



Microsoft®
Business
Solutions

MICROSOFT BUSINESS SOLUTIONS—AXAPTA

Business

WITHOUT BOUNDARIES



There are no hard and fast rules for competing in today's fluid business environment. To get ahead and stay ahead, your company needs to be flexible and smart—ready to capitalize on emerging markets and shifting customer demands before the competition does.

That means being able to quickly adapt supply chain processes to leverage unexpected change. Adapting quickly requires seamless integration with customers, partners, employees, and suppliers.

Microsoft® Business Solutions—Axapta® gives executives direct insight into change through its business analysis functionality—including the Microsoft Axapta Balanced Scorecard and Microsoft Axapta Business Process Management modules—as well as by fully leveraging the Microsoft SQL Server™ OLAP capabilities. This insight delivers a view into the relevant measures, providing an optimal overview in a single screen. Fully configurable, the information can be viewed from both an organizational and strategic-plan perspective.

A COMPANY NEEDS TO BE **flexible** AND SMART

This comprehensive solution is designed to help your company respond quickly and cost-effectively to new opportunities while keeping expenses under control. The result is growth that leads to stronger revenues and a healthier bottom line.

Add value where you need it

Microsoft Axapta provides a fast, powerful way to gain the competitive edge in today's dynamic markets—in one integrated solution. Offering standard functionality that an organization needs is the first step. But to give you the competitive edge, a solution needs to be customizable to match your company's unique requirements. With Microsoft Axapta, you can choose to add more functionality as your business grows and evolves.

Choose from manufacturing, distribution, and supply chain management capabilities as well as project management, financial management, customer relationship management, human resource management, and business analysis.

For example, a manufacturing company might start with a base set of functionality, such as Finance and Manufacturing. As the company adopts new channels and its customer base grows, it can enlarge the capabilities of Microsoft Axapta to include distribution and Customer Relationship Management functionality, or even additional languages for expansion into other markets and countries. If the company expands overseas and adds more employees, it can rely on the Human Resource Management and distribution capabilities to help manage all its decentralized operations.

With Microsoft Axapta, if you wish to add new functionality, you don't have to wait. The functionality is all there on the first installation—waiting to be turned on when required. Once activated, the new functionality automatically appears throughout the system and all data is synchronized to support the new arrangement, eliminating release management issues when expanding functionality.

Microsoft Axapta supports your entire organization and allows you to choose from comprehensive functionality, including:

- Microsoft Axapta Manufacturing
- Microsoft Axapta Distribution
- Microsoft Axapta Supply Chain Management
- Microsoft Axapta Project Management
- Microsoft Axapta Financial Management
- Microsoft Axapta Sales and Marketing
- Microsoft Axapta Human Resource Management
- Microsoft Axapta Business Analysis
- Microsoft Axapta Balance Scorecard
- Microsoft Axapta Business Process Management
- Microsoft Axapta Enterprise Portal
- Microsoft Axapta Commerce Gateway

"When looking at other alternatives, Microsoft Axapta won the race. The reason was the functionality provided out of the box, the object-oriented structure, and the flexible program structure."

Friedhelm Pritz : : Managing Director, InoConsult

grow :: evolve



Microsoft Axapta can quickly be customized to support specific requirements, unlike other integrated business applications that discourage customization. With the powerful Microsoft Axapta development toolset and release layer management, you don't have to choose between implementing unique functionality and maintaining the current version to stay within your IT budget. Customization can also add value to your system by simplifying your work flow. Instead of supporting multiple variations of a feature, Microsoft Axapta lets you extend common functionality to achieve a clean, agile solution that makes it easier to get business done.

In short, Microsoft Axapta will support and grow with your business, evolving in whatever direction the markets take your company while enabling you to differentiate your organization from your competitors.

Freedom to grow in any direction

Microsoft Axapta is carefully designed to accommodate your individual business processes, not to complicate your workflow or impose additional procedures. You

determine the functionality your business needs, and Microsoft Axapta can conform to your established system.

Its rich set of functionality can be extended cost-effectively to take advantage of new markets and accommodate new users, additional locations, and enhanced capabilities, whenever and wherever they are needed.

How does Microsoft Axapta help ensure everyone is working from the same data? Microsoft Axapta uses one central business logic, one central security system, one database, and one toolbox. This streamlined environment translates directly into IT savings and the ability to share real-time information, helping to drive better business decisions throughout the organization. Regardless of their function or location, your employees and partners will have greater access (if you want) to the exact information they require to make timely business decisions and satisfy your customers. Everything is there to connect your business internally and externally, making it easier to detect and react to trends.

