



**Microsoft Dynamics NAV is a complete ERP solution with a difference**

**NOW providing greater simplicity for greater productivity**

**SIMPLE  
SMART  
INNOVATIVE**

**Microsoft**  
**GOLD CERTIFIED**  
Partner

## RESELLER OF THE QUARTER?

With new customers in five different industries during the past two months In2grate Business Solutions has shown that Microsoft Dynamics™ NAV is the most popular of the ERP systems on the market at present.

The companies are in a diverse set of markets and industries:

- **HOTELS AND HOSPITALITY**
- **FASHION**
- **FURNITURE MANUFACTURE AND DISTRIBUTION**
- **MANUFACTURING**
- **WHOLESALE AND DISTRIBUTION**

It is clear that Microsoft Dynamics™ NAV can manage a wide variety of needs and business processes.

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NOW providing greater simplicity for greater productivity  
SIMPLE SMART INNOVATIVE**

In any environment it can be difficult to simplify and organise tasks, remove clutter, and put information where you can get to it easily and quickly. That's exactly what the Microsoft Dynamics™ NAV 2009 Role Tailored User Experience does to your office workstation. It hides the features you do not need to see. It promotes the actions and information that you do need, leaving you with an uncluttered window and an overview of upcoming tasks - helping you prioritise your tasks, and keeping your work productive, stimulating, and fun.

Role Tailored home pages, called Role Centres, make it easy for people to view their work priorities and access the information and tasks they need for their specific job, not just anyone's job. This provides an innovative solution that frees employees and business leaders to direct their talents and skills towards business success. Role Centres in Microsoft Dynamics™ NAV help people in job roles ranging from the managing director to accounting manager, to sales manager, and to warehouse worker gain access to the full scope of the tasks, information, and reports they need in a single view.



## The leading specialist in the provision of all aspects of integrated material handling systems and solutions for retail, wholesale, fulfilment and e-commerce distribution.

The SDI Group's experience encompasses all aspects of distribution centre operation and infrastructure, from consultation, design and building to installation, maintenance and support.

The Group has expanded from their major UK and USA based operations to include operations in Chile, France, Germany, Holland, Italy and Spain.

Their international customer base includes many blue-chip businesses that have grown to associate the SDI name with innovation, quality and reliability.



SDI Group determined a new Financial and Business Management solution was required to support the expansion of the business – through both acquisitions and continuing organic growth.

Having undertaken a thorough and detailed selection process Microsoft Dynamics™ NAV was chosen with In2grate Business Solutions being responsible for overall project management, business consulting, implementation, and ongoing support of the solution

In addition to its proven Microsoft Dynamics™ NAV skills and track record for successful UK and international implementations, In2grate Business Solutions was able to demonstrate its deep knowledge of warehousing and distribution centres through its associate company, OBS Logistics, who provide business critical operational systems for major clients including DHL, Cert Octavian, NFT, TDG, Tradetam, Wincanton and many others.



*“It was clear when we saw the breadth of experience in both the ERP and Logistics markets, In2grate Business Solutions was the ideal partner for us. Add to that the strength of Microsoft behind the NAV solution we quickly realised this was a win-win decision.”*

Jon Rice – Financial Controller SDI Group

## TRIMIT for Fashion and Furniture from In2grate Business Solutions

As a Microsoft Gold Partner, In2grate Business Solutions knows how feature rich Microsoft Dynamics™ NAV is. There are however, industries that have special requirements. Fashion and Furniture are examples with demands on price, product and delivery times, and most importantly, speed to market of new products. Add the complexities of managing various sizes, colours, fabrics, styles etc. and clearly something special is needed.

TRIMIT from In2grate Business Solutions is the purpose built addition to Microsoft Dynamics™ NAV that handles all of the needs of Fashion or Furniture designers, manufacturers and distributors.

Our industry experience means we speak the same language as our clients and offer solutions using future proofed technology that will always be there as their business grows.

Specific requirements in the Fashion and Furniture industries include theme, style, colour, size, material quality and



many more differentiating aspects. Together they define multiple collections and sometimes supporting 12 or more collections per year. Experience shows the ideal way to present these collections is in the matrix form that TRIMIT utilises throughout the entire solution.

Using TRIMIT Portals you get the benefit of communicating with overseas and UK partners and instant access to information to reduce overall time-to-market. You spend less time handling information and more time adding value.

Manage your business network including distribution channels and retail outlets utilising instant retrieval of key information such as availability, time of delivery etc. Retailers for example can

access data outside opening hours and order through the system whenever they want. Customers of direct sales channels can obtain details of the products, sizes, colours, delivery, etc, place orders and then follow their progress.

