



**DELIVERING THE RIGHT SAP SOLUTIONS
TO BEST HELP YOU GROW YOUR BUSINESS
ON PREMISE—ON DEMAND—ON DEVICE**

SAP Business
One

SAP Business
ByDesign™

SAP Business
All-in-One

2011 SOLUTION OVERVIEW BROCHURE

ATLANTA—BOSTON—CHARLOTTE—CHICAGO—CLEVELAND—DALLAS—DENVER—HOUSTON
LOS ANGELES—MINNEAPOLIS—NEW YORK—PHILADELPHIA—PHOENIX—SALT LAKE CITY
SAN JOSE—SEATTLE—ST. LOUIS—TAMPA

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RUN BETTER WITH SAP 

WHY NAVIGATOR?



Navigator is your trusted technology partner, exclusively providing you with SAP software solutions that enable profitable, scalable growth through real-time control over operations and aligning all of your departments into one integrated system. We understand your goal is to increase revenue & profits—and we help you achieve your goals quicker using the best business practices and the best technology.

We have more than 15 years of industry experience in successfully implementing business systems for companies ranging from entrepreneurial start-ups to multi-national companies. While your software requirements are unique to you, we have almost certainly seen them before, and have helped develop solutions to your problems.

Navigator, a SAP Gold Partner, is dedicated to providing small-midsize businesses with SAP solutions ideal for the following industries:

- Manufacturing
- Distribution
- Professional Services
- Commercial Services
- Retail

Leveraging their deep industry knowledge, Navigator is the leading developer of extensions to SAP Business One. Horizontal extensions include

credit card and shipping integration, while vertical extensions enable us to address the needs of specific vertical industries.

Navigator is one of the only North American SAP Partners able to deliver **all** of SAP's small-midsize software solutions, namely **SAP Business One, SAP Business ByDesign, and SAP Business All-in-One.**

Navigator is headquartered in Salt Lake City, Utah and has 18 sales and service locations throughout the United States. Navigator has been named SAP's **Partner of the Year** in 2009, 2008, and 2006, and has received SAP's **Pinnacle Award** in 2010 and 2007.

Navigator has helped more than 500 customers improve their efficiency and internal processes by implementing SAP business software—and we do it on-time, on-budget more than 98% of the time.

SAP PINNACLE AWARD
2010

**SAP GLOBAL
SOLUTION PARTNER**
2009

**SAP PARTNER
OF THE YEAR**
2009

**SAP PARTNER
OF THE YEAR**
2008

SAP PINNACLE AWARD
2007

**SAP PARTNER
OF THE YEAR**
2006



“Navigator possesses a proven track record of completing projects On-time and On-Budget 98% of the time.”

WHY SAP?



For many small and midsize enterprises (SMEs) like yours, achieving profitable and sustainable growth is both an aspiration and a challenge. And sometimes, painful compromises result—from changing the way you do business to fit how the software works, to picking a solution far beyond your means to buy and maintain.

SAP's small business solutions, built from the ground up on **world-class best business practices**, allow your company to quickly adopt a wide range of strategies for building and maintaining business momentum and outperforming your competition. Modern technologies such as SAP software have become increasingly crucial in helping SMEs gain higher operational efficiency and transparency while setting a solid foundation for future growth. SAP offers a **complete portfolio** of solutions designed specifically for **small-midsize businesses** like yours. By leveraging SAP solutions that best fit your needs, you can achieve profitable growth in a highly dynamic market. Further, SAP:

“Currently, SAP’s small-midsize enterprise (SME) software serves more than 80,000 companies around the world. Further, SME customers represent more than 80% of SAP’s total customer base. “

- **Fits the Way You Do Business**—You can choose from countless industry-specific solutions—from wholesale distribution to manufacturing to professional services—that support your end-to-end processes and unique requirements
- **Fits Your Budget and Time**—SAP solutions are available with affordable licensing options, from subscription to financing, and with rapid implementation tools to help you get started in just weeks
- **Fits Your Level of IT Expertise**—SAP offers a wide range of deployment options, from customizable “on premises” to configurable “on demand,” to mobile “on device,” enabling you to make the best use of the software
- **Fits The Way Your Employees Work**—SAP solutions are intuitive and user friendly, offering a role-based navigator and task-based workflows so employees can work efficiently with minimal training.

Small-midsize businesses who can best align their software and IT investments with business goals and requirements are best positioned to achieve sustainable and profitable growth. By working with SAP and their experienced local partners like Navigator, you get the support your company needs with a solution specifically designed for your business requirements. SAP's fully integrated, adaptable business management and business intelligence solutions can help you optimize you business by enabling collaboration, coordination, productivity, and efficiency.

Built from the ground up, on nearly 40 years of experience, SAP small-midsize business solutions are **designed** for companies ranging from **a few million to a few hundred million in annual revenue**, and their solutions are both modular and scalable, so you can build and expand at a pace that is **ideal for your business**.