SUPPORT FOR THE ENTIRE **enterprise**

Microsoft Axapta integrates effortlessly with the entire range of Microsoft business offerings—Microsoft SQL Server, the Microsoft Office System, Analysis Services, Microsoft BizTalk®, and more. That makes it easy for you to collaborate with customers, partners, employees, and suppliers.

And it's easy to connect with Microsoft Axapta via the Web, Microsoft Windows®, WAP, wireless, WAN, LAN, XML, or COM. This gives your users live access to data and functionality from a desktop, laptop, handheld device, or mobile phone.

Work locally, integrate globally

Whether you are operating in one location or many, around the corner or across borders, Microsoft Axapta can help you seize opportunity.

Using Microsoft Axapta, you can efficiently manage a multi-site business with real-time connectivity across different locations through one common database. Create, update, and share sales orders, purchase orders, financial data, best practices, and other information across

locations. You decide what areas of the business you want to share. For example, you may decide to just share inventory information, quickly building a “virtual company” with Microsoft Axapta.

Changes to business information made in any location are instantly reflected across the entire solution, including remote sites. Upgrading is simple and fast because updates are only applied once, and automatically appear throughout the solution. If one site has greater bandwidth than another, you can mix two- and three-tier technologies to reduce cost and enhance performance. Plus, multi-language capabilities built into Microsoft Axapta enable different sites to work in the language and currency of their choice, while accessing the solution's single database.

All this enables your business to quickly adapt and pursue new markets. Acquiring a new company but concerned about maintaining two different operations? Microsoft Axapta supports disparate business units, each with its own operating mode.

Microsoft Business Solutions: Deep expertise and business insight

Microsoft Axapta is sold and implemented through a network of local, national, and international Microsoft Certified Business Solutions Partners. These IT consultants are carefully selected and offered training by Microsoft in everything from strategic planning and organizational growth to sales and marketing, project planning, implementation, and support.

Our partners are seasoned professionals, extremely knowledgeable about both Microsoft Axapta and the unique demands of running a mid-size company. Equally important, they are committed to delivering a solution that best fits each company's specific requirements—on time and within budget.

“Most of the companies we acquire are smaller, with less focus on the IT aspect. Microsoft Axapta enables us to immediately install our business processes, allowing us to quickly improve and add value to the companies we acquire, as well as providing financial and reporting for analysis and consolidation.”

Bob Quinn :: CFO, Oldcastle Precast

— knowledge :: success



Opening an office in Sweden? With Microsoft Axapta, you don't have to add a new country-specific solution. Just enable the appropriate module in Microsoft Axapta and you have Swedish functionality.

Information on demand

Information is the lifeblood of any business, especially for supply-chain operations. If critical data is stranded by poor communication or poor visibility in any part of the company, it can directly impact the bottom line.

Microsoft Axapta provides direct access throughout the global organization to support faster response to customer demands while helping to drive down operational costs.

For example, the integrated Microsoft Axapta system enables management to easily explore "what-if" analyses, to see how changes in demand could affect purchasing or production. Deeper insight enables your organization to better manage the delicate balance between optimizing inventory holding costs and maximizing customer service levels.

ADAPT TO **pursue** NEW OPPORTUNITIES

Microsoft Axapta also promotes highly flexible manufacturing processes such as make-to-order and configure-to-order strategies with its Product Builder functionality. To ensure the most cost-effective execution, the software integrates the supply chain with your company's internal departments—helping to efficiently manage the entire process from order generation to shipping and invoicing.

Then, with e-business tools—such as Microsoft Axapta Enterprise Portal and Microsoft Axapta Commerce Gateway—you can extend your business to your customers and suppliers but still control the views they have into your system without resorting to expensive, time-consuming development. Exchange information instantly and achieve real connectivity throughout your supply chain.

The flexibility and power of Microsoft Axapta lets you run your business the way you want without sacrificing quality or costs.

Work without barriers

The rich functionality and seamless integration of Microsoft Axapta is designed to make businesses more responsive, more flexible, and more resilient than ever before—reacting immediately to any emerging opportunity.

To help with financing, Total Solution Financing from Microsoft Capital Corporation transforms “cash up-front” technology investments into affordable monthly payments. You get the investment benefits immediately and have the option of paying over three to five years.

Contact a Microsoft Business Solutions partner today to learn more about Microsoft Axapta and financing possibilities.

Getting Started

Contact a Microsoft Business Solutions partner today to learn more about Microsoft Axapta. He or she will show you how this remarkable solution can help you improve your business processes.

Also visit

www.microsoft.com/BusinessSolutions

to learn how Microsoft Business Solutions and Microsoft Axapta can help you build on your success.

“Microsoft Axapta is at the core of our business and is the source of almost all information.”

Michael Laursen :: Managing Director, Danotherm Electric A/S

Business

— without boundaries

— Axapta



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