

Avoiding NAV Landmines

ArcherPoint

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Our Speaker – Christian Haynes



Christian Haynes has been working with Dynamics NAV since 1999 and joined ArcherPoint in 2013.

He has expertise in Dynamics NAV application design & development and JetReports.

Agenda

- Uncover the hidden risks of staying on an outdated version of Dynamics NAV
- Discuss the value you get by being on the current version of NAV

NAV Landmines

When multiple core functions of your business rely on Dynamics NAV, you want to keep it in tip top condition, so you can avoid potential “landmines”.



Table Locking

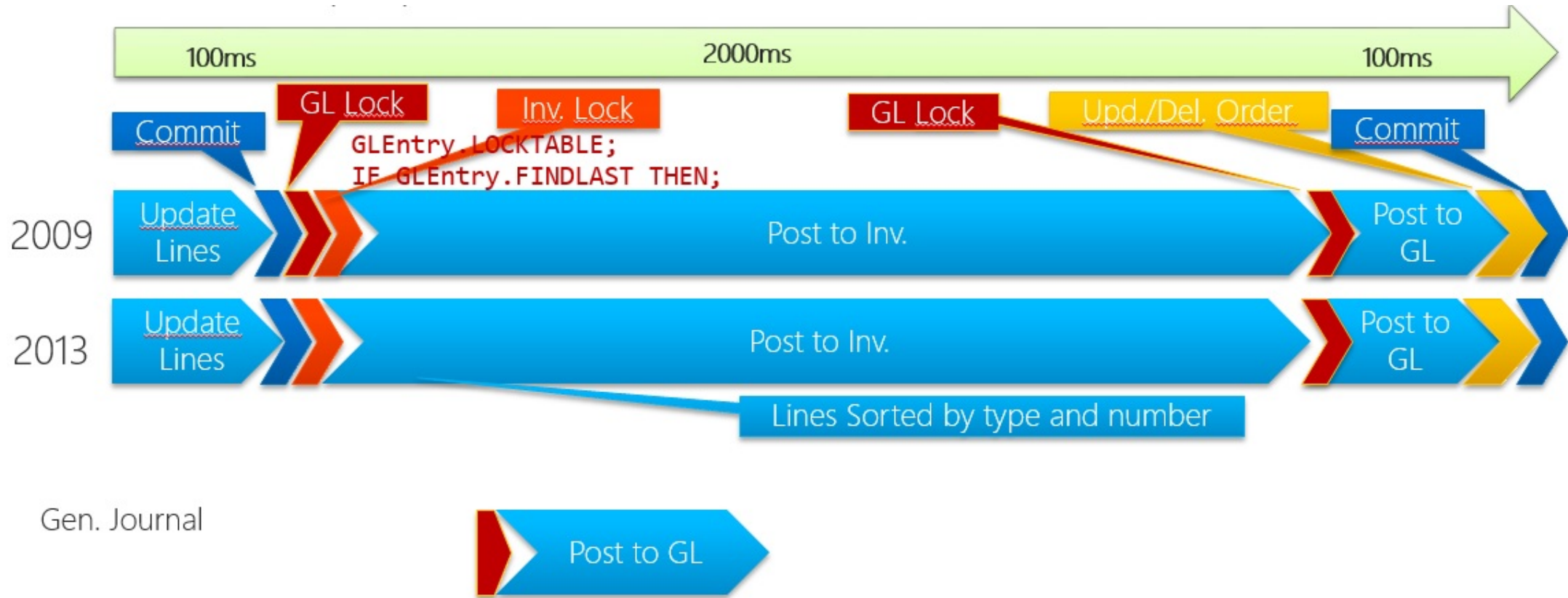


Do you or your customers have peak hours when all the sales orders and invoices need to be posted at the same time?

Or, do you have large numbers of postings that need to be run without blocking other users?

If so, then you may also have experienced your screen freezing for several seconds – minutes even – until the order is processed.