SAP BUSINESS ONE

Summary	A single, integrated application to manage your entire business
Best Fit For	Any company up to 100 employees, that may have outgrown accounting-only software that need to replace multiple, non-integrated applications
Availability	Available in more than 40 countries and 20 languages
Configuration and Customization	Customizable for specific industry and business needs using the published software development kit
Implementation Time	2-8 Weeks
Business Intelligence Capabilities	Embedded analytics, ad hoc queries, and standard reports; Integrated with Crystal Reports™ software; user-defined reporting, data visualization and ad hoc reporting, query & analysis

Functionality	Finance & Accounting	Financial accounting Mgmt. accounting Workforce mgmt. Financial Sup. Chain Management Financial Compliance	Field & Prof. Services	Service quotation & order mgmt. Service contract mgmt. Complaints & returns Installed-based mgmt. Warranty mgmt.
	HR Management	Workforce mgmt. Expense mgmt.	Analytics & Reporting	Financial analytics & reports Operations analytics & reports, predefined core & extended operations Workforce analytics & reports
	Project Mgmt.	Project resource mgmt. Sales processing Project accounting Project billing	Business Intelligence	Reporting, user defined Dashboard creation Data visualization Ad Hoc reporting, query & analysis
	Product Dev. & Manufacturing	Product development Product data & doc. Mgmt. Manufacturing (Advanced) QA (Basic & Advanced)	Web Channel	Web-enabled sales Web-enables service & support
	Purchasing & Sup. Chain Mgmt.	Procurement Inventory mgmt. Warehouse mgmt. Radio frequency/bar-coding support Transportation mgmt.	Customer Interaction	Customer service & support Knowledge mgmt.
	Marketing & Sales	Market development List mgmt. & segmentation Campaign mgmt. Lead mgmt. Pipeline performance Account/contact management Opportunity mgmt. Sales quotation & order mgmt. Contract processing		



SAP BUSINESS BYDESIGN

Summary	The best of SAP, delivered on-demand as a software-as-a-service
Best Fit For	Need to replace point solutions, manual processes, and spreadsheets; 10-1000 emp.
Availability	Available in the US, Germany, France, UK, India, & China
Configuration and Customization	Software can be configured in a business language that users understand
Implementation Time & Cost	4-8 Weeks, starting at just \$149/user/month
Business Intelligence Capabilities	Embedded analytics, ad hoc queries, and standard reports integrated w/ Crystal Reports™; user-defined reporting, data visualization and ad hoc reporting, query & analysis

Functionality	Finance & Accounting	Financial accounting Mgmt. accounting Workforce mgmt. Financial Sup. Chain Management Cash & Liquidity mgmt. Financial Compliance	Field & Prof. Services	Service quotation & order mgmt. Complaints & returns Installed-based mgmt. Warranty mgmt. Resource Management
	HR Management	Workforce mgmt. Expense mgmt.	Analytics & Reporting	Financial analytics & reports Operations analytics & reports, predefined core & extended operations Workforce analytics & reports
	Project Mgmt.	Project resource mgmt. Sales processing Project accounting Project billing	Business Intelligence	Reporting, user defined Dashboard creation Data visualization Ad Hoc reporting, query & analysis
	Product Dev. & Manufacturing	Product development Product data & doc. Mgmt. Manufacturing (Advanced) QA (Basic & Advanced)	Web Channel	Web-enabled sales Web-enabled service & support
	Purchasing & Sup. Chain Mgmt.	Procurement (Basic & Adv) Inventory mgmt. Warehouse mgmt. Radio frequency/bar-coding support	Customer Interaction	Customer service & support Knowledge mgmt.
	Marketing & Sales	Market development List mgmt. & segmentation Campaign mgmt. Lead mgmt. Pipeline performance Account/contact management Opportunity mgmt. Sales quotation & order mgmt. Contract processing		

SAP Business ByDesign



SAP BUSINESS ALL-IN-ONE

Summary	Comprehensive, integrated industry solution to power your business end-to-end
Best Fit For	Have outgrown current point solutions, legacy systems, or ERP systems; up to 2,500 employees
Availability	Available in 50 countries
Configuration and Customization	Easily configured to meet the business requirements of midsize company in any Industry
Implementation Time & Cost	8-16 weeks (Fast Start Program can reduce time to 4-6 weeks)
Business Intelligence Capabilities	Embedded best-practice reporting; based on best practice packages; integrated with SAP BusinessObjects Edge BI software; user-defined reporting, data visualization and ad hoc reporting, query & analysis

