

NaviOne

CONTRACT MANAGEMENT SOLUTION
DESIGNED FOR MICROSOFT DYNAMICS NAV

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CONSTRUCTION
EQUIPMENT MANUFACTURING
INDUSTRIAL MAINTENANCE
ENGINEERING DEPARTMENTS
IT SERVICES
CLEANING
...

An **ERP** is a unique management software, shared by all the company employees and covering in real time all the company areas without any interface

NaviOne is an ERP designed for companies requiring a modern and integrated client contract management solution

“NaviOne is more than a simple commercial management software: it is a real ERP providing our chargés d’affaires with an effective tool to control their projects.

It also enables our Management to run instant reporting.”

Tom Jones [CIO]

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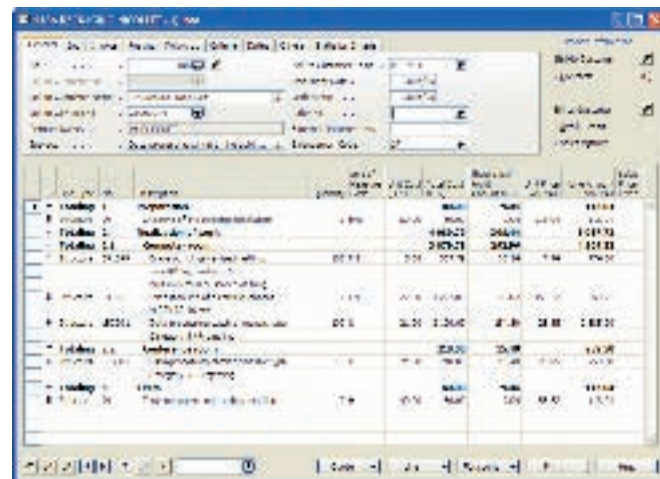
Choose an adapted solution easy to implement and to use

An effective quotation management: a strategic challenge from your business activity

NaviOne integrates a quotation tool including CRM functions for the commercial follow up, an element definition library (BOMs, workforce), as well as a vendor enquiry tool

QUOTATIONS

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What they say about us

" Navione enabled us to replace the multiple Excel workbooks by an estimating tool fully adapted to our business."

QUOTATION MANAGEMENT: EXCEL ENTRY AND IMPORT

Main features

NaviOne enables to identify all the representatives of a contract: Contractors, Engineering dept, ... The user can customize a large number of features used to enrich the quotation information (market type, contract nature, required response date,...)

Data import tools

The design documents can be imported under different format to reduce data entry: Excel, XML files, ...

Commercial follow-up

The CRM module which is integrated to NaviOne enables to follow up the development of the proposal portfolio: pricing according to the probability percentage, follow-up, analysis of the projects lost, ...

Quotation content

The proposal can be divided into units/sub-units at different levels. Each unit includes one or several items, based on the element definition library or defined for each quotation. The quotations can be entered in a remote mode and automatically loaded in the main database.

Vendor enquiry tool

An integrated tool allows to perform RFQs to different vendors and to select the best proposals.

Variable - Formula – Bill of quantities

Computing functions, similar to those used in Excel, are also available.

Overhead expenses and margin

Rates are predefined in order to set the selling price from the production cost. These factors can be easily changed for special contracts. Additional expenses can be entered and allocated to the quotation items.

Quotation printing

The user can define quotation models: summarized, detailed, valuated overview,...

Automatic loading of the contract managements

At acceptance, a contract sheet is created. No need to enter the budget. It is loaded and can be completed at any time.

LIBRARY

NaviOne provides a multi-level library (articles, materials, workforce, subcontractor services and additional expenses). It is enhanced as needs evolve from quotation entry or external library import.

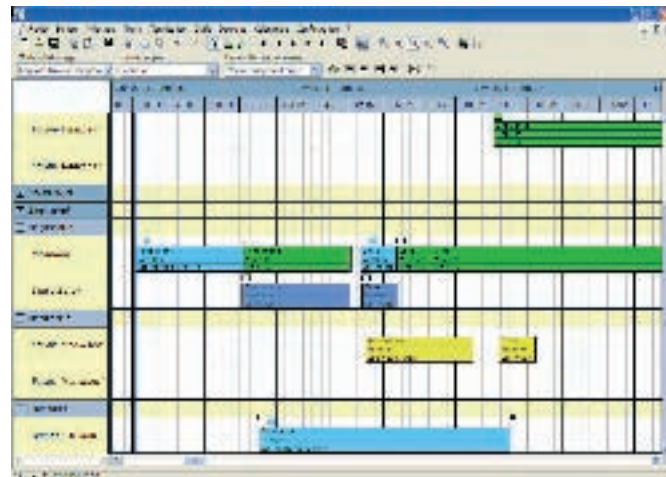
Optimize your project control

NaviOne enables you to analyze your workforce requirements on a long and medium term and to control workforce and material assignment scheduling on a daily basis



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PLANNING



What they say about us

"With the planning tool, I can immediately check who is available for our works the following week."

