

Financials Plus

for Microsoft Dynamics NAV

Summary

Financials Plus is an enhanced version of the base Microsoft Dynamics NAV product. Building on our success in pioneering industry-leading vertical products, we will deliver a functionally-rich, horizontal solution set for all NAV partners. Financials Plus begins the evolution of much-needed functionality to help you compete more effectively while minimizing your cost of sales. This functionality is based on years of experience with NAV and competing ERP products, as well as feedback from various partner advisory groups.

Pricing

Centerline will build and deliver the most requested feature enhancements for North America in a single, integrated database and will commit to sell the entire feature set at the lowest add-on cost possible. Pricing will depend on overall partner demand for Financials Plus. Our ideal goal is to get enough partners to sign up for an annual subscription and then let our partners keep all the revenue normally provided to an ISV under Microsoft's add-on program.

Release Plan

Our plan is to deliver features in two major initial releases, followed by annual enhancement releases thereafter. The first "core feature" release is planned for December 2008 and the second "enhancement" release is planned for March 2009.

Core Feature Release

This release builds a more powerful base database to compete with many ERP products in North America which have stronger general ledgers. It also reduces the rote development and upgrade efforts incurred by partners and their customers by providing:

- 1) More Global Dimensions – extends the two global dimensions in the base product to a total of eight.
- 2) Dimension Balancing – general ledger posting will auto-balance for any combination of global dimensions selected. Opens new opportunities to sell to corporations with many companies, divisions, stores or locations which require independent balance sheets.
- 3) Dimension Security and Lookups – limit user access to ledger information based on global dimensions while also conditioning lookups to only show permitted values.
- 4) NAV Live Search – tired of looking for functions in the menu folders? Now enter the function you need and see all the menu locations for the function.
- 5) Mandatory and Default Fields – ensure that new master records are created with critical fields such as posting groups. Track records which have incomplete data which will cause problems later on.
- 6) Usability Improvements – fix the little annoyances such as having to always expand the column header on every form or not having debit and credit columns show on journal forms.
- 7) Integrated 3rd-party Add-ons – built-in objects for popular 3rd-party add-ons such as Matriks (separate licensing and cost from 3rd-party required). This reduces the burden on partners to have to incorporate 3rd-party objects in new implementations and during upgrades.

1st Enhancement Release

The first enhancement release is designed to offer features which partners can use to run their own business more effectively, plus open up new markets for technology and service companies, by providing:

- 1) Improved Document Approvals – enhance the base approval system to provide line-level approvals and add new approval conditions to test budgets and spending thresholds.
- 2) Improved Business Notifications – automatic alerts for users to warn about overdue transactions, calendared activities and other follow-up items.
- 3) Revenue Recognition – automatically post deferred revenue and expenses and calculate recognition accurately.
- 4) End User License Registration – track the products sold to end users through other partners. Allows ISVs and similar companies to process maintenance renewals, etc.
- 5) Incentive Management - provides comprehensive tracking, management and processing for sales (e.g. commissions) and purchase incentives (e.g. rebates and coop).
- 6) Jobs Improvements – use jobs to track service time and expense billings with integration to payables and receivables. Capture deposits and automatically handle the reduction of liability as services are delivered.

Delivering the Base Features of Your Dreams

QUICK FACTS

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Challenges

- Expensive solution after buying multiple add-ons
 - Increased implementation costs because of development time
 - Customer resistance to upgrades because of development time and cost
 - Competing ERP products have more “base” features
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Business Benefits

- Sell more software
 - Reduce rote development burden
 - Increase margins and profitability
 - Make customers happier
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For More Information

To learn more about how Financials Plus can provide greater value to your customers, visit us on the Web at www.centerlinesft.com.



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