



**PRINTVIS:** Your Printing Industry Solution  
Based on Microsoft Dynamics™ NAV

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From management and financials all the way to the production floor and printing press, PrintVis manages all aspects of your printing company. Providing shop floor management, inventory control, electronic job tickets, detailed financial analysis, estimation, and more. PrintVis saves you time and money as disparate systems are unified under one, easy-to-use business management solution.

Microsoft Dynamics™ products are delivered by a global network of partners who provide local, personalized services - from planning and implementation, to customization, to ongoing support and education. This means that customers receive world-class business solutions from a local professional who will be there as business conditions change.

Microsoft Dynamics™ PrintVis is a fully integrated MIS / ERP system developed by print industry experts for print industry companies, providing the following functionality:

- Finance & Accounting
- Estimating & Quick Quoting
- Sales & Purchase Order Management
- CRM & Case Management
- Inventory & Warehouse Management
- Production Planning & Management
- Shop Floor Data Management
- Web Integration, eCommerce, SharePoint
- Job Costing
- JDF / JMF Integration
- Microsoft Business Analytics / BI

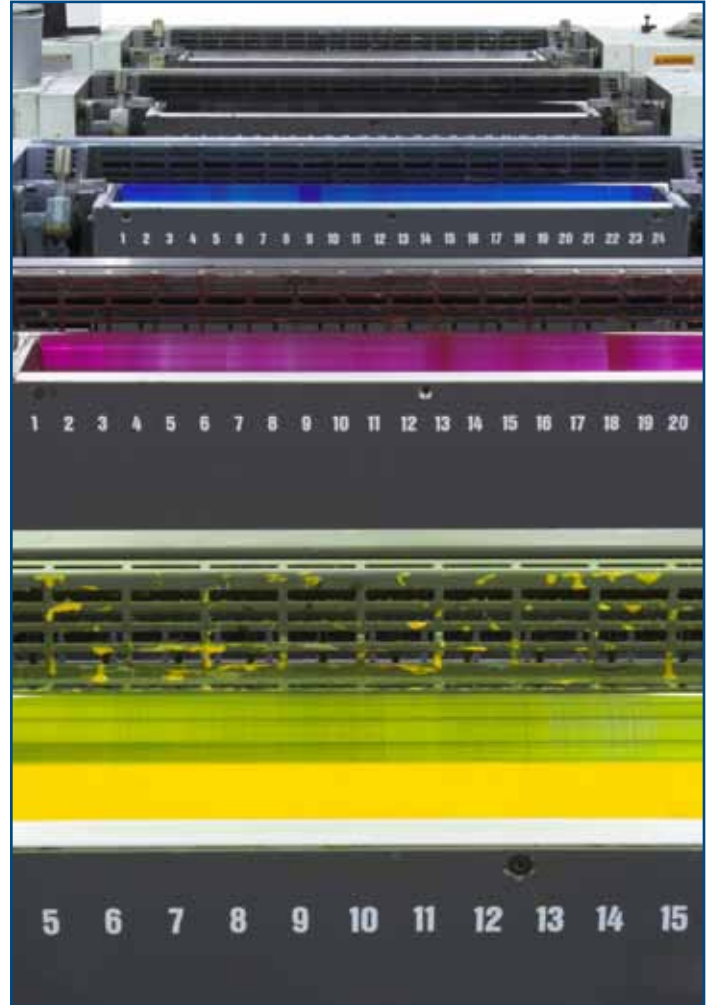


Microsoft Dynamics™ PrintVis is offered by Crimsonwing, a leading Microsoft Dynamics Gold Partner. Crimsonwing is the UK's preferred solutions provider to the Print, Media and Publishing industries.

