

■ The Fast Track to Better Business



Specialist Solutions for the Supply Chain

NAVISION[®]
SolutionCentre

ISB

Effective Navision Solutions Tailored for the Distribution Sector

ISB is a leading UK provider of integrated financial and business management solutions to SMEs, especially in the import and wholesale distribution sectors. Solutions are based on the award winning Navision product from Microsoft Business Solutions, but with the addition of sector-specific and customer-driven features to enhance performance and usability.

Solutions from ISB give clients a competitive advantage through optimised business processes and increased productivity.



■ Key Areas of Functionality

General Ledger

Sales & Receivables

Purchases & Payables

Payroll

Fixed Assets

Inventory

Advanced Distribution

Barcode Integration

Resource Management

Contact Management

Job Costing

Human Resources

CRM - Sales and Marketing

CRM - Service and Support

Sales Management

Manufacturing

Reporting & Analysis

Web Trading

Powerful, Efficient, Future-proof Systems

Navision is a highly functional, fully integrated solution that incorporates the latest technology, providing the option of customisation to your specific organisational requirements. Navision is designed to be rapidly tailored to suit your business needs, giving a 100% fit. Additionally, as the business evolves over time, the system can be quickly and easily moulded to match these changing requirements.

ISB is an accredited Navision Solution Centre, implementing and supporting the software in the UK. It is considered one of the leading experts in distribution, with extensive skills and experience in adding sector-specific functionality, for example, for footwear and apparel, for food and drugs and for importing/exporting. This tailoring is of critical importance for the efficient implementation and rapid acceptance of a new solution. It allows staff at all levels to streamline existing business processes.

ISB views a responsive, professional working relationship with its clients as essential to the long term success of a solution.

ISB staff exhibit the combination of direct sector experience and technological fluency that will give you the confidence in their ability to provide the best outcome for your business, both now and in the future.

Cavden was looking for a new solution from a short-list of two companies.

"We thought there was a better cultural fit between the Navision reseller ISB in Warrington and ourselves. We also thought Navision was more flexible and its Microsoft interface design makes it very user friendly. We already use Microsoft Office, so we'll soon get up to speed with Navision, enabling us to quickly improve productivity."



Peter Hindley - Head of Logistics at Cavden Group, a designer and importer of leisure clothing.

Making Technology Work the Way You Want It To

The introduction of technology into a business is seen as an effective way of improving its overall performance and profitability, but if the technology is implemented unsympathetically it can act as an obstacle to these objectives. When you choose ISB, you are assured that we will make the technology work for you.

Over the years ISB has developed and refined a methodology for delivering successful solutions for clients. We have the ability to reach into your business and identify the influences and opportunities that are the key to your future success. We analyse your needs and business processes to develop a solution that fully exploits your knowledge base and matches your way of doing business.

The consequence of this is a clear and well documented path to full implementation, resulting in the project being delivered on time, in scope and within budget.

"We specifically wanted a SQL Server based system and Navision was able to deliver this to meet our implementation deadline," says Ian Wilson, IT Manager at Newitts. "We were also impressed with ISB from the start and knew that we could work together."

Wilson also points out that, with the use of Web Shop, customers' orders will be processed far quicker and more efficiently. Orders placed via the web will be processed automatically right up to the production of picking lists.



Ian Wilson - IT Manager at Newitt.com,
the UK's largest mail order sports equipment supplier.

Single Point of Contact- Single Point of Responsibility

Within the company, ISB has a full complement of skills and experience to fully integrate all aspects of a project – software, hardware and infrastructure. A "one-stop" solution is important to ensure that every new component not only performs in isolation, but also as part of an integrated whole, and that new and legacy components interface seamlessly.

This breadth of capability also ensures that you benefit from the latest technological advances, where they are appropriate for your business. This might involve, for example, the integration of barcode and radio technology to warehouse stock management or the application of the

Internet and telecommunications to multi-site working or to improve your interaction with customers and suppliers.

You also have the reassurance that whenever support is needed you have just one supplier taking responsibility for the entire system.



