



Driving your business forward with Microsoft Dynamics NAV

While many organisations know they would see tangible benefits from using much more comprehensive business management software, selecting the right solution can be a bit of a minefield.

If you want software that enables you to manage your operations effectively; provides better visibility of your business's performance; improves efficiencies; manages costs; saves time; and – ultimately – drives profitability, Microsoft Dynamics NAV could provide all this and more.

Introducing Microsoft Dynamics NAV

Dynamics NAV is a complete enterprise resource planning (ERP) software solution that is fast to implement, easy to configure, and straightforward to use. Configured with simplicity in mind, its innovative design, development and implementation enhances usability.

With Dynamics NAV you can implement proven industry-specific functionality relevant to your needs – even for the

most highly specialised sectors and organisations. The result? A cost-effective ERP software solution precisely tailored for your unique requirements. One that helps your employees be more effective and your business more competitive.

Scalable for all

Traditionally recognised as the market leading business management software for medium to large organisations, JMC has invested significant time in the creation of a version of Dynamics NAV that is highly

preconfigured and customised to address the needs of the typical small business.

This, combined with our exclusive Express Implementation Methodology, cuts the deployment time to less than 20 days, and – depending on the sophistication required – it can be as few as 10 days.

The end result is that the cost of implementation is dramatically reduced and the solution can be up and running in the fastest time possible – ensuring the least business disruption.

If you have outgrown your existing finance application, have an aggressive growth plan in place or just want peace of mind that any investment made today is safeguarded for the future, then Dynamics NAV could be the right software solution to take you forward.

Is your existing business management software still relevant?

The business world is constantly changing. As well as working towards internal improvement goals, it can sometimes seem like you're being bombarded by change from every angle. Whether it's reacting to the economic climate; keeping up with the latest legislation; or juggling clients, suppliers and employees; the challenge of running – let alone growing a business – is getting increasingly complex.

Over time, your business management software can lose relevance and ultimately hold you back. When you first installed your current software, it must have offered everything you wanted and supported your business effectively. But is it still as relevant today?

In today's tough business environment it's essential that your software evolves with you.

If any of these scenarios sound familiar, it's probably time to review your existing business systems.

Do you...

- Have concerns about the long-term use of your existing software?
- Increasingly use spreadsheets to manage and manipulate key business information?
- Manually re-key information from other software and systems?
- Wish that you could unlock some real business value from the data in your software?
- Bemoan the lack of specific functionality for your business?
- Wonder whether your software is all about compliance rather than supporting decision making?
- Find it difficult to react quickly when your business faces a new challenge or opportunity?
- Feel out of control due to a lack of timely and accurate financial information?

Dynamics NAV can easily and cost-effectively address these issues, for all sizes of business.

What's more, when used alongside other Microsoft software solutions such as Outlook, Office, CRM and SharePoint, Dynamics NAV offers an unbeatable proposition for any organisation looking to quickly and easily revolutionise their performance at an affordable price.

Microsoft has invested enormous sums in driving innovation within all of its software, standardising the look and feel, increasing functionality and tightly integrating all of its solutions to increase the end-user benefits.

“JMC recognised the shortfalls with the existing system and successfully transformed our business, delivering increased efficiencies and controls. Thanks to Dynamics NAV we now have a system that supports growth and moreover has enabled all the Directors to achieve a better work-life balance.”

**James Altham, Director,
Althams Catering Butchers.**

The complete business management software

Since 1984, Dynamics NAV has established itself as a first choice solution for businesses looking for a complete business management software.

With close visual and functional ties to other Microsoft applications, including Office, Outlook and CRM, it's fast to implement, easy to configure and simple to use. Furthermore, with continual investment you can be confident that, as your business evolves, so too will Dynamics NAV – providing a reliable, future-proofed platform for growth.

Simple, smart, innovative

Everything you need from a modern business management software solution, Dynamics NAV offers a simple, smart and innovative way of achieving complete integration in-line with the way you like to do business.

Using Dynamics NAV will help you:

- **Raise productivity.** Generating healthy margins and a strong bottom line.
- **Easily produce visuals, tables and reports.** Optimising your business plan.
- **Make your processes transparent and efficient.** Ensuring easy-to-measure business performance.
- **Grow your business.** Quickly adapting to changes in your business environment while keeping the cost of ownership low.

Core values for success

More than one million people use Dynamics NAV to simplify and streamline their business processes. The success of Dynamics NAV and, in turn, the businesses that use it is largely due to the strength of its core values:

- **Rich end-to-end functionality.** So you can manage almost every aspect of your business.
- **International scope.** The capability to deal with multiple languages and currencies when you conduct cross-border business.
- **Adaptability.** Simple to customise and quick to tailor to the scope of your business.
- **Easy to use, implement and maintain.** Short-term, you'll be able to connect with your existing business software and see productivity rise. Long-term, you'll have innovative business management software with a low cost of ownership.

