



I WANT TO **get there first.**

MICROSOFT BUSINESS SOLUTIONS-AXAPTA

You will,

with Microsoft® Business Solutions–Axapta®.



I WANT A SOLUTION THAT SUPPORTS MY entire business.

Wherever you're heading, Microsoft Business Solutions–Axapta helps you get there first.

Axapta supports your entire business. You can choose from comprehensive functionality that spans manufacturing, distribution, supply chain management, project management, financial management, customer relationship management, human resource management and business analysis.

What's more, you can immediately extend your business processes to the Internet. With all functionality stored in one source, it's easy to connect and collaborate with your customers, partners, employees and trading community.

Whether you are operating in one location, multi-site or doing business across borders, Axapta can help you seize opportunity. The flexibility and ease of use mean you can run your business the way you want and expand quickly.

Read on about how Axapta empowers you to pursue your ambitions successfully.

I WANT NEW FUNCTIONALITY in a click.

Microsoft Business Solutions–Axapta has more functionality than any other mid-market solution. Everything is installed right from the start, but you only pay for what you use. When you need more, it's ready and waiting for you to click it on.

FINANCIAL MANAGEMENT

- Financial management with dimensions
- Intercompany 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

- Organizational 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

- MRPII-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

Microsoft Business Solutions–Axapta conforms to the market, legal requirements and language preferences of 37 countries:

Australia	Malaysia
Austria	Netherlands
Belgium	New Zealand
Canada	Norway
Croatia	Philippines
Czech Republic	Poland
Denmark	Portugal
Estonia	Russia
Finland	Singapore
France	Slovenia
Germany	South Africa
Hong Kong	Spain
Hungary	Sweden
Iceland	Switzerland
India	Thailand
Indonesia	Turkey
Italy	United Kingdom
Latvia	USA
Lithuania	

The list is growing.
Find out if we've added other countries on
www.microsoft.com/BusinessSolutions

Wherever you're heading, Microsoft Business Solutions–Axapta will get you there first.

Venturing into uncharted territory, the great explorers would never have achieved their dreams without the ability to cope with any situation. For pioneers in business today, the same is true.

By equipping yourself with Microsoft Business Solutions–Axapta, you'll have an ERP solution that can accompany you further than any other.

Nothing can **handle more** or move **as fast**.

I WANT A SYSTEM THAT CAN **keep up** WITH CHANGES IN MY BUSINESS.

With Axapta, you can click functionality on and off —
and **exploit new opportunities** as soon as they arise.

Let's say you're a wholesaler of boating accessories. You don't add to the products or alter them in any way. You install Axapta, starting with the Finance and Trade modules. A few months later, you decide to add Logistics and CRM. No problem — your installation includes every module. Enter a license code for Logistics and CRM and they'll appear immediately throughout the system — and be populated with relevant data from other modules. No coding, no upgrading, no reinstallation required.

As well as entire modules, you can also activate and deactivate specific features. Since you have no production, you don't need the bill of materials feature. Simply open the features menu and click it off. Immediately, bill of materials becomes invisible throughout the system — on every screen, form and report, even in the Help system. Should you ever start some form of production — such as packing items in special boxes — you can reactivate bill of materials in the same way.

Other customizations are just as easy. Let's say you want to record the registration numbers of your customers' boats. Use drag-and-drop techniques familiar from Microsoft Word and Excel to add the field to your data input screens. Individual users can even drag the field to a different position on their screens to fit the way they work.



I want **one system** that can handle everything.

Axapta offers deep functionality across a **broad range** of business areas, so you **minimize your need** for other systems.

READY FOR THE FUTURE

Install a new version of your Microsoft operating system and Microsoft Business Solutions–Axapta will automatically take on the new look and other improvements. No need to upgrade — Microsoft Windows standards are built in. Axapta is written entirely in X++, which is similar to C#, the Microsoft .NET programming language.

Take warehouse management as an example. Here you can set up multiple warehouses, the number of aisles in each warehouse, picking locations and areas for primary storage. You can enter the number of shelves in each aisle, their height, depth and width and the number of outbound and inbound docks. You can define the functions of forklifts and enter temporary blockages when shelves are damaged. Axapta then uses all this information to find the best place to store different items and the best time to pick them.



I WANT **fast access** TO THE OVERVIEW AND THE DETAILS.