PLANNED SCHEDULE

Planning enables to allocate a contract planned achievement on a time basis (day, week, month, quarter, year) in order to identify workforce requirements. It helps you analyze the company workload rate in the coming weeks and months. The concept of this tool is based on a comprehensive integration of the information. Planned hours are not entered but just allocated for each contract.

RESOURCE ASSIGNMENT OVER CONTRACT

The planning tool provided by NaviOne replaces the Excel sheet which was often produced during weekly meetings. It allows assigning by name resources available per contract according to their skills, their availability and thus forecasting potential needs for external workforce. This planning helps the company get a relevant follow up of workforce requirements and forecast work orders.

INTEGRATION WITH MICROSOFT OUTLOOK

NaviOne offers a complete integration of the planning with Outlook agendas. Appointments created in Outlook, on a PDA or in the ERP are immediately synchronized. This planning can also be used for time reporting purposes. Thus, an employee who does not enter timesheets can check his/her agenda at the end of the week and automatically report the times he/she spent on contracts.

BILLING CONTROL

Planning can also help to invoice time and material services and to reduce potential omissions. Each scheduled task can also be linked to the quotation or to the related order.

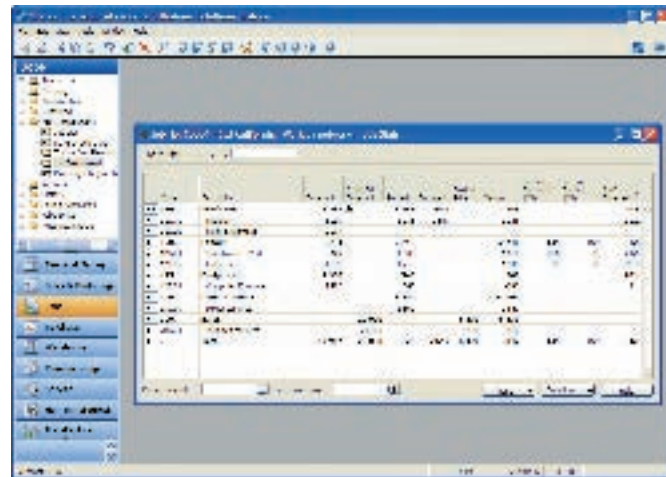
A reliable and consistent budget control:
control the results of each contract

NaviOne navigation tool helps you drill up any information,
either an invoice, a supplier order or the time reporting of a contract



CONTRACT MANAGEMENT

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What they say about us

*"An integrated system enables us to gain a greater visibility,
a better added value and a better efficiency. Information is
no longer duplicated."*

CONTRACT SHEET

The contract sheet is designed to completely process
information and includes:

- > A configurable sheet containing all the contract features.
- > A contributor list: engineering dept, contractors, ...
- > Documents connected to the contract: administrative records, certificates, faxes, ...
- > Commercial documents: purchase orders, supplier invoices, additional quotations, customer invoices, ...
- > The contract profitability dashboard.
- > The related financial balance.

BUDGET ANALYSIS

This functionality enables to break down the forecasted costs,
the contract cost, the revenues and the committed expenses
according to a fully configurable cost accounting chart of
accounts. The user freely defines the expense types he/she
wants to analyze (supplies, in-house or external workforce,
subcontractors, engineering, ...). A powerful navigation
functionality enables to identify the document matching each
expense or revenue (supplier invoice, reported times, ...).

WORK IN PROCESS CALCULATION

NaviOne helps you indicate the progress rate of each contract
item and thus calculate what should have been spent (work-
force, materials, ...). This module enables you to avoid
trouble some surprises at the end of a contract and to
regularly make realistic situations.

