



## **PEAK VISION ICT SOLUTIONS LTD.**

### **PROFILE SUMMARY**

Peak Vision ICT Solutions Ltd provides companies with full-scope Microsoft Dynamics NAV software and services, including design, implementation, training, programming, integration, and technical support. We have specialized experience with Government Institutions, Agricultures & food processing, Retail, manufacturing and distribution companies, and we also serve organizations ranging from startups to those with billions of dollars in annual revenue.

Government Institutions, Agricultures & food processing, Retail, manufacturing, distribution, equipment lifecycle management (sales/service/rental) and business process improvement have been our primary areas of expertise for nearly 10 years. We also develop add-ons designed to enhance Dynamics NAV, available through Dynamics NAV resellers.

We are a professional service organization that designs business management systems to meet your needs and support your business requirements with software that we sell and implement. We are passionate about finding ways to help you better manage your business and maximize the potential of your software investment.

Our approach is designed to assure the success of your software implementation and provide the flexibility to help you meet changing requirements and technologies, regardless of your business model or complexity.

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### **MICROSOFT DYNAMICS NAV**

**Microsoft Dynamics NAV is Microsoft's most popular enterprise software package**

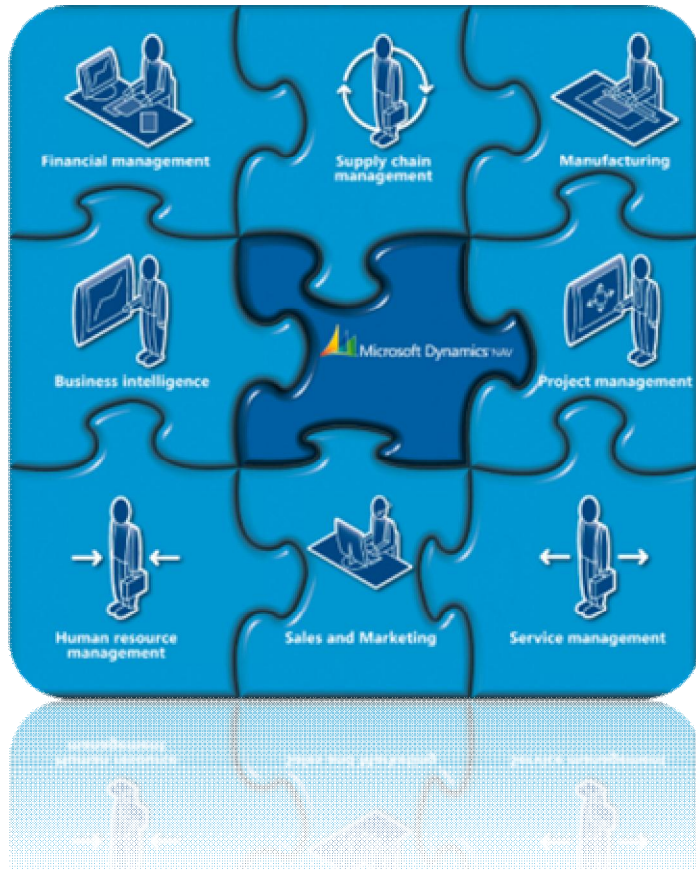
**With broad functionality, on-line real time processing, fast access to data and an unparalleled ability to be tailored to fit your specific requirements, NAV can fill the needs of very small to very large companies in a wide range of businesses**



Unlike other products in this range, NAV is fully integrated and utilizes code developed in the NAV development environment so no third-party applications, glue-ons or add-ons are required. Of course, if you want to integrate legacy or specialty applications, NAV's built-in connectivity and development tools make this easy and cost-effective. Plus, full auditability and access to enhancement code makes NAV SOX and IAS compliant.

*For enquiries, call +254 2324 860, e-mail [info@peakvisionsolutions.com](mailto:info@peakvisionsolutions.com)*

*Over 80,000 customers with more than 1,400,000 users world-wide*



- The best-selling mid-market ERP solution *in the world!*
- International functionality and compliance
- Security/Regulatory Compliance
- Multi-Company
- Multi-National
- Multi-Currency
- Multi-Language

## KEY BENEFITS

- Fully Integrated
- Low Cost of Ownership
- Highly Flexible
- Familiar User Interface
- Excel/Word/Outlook/MS CRM Integration

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## THE COMPLETE BUSINESS MANAGEMENT SOLUTION

Microsoft Dynamics NAV collects the functions of your business into one integrated system. With close visual and functional ties to Microsoft Windows 7 and Microsoft Office, it's easy to learn, simple to use, and quick to implement. And as your business evolves, Microsoft Dynamics NAV provides a reliable platform for growth.