Table Locking



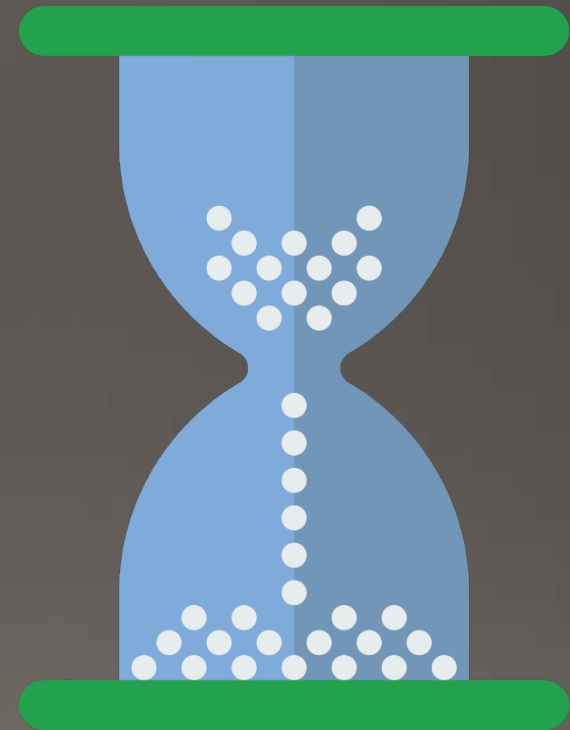
2009: G/L was locked >90% of the time during a sales/purchase post.
2013: G/L is locked <10% of the time during a sales/purchase post.

Slow Processing

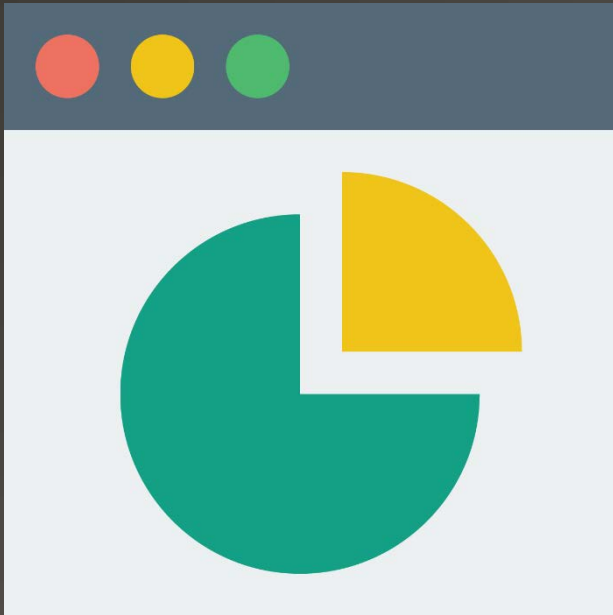
Microsoft has fundamentally improved the code structure of Dynamics NAV to make it run in a faster and more efficient manner.

These improvements include:

- 3-Tier Architecture
- Increased caching efficiency
- All code executes on server side



Slow & Difficult Reports



Microsoft has significantly improved the report process with the 64-bit client in NAV 2016, ability to create dynamically linked spreadsheets, and KPI dashboards.

Companies can now get Microsoft's Power BI (a Portal solution) and JetExpress (an Excel-based reporting tool) - as examples – for FREE.

Can't Utilize New Functionality

- Can take advantage of Microsoft's regularly released cumulative updates
- Use Microsoft's new enhancements, for example, posting preview, deferral accounting, save NAV documents in PDF, cash flow analysis, workflow, electronic documents, and more!
- New compliant regulations need to be addressed



Non-Compliance

Several industries have been impacted by additional regulations in recent years. Failure to comply with specific reporting and archiving standards could result in severe penalties.

These regulations include:

- PCI-DSS Compliance for Companies Employing Credit Card Technology
- HIPAA for Healthcare Companies
- Sarbanes-Oxley for Companies Scrutinized with Audits
- ISO for Manufacturing Companies

Fraud Protection

With PositivePay, Microsoft has developed a solution that makes sure your bank only clears validated checks and amounts.

You can export a Positive Pay file that contains vendor information, check number, and payment amount, which you send to the bank for reference when you process payments.



