



# Grow your revenue on delivering POS solutions

It is Navipartner's mission to make the work of retailers both more profitable and efficient by providing a solution that enables them to both sell more and deliver better and faster customer service and that is ready for omni channel commerce.

As it is our goal to foster long lasting and engaging partnerships, we work hand-in-hand with our partners to ensure that we provide a best-in-class offering.

## Challenges

- ✓ Are you looking for a PoS solution based on Microsoft Dynamics NAV, but lacking resources for development and backup?
- ✓ Are you missing a low cost solution that is easy to deploy and needs a minimum of support or that comes with really good support?
- ✓ Are you in need for a readymade cloud solution that you can market yourself?
- ✓ Do you want a partner that has extensive experience in the retailing industry?

## Solution

- ✓ A partnership with NaviPartner gives you the tools to build a successful and profitable Software as a Service business in the retailing industry.
- ✓ The program offers a generous commission structure for resellers.
- ✓ Every partnership starts with introduction and essentials training. You also gain access to email support, remote training sessions, marketing materials and work papers
- ✓ Furthermore, you can leverage our internal support network to help drive software sales as well as supporting clients.

## Results

Without having to invest in resources for development and backup you will be able to benefit from a PoS solution, that is:

- ✓ enabling retailers to both sell more and deliver better and faster customer service
- ✓ is seamlessly integrated into Dynamics NAV with no middleware
- ✓ offered as a SaaS hosted in the Cloud
- ✓ device independent and available as apps for iOS and Android
- ✓ supporting more than 70 different payment terminals and ready for international payment solutions.



## Reference

**“Knowing that we can draw upon NaviPartner's expertise and experience gives us further strength to engage with new customers. The cloud solution enables us to easily deploy new customers. Another big bonus is that NaviPartner can log on and assist with setup and advanced issues.”**

Snæbjørn Jacobsen, CEO at Styr



## Ideal customer

The ideal customer is a retail business owner that wants to

- ✓ save resources by optimizing and streamlining business processes
- ✓ computerize and automate processes with a solution that combines financial management, bookkeeping, management of orders and products, POS-solution, inventory control, reports and statistics
- ✓ be able to always check the latest sales numbers or check the inventory level whether in the store, in the office, at home or abroad.



## Compelling events

The PoS solution is most relevant to prospects that plan to

- ✓ improve bottom line by streamlining business processes and saving resources
- ✓ omit large investments in development of own solution and instead benefit from a cloud solution that is constantly upgraded and improved
- ✓ add more brick and mortar stores – also internationally or add online commerce
- ✓ meet customers on the sales floor with a mobile PoS.



## When to walk away

The solution is not relevant to prospects that require a PoS solution that is

- ✓ highly customized
- ✓ hosted locally
- ✓ fit for groceries and supermarkets

## Specifications

	NAV	CRM	O365	AX
Available for Platform	✓	☐	☐	☐
Minimal required version	N/A			
	Available			
Via Appstore	✓			
Subscription based pricing available	✓			
Microsoft certified	✓			

## Localised versions

Currency	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Localisation	✓	☐	✓	✓	☐	☐	☐	☐	✓	✓	☐	☐	☐
Translation	✓	✓	✓	✓	☐	☐	☐	☐	☐	✓	✓	☐	✓
Training	☐	✓	✓	✓	☐	☐	☐	☐	☐	✓	✓	☐	☐



## Proud facts

- ✓ NP Retail is Certified for Dynamics NAV and NaviPartner is a Microsoft Gold Partner (ERP and Hosting)
- ✓ NaviPartner was founded in 1993 and has more than 20 years of experience in developing and delivering solutions for retail businesses
- ✓ We are more than 90 employees – a great combination of Dynamics NAV developers, web developers, project managers, technicians, supporters and key account managers.

## Recognition



Microsoft Dynamics NAV  
Gold Enterprise Resource Planning  
Gold Hosting

## Readiness requirements

- ✓ Complete in depth demo of NP Retail solution with questions and answers sessions
- ✓ Sign up of Partnership agreement
- ✓ White labelling / Partner Demo Trial Marketing
- ✓ 20 hours E-Learning (Overview of the system & the interactions between NP Retail & Standard Navision), Set-up, POS, Audit Roll etc.