




LEADERSHIP

*Microsoft Dynamics™ AX
Reach for the World with a Global Solution*



Where do you want your business to go?

If you want to get ahead and stay ahead in today's competitive global market, giving your employees the right tools can help them significantly contribute to moving your company forward, overcoming complex business challenges, and adding to the bottom line.

The right tools can help you:

- **Work effectively and decisively.**
- **Maximize productivity and efficiency.**
- **Respond quickly to changing marketplace demands.**

You can do all this—and more—with the right business management solution: Microsoft Dynamics™ AX.

Get there with Microsoft Dynamics AX

Microsoft Dynamics AX is an integrated, adaptable business management solution that can help you and your people automate financial, customer relationship, and supply chain processes, integrate valuable data, and better manage your critical business relationships. It can provide your company with powerful, flexible tools to help you work more efficiently, make better decisions, and pursue your business goals with confidence.

With Microsoft Dynamics AX, you can connect people, information, and processes throughout your company, even across organizational and geographic boundaries. The solution can help optimize your company operations, empower you to do more with your business information, and give you the flexibility to drive success and growth.

Microsoft Dynamics AX can help you:

- **Manage change with familiar tools that work the way you do.**
- **Automate and streamline business processes across your organization.**
- **Connect with customers, suppliers, partners, and subsidiaries around the world.**
- **Gain insight for faster, more confident decisions.**

Designed to run on the Microsoft Windows Server™ 2003 operating system, Microsoft Dynamics AX can provide you with the connectivity, performance, and enhanced security required for success in today's business environment. It can scale up to support large divisions of distributed enterprises or scale down to support the exact requirements of smaller companies. Microsoft Dynamics AX also offers the scalability you need to meet tomorrow's business demands so that your system can grow with your company. The financial

management, customer relationship management, and supply chain management applications work like and with Microsoft products such as the Microsoft Office system and Microsoft Windows® to streamline processes across an entire organization, giving businesses insight to respond rapidly, plan strategically, and execute quickly.

*“Microsoft® [Business Solutions—]Axapta®
[now known as Microsoft Dynamics AX] has turned
us from a loss-maker...”*

Ruth Chapman, Managing Director, Peatey's Painting Services, a leading manufacturer of paint and powder coatings for metal and UPVC in the United Kingdom

COMPETE

“The more control we have over our production and food safety, the better we can position ourselves to our customers and to consumers. The Microsoft Axapta solution [now known as Microsoft Dynamics AX] gives us the confidence we need to ensure that our quality is of the highest standard.”

Torstein Ronning, Assistant Managing Director, Grilstad, a Norwegian food and beverage producer

Streamline business processes to connect people and information

Microsoft Dynamics AX automates routine business processes, integrates data across the company, and facilitates an effective workflow to help streamline your business processes and improve efficiency. As a result, people have more time to concentrate on mission-critical tasks, collaborate effectively, and help your business compete in the global marketplace.

To succeed globally, you need to work effectively with your partners and suppliers around the world. Microsoft Dynamics AX can enhance your ability to share business information with critical stakeholders as simply and directly as possible. Project teams can use Microsoft Windows SharePoint® Services to exchange critical business documents such as production schedules, equipment support plans, and detailed design drawings. Customers, suppliers, and partners can serve themselves easily and efficiently through Web-based self-service or an XML-based computer-to-computer interaction.


Microsoft Dynamics AX helps ensure that each person gets just the information they need in the form they require.

Fuel business productivity with a powerful set of familiar tools

Microsoft Dynamics AX looks like and works with the Microsoft Office system software you use every day, including Microsoft Office Outlook® 2003, Microsoft Office Word 2003, and Microsoft Office Excel® 2003. This means you can reduce the time it takes to learn your system, minimize training, and work more efficiently.