Training and Support

As newer versions of NAV are released, support and training resources for older editions are slowly faded away.

- The number of developer and consultant resources available drastically decreases.
- Microsoft only supports the three most recent releases.
- Microsoft support for legacy editions is significantly reduced.



Locked into Old Technology



As your business moves forward and additional devices are needed (workstations, POS, tablets, servers, scanners), your business could experience extensive downtime or inability to expand technological resources.

Locked into Old Technology



Dynamics NAV is now more flexible than ever with several client and hosting solutions.

- Native SQL Azure - Cloud Hosting (2016)
- Events/Extensions making future upgrades easier (2016)
- Additional Client options (2013)

Locked into Old Technology

With NAV 2015 and 2016, Microsoft released the smartphone and tablet app allowing companies to utilize NAV on the go.



Can't Integrate With Other Solutions

As your business grows, your NAV system may need to integrate with other applications.

NAV web services makes NAV data and functionality available to a variety of external systems.



Can't Integrate With Other Solutions



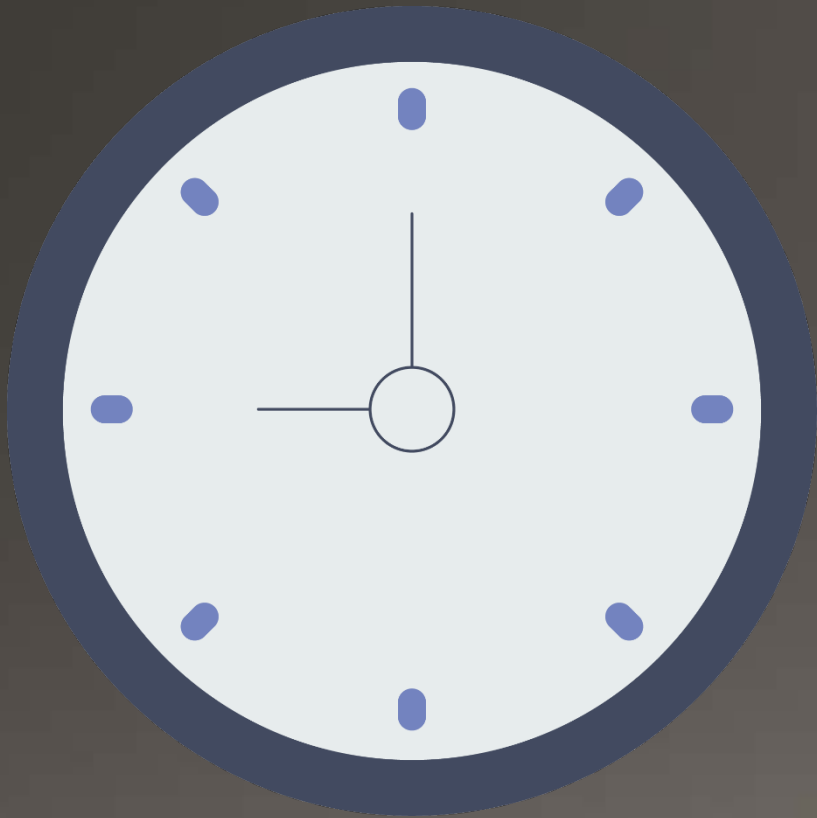
Certain ISV providers only provide updates and new versions to current NAV editions.

Maintain Business Solutions

As your other business applications - from Microsoft Office to your CRM – get updates, your NAV installation may lose support.