You can view your business **from any angle** with Axapta —
and spot opportunities fast.

Track the sales you've made to your top 5 customers. Or the downtime on a critical machine. It's your choice. If it's not a standard key performance indicator, add it in a few clicks. And when the numbers come in too high or too low, use the Inquiry function to find out why. There's no need to call the sales manager or shop floor when you have immediate access to the transactions yourself. How much detail you record is up to you. Axapta can track unlimited dimensions. Use the standard dimensions — department, cost center and purpose — or add your own in a few clicks. Each one will be visible in every module.



I need up-to-date **information** throughout the company.

With Axapta, you've got it. **Everyone has access**

to the information they need — and can act without delay.

EASY TO LEARN

Microsoft Business Solutions—Axapta uses Microsoft standards. When you open it up for the first time, you'll see a reassuringly familiar interface. Learning is fast and operation is consistent throughout the application.

Imagine that a salesperson uses the sales module to update a customer's price agreement. Anyone looking at the same customer through another module, such as Accounts Receivable, will instantly see the information change. No matter how you access that customer record — via Windows, the Web, WAP, XML or COM — you'll see the new price agreement.

Say the salesperson now generates a quotation. He gives an accurate delivery date because Axapta incorporates every relevant piece of information into the calculation — even from other connected systems, such as warehouse management. If you're a manufacturer, every movement of materials from vendor through production to customer — including subcontracted processes — is included. And if the customer asks for a discount, the salesperson can immediately see how different markdowns affect your profit.



You have both the overview and the details at your fingertips.



I NEED TO BE ABLE TO **expand abroad** QUICKLY.

Axapta is **ready when you are.**

When you spot the opportunity, seize it.

Imagine you're a single-site company based in Spain. You know there's a market for your product in Sweden, so you send a small team to open an office. Using their normal logins, the team runs Axapta over the Internet. They enjoy the same screens and functionality as they would in Spain — including customizations.

But of course, they're now in Sweden. So in a click, you activate the local settings — including currency. The team can now do business the Swedish way, but continue to work in Spanish. To accommodate customers, they print documents such as quotations and invoices in Swedish.

When it comes to financials, Axapta records Swedish transactions separately from Spanish ones. What's more, they're recorded in the currencies of both countries — saving you time on reporting. Open a second office in Sweden and its records will again be separate.

No matter how many locations you operate, your single Axapta installation supports them all. It keeps separate records for different offices and legal entities. And complies with the legal and market requirements of 37 countries.

37 LANGUAGES

Each user can choose one of 37 languages to work in. Switch language on any screen, any time, wherever you are, however you access Microsoft Business Solutions–Axapta.

I want instant web access for customers, vendors and employees

With Axapta, you can bring anyone **into the loop** whenever you need to.

Creating and launching a tailored website takes five minutes:

CONNECTING EVERYONE

Any customer, vendor, partner or employee can connect with Microsoft Business Solutions–Axapta however they like. Whether it's via the Web, Windows, WAP, wireless, WAN, LAN, XML or COM, it doesn't matter. Desktop, laptop, palmtop or mobile phone, they get live access to the data and functionality they need to perform their role. Neither you nor they need additional software or hardware.

READY-TO-LAUNCH WEBSITES

Here's a flavor of what you can do with Microsoft Business Solutions–Axapta's built-in Web applications:

Customers: view product catalogue, get price and delivery quotations, submit and track orders
Vendors: track orders, view documents and diagrams, enter prices, change contact information

Employees: maintain contact details, qualifications, absences, view appraisals and development plans

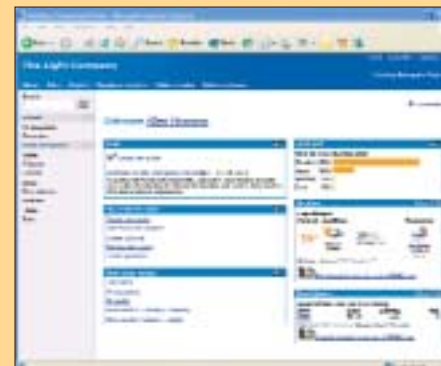
Projects: submit time reports

Sales reps: view customer records, give quotations, submit orders, change prices, track current orders and backorder lines.

