



# PRINTVIS

Powered by Microsoft Dynamics NAV



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**PrintVis** is a comprehensive, standard MIS/ERP solution for the printing/graphics industry. Built on and certified for Microsoft Dynamics NAV, PrintVis handles all tasks and processes for the administration and production of pre-press, press and post-press in any type of print manufacturing enterprise.

**PrintVis** is a cost-effective, flexible and modular solution that is exceptionally *scalable*, so it can grow as your business grows. PrintVis offers multiple user types and deployment options to suit your business and your budget.

With PrintVis you can easily handle every stage of production - from the quote request until the job is completed and delivered to the customer, invoiced and analyzed.

This includes a robust, globally-proven accounting package with full general ledger.



PrintVis is also fully JDF enabled and integrates to all JDF-enabled and compatible products and systems.

PrintVis will help you drive down costs and increase value in your company, with continuous innovation built into the compelling core functionality that Microsoft Dynamics NAV provides.

## PrintVis Features the Following for Full Customer Business Process Integration

- Estimation and Quoting
- Order Processing and Management
- Inventory Management
- Scheduling and Job Planning
- Shop Floor Management
- Job Costing
- Purchasing and Invoicing
- Complete Financial Management
- Analysis and Reporting
- ESKO ArtiosCAD Integration
- Web-to-Print Integration
- JDF Integration (10 Year CIP4 Member)



Certified for

**Microsoft  
Dynamics**

NAV

## What is Microsoft Dynamics NAV?

Just as the name suggests, it is a dynamic platform - an ERP (Enterprise Resource Planning) system designed to give businesses greater control over their financials, simplify their supply chain, manufacturing, and daily operations.

PrintVis' original legacy system, NAVision, is the actual precursor to Microsoft Dynamics NAV.

### NAV Provides:

- **Financial management and accounting** - Completely manage your cash, assets, and banking.
- **Supply chain, manufacturing, and operations**
  - Track and manage your production, inventory, orders, and vendors.
- **Marketing, sales, and service** - Manage your campaigns, sales opportunities, contacts, and service contracts.
- **Project management** - Create estimates, track projects, and manage your capacity.
- **Business intelligence and reporting** - Get real-time visibility and analytics to track performance and to make decisions with insight.
- **Multi-currency** - Compete globally with multi-currency and language capabilities.

**NAV is quick to implement and easy to use, and gives you what you need to support your growth ambitions.**

**NAV brings together** all your business applications, data, documents, and devices, with your people at the center, helping them make the most of their time.

From server to cloud—desktop to mobile—**Microsoft Dynamics** gives you one familiar user experience to automate your business, help increase sales, enhance collaboration, and impress your customers.



## What is PrintVis?

We have added our print-specific layer to the Dynamics NAV solution (now used by over 110,000 businesses worldwide). Print has some differences from other types of manufacturing, but there are also many commonalities.

This strategy allows PrintVis to focus on what makes print unique and let the core ERP functionality be handled by Microsoft based on feedback from a huge customer base and a large partner community.

Because PrintVis has created the print-specific functionality right within the NAV environment, when you purchase PrintVis you get NAV built right in – they are not separate systems. This is one of our core strengths – our business model is actually more stable than “integration.”

**PrintVis** is the “print MIS” (management information system) that is embedded directly into NAV, and together they create a single solution for the worldwide graphics community, **backed by the world’s most trusted software company, Microsoft.**



Print MIS/ERP	Certified for
	<b>Microsoft Dynamics</b>
	NAV

## Estimation and Quoting

Our flexible setup allows for the building of a company-wide system, which makes it very easy for different users to estimate jobs, using various building-blocks, or even easier - using templates. Quote requests that require multiple options are easily made a few clicks. PrintVis' estimation gives you all the key figures you need – a complete overview of the economic aspects of a job, such as direct cost, total cost, overhead, markup and ultimate sales price. This allows you to get creative with the quotes you offer to your customers.