No matter how specialised your business, or where you are in the world, Dynamics NAV can help you achieve more by making the most of your assets.

“If we were still reliant on our previous systems we simply wouldn't be where we are today. Dynamics NAV and JMC's on-going support have been integral to the success of the business.”

Shaun McGrail, Director, i-Payee Ltd.



Functionality that's relevant to you...

Do you want to improve collaboration while helping people to work faster and smarter across your organisation?

Microsoft Dynamics NAV provides a familiar user experience and comprehensive set of business management tools that can connect your people to the right process – and to each other – across departments, locations and even multiple organisations.

Improve communication and collaboration throughout your business

It goes without saying that when people can communicate and collaborate easily, they are more productive. Dynamics NAV can help facilitate improved teamwork by:

- **Providing accurate and accessible information.** All data is stored in a single database. Employees can easily drill down from all screens and access real-time information.
- **Speeding up information-sharing across multiple sites and teams.** Take advantage of tight integration with Microsoft Dynamics CRM and Microsoft SharePoint Server to bring information and functionality from Dynamics NAV to your employees across multiple locations.
- **Linking Dynamics NAV records to relevant documents.** The 'Record Links' feature in Dynamics NAV enables you to link Dynamics NAV records to relevant documents, such as reports and spreadsheets. For example, linking documents from Microsoft SharePoint Server to a sales or purchase order.
- **Connecting multiple organisations.** Many large or international organisations use Dynamics NAV within their smaller subsidiaries, in some cases integrating it with a central ERP system at their headquarters. As a result, these organisations can better share information, while enabling subsidiaries to work more effectively by using a familiar, highly adaptable solution built specifically for them.

Work faster and smarter

Dynamics NAV works the way your people do, empowering them to be more productive and driving the success of your business. By harnessing the capabilities of the software, staff can:

- **Get up to speed faster.** Dynamics NAV looks and feels like other Microsoft products and technologies, minimising training and accelerating productivity from the start.
- **Use the tools they already know.** With Dynamics NAV, employees can work with familiar tools, such as the Microsoft Office system. For example, they can create reports in Excel with data from Dynamics NAV or export data directly to Word for the faster creation of invoices, sales orders and other business documents. Dynamics NAV can even synchronise with Outlook, enabling employees to schedule meetings, manage contacts and send email without needing to switch applications.
- **Make faster, better-informed decisions.** Based on extensive research into how people really work, Dynamics NAV offers a 'role tailored' user experience that simplifies access to information and functionality based on an employee's specific role. Through the 'role tailored' interface, employees gain visibility into relevant business activities, such as tasks, worksheets, notifications, lists, key performance indicators (KPIs) and reports – enabling them to more easily prioritise their work and make faster, better-informed decisions.

“The JMC team was a core component in the modernisation of Silver Cross. Nothing is ever too much hassle and I know we would be hard pushed to find a more dedicated, knowledgeable and accommodating IT partner.”

**Bill Lockwood, Finance Director,
Silver Cross (UK) Ltd.**



...Without the functionality that isn't

In everyday life, how do you simplify things? Remove the clutter? Organise what's left? Put things where you can get to them easily and quickly?

That's exactly what Microsoft Dynamics NAV Role Centre does. It hides 90% of the features you don't need to see. And it promotes the actions and information that you do need, leaving you with an uncluttered window and a clear overview of upcoming tasks – helping you to prioritise your workload, and keep your day job productive, stimulating, and fun.

What is a Role Centre?



Role Centre covering essential business functions in six areas of an organisation.

Based on extensive market research, Microsoft has defined 61 distinct roles – each representing a typical view of real people, in real jobs, covering essential business functions in the areas of Finance, Logistics, Sales and Marketing, Management, Production and Project Management.

Because most people have more than one 'role' in a company – especially in a smaller operation – you can combine different roles to make up each user profile, which is what is referred to as a Role Centre.

Dynamics NAV has 21 ready-made Role Centres that you can use instantly

To use Dynamics NAV, your employees log into a Role Centre. It then provides them with an overview of what they've done and what's next in line. In short, it enables them to focus on their tasks and organise their time – enabling them to work better for your business.

Easy to personalise for maximum agility

The benefits are clear. You can personalise Role Centre, lists and task pages very quickly to reflect changes in staff, shifts in employee responsibilities or an expansion in your business activities – without having to use a member of your IT department, or pay for an external programmer.