Get productive quickly

You and your people can get started right away using Microsoft Dynamics AX and quickly gain proficiency by working with familiar tools that integrate tightly with their business management solution. Microsoft Dynamics AX is easy to navigate, thanks to a familiar Microsoft Office-like interface that includes an Outlook-like navigation pane and Outlook-style controls. Users can access and process critical



business information quickly from within the tools they use every day, helping them to work more productively and reducing the risk of error. They can also access a Web site where online user assistance is updated continuously. Rather than finding static documentation, the user will be able to find the most up-to-date information. Microsoft Dynamics AX also includes thorough user documentation with end-to-end best practices and contextual guidance on important business tasks, so you and your people always have a training resource close at hand.

Personalize the user experience

With Microsoft Dynamics AX, you can further boost productivity by giving people the tools they need right at their fingertips. Microsoft Dynamics AX is designed to map tasks to key roles in your company, such as Purchasing Manager, Human Resources Coordinator, Production Planner, and Accounts Payable Coordinator. Employees can also customize the interface to match their unique preferences and work styles for even smoother performance. With Microsoft Dynamics AX, you can deliver an individual user experience so that each person can work smarter and more efficiently.

STREAMLINE



MAXIMIZE

Maximize your investment in Microsoft technology

In addition to working with your Microsoft Office system programs, Microsoft Dynamics AX is built to fit with your existing systems and integrate with your important back-end systems, including Microsoft SQL Server™ 2000 and 2005 and Microsoft BizTalk® Server 2006. This deep integration facilitates deployment of Microsoft Dynamics AX into your existing infrastructure and helps to maximize your investment in Microsoft products and technology. With Microsoft Dynamics AX, you can standardize the technology platform across your company for increased ease of use, minimal training and maintenance costs, and more productivity among IT staff.

Microsoft Dynamics AX uses sophisticated integration standards based upon BizTalk Server 2006 and Microsoft Visual Studio® .NET to exchange data across larger corporations or with parent companies or trading partners. Or you can use the enterprise portal functionality in Windows SharePoint Services¹ to connect to remote users and for document management and exchange.

Microsoft Dynamics AX can also exchange data smoothly across the Internet. Using a Web browser, you can work closely and cost-effectively with customers and suppliers—without the expense of formal Electronic Data Interchange (EDI) implementations. For example, you can use Microsoft Office system programs to connect to smaller trading partners by creating and exchanging XML-based documents for customer orders, invoices, and shipping manifests.

“We expect that consolidation on Microsoft software across the enterprise will deliver an estimated 25 to 30 percent reduction in IT operating costs.”

Eric Singleton, Chief Information Officer, Tommy Hilfiger USA, Inc., a retail sportswear company

¹ Requires Windows SharePoint Services 2.0 Service Pack 2 or later.

Keep pace with change

Your business never stands still. Microsoft Dynamics AX is designed to keep pace with your changing business requirements. Unlike other systems that require you to adapt your practices to match their wired-in processes, Microsoft Dynamics AX conforms to the way you work and scales to your specific business needs. And it can evolve with you as your business changes and grows.

Adapt easily for faster return on investment

The benefits of the Microsoft .NET Framework and Web Services technology make it easier than ever to get critical business information where it's needed, fast. With its flexible, layered architecture, Microsoft Dynamics AX can be customized using standard development tools to match your best practices and business process workflow and meet the exact requirements of your business—large or small. Not only does this architecture enable easy customization, it helps ensure a greater return on investment.

Connect to trading partners and other business systems

The flexibility of the Microsoft Dynamics AX infrastructure can improve your ability to exchange data with trading partners and provide a fast, flexible way to simplify data exchange, streamline business transactions, improve supplier and trading partner communications—and significantly increase operational efficiency. You can extend your platform to integrate with other specialized applications critical to your company's success, as well as share and roll up data in a hub-and-spoke configuration between parent companies and branch or subsidiary locations.

Using Web Services and the Application Integration Framework (AIF), your company can connect with other business processes —internally or externally—to send, receive, and respond to electronic transactions from other Microsoft Dynamics AX implementations or third-party applications. The AIF includes out-of-the-box support for a large set of commonly used documents, including purchase orders, sales orders, sales invoices, and advanced shipping notices (ASNs).