## Order Processing and 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 Management

Reliable inventory forecasting helps to keep supplies at optimal levels and saves company capital. Additional inventory management features lead to increased efficiency in the usage of paper, help you to reduce scrap, and allow you to make best use of inventory already in stock.

## Customer Relationship Management

Use CRM to create targeted marketing campaigns and bring the most value to your customers. View meaningful, contextual customer data and receive alerts to direct your attention to certain account events.

## Scheduling and Job Planning

Automated scheduling optimizes your resources to boost profits and reduce margins, and gives you full visibility into the shop floor using scheduling features such as the electronic Gantt board. Planning features let you set dates and times for projects.

## Shop Floor Management & Data Collection

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 to you and your pressroom for easy communication and status updates. 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

PrintVis grants you the full overview and history of each case, comparing the quotation with the actual consumption on the job. Take advantage of the information in the system over and over again – so that each time you can react more efficiently and with deeper knowledge of your costs and other factors that affect your bottom line. You gain a full financial overview of any project and can verify that your quote was accurate.

## Purchasing and Invoicing

Easily generate purchase orders for print and email with the Purchase Wizard, as well as invoices – as complex and highly detailed as you want, with customizable forms functionality in NAV.

## Financial Management – Full G/L

Tailor the software to your specific needs. Add fields, tables, and user-specific menus in a few minutes. Set up business rules – for example, payment terms and discounts for individual customers and vendors.

### **Do More and Know More**

Look further than account balances: drill down to details quickly and easily and filter out irrelevant information. Use General Ledger data to help drive your business with a range of pre-defined reports, or your own customized company-specific reports. Business analytics enable 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.

## Analysis and Reporting

Analyze by a variety of criteria, such as profit, cost centers, departments, regions, product lines or any other reporting unit. Use a range of pre-defined reports or your own customized company-specific reports. Present report results on the web or distribute by email, so managers and employees, network partners and investors can stay informed about your company's activities.

## Microsoft Dynamics CRM & O365 Integration

Complete your business intelligence arsenal with the familiar user experiences of Microsoft Office and Dynamics CRM.

- Grow Efficiently
- Business Anywhere
- Connect with Customers
- Safeguard your Business

## JDF Integration (CIP4)

JDF (job description format) streamlines information exchange between different applications and systems. JDF is intended to enable the entire industry, including media, design, graphic arts, on-demand and e-commerce companies, to implement and work with individual workflow solutions. JDF will allow integration of heterogeneous products from diverse vendors to create seamless workflow solutions. As a 10+ year member of the CIP4 organization, we are strongly committed to the continuous development of a JDF-enabled MIS integration module for our PrintVis system.

## Esko ArtiosCAD Integration

Our integration with the world's most popular structural design software for packaging, **Esko ArtiosCAD**, allows you to design and build 2D and 3D prototypes, layouts for optimal use of substrates and even generate dielines right within the program.

**Packaging** comprises a major segment of the commercial print industry. And now with the continued growth of digital, even smaller print shops can prosper with short runs of customized packaging products. Empowering our packaging customers with the use of Esko's ArtiosCAD system is a logical step forward for PrintVis.

## Web-to-Print Integration

PrintVis can integrate to any Web Shop or Web-to-Print solution, and PrintVis has its own B2B customer frontend. PrintVis Web Integration even allows you to have an individual web application for each customer, designed differently but using the same core.



**PrintVis** is embedded directly within Microsoft Dynamics NAV – it is not a separate system. While an add-on (sometimes called a plug-in) is an **external** piece of software designed to work in tandem with a program and provide additional function, our software is built to work **within** Microsoft Dynamics NAV, allowing it to perform additional **print-centric functionalities and features** not available in standard NAV, with standard NAV handling the other duties simultaneously.



**So** you get a robust-yet-flexible management information system that gives you control over every process – from estimating to job planning to inventory management (your papers, your inks, your plates, your dies) – all the way through to invoicing, shipping and job costing after the fact.

