



Advanced Business Systems, L.L.C.

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What's New in Navision 4.0

Here's the scoop on new features for Navision 4.0.

The new Navigation Pane in Microsoft® Business Solutions-Navision®

The Navigation Pane in Microsoft Navision allows both employees and system administrators to be more efficient and productive because it:

- Looks and functions like Microsoft Office Outlook® 2003.
- Uses a tree structure for menu items.
- Allows system administrators to design and configure their company's menus to suit the way their organizations operate.
- Enables users to personalize their menus to support the way they work by allowing them to hide, show, and move menu buttons, menu groups and items.
- Enables users to create shortcut menus to access their more frequently used applications.

The Intercompany Postings Feature

The Intercompany Postings feature within Microsoft® Financial Management enables businesses with several subsidiaries or distribution centers to do intercompany transactions across multiple companies.

The globalization of markets and businesses has created a need for doing financial transactions in more than one company at a time. An order can be sold by one business unit, but be manufactured and shipped from another. The Intercompany Postings feature allows for the creation of all the necessary documents when doing intercompany transactions (including sales and purchase documents and general ledger entries).



What's New in Navision 4.0 (cont.)

The Intercompany Postings feature frees businesses to focus on important goals because it:

- Simplifies many time-consuming and error-prone intercompany transactions.
- Creates the due-from/due-to entries as required, keeping the intercompany transactions in balance.
- Creates all accounting entries to the correct company, while ensuring balanced sets of books.
- Provides report on all the intercompany transactions.

The Business Notification Feature

The Business Notification feature within Microsoft® Business Solutions-Navision® enables companies to automatically send e-mail notifications to employees and business partners about changes within the system.

Business Notification gives you the ability to:

- Track and monitor critical business data, while at the same time limiting the need to print and compare reports for review.
- Allows you to generate and send notifications based on Navision information.
- Improves workflow by keeping all users up-to-date on system information and increases efficiency by preventing problems before they happen.
- Keep employees and business partners informed. For example, you can use business notification to inform them when a new BOM item has been created, or when an exception occurs such as when a supplier has not confirmed your purchase order or has not delivered the goods when expected – or when a production order has been delayed.

The uses of the Business Notification feature are only limited by the user's imagination.

The Unapply and Undo Postings Feature

The unapply and undo postings features include:

- Unapply customer or vendor ledger entries. This allows users to reverse erroneous applications
- Undo journal postings.

New Supply Chain Features

- Information Pane on sales forms. This feature provides shortcuts to customer and item information such as:
 - Customer Credit availability
 - Customer Sales history
 - Customer Ship-to Addresses
 - Related Customer Contacts
 - Item card
 - Item availability
 - Item prices and discounts
 - Item substitutions

The information pane also allows you to copy lines from customer history to the current sales document.

- Analysis Reports are similar to the G/L analysis in previous versions of Navision, however; they are customizable to include lines such as items, customers, vendors or customer groups and columns for values such as prices, cost of goods sold, or turnover. These Analysis Reports can be previewed and printed from Navision, exported to Excel, or viewed in a graphical form with bar charts.

What's New in Navision 4.0 (cont.)

No.	Description	Location Code	Quantity	Unit of Measure...	Unit Price Excl. Tax	Line Amount Excl. Tax
LS-MAN-10	Manual for Loudspeakers	WHITE	4	PCS	200.00	800.00

- Analysis by Dimensions. The ability to analyze information using multiple dimensions based on analysis views. The flexible setup allows you to filter on date, item, location, and budget. Filter and combine up to three dimensions, and control the fields in the lines and columns. These can be exported to Excel.
- Sales and Purchase budgets. You can budget quantities and sales or purchase amounts. These budgets can be imported from or exported to Excel. These budgets can be used in analysis reports to track performance.

New Technical Features

- XML ports. Enables easy data import and export with XML documents.
- Big Text data type. Allows storage of large documents, up to two gigabytes.
- Navision ODBC driver. Provides functionality based on the newest technology, based on ODBC release 2.5 and is compatible with Office 2003

New Manufacturing Features

Changes in the Manufacturing area include:

- Changes in the Planning Worksheet
- Combined output and consumption posting in the production order.
- Substitutes for production order components.

Manual and flexible order planning for manufacturing companies.

Production Schedule: An integrated graphical view which allows you to view per order and per resource. Loads for the different resources may be viewed graphically to indicate necessary changes needed to meet the production schedule. Drag-and-drop those changes and have those changes write back to the Navision database.

Auction Fever: the contagious effects of reverse auctions

What is Auction Fever?

“From time immemorial sales auctions have been used successfully by sellers to raise the prices of the goods or services that they have placed for bidding.”

