

# CONNECT

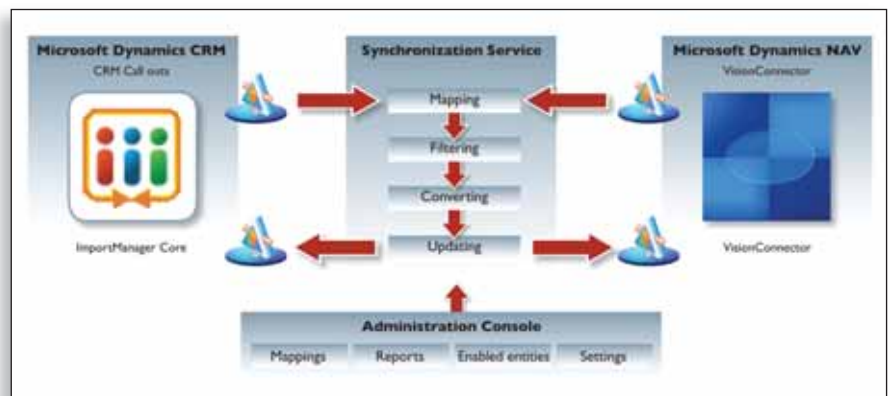
## Connecting Two Powerful Solutions: Microsoft Dynamics NAV and Microsoft Dynamics CRM

### BENEFITS:

- **Increase sales efficiency.** With ready access to Microsoft Dynamics NAV customer, sales, and pricing information, Microsoft Dynamics CRM users can provide fast answers to customer questions and build quotes and orders using accurate, updated information.
- **Streamline ordering and invoicing processes.** Quotes, orders, and invoices are maintained in the Microsoft Dynamics NAV database and synchronized across both systems. Microsoft Dynamics CRM users can view and change information originally entered in Microsoft Dynamics NAV, and vice-versa.
- **Expand reporting capabilities to empower your sales force.** Working within Microsoft Dynamics CRM, people can quickly access Microsoft Dynamics NAV reports to gain accurate, current insight into sales and business opportunities and performance.
- **Meet specific needs with fine-tuned data mapping.** Use intelligent filters to define the exact data you want to synchronize across Microsoft Dynamics NAV and Microsoft Dynamics CRM.
- **Stay in touch wherever you are.** Access data from both systems remotely by using your Web browser. Microsoft Dynamics CRM users can view critical business data from Microsoft Dynamics NAV on their laptop computers or PDAs.

**Empower your front-line sales force and fuel business efficiency with VisionCRM Connector, a third-party solution that enables the smooth exchange of data between Microsoft Dynamics™ NAV and Microsoft Dynamics CRM.**

VisionCRM Connector enables Microsoft Dynamics CRM users to access, view, and edit vital sales and customer information that flows directly from Microsoft Dynamics NAV. Straightforward data mapping capabilities and two-way synchronization help ensure that information is consistent and up-to-date across both systems at all times.



### Make the connection today

With VisionCRM Connector, your Microsoft Certified Partner can easily link Microsoft Dynamics NAV and Microsoft Dynamics CRM. Contact your Microsoft Partner\* for more details about how to experience the synergy between these two powerful systems.

*\*VisionCRM Connector is marketed and sold exclusively through Microsoft Partners via VisionPeople Channel Sales in Denmark, America, and Singapore. Please visit [www.vpchannelsales.com](http://www.vpchannelsales.com) for further details.*

## FEATURES:

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### **Comprehensive data transfer**

VisionCRM Connector enables transfer and synchronization across Microsoft Dynamics NAV and Microsoft Dynamics CRM for the following data types:

- Basic information such as Customer and Items. Information is quickly synchronized when changes are entered into either solution.
  - Quotes and Orders. Microsoft Dynamics NAV monitors and tracks all records in Microsoft Dynamics CRM and sends updates when new information is recorded in either solution.
  - Static data. For example, posted invoices can be synchronized on a regular basis; Microsoft Dynamics NAV monitors all static data already sent to Microsoft Dynamics CRM, helping to ensure accurate updates.
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### **Streamlined mapping and synchronization**

VisionCRM Connector enables efficient mapping for all entities, including custom entities, in both Microsoft Dynamics NAV and Microsoft Dynamics CRM.

- Mapping routines for the two different data models access and combine metadata from Microsoft Dynamics CRM and Microsoft Dynamics NAV.
  - Filters enable precise synchronization—for example, selected accounts from Microsoft Dynamics CRM might be synchronized with Customers in Microsoft Dynamics NAV, while other accounts might be synchronized with Vendors in Microsoft Dynamics NAV.
  - Flexible field mapping capabilities enable custom definitions for mapping fields and deliver options for one-way or two-way mapping.
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### **Access to Microsoft Dynamics NAV reports from within Microsoft Dynamics CRM**

Microsoft Dynamics CRM users can easily access reports generated within Microsoft Dynamics NAV, including customized sales and customer reports and real-time customer and sales histories.

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For more information about VisionCRM Connector, visit [www.vpchannelsales.com](http://www.vpchannelsales.com).