

# Microsoft Dynamics NAV *Marine Solution* Ship Supply Solution



*Helping Businesses Run Better.*



Meeting the challenging needs and particular demands of the Ship Supply industry is a lot to handle, especially if most of your methods are manually done. For this time-constrained and fast-paced business, every minute and every second counts. Delivering ordered, quality products at the best price and at the shortest time possible is the everyday goal as well as calculating profitability rates and adhering to strict industry procedures. Commercial ships are usually discharged at a short notice, so it is of absolute necessity to gather their requirements and orders or else, additional expenses will be incurred and delays would be an unfortunate matter to handle, not only for the commercial ships but also for the ship suppliers.

You need a system that not only can handle the generic demands that comes with the ship supply industry, you need a system that is specifically made for the ship supply industry.

Microsoft Dynamics NAV - Marine Ship Supply Solution offers that and more.

## Why Choose Microsoft Dynamics NAV - Marine Ship Supply

Different industries need different solutions. The ship supply industry has unique requirements that are varied and are challenging to understand and acquire in nature.

Microsoft Dynamics NAV - Marine Ship Supply Solution is created specifically for the ship supply business, perfectly tailored to handle the special requirements and pre-requisites of this business. A ready-to-use solution, it automatically reduces implementation and deployment time and lowers product risk. From the automation of RFQ's for suppliers and customers, calculation of agent rebates and commissions, handling multiple back-to-back orders, integration of popular platform like ShipServ and MTS, creation of ISSA/IMPA industry standard cross references, standardizing RFQ for customers and suppliers more accurately and effectively, the Microsoft Dynamics NAV - Marine Ship Supply Solution provides you a comprehensive system for your ship supply business.

Time is of the essence in ship supply as well as one's reliability and effectiveness in delivering requirements and Microsoft Dynamics NAV - Marine Ship Supply Solution gives you more reign in running your ship supply business.

## Why Choose Microsoft Dynamics NAV

**Ease of use and integration** Individuals and organizations using Microsoft Office tools such as Outlook and Excel would find it comfortable to fully optimize Microsoft Dynamics NAV, with its familiar functions and intuitive user interface. It's designed to integrate smoothly with current Microsoft systems, streamlining processes and workflow.

**Fast ROI, Low TCO** When considering factors that affect total cost of ownership (TCO)— such as licensing, services, training, deployment, administration, and maintenance—Microsoft Dynamics NAV is regarded by many customers and industry analysts as one of the best values in the industry.

**Tested and Reliable** Having more than 85,000 installations in multiple countries and the global network of Microsoft partners makes it a tested and highly effective, world-class ERP solution

**Sure-Step Methodology** Microsoft has the Sure-Step methodology which gives customers a better understanding of how the ERP system would be implemented, what practices would be followed and what processes would be involved.

**Hub and Spoke Operation** Microsoft Dynamics quickly adapts to your business ever evolving demands, bringing you the agility you need to adapt and positively respond to industry and market trends and re-allocated existing investments. It conforms to your businesses best practices and version upgrades are flexible and easy to implement, even integrating it with your other existing ERP softwares is possible.

**Continued excellence** With over 9.5 billion dollar budget in research and development, you can be assured of the revolutionary level of quality Microsoft Dynamics offers to its customers

**Trusted Worldwide** Our global network of partners and consultants brings Microsoft Dynamics the high quality of expertise, driving successful results.

# The Complete Marine - Ship Supply Solution



## Key Points & Unique Functionalities

### Faster response rate

Flow of information is carefully filed in a single database, enabling fast retrieval of necessary data. Back to back orders is also possible, eliminating the manual process of retyping PO information to another SO template. It efficiently simplifies the receiving and filing of requests from customers and even automates RFQ's for suppliers, shortening work flows and response time to customers.

Vessel information are readily available for quick viewing and downloading as well as organizing it by owner, country and country flag. Calculation of mark-ups, agent rebates and commissions can also be quickly done, allowing more time for your staff to focus on more urgent issues.

### Control Credit Limit

Keep track of overdue balances, pending payments and customer's credit history. A comprehensive report of credit-related information is also available. A payment performance feature is also included, allowing ship suppliers to maintain payment history of customers, cross referencing of a customer's past borrowing, repaying and even late payments, allowing a more flexible solution to solve credit issues.

### Best Supplier Pricing

Automation of the best quotations are easily given with Microsoft Dynamics NAV - Marine Ship Supply Solutions. The top suppliers with the lowest, best prices are quickly viewed from a single screen, allowing for careful advices to be given to customers. Even the tracking of unfulfilled deliveries from suppliers is supplied, giving you an idea of a supplier's history; from advanced and positive reinforcements to missed deadlines and cautionary data.

You can also plan delivery dates of goods sold to suppliers based on ship arrival, providing a necessary system to monitor and warn customers of shipping delays.