Microsoft's adaptation of the Role Centre theory means that you not only get a solution which is easy to use, but one that provides your people with the tools and information to unleash their individual potential and fuel new levels of business performance.

“Working with JMC has opened my eyes to the fact that by partnering with the right team I can be safe in the knowledge that our system is fully future-proofed.”

Richard Burslem, Director,
Wallwork Heat Treatment Ltd.

Functionality that grows with your business

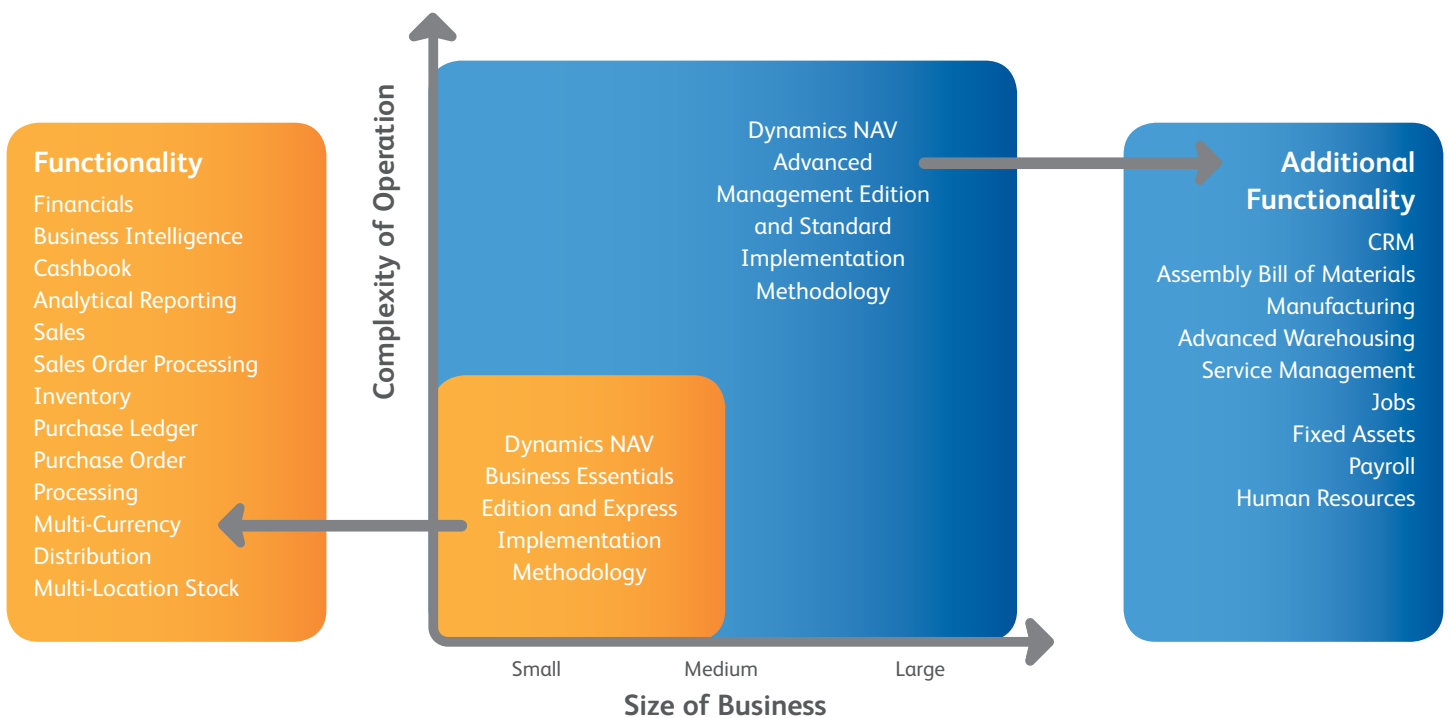
No matter what size of business you are, or what sector you're in, there's a version of Microsoft Dynamics NAV to meet your needs.

Dynamics NAV Business Essentials Edition addresses core financial management requirements and includes essential features for integrated financial and business management. It is streamlined for easy installation, fast user adoption and affordability. This edition – coupled with our exclusive Express Implementation Methodology – is perfectly suited to smaller businesses.

Dynamics NAV Advanced Management Edition has been designed for organisations looking for advanced functionality in areas such as manufacturing, warehousing, service management, project management and customer relationship management. This version is ideal for medium to large sized businesses with sophisticated business processes.

What if you want more?

As you would expect from business management software that has been available since 1984 and receives significant annual investment from the world's largest software author, the list of options available is extensive. With either version of Dynamics NAV you have the ability to simply switch-on modules as your business needs change. By being able to unlock the specific functionality you require as your organisation grows, you only ever pay for what you need. And – no matter which package you choose – extending its functionality when your business demands is a simple process. No upgrades between editions are required and additional functionality is quickly and easily activated by license codes.