[www.microsoft.com/dynamics](http://www.microsoft.com/dynamics)

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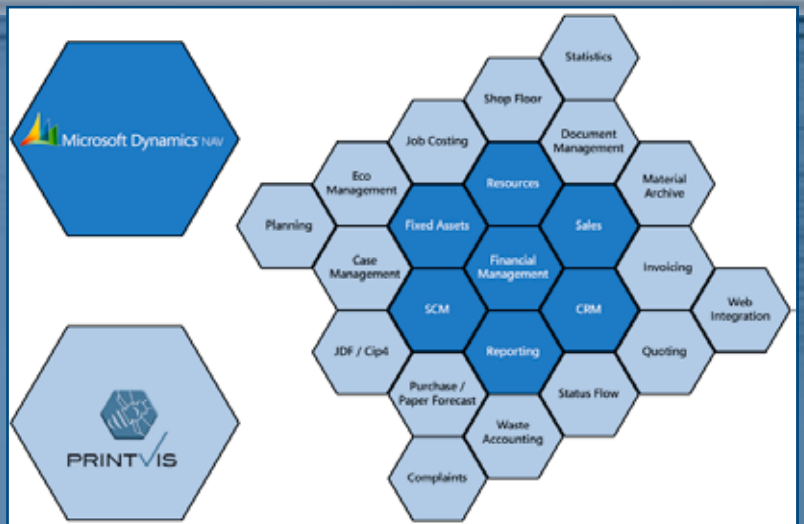


# EFFECTIVE

## The Right Partner and the Right Solution

Choosing the right partner, let alone the right solution, for your printing company can be difficult. As a Microsoft Gold Certified Partner, and Microsoft's Print, Media and Publishing Partner, Crimsonwing makes this choice easy. Working closely with you and your people, Crimsonwing uses a proven methodology to provide you with a fast and customised implementation, as well as exceptional customer support.

PrintVis expands the functionality of Microsoft Dynamics™ NAV to meet the many needs of the printing industry. PrintVis covers all lines of work, ranging from financial management, to production, to the shop floor.





## Take Control of Your Business with a Software Solution That is Built for You

Unlike manufacturing companies that provide both standardised and customised products, printing companies offer custom work every time they create a product. When many business software systems and production devices work together, it can be difficult to track and manage these highly specialised, ever-changing projects. To do so, you must manage not only the round-the-clock operations of a printing press as efficiently and profitably as possible, but you also need to manage your production in such a way that it is not based on part numbers. For printing companies, five key business objectives are often difficult to achieve:

- Meet customers' needs for fast and accurate quotes on a wide range of printed material
- Integrate disparate systems to improve productivity and simplify data transfer
- Scale business systems to meet the growing needs of your company
- Maintain flexible and visible planning
- Control business-critical documents while maintaining easy access to those documents for all specialists involved

Implemented by Crimsonwing, Microsoft Dynamics™ NAV business management software PrintVis, can help printing businesses address these issues and pursue profitable business growth.

The fully integrated Microsoft MIS system has been created by print industry experts for print industry companies. The functionality found in Microsoft PrintVis has been developed specifically to enable print companies to overcome issues and problems that are specific to the modern print based company.

PrintVis has proved to be an exceptionally successful solution for the world-wide print community, and is currently being used in the UK, Europe, Middle East, ASIA / PACIFIC and the US.

Microsoft Dynamics NAV is a cost-effective and flexible modular business management solution that is exceptionally scalable so that it grows with your company and lets you efficiently manage and connect all business activities in your organization. PrintVis, built with the same programming tools that Microsoft used to develop Microsoft Dynamics™ NAV, provides an effective way to manage a printing business, from financials, to production, to the warehouse. PrintVis replaces many disparate systems of a printing company.

The integrated solution of PrintVis and Microsoft Dynamics™ NAV puts you firmly in control of your business. You can efficiently manage the many custom products you produce, run a highly productive operation, and rapidly generate specialised quotes for customers. PrintVis is fully enabled for Job Definition Format (JDF) and integrates with all JDF-enabled and compatible products and systems.

# INTEGRATED

## Why Microsoft Dynamics™ NAV?

Microsoft Dynamics™ NAV provides the dependable business infrastructure that you need to run your printing business. With this integrated solution, you can effectively run key areas of your business, including the following:

- **Financial management:** Manage your bank accounts, create accounting periods, and automate frequently occurring tasks, such as check-writing and bank statement reconciliation. Create work items that tie to your other systems for detailed reports and gain insight into the profitability and efficiency of shop floor operations.
- **Warehouse management:** Increase productivity and maintain optimal staffing levels with powerful planning tools. Help your employees manage workloads and increase their efficiency by creating customized work items.
- **Inventory management:** Use reliable, detailed reporting to drive forecasting and purchasing. Ensure that the right inventory items are on hand, in the quantities that make best sense. Track work items, control the number of units produced, and view the current bill of materials.

