

OPPORTUNITY



Business Ready Licensing for Microsoft Dynamics NAV Existing Customers

Microsoft® recently announced the policy for existing customers looking to transition to Business Ready Licensing. This new policy offers customers the opportunity to significantly extend the capabilities of their solution at a potentially reduced cost. Customers may find value in transitioning to Business Ready Licensing for one of two reasons:

1. Extend your solution. Microsoft Dynamics™ offers a wide array of financials, distribution, manufacturing, field service, project accounting, business intelligence, and collaboration functionality. Business Ready Licensing delivers more of these capabilities to you so that you can automate new areas of your business to help increase efficiency and drive down costs.

2. Expanding your Dynamics footprint. Customers who are currently constrained by the 10 user limit on the Standard Edition may find a transition to the unlimited user counts of BRL to be an excellent increase in flexibility and scale for a limited cost. Not all customers will find a transition advantageous. Your partner can help you to assess your needs and make a decision about whether Business Ready Licensing is right for you.

Business Ready Licensing is available in 3 Editions based on the level of functionality provided:

The **BUSINESS ESSENTIALS EDITION** is for customers who need core financial management and trade functionality, including:

- Basic Financial Management (for example, General Ledger, A/R, A/P, Fixed Assets)
- Basic Supply Chain Management (e.g. sales order processing, purchase order processing, inventory)
- Basic Business Intelligence and Reporting
- Basic Configuration and Design Tools

The **ADVANCED MANAGEMENT EDITION** is the preferred solution for growing, mid-market, or high functional needs customers who are looking for an adaptive solution with a broad set of functionality including:

- All functionality included in the Business Essentials Edition
- Business Intelligence and Reporting
- Manufacturing
- Advanced Supply Chain management (e.g. Bill of Materials, requisition management)
- Advanced Financial Management (e.g. collection, cash management)
- Project Management
- Sales and Marketing

ADVANCED MANAGEMENT ENTERPRISE extends the Advanced Management Edition with additional components that provide customers with complex needs access to a rich set of advanced functionality. This functionality includes:

- Advanced Manufacturing (shop management, capacity planning, job costing)
- Advanced Project Management
- Customer Relationship Management (Field Service)
- Advanced Configuration and Development Tools (including source code access)

ADDITIONAL COMPONENTS are also available a la carte for all editions to serve your unique business needs.

See reverse for a list of components included in each edition. Functionality may vary by region.

BUSINESS ESSENTIALS

The Business Essentials Edition includes **ALL** of the following components:

Basic General Ledger	Sales Line Pricing	Item Cross References
Per Database License	Allocations	Sales Tax
Item Tracking	Microsoft SQL Server Desktop Engine	Budgets
Basic Payables	Item Charges	Accounts Schedules
Purchase Invoicing	Bin	Consolidation
Purchase Order Management	FRx Currency Translation	FRx Desktop
Analysis Reports	Multiple Currencies	Basic XBRL
Purchase Invoice Discounts	Item Budgets	Intrastat
Change Log	Requisition Management	Basic Resources
Extended Text	Basic Fixed Assets	Alternative Order Addresses
Contact Management	Basic Dimensions	Bank Account Management
Purchase Line Discounting	Task Management	Reason Codes
Bank Reconciliation	Purchase Line Pricing	Outlook Client Integration
Advanced Dimensions	Check Writing	Drop Shipments
Basic Human Resources	Report & Dataport Designer	Basic Receivables
Salespeople/Purchasers	Multiple Document Languages	Sales Invoicing
Basic Inventory	Form Designer	Sales Order Management
Codeunits	Sales Invoice Discounts	Stockkeeping Units
Unlimited Companies	Alternative Ship-To's	Alternative Vendors
Shipping Agents	Bills of Materials	User IDs & Passwords
Sales Line Discounting	Location Transfers Permissions	Application Server
Windows NT (Intel)	C/ODBC	C/OCX
C/FRONT	Microsoft SQL Server Option	Subsidiary
Multiple Locations	Job Queue	Permissions
Application Server (1 instance)		

ADVANCED MANAGEMENT

The Advanced Management Edition includes **ALL** of the Business Essentials Components **PLUS** the following components:

Inter-company Postings	Basic Jobs
Fixed Assets—Allocations	Phases/Tasks/Steps
Reclassification	Contact Classification
Order Promising	Campaign Management
Sales Return Order Management	Opportunity Management
Calendars	Interaction/Document Mgmt
Campaign Pricing	Mail Logging for MS Exchange
Purchase Return Order Mgmt	Contact Search
Item Substitutions	XML Port Designer
Nonstock Items	Cycle Counting
Standard Cost Worksheet	Client Monitor
Production Orders	Production Bill of Materials
Basic Capacity Planning	Production Schedule
Capacity Management	Multiple Costs
Budgets/Estimates	Microsoft Forecaster Professional
FRx Webport	FRx Report Server
FRx Report Manager	

ADVANCED MANAGEMENT ENTERPRISE

Advanced Management Enterprise components are compatible with the Advanced Management Edition. These a la carte components must be purchased individually.

Responsibility Centers	Service Order Management
Insurance	Service Price Management
Maintenance	Service Item Management
Business Analytics Base Function	Service Contract Mgmt
Business Analytics Advanced	Planning and Dispatching
Job Scheduling	BRL Service Mgmt Package
Demand Planner Collaborative	Employee Portal
Put Away	Warehouse Receipt
Application Builder	Pick
Solution Developer	Warehouse Shipment
Machine Centers	Warehouse Management Systems
Finite Loading	Internal Picks and Put Aways
Demand Forecasting	Automated Data Capture System
Application Server	Bin Set-Up
Business Notification	Version Management
Commerce Gateway	Agile Manufacturing
Demand Planner Power Base	Basic Supply Planning
Developer's Toolkit—Compare & Merge	Developer's Toolkit—Source Analyzer

A LA CARTE COMPONENTS

A La Carte Components are compatible with the Business Essentials or Advanced Management Editions. These additional components must be purchased individually.

Table Designer	Dataports	FRx Drill Down Viewer	Tables	FRx Report Launcher	Forms
XML Ports	Multiple Languages	Reports	Electronic Payments (ACH)	Kitting	

Disclaimers:

- Refer to the pricelists for the official list of components by edition.
- Components availability may vary by country.
- Illustrations represent packaging in a user model.



Limited Time Business Ready Licensing Sales Offer Available for Existing Microsoft Dynamics NAV Customers

License Model Transition Sales Offer

From July 16, 2007 through December 21, 2007, Microsoft is offering special promotional pricing for customers looking to perform a License Model Transition from Module Based Licensing to Business Ready Licensing.

When transitioning, customers may subtract \$750 US (\$1,012.50 CAD) off of the License Model Transition Fee for every Business Ready Licensing User purchased at the time of transition—customers must purchase three or more new Business Ready Licensing Users to qualify.

All standard License Model Transition policies apply. Please consult your local partner for full details.

Terms & Conditions

- BRL users must be purchased at time of transition Module Based Licensing to Business Ready Licensing
- Offer only available in the U.S and Canada
- Discount does not apply to enhancement fees—standard annual enhancement fee policies apply
- Offer available only through participating resellers—reseller prices may vary
- Offer only available to existing Microsoft Dynamics NAV customers who are licensed under Module Based Licensing
- Cannot be combined with any other offer
- Offer available from July 16, 2007–December 21, 2007