**We focus on the unique needs of the print industry and let the core ERP functionality be handled by Microsoft.**

## PrintVis and Microsoft Dynamics NAV

We have added our print-specific layer to the Dynamics NAV solution (now used by over 110,000 businesses worldwide). Print has some differences from other manufacturing, but there are also many commonalities.

This strategy allows PrintVis to focus on what makes print unique and let the core ERP functionality be handled by Microsoft based on feedback from a huge customer base and a large partner community.



Because PrintVis has created the print-specific functionality right within the NAV environment, you cannot purchase PrintVis without purchasing NAV – **they are not separate systems**. This is one of our core strengths – our business model is actually more stable than “integration.”

Integration means you have more than one system and they can exchange information back and forth. But what happens if one of those products grows and leaves the others behind?

**PrintVis** is the “print MIS” (management information system) that is embedded directly into NAV, and together they create a single solution for the worldwide graphics community, backed by the world’s most trusted software company, Microsoft.

**Sharing Microsoft’s ambitious development objectives, PrintVis is setting the standard for MIS/ERP systems for the global printing industry.**

## PrintVis knows your industry.

Our staff has trained extensively with print shops and press manufacturing companies, so you won't need to spend time teaching a consultant about the many facets of the print industry. We already know it.

For deployment, we cover the basics with our RapidStart installation and quickly reach the point where we only need to tweak the details that are particular to your company. From there it's a matter of how far you want to go.

**PrintVis with Microsoft Dynamics NAV can be used for routine MIS tasks or it can develop into a full ERP - it's all about what you need.**

Our clients go live with a fully-deployed system in a fraction of the time required for less comprehensive products. Most competing systems are mere MIS systems, and do not offer the full financial package and functionality provided by Dynamics NAV.

## Deploy On Premises, In the Cloud, or a Combination of Both

**Cloud computing** continues to change the traditional software model, which allows PrintVis to be deployed such that you can "lease" access to a very robust solution and still limit your investment and your need for local IT support and infrastructure. Of course, different companies have different needs – we can come up with the deployment method that's right for you.

**When you choose** to have your PrintVis solution hosted in the cloud (on our servers instead of in your building), you get anywhere/anytime access to your data

**With PrintVis, you will go live on 100% of the system at a pre-fixed cost.**

You can't sell a print job without providing the total cost up front – why would you accept any risk and uncertainty with such a large investment as an ERP system?

Buying a software solution without a clear understanding of the total implementation cost is simply gambling with your company's future. There are more than enough failed installations and halfway-complete ERPs in the marketplace today—it might have even happened in your plant.

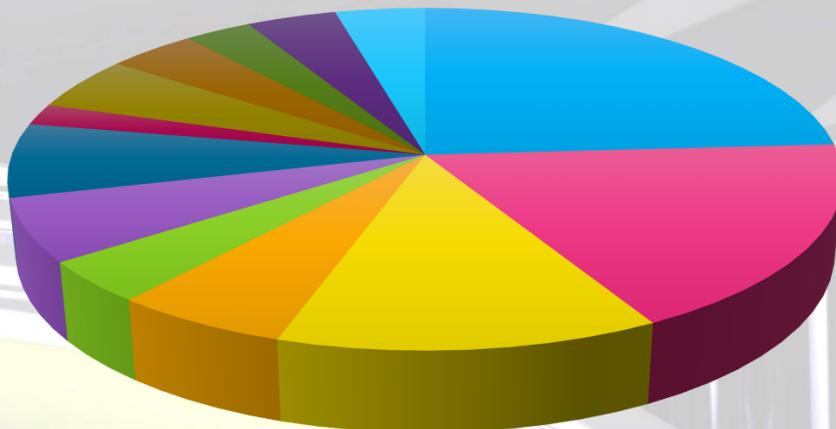
PrintVis allows your business to deploy at any scope – from a handful of users for a small company to a mid-sized ERP.

**And PrintVis and Microsoft Dynamics NAV can grow as you need them to – you will never need to hunt for a new system again.**

from your virtual office in Microsoft Windows Azure, liberating you from the daily dregs of infrastructure upkeep. **Just think** – how nice would it be to never worry about IT and its associated expenses, such as expensive hardware, system upgrades, costly staff and even energy consumption?

