketing, you are in constant dialogue with your customers. By knowing your customers and their needs, you can deliver the exact products and services they seek. By servicing their needs effectively, you gain their loyalty. Internally, your employees, departments and different business locations can share information effortlessly. The result is better pipeline management, improved cost-control and better overall co-ordination of sales force activities.

Modules include: Customer Role, Document Management, Marketing Automation, Customer Self-Service/Product Builder, Questionnaire, Sales Force Automation, Sales Management, Sales Representative Role, CTI-compatible Telemarketing.

MANUFACTURING–AXAPTA

When choosing an ERP solution, manufacturers are faced with a difficult dilemma. Too often it comes

down to choosing a solution that has strong manufacturing functionality at the expense of general business functionality. Or you are forced to purchase a separate system, such as financial management, and integrate the two. Not with Axapta. It offers the full range of functionality – including deep manufacturing.

Axapta gives you greater control over manufacturing and production. At any time, you can measure specific costs associated with employees, machinery and products, and so manage costs better and identify new possibilities faster.

Modules include: MRPI-Compliant Supply & Demand Planning, Finite/Infinite Capacity & Materials Planning, Job Scheduling & Sequencing, Resource Management, Shop Floor Management, Work Order Management with Job Costing, Product Configuration, Graphical BOM Designer with Version Control.

SUPPLY CHAIN MANAGEMENT—AXAPTA

When it comes to your supply chain, two goals come to mind: reducing inventory and increasing productivity. Today, with the combined forces of the Internet and ERP solutions, it is possible to find the balance needed to achieve those goals. Axapta Supply Chain Management is a natural fit, owing to its comprehensive functionality and inherent Internet capabilities, giving you fast and cost-effective visibility and connectivity throughout your entire supply chain. It also gives you the ability to eliminate manual entry of data. Via XML, documents such as sales and purchase orders can be sent directly from your customer's or vendor's system to your own Axapta installation and vice versa.

Modules include: Demand Forecasting, Intercompany Trade, Procurement Management, Partner Self-Service, Performance Monitoring, Electronic Information Exchange.

E-COMMERCE—AXAPTA

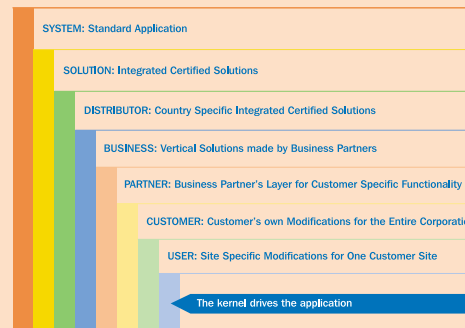
Everyone who plays a role in your business is a member of your business community. That includes employees, customers, vendors and other business partners. E-commerce enables you to use the Internet to interact with the people who have the information you need; or need the information you have via personalised web sites. Using the Axapta Enterprise Portal, you enable your business community to work directly with your ERP solution.

Modules include: Consultant Role, Customer Role, Employee Role, Enterprise Portal, Questionnaire, Sales Representative Role, Vendor Role.

DELIVERED BY EXPERT PARTNERS WHO KNOW YOUR BUSINESS

Microsoft Business Solutions are delivered and supported by a network of strategic partners, each a specialist in their field and with the expertise to help you get the best out of your solution, to suit your industry norms and business goals.

For further information about Microsoft Business Solutions—Axapta please call us on 0870 2433111, contact your authorised Microsoft Business Solutions Partner, visit our website www.microsoft.com/uk/businesssolutions or email us at mbsuksal@microsoft.com.



Microsoft Business Solutions—Axapta's unique layered architecture enables the solution to be configured and adapted to fit the organisation at every level – yet also to be updated and expanded with ease.

AXAPTA MODULES

Financial Management

Financial management with dimensions
Inter company accounting and consolidation
Complete audit trail

Customer Relationship Management

Sales force and marketing automation
Telemarketing and questionnaires
Sales management
Customer self-service websites
Computer telephone integration
Document management

Human Resource Management

Organisational charts and employee registration
Skills mapping and recruitment
Employee self-service websites
Business process management

Business Analysis

Designer for multidimensional data cubes
Integration with Microsoft Analysis Services
Analysis views through embedded Pivot Tables
Balanced scorecard with key performance indicators

Global Support

Supports local legal and accounting requirements
Multiple languages
Multiple currencies
Local sales and support

Technology

One integrated and web-enabled business logic
Three-tier, scalable system architecture

Open source code with integrated development environment
Conforms to all relevant technology standards and interfaces

Manufacturing

MRPI-compliant supply and demand planning
Finite and infinite capacity and materials planning
Job scheduling and sequencing
Resource management
Shop floor management
Work order management with job costing
Product configuration
Graphical bill of material designer with version control

Distribution

Multi-site warehouse management
Inventory management with dimensions
Order handling with trade agreements
Order promising
Item and lot number reservation and tracking

Supply Chain Management

Demand forecasting
Intercompany trade
Procurement management
Partner self-service websites
Performance monitoring
Electronic information exchange

Project Management

Project types and hierarchies
Project finance and invoicing
Consultant self-service websites

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