In today's business environment companies need to introduce alternative sales channels, reach new customer groups, control costs and generate additional revenue.

TRIMIT from In2grate Business Solutions is purpose built to handle the needs of Fashion or Furniture designers, manufacturers and distributors.





# Microsoft Dynamics™ NAV Warehousing



## Chances are you don't know how good Microsoft Dynamics™ NAV Warehousing is...but we do!

Through our experience of implementing Microsoft Dynamics™ NAV Warehousing it has become clear just how good it is.

The reason we know what good looks like is because we develop and implement systems for major warehouse and distribution companies including DHL, British Gas Services, TDG, Wincanton, Cert Octavian and many others.

Using our expertise and experience in all aspects of warehouse management we help companies to significantly improve their efficiency, effectiveness and environmental impact

Every week a system supplied by us is installed somewhere in the world.

Warehouse Management in Microsoft Dynamics™ NAV can help you manage goods and space more effectively, reduce costs and waste, and gain control over warehouse operations.

With access to real-time, accurate inventory data, your warehouse professionals can save time locating items or performing physical inventories, sales representatives can keep tabs on stock availability, and buyers can maintain optimum stock levels while minimising carrying costs.

### KEY FEATURES INCLUDE:

#### Warehouse management

Tightly integrates order processing, manufacturing, and warehouse functionality to help optimise layout and space utilisation, manage replenishment, and handle multiple orders at once.

#### Internal pick/put-away

Pick or put away items and debit or credit inventory records independently of purchase receipts, sales, or source documents so you can maintain accurate inventory records.

#### Automated Data Collection System (ADCS) support

Improve visibility into inventory, and help increase the accuracy and efficiency of your warehouse management—picking and putting away of items.

#### Item tracking

Trace lot or serial numbers to quickly determine where items were purchased, processed or sold. Help reduce waste and limit carrying expired inventory with support for FEFO handling.

#### Item costing

Understand item costs throughout the production process, including inventory, work-in-process (WIP), and cost of goods sold (COGS).

#### Shipping agent management

Control your distribution by relating shipping agents to the services they offer.

#### Returns management

Process returned inventory and account for additional costs. Automatically organise credit memos, replacement goods, returns to vendors, and partial or combined return of shipments or receipts. Exact cost reversal helps increase inventory accuracy.

#### Cycle counting

Determine the counting frequency per item or stock-keeping unit to help increase inventory accuracy and meet shipping deadlines.

**Gain the immediate business benefits of Microsoft Dynamics™ NAV Warehouse Management by integrating your distribution and warehouse operations management systems with the rest of your company to streamline operations, reduce costs, and speed order fulfilment.**



## BUSINESS SOLUTIONS

- Has a wide range of installations throughout the UK, Europe, North America and the Far East
- The Groups products have been implemented in 57 countries throughout the world
- Full business expertise in Business Intelligence, CRM, Financial Management, ERP and Manufacturing
- A large, experienced and highly skilled team of consultants
- Great experience of multi-site and international deployments
- Provides Solutions as a Service and Facilities Management to major international organisations
- A member of the Anisa Group with over 500 implementations worldwide including ERP, CRM and Warehouse Management Systems and Transport Management Systems

At In2grate Business Solutions we are well aware that many organisations are now looking for a new, cost effective and flexible approach when procuring new systems. This is why In2grate Business Solutions has introduced the very successful "Solution as a Service" that provides a fully Managed Service - tailor-made to the clients particular needs and expectations.

If you would like to know more about In2grate Business Solutions and its products and services - contact Gemma Webb, Marketing Coordinator, on: 020 7881 2562 or e-mail to: [gemma.webb@in2grate.com](mailto:gemma.webb@in2grate.com)

**London:**  
140 Buckingham Palace Road  
London  
SW1W 9SA  
Tel: +44 (0)20 7881 2550  
Fax: +44 (0)20 7881 2501

**Solihull:**  
The Oracle Building  
Blythe Valley Park  
Solihull  
West Midlands  
B90 8AD  
Tel: +44 (0)121 506 9777  
Fax: +44 (0)121 506 9778

**Liverpool:**  
Southern Gateway  
Speke Boulevard  
Liverpool  
L24 9HZ  
Tel: +44 (0)151 448 0331  
Fax: +44 (0)151 448 2989

**Singapore**  
152 Beach Road  
Level 28  
Gateway East  
Singapore  
189721  
Tel: +65 6827 9776  
Fax: +65 6295 2567

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