**Depending on the size of your company**, the number of user seats you need and other considerations, an on-premises solution may make more sense, or a PrintVis cloud-hosted solution may be exactly what works best for your business.

## Most Common Types of Printed Products



- Ads/Promotional
- Packaging
- Direct Mail
- Technical Docs
- Directories
- Catalogs
- Books
- Newspapers
- Periodicals
- Misc
- Forms
- Stationery
- Financial

**Unlike manufacturing companies** that provide both standardized and customized products, printing companies offer custom work nearly 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 specialized, 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 products
- Integrate disparate systems to improve productivity and simplify data transfer
- Scale business systems to meet the changing 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 PrintVis or one of our partners,** Microsoft Dynamics NAV business management software with the PrintVis solution can help printing businesses address these issues and pursue profitable business growth.

**Because the core platform is Microsoft based you also get integration to other Microsoft products.**

So Microsoft Office and Outlook become an extension of your print MIS system. You can write and edit in Word and then bring them back into PrintVis.

**By utilizing the tools your employees are already familiar with (such as Microsoft Word), you can make adoption easier and reduce training.**

You can efficiently manage the many custom products you produce, run a highly-productive operation, and rapidly generate specialized quotes for customers.

**The combined solution of PrintVis and Microsoft Dynamics NAV** puts you firmly in control of your business.

## Use Business Intelligence to Compete and Succeed

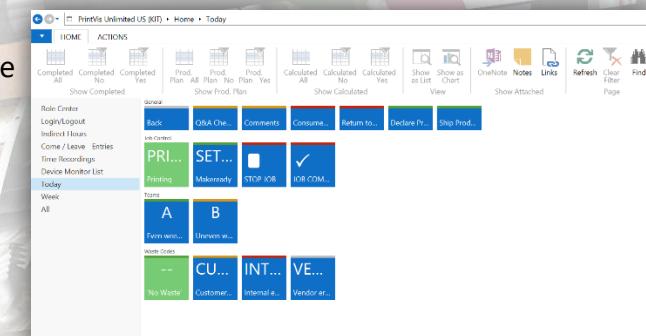
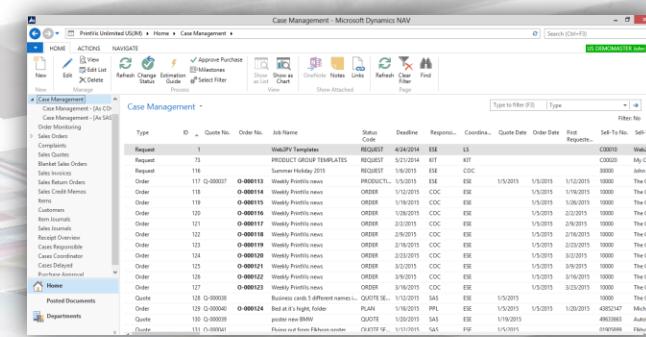
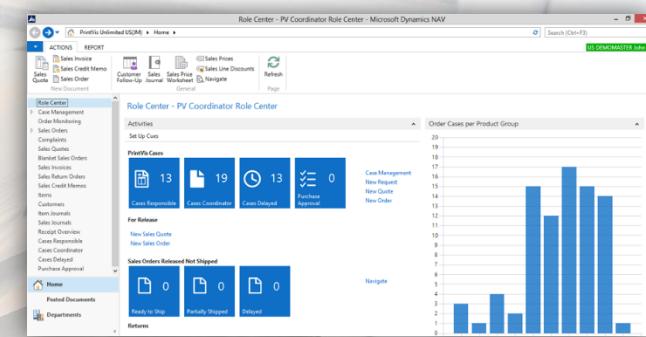
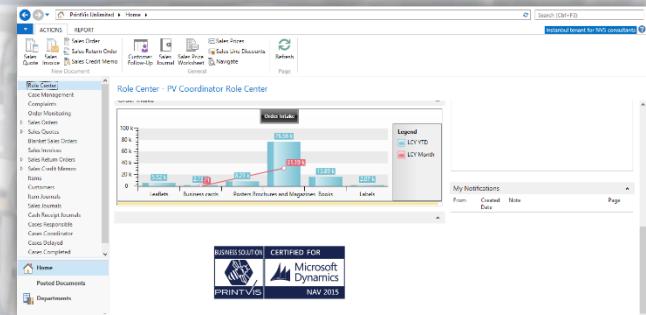