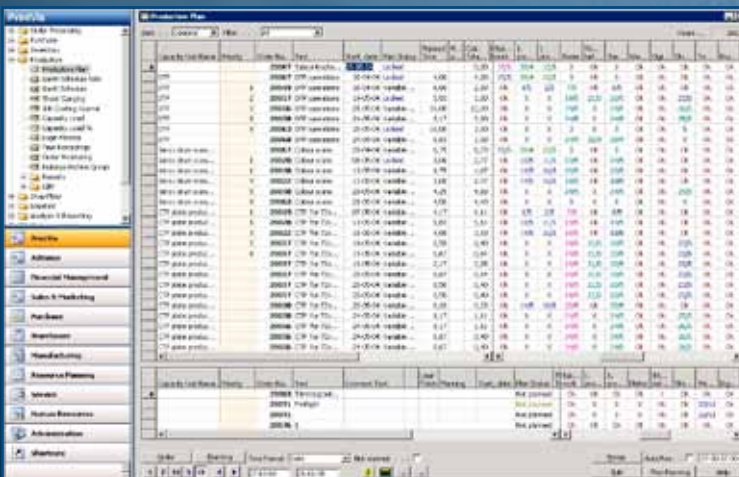
## Take Care of Critical Business Needs

Customers demand up-to-the-minute pricing and accurate quotes when purchasing your products. Microsoft Dynamics™ NAV and PrintVis let you provide a web-based portal where customers can take care of business in a self-service manner, and configure, price, and purchase products. This feature can greatly enhance the productivity of essential areas of your business by connecting and simplifying your systems and operations. The integrated solution of Microsoft Dynamics™ NAV and PrintVis has a similarly productive impact on many other business functions:

- **Estimating and quoting:** Using various templates, you can easily price jobs. Once you have priced a job, PrintVis offers you a complete financial overview of the job.
- **Customer relationship management:** Create marketing and targeted campaigns to bring the most value to your customers. View meaningful, contextual customer data and receive alerts to direct your attention to certain account events.
- **Case management:** The case management capability in PrintVis offers a full view of projects with information such as deadlines, delivery dates, and customer details. With this function, you can manage the customer-related workflow in your company.
- **Inventory:** Reliable inventory forecasting helps to keep stock at optimal levels and save money. Additional inventory management features increase the efficiency in the usage of paper, help you to reduce scrap, and allow you to make best use of inventory already in stock.
- **Planning and scheduling:** Automated scheduling optimises your resources to boost profits and reduce margins, and gives you full visibility into the shop floor using the electronic Gantt board. Planning features let you set dates and times for projects.

- **Shop floor management:** You can create electronic job tickets to move work items from planning to the production floor. Every time you create an item, all information is registered and saved in a database, where it remains easily accessible.
- **Shop floor data collection:** Using the electronic job ticket, all information about a job is updated in real time, giving those involved the information they need, when they need it.
- **Job costing:** You gain a full financial overview of any project and can verify that your quote was accurate.
- **Invoicing:** Easily generate complex, highly detailed invoices.
- **Financial management:** Business analytics enables you to gain insight into discounts, payment terms, and more. You can easily create reports to review the financial health of your company and inform sound business planning.
- **Web integration:** Collaborative intranet sites for Web-based clients allow customers to interact with your company and take care of business in real time.
- **JDF integration:** As the standard file format for the printing industry, JDF simplifies information exchange among various systems and provides detailed information, including design and workflow details, as well as Job Messaging Format (JMF) signaling, so you can track a project from start to finish.

