



Microsoft Dynamics NAV vs. MAS 90/200 Software

Sources: Dynamics NAV dealers / developers and MAS 90 / MAS 200 dealers / developers with over 14 years NAV & MAS experience

Feature / Benefit	Dynamics NAV	MAS 90/200
Updated technology and <i>billions</i> in Microsoft investment	Yes	No
Proven. With more users (1,250,000+) using the software than any other midmarket accounting product , at over 72,000 companies. (per Microsoft)	Yes	No
Rich functionality in financials, distribution, manufacturing, CRM, and service	Yes	Partial
Business Intelligence both on-screen and reporting: Faster access to data Easily find or filter data by any date range or other criteria Powerful BI options using internal OLAP and cubes as well as Microsoft SQL Reporting services and SQL Analytic Services	Yes	No
Connectivity to Excel, Word, Outlook, SharePoint, portals, & external applications	Yes	Partial
Stability: Free from down time and related expenses caused by common data integrity issues associated with error 47s, etc.	Yes	No
Users Forced to exit the system and get out of customer records, etc. during daily updates, etc. (MAS 90/MAS 200) Dynamics NAV has Optimistic Concurrency.	No	Yes – table locking
Rapid Development Environment, 4 GL, object oriented	Yes (1)	No
Ease and speed of customization: Comparative customization upgrade in MAS90 vs. developed from scratch in Dynamics NAV. Also, where fields can be added in MAS90, they are often not available where needed in other parts of the program without significant expense from a Master Developer.	\$2,500	\$18,000

End users ability to easily add fields, tables, and modify the screens and menus	Yes	No
Easily navigate between modules and down to the source transaction without having to backup out of one module path and then progress down another.	Yes (2)	No
Microsoft Certifications & Design Standards:		
➤ Designed for Windows Certifications	Yes	
➤ Microsoft Outlook embedded in the role tailored client	Yes	No
➤ Microsoft Office Compatible	Yes	
➤ Designed for Microsoft BackOffice	Yes	
➤ Microsoft ODBC Read/Write Compliant	Yes	No (read only)
OLAP-On Line Analytical Processing for executive Queries	Yes	No
Trendscape analysis to instantly analyze Financials, Sales, Customers, Vendors, Inventory, Jobs, Resources, etc. by day, week, month, quarter, year, and any date range.	Yes	No
Advanced, High-performance Relational Database (MAS 200 has rolled out a MS SQL option but the proprietary, non-relational database is predominately used)	Yes	No (most flat file – some SQL)
Proven and optimized for Microsoft SQL Server	Yes	No
Outdated technology with limited life span	No	Yes
Inquiries by any date range (NAV) vs. limited to monthly buckets and ‘future period’ (MAS 90/200)	Yes	No
Dimension analysis functionality: Allows you to define an unlimited number of dimensions to analyze your data all the way through to financial statements. Dimensions may represent whatever you choose, such as departments, profit centers, locations, products or product groups, customers or customer groups, jobs / projects, salespersons, etc. Dimensions replace the need for G/L segments, and results in avoiding a large chart of accounts which would otherwise number in the thousands.	Yes	No (basic G/L account segments only)
Number of months allowed open in general ledger / subledgers	Unlimited	2
Bar Coding	Yes	Yes
Service Management built into the product, vs. external	Yes	No

Built-in Contact Manager for Prospects, Customers, Vendors, Manufacturers, Competitors, etc.	Yes (3)	No
Built-in Human Resources	Yes (4)	No
Full featured Web portal and eCommerce	Yes	Limited
Built-in automatic shipping manifest & package tracking module - UPS, FedEx, DHL, LTL, USPS (versus interface to external shipping software)	Yes	No (StarShip interface)
Complete ERP, MRP, CRM features with a stable, rapid development environment capable of serving current & future needs of growing companies.	Yes	No

Notes:

- (1) Microsoft Dynamics NAV is a fully Microsoft Windows compliant client/server, integrated, rapid development environment, which can easily be modified as your business needs change and grow.

MAS90/MAS200 use comparatively cumbersome tools: Nomads (a graphical tool) and Providex (a coding language) which may substantially increase the expense associated with modifying the product to meet current and future needs compared to Dynamics NAV. One source showed the same development in Dynamics NAV was completed in less than 1/7th the cost.
- (2) Microsoft Dynamics NAV has complete drill-downs and drill-arounds throughout the product (even between modules), allowing you to find information fast and often eliminate the need to print reports; the other product is very limited in this area.
- (3) Dynamics NAV CRM, Contact Relationship Manager, allows you to easily manage your relationships with customers, prospects, vendors, manufacturers, competitors, etc. You can track appointments, reminders, automatically send letters via built in mail merging to Microsoft Word, and synchronize with Outlook. The NAV CRM is built into the accounting application, rather than an interface to an external CRM product, so the CRM is fully aware of all sales and purchase transactions made in NAV financials.
- (4) Microsoft Dynamics NAV' Human Resources granule allows you to track valuable information about your employees, such as employee's laptop serial numbers, who has a company car, keys, etc., as well as unlimited personal and confidential information.

Both CBSi and long-time MAS90/200 dealers agree that Dynamics NAV is a wiser, more stable investment for companies' current and future growth needs.

We would look forward to the opportunity to automate your company with the latest in modern technology, accounting flexibility, and stability from award-winning Microsoft Dynamics NAV, combined with quality service and proven implementation methodologies from CBSi.

We focus on building long term relationships and providing lasting value. Your success is our success... let's **leap ahead** together.