1. Open the Web Application Wizard
2. Click on the type of website you want
3. Name the site, choose a Web server and click the set of company accounts to use
4. Choose the layout, color scheme and default language
5. Click Finish

That's it. The website is launched. If it's a web shop, customers can now see what's in stock. They can submit orders in their own currency — and return later to track them. They can work in 37 languages — on a browser, WAP phone or handheld device. Everything they see comes straight out of Axapta. Everything they send goes straight in.

Built-in tools based on Microsoft standards make it easy to customize your websites. Change the layout and colors. Add text and images. Choose advanced pricing and search options. All without any programming or consultancy.



Launch vendor, customer and employee websites in 5 minutes.

I WANT TO **exchange** INFORMATION WITH OTHER COMPANIES ELECTRONICALLY.

Axapta **can do it.** It can exchange data electronically with any other ERP system, cutting the time-consuming and error-prone task of manual data entry.

Without any additional software or hardware, Axapta can exchange information with any other ERP system in your IT infrastructure, such as that of a parent company or subsidiary. That means you'll complete tasks such as financial reporting quickly and accurately.

When combined with Microsoft BizTalk server, Axapta can exchange documents with any company, whatever their system. When, for example, a customer on the other side of the world enters a purchase order into their own system, that information is received immediately into Axapta — so you can get straight to work with meeting the order.



I want fast upgrades without losing my customizations.

With Axapta, **you've got it.**

Upgrading is always a step forward, not a step back.

SCALING UP

In a recent benchmarking test, Oracle and Compaq showed that with an average response time of 0.08 seconds, Microsoft Business Solutions–Axapta supports 3,600 simultaneous users processing 315,000 sales order lines per hour. Thanks to Microsoft Business Solutions–Axapta's three-tier architecture, scaling up this high is a simple matter of adding object servers.

MAXIMUM DATABASE PERFORMANCE

For top performance, Microsoft Business Solutions–Axapta complies fully with Microsoft SQL server and Oracle standards. Maintenance is simple because you use the standard tools of each database. Switching between databases is easy. Point Microsoft Business Solutions–Axapta at the new database and replicate the table structure. Finally, transfer the data from the old database to the new one.

Imagine you're running Axapta version 2.5 and you want to install Intercompany Trading, a module found in version 3.0. Upgrading is simple.

First, load the CD and run the upgrade wizard. The new version is automatically compared with the old. A list of your modifications pops up on the screen. You see that some of them are now standard functionality in version 3.0, so you click them off. The rest you leave active. Version 3.0 installs and you're ready to start on Intercompany Trading. And if ever you need your old modifications, click them back on at any time.

I WANT AN IT CONSULTANT WHO **delivers** ON MY NEEDS.

With Microsoft Certified Business Solutions Partners,
that's **what you get.**

Axapta is sold and implemented through a network of local and international IT consultancies. Each must pass stringent tests to qualify as a Microsoft Certified Business Solutions Partner. Their diplomas and certificates prove their competence in Axapta, their expertise in areas such as production or CRM and their specialization in particular modules. Each Microsoft Certified Business Solutions Partner must maintain certain qualifications to ensure it has the skills it needs.

Our partners are extremely knowledgeable about the product and enthusiastic about fitting it to individual needs. We support them with training in a complete, best-practice methodology. The methodology covers strategic planning through organizational growth, sales and marketing, project planning, implementation and support. And it ensures that Microsoft Certified Business Solutions Partners deliver a solution that meets your requirements — on time and within budget.

For more information, download the fact sheets at www.microsoft.com/BusinessSolutions. When you're ready, we'll put you in touch with a local Microsoft Certified Business Solutions Partner.

Wherever you're heading, Microsoft Business Solutions–Axapta will get you there first.

If you look out the world and seek to conquer it.
If you spot an opening and leap through it.
If you go your own way and arrive first,
Microsoft Business Solutions–Axapta is for you.





Microsoft Business Solutions, a division of Microsoft, offers a wide range of integrated, end-to-end business applications and services designed to help small, midmarket and corporate businesses become more connected with customers, employees, partners and suppliers. Microsoft Business Solutions' applications optimize strategic business processes across financial management, analytics, human resources management, project management, customer relationship management, field service management, supply chain management, e-commerce, manufacturing and retail management. The applications are designed to provide insight to help customers achieve business success. More information about Microsoft Business Solutions can be found at www.microsoft.com/BusinessSolutions

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