Functionality	Finance & Accounting	Financial accounting Mgmt. accounting Workforce mgmt. Financial Sup. Chain Management (Basic & Complex) Cash & Liquidity mgmt. Financial Compliance (Basic & Advanced)	Field & Prof. Services	Service quotation & order mgmt. Complaints & returns Installed-based mgmt. Warranty mgmt. Resource mgmt. & planning Service contact mgmt. Resource planning
	HR Management	Workforce mgmt. Expense mgmt. Healthcare mgmt. Travel mgmt. Talent mgmt.	Analytics & Reporting	Financial analytics & reports Operations analytics & reports, predefined core & extended operations Workforce analytics & reports
	Project Mgmt.	Project resource mgmt. Sales processing Project accounting Project billing	Business Intelligence	Reporting, user defined Dashboard creation Data visualization Ad Hoc reporting, query & analysis
	Product Dev. & Manufacturing	Product development Product data & doc. Mgmt. Manufacturing (Advanced) QA (Basic & Adv.) Enterprise asset mgmt.	Web Channel	Web-enabled sales Web-enabled service & support
	Purchasing & Sup. Chain Mgmt.	Procurement (Basic & Adv) Inventory mgmt. Warehouse mgmt. Radio frequency/bar-coding support Inbound/outbound logistics (basic & advanced) Transportation mgmt.	Customer Interaction	Customer service & support Knowledge mgmt.
	Marketing & Sales	Market development List mgmt. & segmentation (Basic & Adv.) Campaign mgmt. Lead mgmt. Pipeline performance Account/contact mgmt. Opportunity mgmt. Sales quotation & order mgmt. Contract processing Territory mgmt.		



SPECIFIC INDUSTRY SUPPORT

	SAP Business One	SAP Business ByDesign	SAP Business All-in-One
Automotive	•	•	•
Aerospace & Defense			•
Banking			•
Chemicals	•	•	•
Consumer Products	•	•	•
Defense & Security			•
Engineering, Construction & Opera- tions	•	•	•
Healthcare	•	•	•
Higher Ed & Research	•	•	•
High Tech	•	•	•
Industrial Machinery & Components	•	•	•
Insurance			•
Life Sciences	•	•	•
Manufacturing, Cross- Segment	•	•	•
Media	•	•	•
Mill Products	•	•	•
Mining	•	•	•
Oil & Gas	•	•	•
Professional Services	•	•	•
Public Sector			•
Retail	•	•	•
Telecommunications	•	•	•
Transportation & Logistics	•	•	•
Utilities	•	•	•
Wholesale Distribution	•	•	•

CUSTOMER REFERENCES

During your evaluation of software, Navigator wants you to rest assured and confident that you are making the right decision choosing SAP and Navigator, and we want our customers to tell you why. Below you will see a series of profiles, quotes, and references from companies just like yours. Let them tell you why they love SAP & Navigator

Alison's Pantry

"For Alison's Pantry, delivering quality food at a great price to rural communities across the Intermountain West isn't just a business—it's a passion. The company is equally passionate about improving the efficiency of its business operations while improving service to a growing network of customer. That's why it is adopting SAP Business One. As a business owner, I could not ask for a better solution than SAP Business One" "Our general ledger closings would take us between nine and ten hours to complete. Now, thanks to support for automatic closeouts in SAP Business One, I can do it by myself in just 30 minutes."

Shade Clothing

"Knowing up-to-the minute, what is on hand, on order, or on delivery, with SAP Business One makes a tremendous difference on our profitability by better being able to forecast for upcoming demand."

Yusef Manufacturing Laboratories

"We found SAP Business One to be a simple yet powerful system for our staff to work with. This is critical since our employees need to stay focused on managing customer relationships and producing quality products, not struggling with technology."

Blendtec

"We were fortunate to have selected a business software system like SAP Business One, which allows our IT group to quickly and naturally, transfer all of our existing data and processes for our users to access with almost no downtime."

YakPak

"SAP Business One was able to integrate every single part of business under one roof, so that sales, distribution, manufacturing, and customer service were able to work in tandem."

TAM Ceramics

"SAP Business ByDesign is the perfect complement to our company. The remote access system that is hosted and managed by SAP was the resource we needed to answer our small-company business needs and is capable of supporting our business dynamics as we grow"

Skullcandy

"The SAP Business ByDesign hosted model is ideal for our small size, mobile workforce, and the requirement to scale. Additionally, the modest investment in IT infrastructure allows us to more effectively deploy capital to support our rapid business growth."

Red Door Spas

"SAP will help us become a more nimble company to maintain and increase our industry leadership position... SAP further will essentially allow us to double in size without doubling our resources"

Ocular LCD

"We found SAP Business All-in-One to be the ideal solution for our growing business. Beginning with the ability to handle multi-currency, and international, multi-facility operations, there truly wasn't a better solution out there. The ability to get up and running so quickly with SAP's Fast Start program was the deciding factor."

For more references, please refer to your sales consultant. We'll gladly provide more.



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