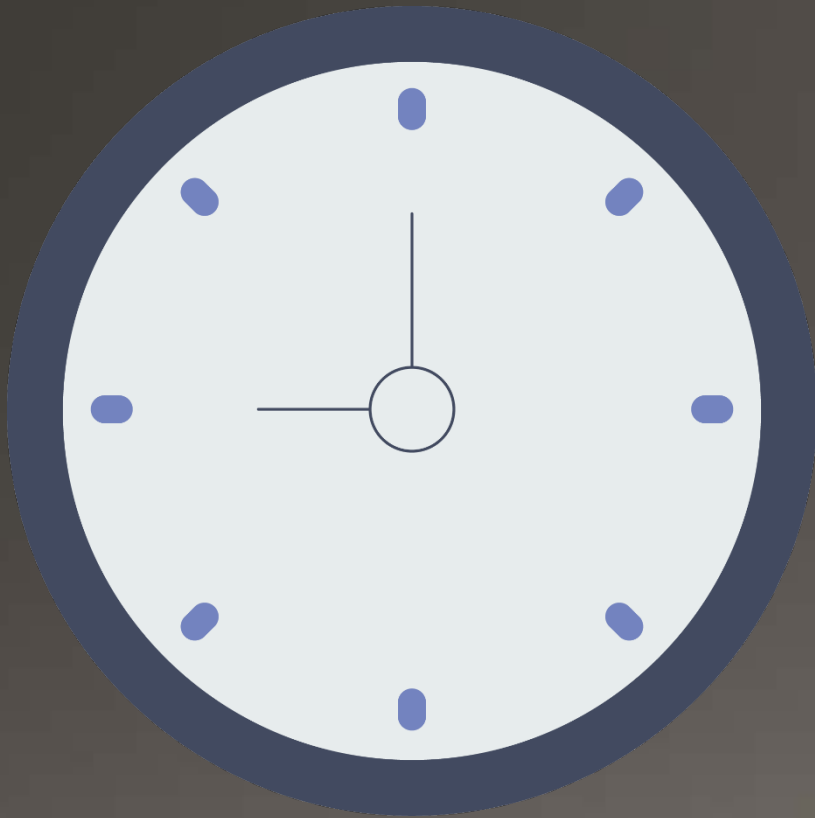


Too Much Manual Effort



As you process more transactions over time, you can spend lots of extra time performing manual tasks that can be automated with new NAV and add-on versions.

Too Much Manual Effort



These include:

- Electronic Banking (2013)
- Workflows (2016)
- Built-in Online Services for Banking (2016)
- Email Documents from Within NAV
- Utilize RapidStart to Import Data Updates, Create New Companies, and More!

A Customer Example of Savings

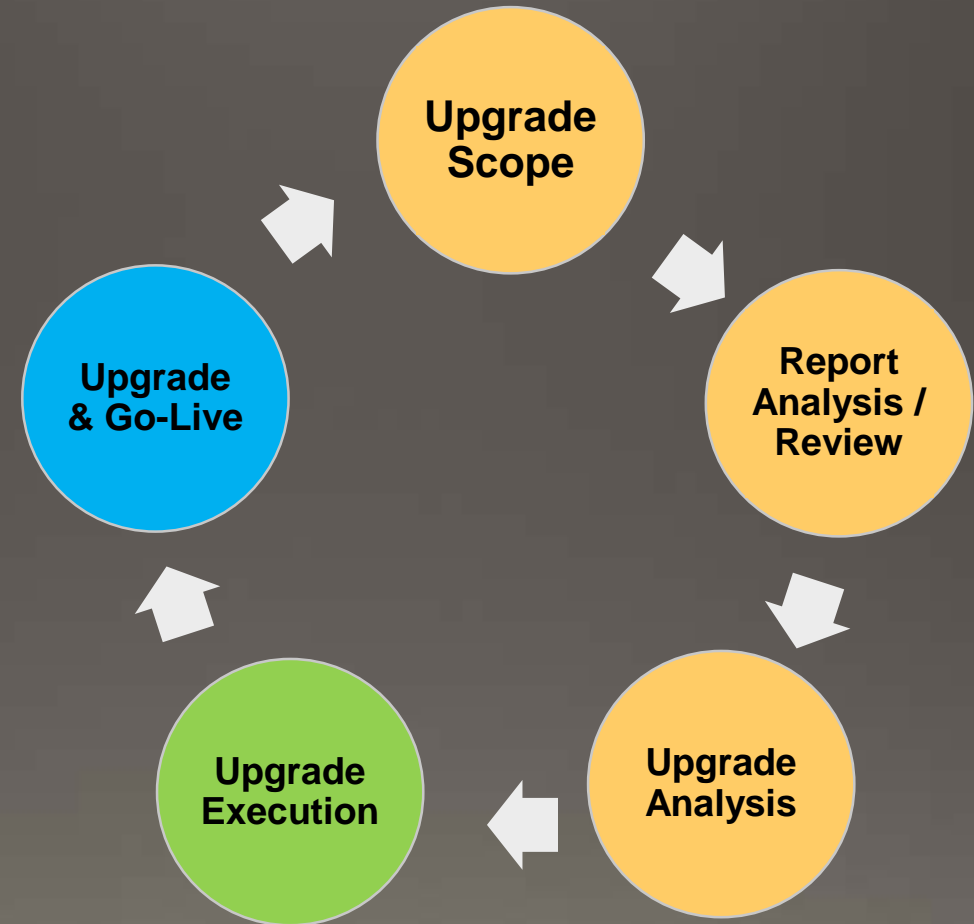
Functional Area	Time Saved in One Year	Potential Cost Savings Realized
Copy Past Multiple Lines	43 Hours	\$1,075
DMS archiving	108 Hours	\$2,700
Assembly Orders Time Savings	325 Hours	\$8,125
Opening Posted Invoices	86 Hours	\$4,300
Opening Contacts	65 Hours	\$3,250
Accounting Posting Invoices	56 Hours	\$2,800
Other Page Time Savings	115 Hours	\$5,750
	Total	\$39,900