DASHBOARD

Many financial departments create dashboards that are then
entered in Excel. However, such documents do not provide
in real time a rapid and instant view of each contract.
NaviOne offers a simple and efficient dashboard allowing
the decision maker to manage his/her analysis alone. It can
be a detailed or a global (per contract, per manager, per
contract type, ...) analysis and if necessary, it can drill up
to the original document.

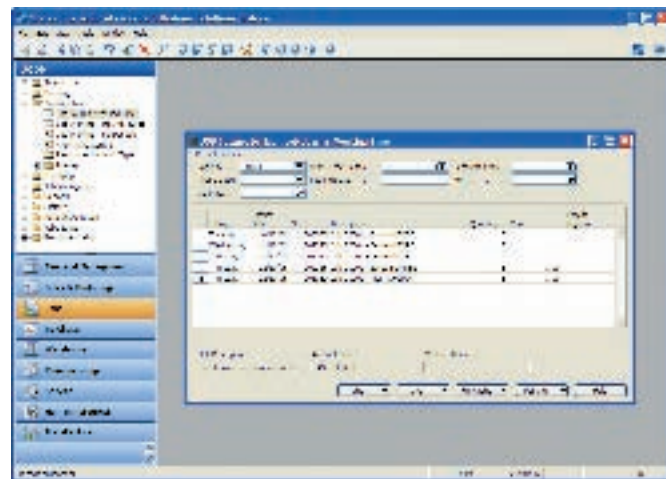
Adapt your resource management to your company requirements

NaviOne offers many tools to control workforce per contract: time reporting management, time and bonus calculation, temporary employee control, planning, ...

WORKFORCE CONTROL



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What they say about us

"With NaviOne, we no longer need to enter again time and bonus in the payroll system. It is done automatically."

HR MANAGEMENT

NaviOne includes a relevant management of in-house or external personnel (temporary employees, ...). The module enables to identify all the elements necessary to the payroll system and to provide many additional information: performances, contracts, etc.

WORKFORCE AND MATERIAL REPORTING

Fully configurable entry parameters enable to comply with each business activity specificity. They can be entered as follows:

- > Reporting time per contract or resource to rapidly identify the people that have worked on a contract or, on the contrary, contracts on which an employee has worked and to simultaneously enter all the events: worked hours, bonus, material used, ...
- > Entering events per period enables to meet with additional information: vacations, sick leave, ...
- > Reporting time from hours assigned to the planning.

TEMPORARY EMPLOYEE MANAGEMENT

NaviOne offers a temporary employee management functionality enabling to:

- > Store details of each temporary work order.
- > Assign temporary workers on each contract.
- > Create time reporting sheets sent to temp agencies.
- > Check and post invoices without entering them twice.

PREPAY MANAGEMENT

This module is a powerful computing engine enabling to automatically calculate many payroll variables: overtime, idle time, different bonuses, travels, ...

It considerably reduces the number of events entered every day for a contract.

PAYROLL INTERFACE

NaviOne interfaces with the main software of the market. Data stemming from the prepay computing system are thus transferred and entered again.

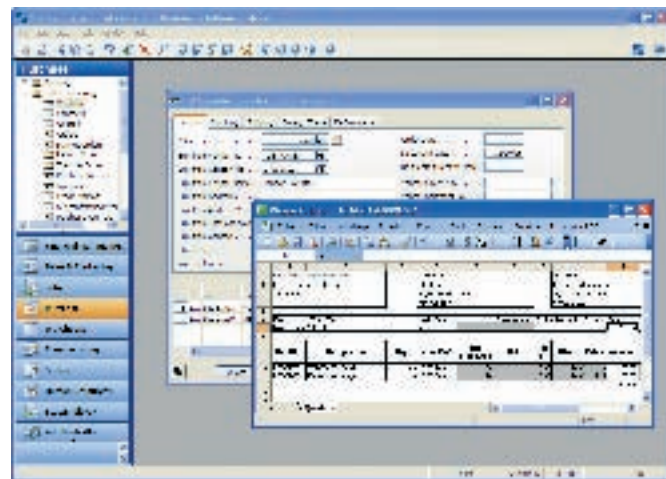
Benefit from the advantages of a powerful and automated purchase and commitment control per contract

NaviOne provides a module to perform purchase management steps: vendor selections, procurement proposals per contract, order management and approval, inventory tracking, expense commitment management, ...