# RESULTS



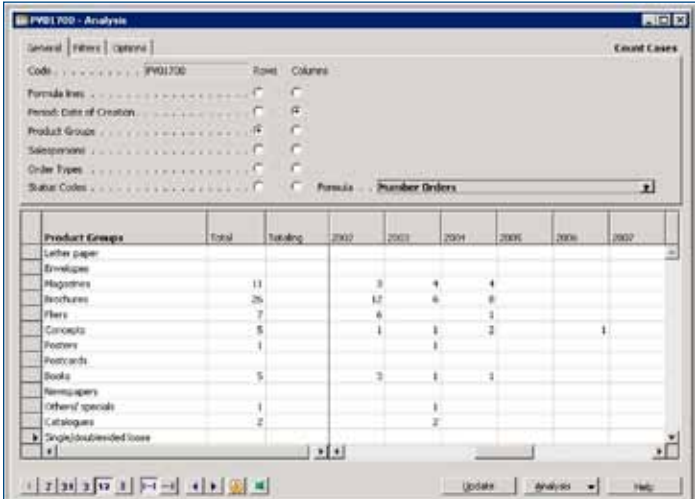
**Production Planning:** View all projects and related information such as start date, order number, and priority. With real-time access to business-critical information you can improve production times by gaining insight into production as a whole through a meaningful and easy-to-use user interface.

## Use Business Intelligence to Compete and Succeed

Microsoft Dynamics™ NAV offers a wealth of business intelligence and analytical features that help you and your people understand and drive business performance. Microsoft Dynamics™ NAV offers a familiar user interface and integrates with the other technology in your organization, increasing the value of your investments in technology and skills. When you use the integrated Microsoft Dynamics™ NAV and PrintVis solution, seemingly intractable issues become manageable, enabling you to focus more on the direction you want your business to grow. The solution gives you full control and visibility throughout the production cycle - even when you cannot refer to a bill of materials or when you need to involve expert knowledge on almost every project.

With information directly available as needed, you can enhance critical business functions, saving time and improving productivity. Consider the following scenarios:

- With PrintVis, reliable and prompt invoicing becomes easy. Invoicing is fully integrated with your systems for estimating and job costing. You can customise individual invoices to reflect the information that is most relevant to your company and customers.
- The powerful cost analysis features in PrintVis make it possible to decide on the most cost-effective way to create a project. PrintVis generates information on costs, total costs, overhead, mark-up, and sales price, allowing you to stay competitive by creating customized individual quotes.
- Project costing capabilities in PrintVis and Microsoft Dynamics™ NAV let you mix and match the parts of a project to automatically generate an accurate quote and reduce pricing errors in your company.

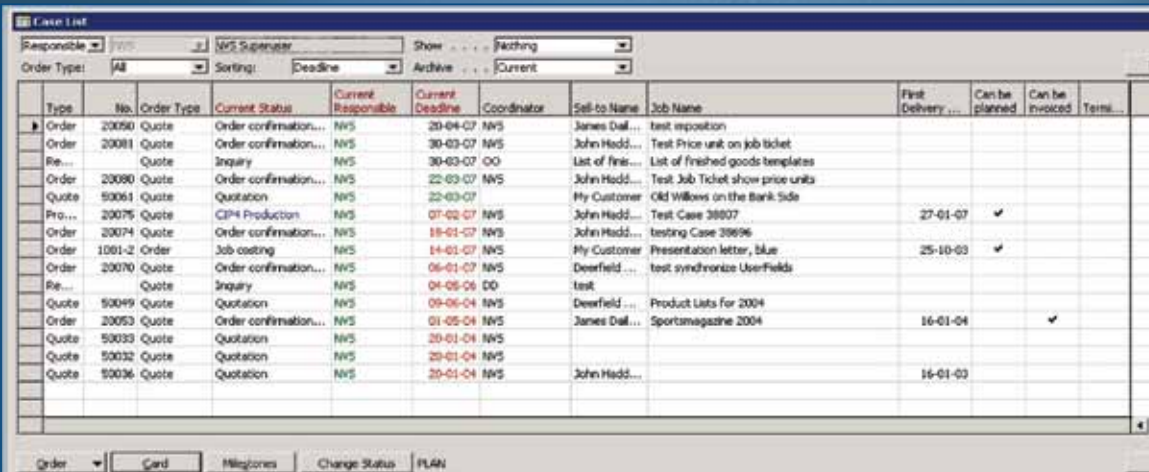


The screenshot shows a pivot table titled 'PrintVis 700 - Analysis' with 'Count Cases' as the data source. The table displays 'Product Groups' on the rows and years from 2002 to 2007 on the columns. The 'Total' column shows the sum for each product group.