You’ve been on Ebay late at night trying to win the auction for Action Comics #1 in mint condition, or perhaps it was a commemorative Elvis rhinestone jumpsuit, or maybe the handcuffs that Martha Stewart wore and the last four bids that you’ve made have been well beyond your planned Ebay budget but it is not your fault, no, it is the fault of that anonymous jerk that keeps on raising the bid against you. Doesn’t he know that his efforts are futile? Doesn’t he know that you are not the sort to be trifled with? Yes you have gone past your spending limit for the Elvis jumpsuit but it is not about the jumpsuit any more ... it is a matter of honor and you will not be outdone by some spendthrift worm who thinks

that he can outlast you in this auction.

You have auction fever!

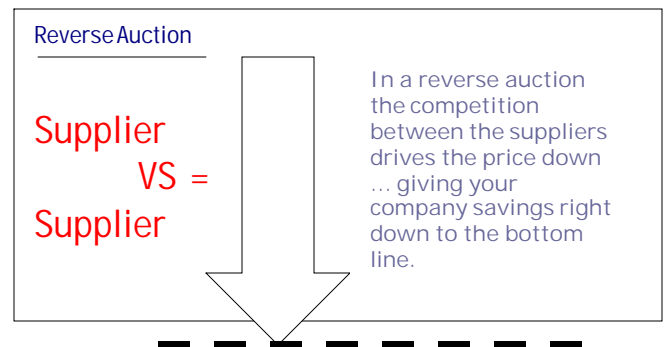
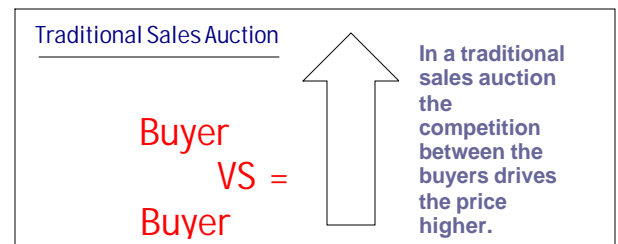
From time immemorial sales auctions have been used successfully by sellers to raise the prices of the goods or services that they have placed for bidding. The auction dynamic of placing bidders in close proximity to each other and yet pitting them against each other with a limited window of time in which to settle the sale has worked effectively because of the psychology of human competition. Otherwise known as “Auction Fever” (best pronounced with a Schwarzenegger-like Austrian accent) wherein the frail human ego falls prey to direct competition with the other, whoever he may be.

Most of us have experienced bouts of auction fever whether at the Cub Scout cake sale, your favorite charity silent auction, or on Ebay. If we come home as victors we cherish the prize even more covetously. If we’ve lost the auction we come home frustrated and yet determined to win next time and we take some small consolation at having made the winner suffer a low shot to the bank account. So, you know what auction fever is by experience but did you know that there is a new kid on the block?

What is a Reverse Auction?

You have already seen a traditional “sales” or “forward” auction wherein a seller puts an item up for bid and the competition between the buyers drives the price higher. A reverse auction inverts this process and puts the power in the hands of the purchaser. In a reverse auction the competition between the suppliers drives the price down ... giving your company savings right down to the bottom line.

“In a reverse auction the competition between the suppliers drives the price down ...”



Auction Fever (cont.)

Savings

... And it works:

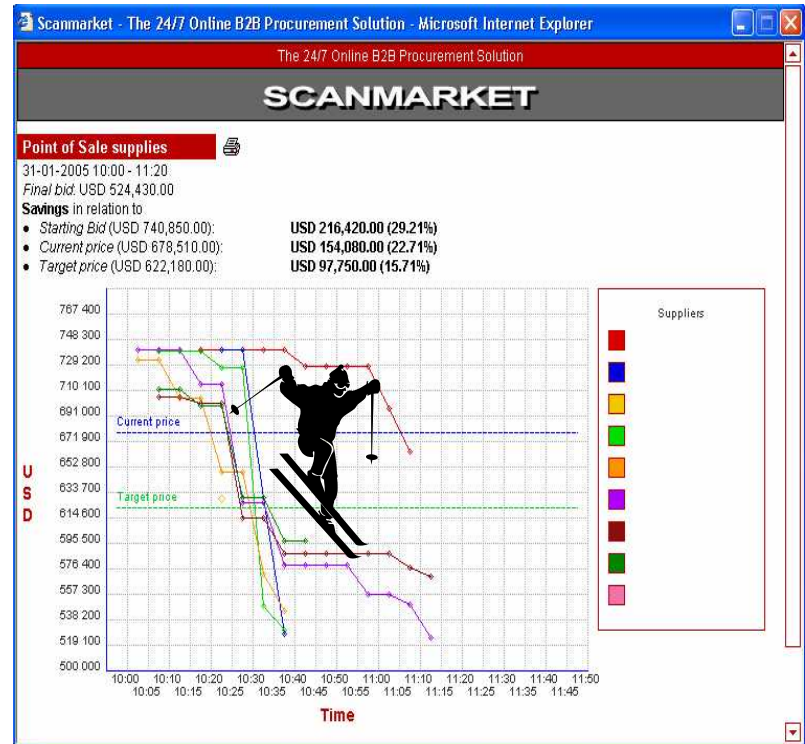
Over the course of thousands of auctions held in 2003 Scanmarket's clients benefited from an average savings of 17.3% on the goods and services that they purchased with the Scanmarket E-auction software. Tentative figures for 2004 show an increase to 19.4%.