PURCHASE AND INVENTORY MANAGEMENT



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What they say about us

"NaviOne deployment enables us to coordinate corporate business rules on the one hand and to better control our purchases with the integrated flows on the other hand."

PROCUREMENT REQUESTS

NaviOne provides a function enabling to automatically calculate needs per contract. From this calculation, NaviOne creates a procurement request including the products to manufacture or to order. At this stage, the buyer can trigger supplier RFPs or purchase orders directly.

ORDER VALIDATION, ELECTRONIC SIGNATURE

Like many other documents, NaviOne integrated workflow module (procedure management) enables to validate the release of an order according to the procedure defined by the company. The user then receives a message prompting him/her to check and validate a document.

SUBCONTRACTING MANAGEMENT

NaviOne enables to select subcontractors, to release purchase orders and contracts, to control work progress and the related invoices. It also manages specific subcontracting features: direct payment, ...

SUPPLIER RFP MANAGEMENT

NaviOne provides a tool to trigger supplier RFPs enabling to:

- > Offer a list of suppliers to select according to the requirements
- > Send by fax or e-mail the generated RFQs (Excel format)
- > Import the different RFPs received and update the cross reference chart
- > Select the suppliers
- > Automatically release the related purchase orders

INVENTORY MANAGEMENT

NaviOne provides many inventory management functionalities:

- > Inventory tracking per store and location in real time
- > Automatic supply of recurring products
- > Cycle count management
- > Inventory valuation according to FIFO, PMP methods, ...
- > Inventory tracking per contract

MANUFACTURING

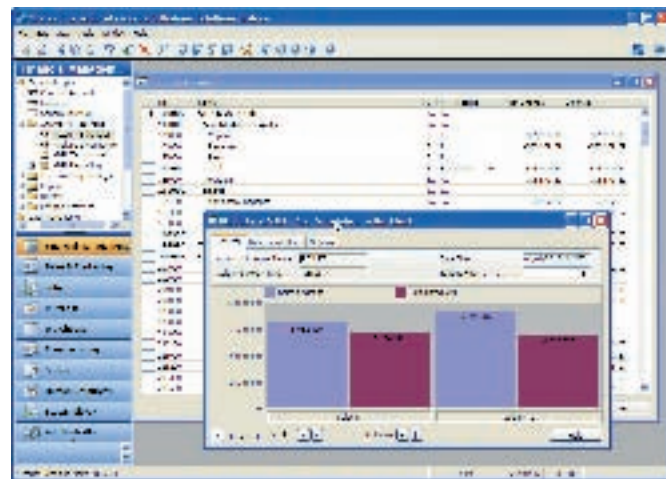
NaviOne includes manufacturing modules to satisfy make-to-order or make-to-stock manufacturing, for companies with shop floors.

Report the work progress and eliminate uncertainty

NaviOne provides a billing module to meet the different scenarios of a contract management (situations, schedules, jobs, recurring services), as well as a Work In Process follow-up to easily measure variances.

BILLING AND WORK IN PROCESS

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What they say about us

"The Work In Process module helps us foresee and thus avoid troublesome surprises when contracts are completed."

BILLING

Progress invoicing:

The entry of progress percentages can be global or detailed. Situation invoices are automatically generated by taking into account last situations and potential change orders.

Billing schedule:

a billing schedule per date or situation enables to set an invoice proposal. NaviOne includes functions enabling to define the billing frequency and to generate the related invoices.

Direct billing:

Easy creation of an order from the quotation, and of an invoice from the order streamlines the billing process from "small" jobs/contracts.

Contracts and recurring services:

The contract management module enables to periodically release the related invoices.

FINANCIAL CONTROL

accounts payable and accounts receivable include features related to contract management and especially:

- > Commitment follow-up per contract
- > Guarantee tracking in order to launch bank guarantee

requests, to control guarantee in process per bank and to perform withdrawal at due date.

- > Consideration of payment withheld as a guaranty to ensure proper accounts receivable follow-up and to timely perform customer dunning.

ACCOUNTING STATUS

In order it becomes a real control tool, it is essential for an efficient contract management to identify at any time:

- > Details of expenses per contract, either actual or in progress (invoices not received, orders not received).
- > Completion status of each contract or item, whether it is similar or not to the billing progress status.
- > Progress and acceptances not invoiced yet.

WORK IN PROCESS

NaviOne enables to:

- > Indicate for each contract or each contract item the completion percentage.
- > Precisely identify details of accepted orders not invoiced yet.
- > Automatically post the related accruals.
- > Display or print at any time the results of each contract, considering the expense commitment balance.