Product Groups	Total	2002	2003	2004	2005	2006	2007
Letter paper							
Envelopes							
Magazines	11		3	4	4		
Brochures	25		12	6	6		
Flers	7		4	1	1		
Concepts	5		1	1	2		
Posters	1						1
Postcards	1						
Books	5		3	1	1		
Newspapers							
Others/ specials	1			1			
Catalogues	2			2			
Single/unbranded cases							

**Statistical Analysis:** Detailed lists of project types and a full breakdown of all associated components allow for meaningful and accurate analyses. PrintVis comes with more than 20 ways to perform statistical analyses and provides you with the capabilities to create your own analyses based on customized cross reference.

# CONFIDENCE



The screenshot shows a 'Case List' window with a table of project orders. The table includes columns for Type, No., Order Type, Current Status, Current Responsible, Current Deadline, Coordinator, Sell-to Name, Job Name, First Delivery, Can be planned, Can be Invoiced, and Term.

Type	No.	Order Type	Current Status	Current Responsible	Current Deadline	Coordinator	Sell-to Name	Job Name	First Delivery	Can be planned	Can be Invoiced	Term
Order	20050	Quote	Order confirmation...	NVS	20-04-07	NVS	James Dall...	test reposition				
Order	20081	Quote	Order confirmation...	NVS	30-03-07	NVS	John Hedd...	Test Price unit on job ticket				
Re...	20081	Quote	Inquiry	NVS	30-03-07	OO	List of Finir...	List of finished goods templates				
Order	20080	Quote	Order confirmation...	NVS	22-03-07	NVS	John Hedd...	Test Job Ticket show price units				
Quote	50061	Quote	Quotation	NVS	22-03-07		My Customer	Old Willows on the Bank Side				
Pro...	20075	Quote	CPI4 Production	NVS	07-02-07	NVS	John Hedd...	Test Case 38807	27-01-07	✓		
Order	20074	Quote	Order confirmation...	NVS	18-01-07	NVS	John Hedd...	testing Case 38896				
Order	1001-2	Order	Job costing	NVS	14-01-07	NVS	My Customer	Presentation letter, blue	25-10-03	✓		
Order	20070	Quote	Order confirmation...	NVS	06-01-07	NVS	Deerfield ...	test synchronize UserFields				
Re...	20070	Quote	Inquiry	NVS	04-05-06	DD	test					
Quote	50049	Quote	Quotation	NVS	09-06-04	NVS	Deerfield ...	Product Lists for 2004				
Order	20053	Quote	Order confirmation...	NVS	01-05-04	NVS	James Dall...	Sportsmagazine 2004	16-01-04		✓	
Quote	50033	Quote	Quotation	NVS	20-01-04	NVS						
Quote	50032	Quote	Quotation	NVS	20-01-04	NVS						
Quote	50036	Quote	Quotation	NVS	20-01-04	NVS	John Hedd...		16-01-03			

**Case Management View:** This administrative view enables efficient project management as your information, such as projects, project status, and deadlines, are offered in one area.

## Scale Your Business Software to Suit Your Growing Business

Microsoft Dynamics™ NAV grows with your business, providing you with the reporting and business management capabilities you need at any time. You can activate additional capabilities as your needs change in order to accommodate growing numbers of customers, more complex products, additional business locations, international business, and more.

Microsoft Dynamics™ NAV includes its own business database. As complexity in your business increases, and as you store more information and business history, you can integrate Microsoft Dynamics™ NAV with Microsoft SQL Server™ 2008 database and reporting software for advanced business analysis and performance management. To support your employees, trading partners, and customers, you can offer online business portals built on Microsoft SharePoint® Products and Technologies and provide a way for people to access business functions and information in a secure manner - from anywhere, at any time.