■ Precise Focus and Cost Effectiveness

The introduction of a new ISB business management system can significantly benefit small and medium sized organisations across all operational departments, allowing them to realise the full potential of their businesses in an efficient and economical manner.

Navision provides a fully integrated solution for financial management, administration, manufacturing, distribution and all customer-facing activities. You simply select those components which your business requires and ISB ensures that these work together to give you a cost-effective solution tailored precisely to your needs.

■ Information is Power

The use of an integrated business solution ensures that all parts of your organisation are working from a consistent, up-to-date view of the company's operations.

Whatever their positions in the company, staff have access to the information they need to do their jobs quickly and efficiently, with management able to identify potential sources of difficulty before they become a problem.

ISB, Navision and Microsoft Business Solutions.....

ISB has selected Navision products from Microsoft Business Solutions not only for their excellent functionality, but also because they offer you something extra that money alone can't buypeace of mind.

More than 260,000 companies worldwide are already relying on proven, integrated financial and business management solutions from Microsoft Business Solutions to help them realise their full potential.

.....reassurance in an increasingly challenging business environment.

Keeping Your System Working and Growing

ISB will continuously evaluate opportunities for optimising your system as your business grows and widens its horizons.

Whether it is adding new functionality, rolling out the system to other locations, advising on the

impact of new technologies, troubleshooting or training new staff, ISB has the ability to provide all the support you need.



■ Examples Of Functionality By Operational Area

Sales Order Processing Includes:

- Alpha and free text search for customers, products and suppliers
- Alternative/Substitute products
- Promotional products and prices
- Flexible pricing and discounting
- Special prices by customer and customer type
- Non-stock specials/Directs and back-to-back ordering
- Enquiries during order entry - branch stock, customer order history, telesales diaries, template orders
- Integrated credit control management
- Full trade counter capabilities

Purchase Order Processing Includes:

- Usage history per product and by location
- Dynamic suggested order reporting and automatic purchase orders generation
- GRN matched to purchase order
- Unlimited suppliers per product with a preferred supplier
- Supplier performance analysis

Stock Control Features Support:

- Multi-branch control
- Physical stock, free stock, quarantine and reserved stock, stock on sales orders, back orders, forward orders and purchase orders
- Detailed history of usage, receipts, adjustments, purchases and inter branch transfers
- Min/max stocking and reorder levels, weights, dimensions, packaging
- ABC inventory classification, bin location, auto put away
- Intelligent pick methods and routing
- Comprehensive returns management
- Alternative search keys and product codes
- Barcode integration for stock receipt, put away, picking, despatch and stock take
- Integrated carrier links

■ Examples of Additional Sector-Specific Functionality

Landed Costs and Importing Features Support:

- Comprehensive buying data
- Usage history by total and periodic volume to assist re-ordering
- Multi-currency facilities with flexible exchange rates to build up true FIFO costs
- Monitoring of the progress of purchase orders by tracking data from shipping with dynamic links to Workflow alerts
- Pack label printing in advance of receipt
- Consignment tracking

Footwear & Apparel

- Colour, Size, Style and Width matrix
- Critical Path Analysis for garment development control, merchandising, stock lead times and forward planning
- Multiple units of measure
- Repackaging, workflow and reprocessing features including multipack, kimble and label attachments
- Seasonal demand management
- Variable VAT rates (child/adult)

Food & Drug

- Full batch traceability, pre and post sales with serial numbering and lot tracking
- Multi-pack, multi-size finished goods
- FDA compliance and process audit trail
- Shelf life, lot expiry control and stock turn management



ISB was founded in 1994 to assist companies by designing and implementing business management and supply chain solutions. We provide business process analysis, system design, implementation and training. We also provide technical and networking consultancy and support services.

Our experience, allied to our partnership with Microsoft Business Solutions, enables us to offer your company unparalleled functionality backed by the strength and resources of the Microsoft organisation.

For more information contact the ISB sales team direct on 01925 247820.



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