Which edition is right for you?

All businesses are different so the answer isn't always immediately obvious. Factors such as the size and complexity of your operations can offer some indication (as highlighted in the chart), but it's advisable to talk through your needs with one of our highly accredited consultants.

Your IT Partner

We know that for many businesses, managing their own IT is a headache they could do without. Likewise, organisations that work with multiple IT partners often come across a different set of issues, with no one party willing to take responsibility for resolving any issues that arise.

“Your IT has the potential to drive your business forward or hold it back. At JMC we work in partnership with you to ensure your IT delivers results, whilst protecting you should issues arise.”

Andrew Burgess, Managing Director, JMC.

At JMC our comprehensive portfolio of products and services means that we can act as a one-stop-shop for all your IT requirements.

Our portfolio includes:

Support – All the support you ever need. When it's working well, IT helps to drive your business forward, but when it fails it can quickly bring a business to its knees. At JMC we have been offering a comprehensive and innovative IT support service to organisations of all sizes since 1981, making sure IT is an asset and not a threat.

Infrastructure – Building the right foundation. Our infrastructure portfolio includes all the elements needed to create a secure, resilient and efficient IT platform for any organisation. It includes solutions for business continuity, virtualisation, telephony, unified communications, security, hosting and more.

Software – Efficiency, competitiveness and profitability. With a comprehensive portfolio of leading software applications including Microsoft Dynamics NAV, Dynamics GP, Dynamics CRM and Pegasus Opera 3, as well as the ability to design custom software for very specific requirements, we offer solutions that deliver real benefits and can be tailored to suit all needs.

This breadth means you can rely on us to work with you to build a comprehensive IT system which addresses your specific IT needs, as well as offering all the on-going support you might need.

Our approach

For smaller businesses, JMC's exclusive Express Implementation Methodology – coupled with a highly pre-configured version of Dynamics NAV Business Essentials edition – offers the perfect balance between comprehensive functionality, fast installation and a price that won't break the bank.

For medium to large sized businesses our approach is based on Microsoft's Sure Step Project Management Methodology. Microsoft Sure Step helps ensure a successful installation by mitigating the risks associated with the five critical factors that influence the success of ERP implementations.*

- Lack of executive management commitment.
- Insufficient or inadequate budgeting.
- Inadequate change management and training.
- Inexperienced project management and project team.
- Extensive modifications.

* Gartner Inc., Address Five Key Factors for Successful ERP Implementations, August 29, 2008.



Why JMC?

While choosing the right business management software is key to achieving a successful implementation, selecting the right IT partner to help you realise all the potential benefits your new software can provide is equally as important. It pays to seek out a partner with the proven pedigree, extensive experience and professional approach you need to support you through the initial deployment and beyond.

Our core values are integrity, loyalty and trust – the fundamental elements of any true partnership. And with impressive client satisfaction statistics, you don't have to take our word for it that these values matter.

Our friendly, committed and experienced team takes the time to get to know your business – ensuring they deliver the greatest possible value. And with JMC employees typically serving over 10 years, you can always rely on a team with thorough knowledge and familiarity of your organisation and its needs.

Our pedigree

At JMC we have been supplying and supporting business management systems to companies of all sizes since 1981. Our Microsoft Dynamics NAV team is fully Microsoft qualified and has many years' experience of installing, customising and supporting Dynamics NAV software.

Our ultimate measure of success is that the average client has been supported by us for over 10 years and every client we support is happy to offer a reference for the work we have undertaken.

Visit www.jmc.it for a detailed analysis of our latest client satisfaction statistics.

JMC Key Facts:

- Formed in 1981
- 20,000 sq. ft. office in Manchester
- Over £8m turnover and profitable
- Over 80 employees
- Over 400 clients
- Over £4m of annual support revenue
- ISO 9001 registered
- Sunday Times Top 100 Best Small Company to Work for

Our Values:

Demonstrating integrity, honesty, respect and equality in all our dealings with each other and our clients.

Establishing and maintaining mutually rewarding and lasting partnerships.

Maintaining an excellent working environment. One that is challenging, stimulating and fun.

Setting the benchmark for the provision of IT service and support excellence.

Partnering with JMC means:

- Access to award-winning consultancy, development and support teams.
- The ability to tap into the latest updates, releases and industry knowledge for Dynamics NAV.
- Comprehensive Dynamics NAV service without reliance on third parties.
- Unlimited access to all the support you need for a fixed fee.

Tel: 0161 925 7777

www.jmc.it