## SIMPLE, SMART, INNOVATIVE

Everything you need from a modern business management software solution, Microsoft Dynamics NAV is simple, smart and innovative ó to fit the way you like to do business. Using Microsoft Dynamics NAV will help you:

- Raise productivity ó for healthy margins and a strong bottom line
- Easily produce visuals, tables and reports ó for optimizing your business plan
- Make your processes transparent and efficient ó for customer satisfaction and easy-to-measure business performance
- Grow your business ó Microsoft Dynamics NAV quickly adapts to changes in your organization and business environment while the cost of ownership stays low



## Some of the advantages of NAV include:

- **Flexibility** ó NAV's built-in development environment and integration with other Microsoft technologies provides the ability to quickly integrate key business processes into the application, making it fast and easy to do business **your way**. It also allows you to leverage all of the technologies available to maximum business advantage ó easily and at reasonable cost.
- **Stability** ó NAV is an extremely stable, low maintenance application. We have sites that have run 24/7 for years without any downtime. The code is so error-free that users have virtually no problems with the application.
- **Scalability** ó NAV clients range from startups to multi-billion dollar companies; a few transactions a day to tens of thousands; single site to multiple international.
- **Access to data** ó NAV was built around a relational data model ó not converted from an old flat-file architecture. As a result, you can NAVigate from one data record to any related data records continuously throughout the system.

- **Data integrity** ó NAV utilizes a transaction commit function that prevents unbalanced postings, common in most applications, a complete audit trail, and no ñback doorö functions to change posted information. Clients in SEC, FDA, and IAS environments don't have NAV audit issues.
- **Long life cycle** ó because of the traits noted above and Microsoft's commitment to continuous improvement, clients have found that this is an application that they use for many years and not have to start over in 3 ó 5 years like many other products.
- **Global Functionality** ó Whether you do business down the street or across the world, NAV's built-in ability to address multi-currency, multi-language and the regulatory requirements of global commerce allows you to take advantage of all your business opportunities.

## MICROSOFT DYNAMICS NAV IN THE ENTERPRISE

### Enterprise ERP Saving

Enterprise organizations around the world are seeking to reduce their IT spend. For far too long there has been little accountability between the high cost of technology and the specific business benefits and value it brings to the organization. According to Aberdeen Group's Measuring the ROI of ERP in SMB report, best in class companies are now looking to justify the cost of technology, placing additional burden on IT departments not accustomed to business case validation.



One critical area getting a lot of attention lately are the subsidiaries of large companies who just don't need the overhead associated with tier one ERP systems, such as SAP and Oracle, which are customarily forced upon them. While these systems do provide the necessary business functionality, they also bring a high price tag, unnecessary technology, and extremely high annual maintenance and support fees that take away precious capital.

### ERP Functionality that You Need – Nothing More

Subsidiaries in the food industry are often highly diverse in their operations, ranging from growers and processors to distribution and logistics. Traditionally it is believed that only tier one systems could provide that broad level of functionality across all operations, and still provide efficiencies to the corporate office.

That's simply not true anymore. Technology has improved to the point where mid-market ERP systems, such as [Microsoft Dynamics NAV](#) provide complete solutions for a diverse set of needs and offer highly verticalized industry specific functionality, without the overhead and support that tier one systems require.



Dynamics NAV utilize Microsoft SQL Server as the backend, which is often running at the corporate level in some fashion. Microsoft SQL Server has evolved to support thousands of users and very large databases without affecting performance. In addition, the solution offers other leading technologies such as web services, cloud deployments, and management reporting at a price point far below their high-end competitors because they have to. Given today's competitive landscape, mid-market companies demand the same technological benefits but simply can't afford to pay as much for it.

## Hub-and-Spoke

Given this situation, many corporations are now implementing what is known as a "hub-and-spoke" model, where the corporate "hub" implements a tier one solution, while the diverse subsidiary "spokes" standardize on one of the horizontally positioned mid-market ERP systems, such as Microsoft Dynamics NAV, that offer a wide variety of vertical solutions to meet the exact needs of each location.

This architecture provides multiple benefits.

1. The corporate office benefits from a tier one system which provides the necessary enterprise-level financial analytic tools and features.
2. Each subsidiary benefits by having the appropriate technology and functionality to meet their specific business requirements exactly, even if they are dramatically different than their sister organizations.
3. Corporate IT benefits by only having to integrate one application. In all but a few scenarios, the financial information each subsidiary reports to the corporate office is the same or very similar.
4. Therefore, IT only has to build and maintain a few integration points and it benefits from only having to learn and work with one additional system.
5. Sister companies who rely on information from each other have choices too, since they are all working from the same ERP platform. Hooks can easily be built to share data, web services can be utilized, or they might even consider a centralized system.
6. Subsidiaries also benefit by having the capability to enhance the mid-market ERP solution if the business case supports it. Mid-market applications offer development tools and environments at a price far below those of the tier one solution. Developing a competitive edge solution that seamlessly integrates with the ERP system can greatly affect a subsidiary's operations and profitability. These development environments are often similar to common toolsets so the expertise is easy to find, and competitive in price.
7. Most importantly, subsidiary companies no longer have to suffer with the inefficient overhead and high costs associated with tier one applications, which builds confidence and higher adoption rates that benefits the entire organization.