### Comply with Maritime Standard Best Practices

Functions that standardized your ship supply processes such as allowing effective creation of a standard MTML (maritime specific) e-commerce interface that links customers is provided with Microsoft Dynamics NAV - Marine Ship Supply Solutions along with other systems such as uploading of vessel information by linking to LLOYD's Register Fairplay and allowing creation of ISSA/IMPA industry standard cross references.

### Back Office

- Supports FIFO and average costing method
- Enables automatic replenishment policy
- Provides an overview of related shipping information: owners, managers, operators, ship names and organizes vessels by owner, country and country flag
- Efficiently identifying and monitoring ships that are due for port call within time period and those that are arriving to port
- Automatic calculation of mark-ups, agent rebates and commissions
- Efficiently simplifies the receding and filing of requests from customers
- Automates RFQ process to both customers and suppliers

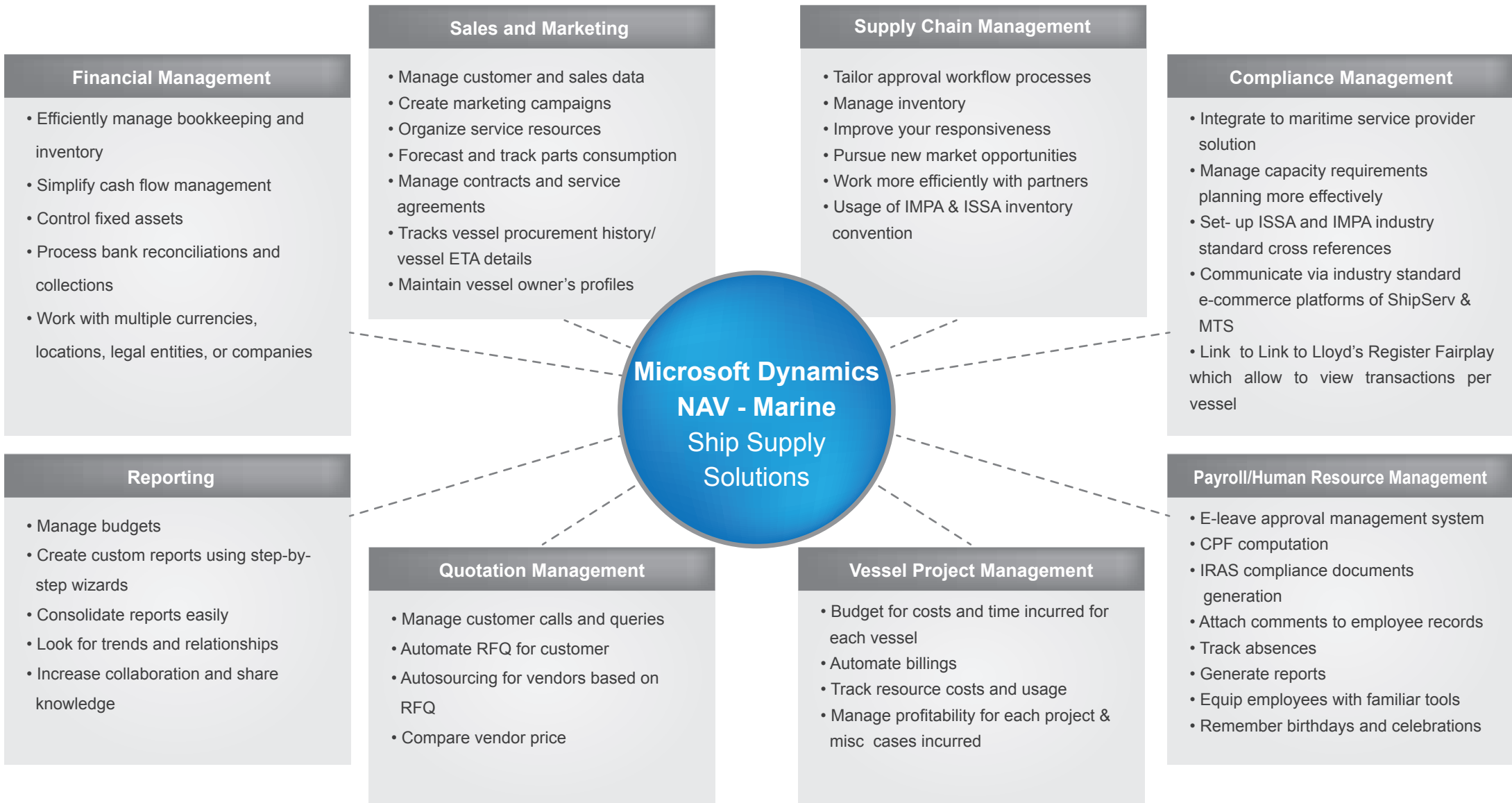
### Supplier

- Provides vendor performance for better analysis
- Enables tracking of unfulfilled delivery from suppliers
- Available planning of delivery of goods
- Allows automated capturing of unstructured data received by FAX and/or PDF format