**Microsoft Dynamics NAV offers a wealth of business intelligence and analytical features that help you and your people understand and drive business performance.** Microsoft Dynamics NAV offers a familiar user interface and integrates with the other technology in your organization, increasing the value 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. With information directly available as needed, you can enhance critical business functions, saving time and improving productivity.

### **Consider the Following Scenarios:**

- With PrintVis, prompt, reliable invoicing becomes easy. Invoicing is fully integrated with your systems for estimating and job costing. You can customize 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.
  - 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.



**"The beauty of the system** is that we have a universal solution with great functionality for our specific processes. The full integration with the financial system is especially great." -- *Tom Acket, General Manager, Acket Drukkerij Kartonnage*

**"PrintVis is a thorough**, complete system for printers, with a very stable SQL-based system by Microsoft. It has tons of reports and data searching options as well as an estimating module that provides easy quotes - especially for commercial printers. PrintVis helps us better serve our customers." -- *Billy Brewer, General Manager, Lithocraft, Inc.*

**"The PrintVis vertical** has allowed our commercial departments to produce higher levels of work without the need for additional labor. The flow from estimate to order is painless and allows for a high-level of flexibility, which is needed in the ever changing world of print." -- *Michael Donovan, Technical Manager, Stephens & George Print Group*

**"The best aspect** of Dynamics NAV/PrintVis is the real-time visibility in progress of all processes – especially from a financial perspective...The insight into the business processes such as financial status, calculation of print orders and planning has improved significantly with PrintVis. These great insights earn us direct time and money – and we have not even mentioned the benefits we anticipate with our future plans." -- *Frans Selles, Zalsman BV*

**"We have realized** efficiency gains of 40 percent by automating a large part of our order administration." -- *Vilhelm Jensen, Director, Graphical Production Facilities*

**"We were promised** a very aggressive implementation schedule, which was met to the minute. We had the initial meeting on October 27th and we went live on January 2nd – a couple of weeks earlier than planned." -- *Claus Iwersen, Emballagegruppen A/S*

**Our continued emphasis on standardization** helps to reduce downtime and expensive consulting hours caused by customizations and scope creep. Additional development for custom requirements can be implemented without harming the standard system or future software upgrades. This helps to keep upgrades easy and affordable, and makes it simpler for both PrintVis and our customers to keep pace with Microsoft, and benefit from their continuous development.

Our standardized solution empowers our customers to assist in their own setup and maintenance. We install our source code at all locations so custom work can be done easily and at a greatly reduced expense.

Hundreds of print companies have increased their success by implementing our solution with advanced capabilities for financials, estimating, business intelligence, production and shop floor management, built on Microsoft Dynamics and delivered by PrintVis or

one of our certified partners. PrintVis is not just software – it's a better way to run your business and a solution which you will never outgrow.

After more than 250 implementation projects in the printing industry worldwide, PrintVis believes strongly that it is people and methodology that successfully bring a project to completion.

**PrintVis** was founded as NovaVision Software A/S in 1997, with the mission to create a world class MIS/ERP solution for the printing industry. Nearly twenty years later, we have over 250 customers running on PrintVis, and more than 30 VARs on 4 continents at your service.

When you use PrintVis or one of our many Partners as your technology provider, you receive economically sensible solutions that lets you work the way you like to run your business. PrintVis ensures that you receive the best value from your technology investment!



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## Want to know more?

Visit [www.WesternComputer.com](http://www.WesternComputer.com) and Schedule a free personalized demo!

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