Department	Code	Name	W17 2004	W18 2004	W19 2004	W20 2004	W21 2004	W22 2004	W23 2004	W24 2004	W25 2004	W26 2004	W27 2004
	100	AVD1-Culture											
	200	Designers	40.0	40.0	40.0	40.0	40.0	40.0	40.0	40.0	40.0	40.0	40.0
	300	GFF	60.0	60.0	60.0	60.0	60.0	60.0	60.0	60.0	60.0	60.0	60.0
	310	Verso drum scanner	27.0	30.3	34.0	32.3	28.3	27.0	27.0	27.0	27.0	27.0	27.0
	400	CTP plate production	40.0	40.0	36.8	34.2	30.7	36.9	40.0	40.0	40.0	40.0	40.0
	500	SweetSpot Fly1145 towers	72.0	72.0	72.0	72.0	67.0	66.8	72.0	72.0	72.0	72.0	72.0
	520	SweetSpot S2V2 towers	72.0	72.0	61.8	58.3	42.5	66.0	72.0	72.0	72.0	72.0	72.0
	740	WebPlot 44 towers	120.0	120.0	120.0	120.0	120.0	120.0	120.0	120.0	120.0	120.0	120.0
	850	WebPlot 44 towers	120.0	120.0	120.0	120.0	120.0	120.0	120.0	120.0	120.0	120.0	120.0
	450	Folding	40.0	40.0	40.0	40.0	33.0	24.5	40.0	40.0	40.0	40.0	40.0
	670	Sichbein	80.0	80.0	80.0	80.0	71.7	78.0	80.0	80.0	80.0	80.0	80.0
	680	Tracing	40.0	40.0	40.0	40.0	39.8	40.0	40.0	40.0	40.0	40.0	40.0

**Capacity Load:** View accurate capacity statistics to ensure your printing company is operating as efficiently as possible. Prevent a shortage of materials and plan for future projects with detailed information on ink and paper quantity.

# FLEXIBLE

## Control Your Production Floor with Shop Floor Management

Online and real-time job tickets created in Microsoft Dynamics™ NAV and PrintVis make it possible to move production information from management to the shop floor. All work items are tracked and stored in an up-to-date database for easy access and analysis.

The Shop Floor module in PrintVis creates detailed analyses of your production processes, including status reports on every order and information about your current stock.





## Crimsonwing - One of the UK's Leading Microsoft Dynamics™ Gold Partners

Crimsonwing is a leading Microsoft Gold Partner, certified for Microsoft Dynamics™, and a preferred solutions provider to the Print, Media and Publishing industries. Crimsonwing clients include familiar print and publishing organisations, such as Stephens and George, The Adare Group, dsicmm, Incisive Media, Kalamazoo, and Edwin Buckley.

Crimsonwing is one of the largest Microsoft Dynamics™ Gold Partners in terms of skilled professionals, with over 180 resources educated, trained and experienced to the highest standards. Crimsonwing is also responsible for running the Microsoft Training Academies and is recognised as having some the best Microsoft Dynamics™ resources in the world.

Crimsonwing is a publicly listed IT solutions provider, developing and implementing leading-edge technology and specialising in ERP and CRM Systems, eCommerce Solutions, and Bespoke Custom Development. Clients include well known organisations such as Morrisons, Lloyds Register, Williams Lea, Watco, Westfield Shoppingtowns, TomTom, BellMicro, Meltin'Pot, DHL, Securicor, as well as many others.

Crimsonwing has offices in the UK, Holland & Malta.

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Partner



# INSIGHTS



Case Card: View order status and contact info that pertains to a customer, such as order status, quantity, address, and salesperson involved.



Delivered through a talented network of partners, Microsoft Dynamics™ is a line of integrated, adaptable Business Management solutions that enable your people to make important business decisions with greater confidence. Microsoft Dynamics™ works like and with familiar Microsoft software - easing adoption and reducing the risks inherent with implementing a new solution. These solutions automate and streamline financial, supply chain, and customer relationship processes in a way that helps you drive business success.

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