### Customer

- Set- up ISSA and IMPA industry standard cross references
- Communicate via industry standard e-commerce platforms of ShipServ and MTS
- Upload vessel information which includes managers and operators by linking to Lloyd's Register Fairplay in order to create vessel cards which allow to view transactions per vessel
- Improve efficiency and market reach with a standardized MTML (maritime specific) e-commerce interface that links customers
- Receive email quotations from ship chandlers in RFQ format
- Analyze profitability of each customer order
- Able to plan and advice delivery of goods to customers via an ETA system vessel
- Improve efficiency and market reach with a standardized MTML (maritime specific) e-commerce interface that links customers
- Analyze profitability of each customer order
- Able to plan and advice delivery of goods to customers via an ETA system







# Marine Ship Supply Solutions

## Financial Management



### Accounts Schedules

Arrange financial reports based on the figures in the chart of accounts and budgets, choose the accounts you want to include (or exclude), change the order of the accounts, combine figures in various ways, and set up which columns to print.

### Allocations

Allocate general ledger entries to combinations of accounts, departments, and projects using allocation keys based on amount, percentage, or quantity.

### Basic General Ledger

This includes all the basic functionalities for setting up a company and posting to the general ledger, chart of accounts, general journals, VAT facilities, recurring journals, and source codes.

### IMPA Search by Description

Search purchase inventories using IMPA codes. Narrow down your search by entering a description or keywords.

### Budgets

Work with budgets in general ledger accounts. Work with multiple budgets at one time. For example, work with a 100% budget, a 110% budget, and so on.

### Change Log

Log user changes made to Microsoft Dynamics NAV master data. You can log all direct modifications a user makes to the data in the database, except for changes to “working documents” such as journals, sales orders, and purchase orders.

### Consolidation

Consolidate companies in Microsoft Dynamics NAV. The companies can come from one or from several different Microsoft Dynamics NAV databases or other files, and you can import and export financial information in this granule.

### Intercompany Postings

Manage accounting for more than one company in the same posting process. The companies can be in the same or in one of several different Microsoft Dynamics NAV databases. You can also send documents to partner companies.

### Responsibility Centres

Set up profit centres and/or cost centres. Sell items with specific prices and that are related to a responsibility centre. Tie a user to a responsibility centre so that only sales and purchase documents related to the particular user are displayed.

### Basic Fixed Assets

Keep track of fixed assets such as buildings, machinery, and equipment. You can also post various fixed-asset transactions: acquisitions, depreciation, write-downs, appreciation, and disposal. For each fixed asset, you set up depreciation books in which the methods and other conditions used for calculating depreciation are defined.

### Export/ Import Quotation to Supplier

Quickly generate RFQ's for sending to suppliers. You may specify the Item Category Code to export only specific groups of item to certain suppliers. Send it as an email or print the worksheet to fax out to suppliers.

### Export/ Import Quotation to Customer

Select the customer, fill in the contact, document address information, vessel and project number, cust dept code and the respective markups including agent.

### Cash Management (Bank Account Management)

Manage an unlimited number of bank accounts in both local and foreign currencies.

### Bank Reconciliation

Reconcile your bank accounts in Microsoft Dynamics NAV with your statements. Apply amounts from your bank account ledger to the reconciliation form and keep track of all bank statements.

### Check Writing

Generate printed checks with unique number series for each bank account. You can also void or reprint an already printed check, and specify on the journal line whether you want this payment to be made with a computer or a manual check.

# Asterisk for Microsoft Dynamics NAV - Marine Ship Supply Solution



## Profile

Founded on 1988, Asterisk Computer (FE) Pte Ltd has been in the consulting business for 20 years, making us one of the market leaders in implementing & deploying business enterprise application software solutions. With more than 2,000 licensed customer users, 50 highly esteemed & experienced consultants (averaging an experience of 10 years and more) and global committed partners, we have effectively provided service to ship supply businesses by giving them the best practice for their industry.

Our 20 years of experience in IT consultancy, software innovation and our best practice of industry solutioning-methodology have given us teeming domain knowledge and keen insights in helping our customers to run their business.

## Awards

- 2011 Microsoft Dynamics President's Club
- 2010 Microsoft Dynamics President's Club
- 2008 Microsoft Dynamics President's Club
- 2007 Microsoft Dynamics President's Club
- 2010 Microsoft Dynamics ERP Partner of The Year
- 2011 Accredited Microsoft Sales Specialist
- 2011 Accredited Microsoft Pre-Sales Specialist
- 2011 Accredited Microsoft Sure-step Project Methodologies Specialist
- 2011 Accredited Microsoft C-Side Development Specialist
- 2011 Nominee for the Microsoft Dynamics ERP Partner of The Year



Microsoft Dynamics<sup>®</sup> NAV

### Asterisk Computer (FE) Pte Ltd

80 Genting Lane, #09-10 Ruby Industrial Complex, SG 349565

#### Sales Enquiry

email : [sales@asterisk.com.sg](mailto:sales@asterisk.com.sg)

Tel : +65 6748 8727

Fax : +65 6744 9220

#### Support Helpdesk

email : [support@asterisk.com.sg](mailto:support@asterisk.com.sg)

Tel: +65 6744 5527