Position your company for the future

Microsoft Dynamics AX is part of a compelling set of developments and innovations that will provide your business with increasingly powerful tools and further extend the value of your IT investments. For example, integration with BizTalk Server 2006 will provide you with even more flexibility to connect to businesses of all sizes, from small companies that use simple integration standards to very large corporations with complex requirements. Built-in compatibility with SQL Server 2005 will expand your ability to access information you can use by providing more powerful query and analysis capabilities.

Microsoft Dynamics AX will continue to provide deep integration with other Microsoft products and technologies, including future support for the Microsoft Windows Vista™ operating system.



“It’s one of the most positive things about Microsoft Axapta [now known as Microsoft Dynamics AX]: the openness and flexibility of the system. We can change the functionality to follow our needs—which is great—because in our line of business, they change all the time.”

**Heine Fjord Nielsen, IT Manager,
TC Group, a Danish audio
equipment producer**



CAPITALIZE

Achieve business insight for decisive action

Microsoft Dynamics AX helps you respond rapidly to the changing demands of your business with access to real-time, integrated information from across your organization. With complete and timely insight into business operations, you can make decisions critical to business success with confidence and speed.

Access timely, critical data

Integrated applications in Microsoft Dynamics AX share data across business processes so that you can access the information you need, when you need it. For example, with fully integrated Radio Frequency Identification (RFID)² technology in Microsoft Dynamics AX, manufacturers and distributors can help increase visibility into their supply chain so they can fulfill the needs of their important trading partners. Then, by drilling down to detailed information from anywhere in the system, they can get access to real-time data on everything from production orders and inventory levels to customer status.

Gain robust reporting and analytical capabilities

Not only does Microsoft Dynamics AX provide easy access to the business information you want to see, it also provides powerful reporting and analytical capabilities so you can understand trends, monitor performance, and spot potential problems. You can analyze data the way you want to with flexible data views, graphical key performance indicators, and sort and filter capabilities. And you can create powerful, flexible reports by importing data into Excel or using the new report pack provided by Microsoft SQL Server 2005 Reporting Services.

“Waltons [a South African stationery and business equipment seller]...is going from a position where the business was struggling with its previous system and at risk, to a new system that gives it fantastic visibility throughout the business.”

David Rigby, Sales and Marketing Director, BS3, Microsoft Partner and provider of business solutions software

² Requires Windows SharePoint Services 2.0 Service Pack 2 or later. RFID requires RFID Services, which will be available by the end of 2006.

“Our [CDN] \$6 million company became a \$30 million company, and it’s a good thing we implemented Microsoft Axapta [now known as Microsoft Dynamics AX]. We could not—absolutely could not—have managed that growth with our old system.”

Mark Hermans, Director of Operations, TIR Systems, a Canadian-based global leader in specialty lighting systems

Capitalize on new global opportunities

In today’s global economy, the opportunity to expand into new markets and forge profitable new partnerships has never been better. But global expansion can also increase competition and customer demands. To take full advantage of new opportunities, you need to be prepared and ready to act quickly and decisively. Microsoft Dynamics AX can help you expand your business profitably while maintaining your high standards of productivity and service.

Conduct your business in the language and currency of choice

Microsoft Dynamics AX puts the power to run your business globally right in your hands. It features built-in language and currency support for 32 countries, including China, Japan, and Brazil—three of the most important market economies in the 21st century. You can deploy Web sites and provide information to customers, partners, and vendors in their preferred language with minimal overhead. Microsoft Dynamics AX

is also Unicode-compliant, so your data can be transported across multiple platforms, languages, and countries without corruption. Building business relations in emerging new markets just got a little easier.

Grow without limits

Managing global business relations includes many challenges. Companies with subsidiaries abroad often struggle with poor process controls in managing sales and purchases. This can result in a high risk of error as well as wasted resources. Microsoft Dynamics AX provides out-of-the-box, automated, intercompany and trading support, so you can control every aspect of sales and purchase trading. For example, you can establish specific limits on the ability to change a sale or purchase order. Other country-specific features of Microsoft Dynamics AX, including up-to-date tax and regulatory information, have been consolidated to reduce the complexity of deployment and customization.