Sounds Good But....

Isn't Upgrading Difficult, Expensive
and Time Intensive?

It Doesn't Have To Be

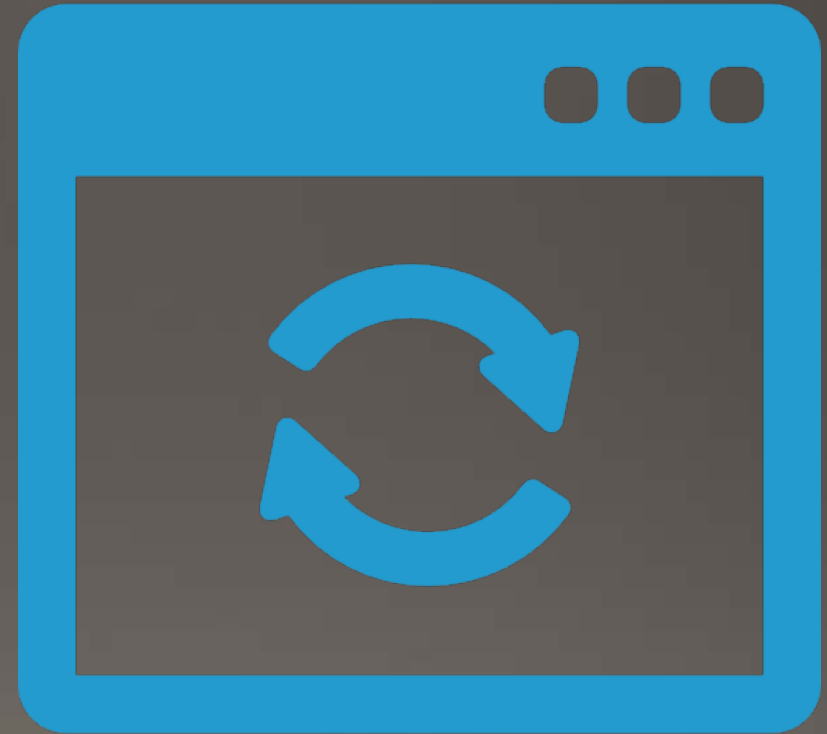
ArcherPoint's upgrade process starts with an analysis to discover the best upgrade path for your installation.



It Doesn't Have To Be

Even heavily customized solutions can be upgraded at a low cost with events, extensions, and new native functionality.

Data warehouses can be used to store historical data.



It Doesn't Have To Be



Financing is available for NAV upgrade projects.

Most Importantly...

Can you afford to live through a
NAV failure?

Questions?

Contact ArcherPoint Today

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