Real tools designed to help you make the right decisions

NaviOne includes several integrated reporting modules providing the user with a great flexibility in data analysis



STATISTICS AND DASHBOARDS

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What they say about us

"NaviOne helps us get an integrated ERP, disconnect non integrated and legacy systems and thus get a dashboard of our activity at any time."

DATA UTILIZATION IN EXCEL

As it is fully compatible with Microsoft Office, NaviOne offers technologies (ODBC, OLAP) allowing you to create Excel tables from information directly extracted from your database, without exporting data previously. The Excel sheets created are then automatically updated with the latest information.

STATSEXPLORER, THE INTEGRATED STATISTICS TOOL

StatsExplorer is a powerful statistics tool allowing the decision maker to avoid specific development constraints and to perform on his/her own all the analysis he/she needs: profitability per contract type, analysis per chargé d'affaires, etc. StatsExplorer requires no technical skill. You can drill up or down all the statistics displayed on the screen or sort them by value whatever the column (lists, ...). You can also print them in a dynamic format. The computed results can be automatically sent to Excel to create graphics or published on the Intranet in an HTML format. The predefined statistics and the calculation controller provide non-experienced users with ready to use dashboards.

MULTIDIMENSIONAL ANALYSIS TOOLS

For companies wishing to get complex multidimensional analysis tools, NaviOne is compatible with several standard tools from the market. With this type of tool, you can benefit from KPIs and a graphical user interface of the decisional data.

REPORT DESIGNER MICROSOFT DYNAMICS NAV

NaviOne also includes a tool enabling to create customized dashboards. This report writer enables a user to customize reports: statistics, lists, ... The report designer too, "Reporting Services", is also available with SQL.

Choose an adapted solution, easy to implement and to use

NaviOne is based on Microsoft Dynamics NAV ERP which includes the main functions of an enterprise (purchase, logistics, sales and financial management, ...) but also advanced functions such as the operational and decision-making reporting

MICROSOFT DYNAMICS NAV ERP

A POWERFUL AND INTUITIVE INTERFACE

Specially designed for small and mid-size enterprises wishing to acquire a full integrated tool, in environments from 5 to 150 users, NaviOne is easy to understand, intuitive and complies with each business activity of your enterprise.

Microsoft Dynamics NAV includes Microsoft Dynamics NAV specific analysis and navigation processes which help you control and gain visibility into your business in real time.

Make your decisions from precise and concise data: with NaviOne you can get a summarized overview of your activity level within a few minutes only.

A RAPID AND AFFORDABLE IMPLEMENTATION

Microsoft Dynamics NAV is not only easy to use and to manage but also easy to implement. This avoid expensive and time-consuming implementation as well as expanding projects.

YOU CAN BENEFIT FROM MORE THAN 50,000 CUSTOMERS' EXPERIENCE

Microsoft Dynamics NAV solution is implemented in many enterprises throughout the world. Microsoft considers ERP as one of its key objectives. It regularly enhances its range of solutions and NaviOne can take advantage of Microsoft enhancements. The various contract management functionalities, which represent NaviOne backbone, enable you to get a solution that fully satisfy your business activity while ensuring the implementation of a long-term and scalable solution.

A NETWORK OF QUALIFIED PARTNERS

Microsoft network of partners are trained and qualified on its solutions. Most of them have been attended training sessions specific to NaviOne. They can implement a solution that satisfies your enterprise while complying with Microsoft quality standards.

We designed **NaviOne**, an innovating management solution adapted to various business sectors such as:

INDUSTRIAL MAINTENANCE
SHEET METAL WORK INDUSTRY
ADVERTISING INDUSTRY
PUBLIC ACCOUNTING
SHIP REPAIRING
CLEANING
FIXTURES AND FITTINGS
IT SERVICES
CATERING EQUIPMENT MANUFACTURING
CONSTRUCTION
ELECTRONICS
RESEARCH INDUSTRY
ENGINEERING DEPARTMENTS
TRAVELS, CONGRESSES
EQUIPMENT MANUFACTURING
...

What about you?

NaviOne

CONTRACT MANAGEMENT SOLUTION
DESIGNED FOR MICROSOFT DYNAMICS NAV

NaviOne is supplied by a network of Microsoft partners
For more information: www.navione.eu