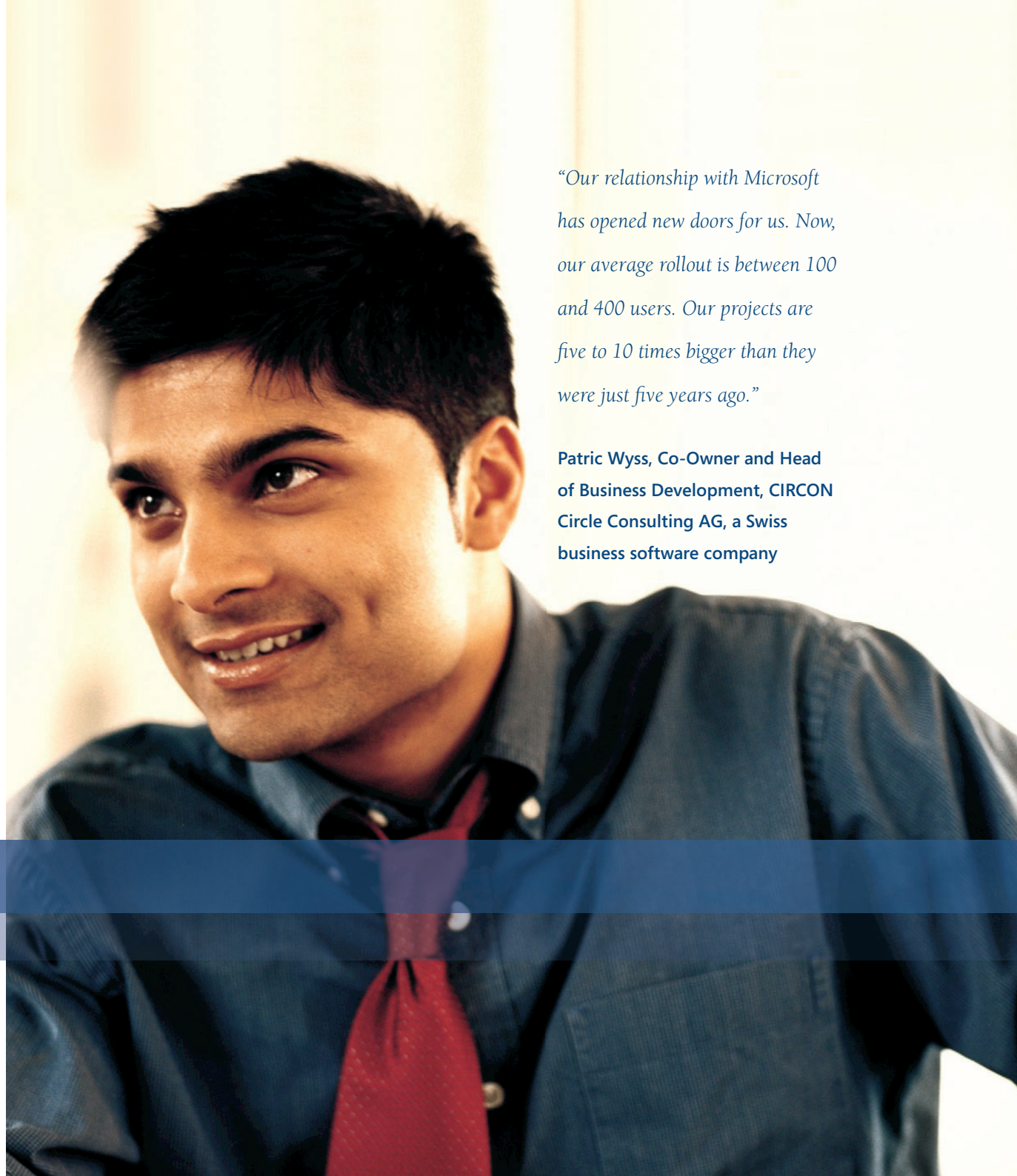
Fulfill compliance requirements with real-time data

Progress is about knowing where you're headed; but it is also about knowing where you have been. That's especially true in this age of regulatory compliance.