"The Ski Slope to Prosperity"

Dr. David Wyld,
Southeastern Louisiana
University professor and

one of the nation's leading reverse auction and e-commerce experts, refers to the savings of reverse auctions in general as the "20% solution." Dr. Wyld graphically describes the phenomenon of prices decreasing over time in a reverse auction as a "ski slope effect."

How would you like to find out more about Reverse auctions and take a ride on the "ski slope to prosperity?" Give us a call and we can give you a 40 minute live auction demo. The only thing that you stand to lose is the high cost of your purchases.



This caption contains a screen shot from a recent Scanmarket auction held for point-of-sale supplies.

Navision Tips: Filters

Understanding and using Navision Filters

One of the most useful and powerful features in Navision is setting Filters. In Navision setting a Filter is a way to limit the information being displayed, included or calculated.

There are three types of Filters in Navision: Field Filter (F7) Table Filter (Ctrl + F7) and FlowFilter (Shift + F7)

Filters can be placed from any Card or List Form.

Whenever any Filter is in

place, the word FILTER displays in the bottom right hand of the screen (third box from the right).

Whenever any data seems to be missing the first thing to do is make sure there is no Filter in place preventing this data from being included. Select Show All to remove all Field and Table Filters. Note this does NOT remove FlowFilters.

If this process still does not make the missing data appear then clear any filters by selecting Show All (Shift + Ctrl + F7) on any related List or Card

Forms. A Filter placed on the List may be affecting the Card and vice versa.

To remove a FlowFilter you must select Shift + F7 and then manually delete the Filter values (or the entire line) and then select OK.

Field Filters

A Field Filter (F7) places a filter on the active field (the field cursor is in). The Field Filter window automatically populates with the value from the record you are on.

"...setting a Filter is a way to limit the information being displayed, included or calculated."

AdvancedBusiness
Systems, L.L.C.

103 Northpark Blvd.
Suite 102
Covington, LA 70433

PHONE:
985-867-5042

FAX:
985-871-8865

E-MAIL:
Chris@advanced-
business-systems.com

We're on the Web!

See us at:

**www.advanced-
business-
systems.com**

Navision Tips (cont.)

You can make use of this feature by placing the cursor on the field with the value that you want to filter then select F7 and press enter.

Table Filters

A Table Filter (Ctrl + F7) allows you to easily place Filters on multiple fields as well as on fields that are not available to view on the Form.

To select a new field, place the cursor in the Field column and select F3 then click on the UpArrow (or select F6) to choose the field from the list of ALL fields on that table (not just the ones available on the Form). Then enter the Filter

value.

Selecting the Table Filter (Ctrl + F7) also gives you a way to see all the field Filters in place at one time. You can edit or delete field filters from this window.

Flow Filters

A Flow Filter does not limit the records displayed in a given List or Form, it limits the records included in any calculated field on that Form (for example the Net Change field on the Chart of Accounts).

Each calculated field that is setup in Navision has an inbuilt set of FlowFilter fields. FlowFilters can only be placed on those fields and no others.

When setting a FlowFilter (Shift + F7) you can only specify Filters for the fields displayed in the FlowFilter window (you cannot select additional fields like you can for a Table Filter).

If you specify a FlowFilter and it does not appear to be affecting the calculated value, one of the reasons may be that the calculated field is not setup to allow FlowFilters on that field.

When you Drill Down on a calculated field to see the entries that make up that amount you can confirm the Filters in place for that calculation by viewing the Table Filter (Ctrl + F7).

About Advanced Business Systems ...

Established in 1999, Advanced Business Systems provides world class software solutions for your toughest accounting and business management problems as well as e-auction software for your procurement needs.

**ADVANCED
BUSINESS SYSTEMS,
L.L.C.**

103 Northpark Blvd.,
Suite 102
Covington, LA 70433

**COMPANY NAME
STREET ADDRESS
CITY, STATE 00000**