Most industries today are subject to a host of special controls, rules, and regulations. To meet the demands of this ever-changing set of regulations and accounting standards, you need reliable, accessible, and auditable data. The centralized data and robust information tracking in Microsoft Dynamics AX can help you meet the unique reporting requirements of all of your projects and business relations. Microsoft Dynamics AX includes tax and regulatory requirements for a variety of locales, and you can easily put the same detailed information required for compliance into decision-driving intelligence to use elsewhere in your business. Don't let conformance to regulations such as Sarbanes-Oxley and the International Accounting Standard (IAS) and International Financial Reporting Standards (IFRS) regulations keep you awake at night. You can depend on Microsoft Dynamics AX to capture and maintain the relevant financial data you need.

"Our relationship with Microsoft has opened new doors for us. Now, our average rollout is between 100 and 400 users. Our projects are five to 10 times bigger than they were just five years ago."

Patric Wyss, Co-Owner and Head of Business Development, CIRCON Circle Consulting AG, a Swiss business software company



Automate the business-critical processes you want

Customize your Microsoft Dynamics AX solution by selecting the functionality you need to closely match your processes and fit the requirements of your organization. As your company grows and new opportunities arise, you can expand your solution by adding new functionality.

Key features and functionality

FINANCIAL MANAGEMENT

- Dimensional financial management
- Intercompany accounting and consolidation
- Complete audit trail
- Fixed assets
- Cost accounting

CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

- Sales force and marketing automation
- Telemarketing and questionnaires
- Sales management
- Capable-to-Promise (CTP) and Available-to-Promise (ATP)
- Customer self-service Web sites
- Computer telephone integration
- Document management
- Outlook synchronization

HUMAN RESOURCE MANAGEMENT

- Organizational charts and employee registration
- Skills mapping and recruitment
- Employee self-service Web sites
- Business process management

BUSINESS ANALYSIS

- Designer for multidimensional data cubes
- Integration with Microsoft Analysis Services and SQL Server Reporting Services
- Analysis views through embedded PivotTable® views
- Balanced scorecard with key performance indicators (KPIs)

GLOBAL SUPPORT

- Supports local tax, regulatory, and market requirements
- Multisite
- Multilanguage
- Multicurrency

TECHNOLOGY

- One integrated and Web-enabled business logic
- Three-tier, scalable system architecture
- Adaptable, layered architecture with a powerful set of integrated customization tools
- Deep Microsoft integration
- Flexible alert framework

MANUFACTURING

- Integrated supply and demand planning
- Finite and infinite capacity and materials planning
- Job scheduling and sequencing
- Resource management
- Shop floor management
- Work order management with job costing
- Product configuration
- Graphical bill of materials (BOM) designer with version control

DISTRIBUTION

- Multisite warehouse management
- Dimensional inventory management
- Order handling with trade agreements
- Order promising
- Item and lot number reservation and tracking

SUPPLY CHAIN MANAGEMENT

- Demand forecasting
- Intercompany trade
- Inventory management
- Distribution planning
- Channel allocation management
- Procurement management
- Partner self-service Web sites
- Performance monitoring
- B2B trading partner integration

SERVICE MANAGEMENT

- Service orders and service contracts
- Scheduling service orders to technicians
- Service calls
- Spare part replacement history
- Service subscription

PROJECT MANAGEMENT

- Project types and hierarchies
- Project finance and invoicing
- Consultant self-service Web sites

System Requirements

At least one of the following requirements within each area must be met:

CLIENT OPERATING SYSTEM	Windows 2000, Windows XP, and Windows 2003 or later
SERVER PLATFORM	Windows Server 2003 Standard and Windows Server 2003 Enterprise
WEB SERVER	Internet Information Services 6.0 or later
DATABASE	Microsoft SQL Server 2005, Microsoft SQL Server 2000 SP4, and Oracle 10g R2
BROWSER	Microsoft Internet Explorer 6.0 or later
MICROSOFT OFFICE	Microsoft Office 2003 or later



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