



**LS Retail**

Easier . Simpler . Faster



# LS Nav — The Complete Retail Solution

LS Nav is an integrated system; therefore, the POS, back office and head office all use the same application. This makes it possible to track individual transactions from the POS to the General Ledger, which maximizes your control over the business.

Microsoft Dynamics NAV offers ease of use, quick implementation, and the power to support all the present and future needs of a thriving business. More than 100,000 customers, through 3500 resellers world-wide, have already chosen Dynamics NAV as their ERP solution. The success of Dynamics NAV as a business tool can be credited to its constant development, which has enabled it to remain state of the art. Dynamics NAV puts the focus on flexibility, on enhancing ease of use and on offering continued support to businesses world-wide.



## Retail Solutions Tailored for You

**Gain Business Insight** – business intelligence functionality that allows retailers to use any data asset, transform it into actionable information, and deliver it in Microsoft standard tools like Office and Outlook.

**Improve Merchandising Decisions** – merchandising and replenishment capabilities to support retail managers in the efficient management of their end-to-end operation from headquarters to store.

**Scale in size and business** – control and maintain data common to all channels like e-commerce stores, Mobile Loyalty and traditional stores including item, customer and vendor management as well as special orders and loyalty programs.

**Single retail solution architecture** – critical retail functions are available at store level, head office and directly to the customer. Information gathered from all channels including stores is communicated and consolidated back to head office for reconciliation before posting to the General Ledger. Information and programs generated from head office are pushed to all channels for updates and execution.



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## LS Nav Product Package

### LS Nav

#### Starter Pack

#### Functionality List:

- Back Office functionality
- Point of Sale Support
- Inventory Management
- Standalone Store Support
- Member Management
- Sales Commission
- eCommerce
- Scheduler
- Hospitality

### LS Nav

#### Extended Pack

#### Functionality List:

- Replenishment
- Open-to-Buy
- Item Import
- Special Orders
- Franchise Management
- Offline Call Center

### LS Nav

#### Add-On Modules

#### Functionality List:

- Business Intelligence
- Staff Management
- Loss Prevention
- Loyalty Server Concurrent users
- Additional Language layer
- eCommerce
- Loyalty Server



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## LS Nav Features -Overview

LS Nav Starter Pack	Description
<b>Back Office functionality</b> -Product Design -Sales and Marketing -Store Management -Sales History -Reports and Analysis	Back Office functionality include general setup for LS Nav -Product Design: Item Master with extra information for retail including Variant Framework -Sales and Marketing: Data for sales operation including Promotions, Offers, and Coupons are configured -Store Management: includes the setup and maintenance of Store, Terminals, and Sales Staff -Sales History: Keep Track of past transactions -Reports and Analysis: View statistical reports of transactions and infocodes
<b>Point of Sale Support</b>	The Point of Sale includes POS client and POS setup
<b>Inventory Management</b>	All Inventory Management processes worksheets and documents are simplified and controlled for each store
<b>Standalone Store Support</b>	includes tasks needed for exchanging document between Head Office and Standalone Store database
<b>Member Management</b>	The Member Management functionality gives the possibility to handle multiple Member Clubs in a company with different rules and setups suitable for loyalty or staff clubs
<b>Sales Commission</b>	Sales Commission is a functionality that calculates a sales person's sales commission for sold items
<b>eCommerce Support</b>	The ability to create content for items, offers and notifications to be presented in the eCommerce and mobile devices. The content can contain single or multiple pictures. This is only the functionality, the eCommerce module needs to be purchased separately
<b>Scheduler</b>	The Scheduler is a functionality to set up tasks which can be run on a pre-set date and time. The tasks can be different kinds of LS Nav system jobs. The Scheduler plays a role in the replication setup where data is replicated between databases
<b>Hospitality</b>	Hospitality supports fine dining and casual dining restaurants including catering, cafeterias, pubs, bars and cafés. The system supports Table Management by list or/and graphical layout showing relevant status and further information
LS Nav Extended Pack	Description
<b>Replenishment</b>	The Replenishment module is a tool to assist the purchasing department in creating purchase orders, which are order suggestions for items with quantity volume. Utilizing the Replenishment module simplifies item distribution and planning, lowers item stock cost and provides a higher level of item availability in warehouses and store.
<b>Open-to-Buy</b>	Open-to-Buy (OTB) is used to show the difference between how much inventory is needed and how much is actually available. This includes inventory on hand, in transit and any outstanding orders
<b>Item Import</b>	The functionality of Item Import is to import files from vendors and create and update the company's item master
<b>Special Orders</b>	By utilizing the Special Order functionality, it is possible to order items that are within the store's product range or from a vendor item catalogue. Then system can source the items from a warehouse or directly from the vendor and then the customer can select if he or she collects the item at the store or warehouse or has it delivered home
<b>Franchise Management</b>	Basic document communication between the franchiser and franchisee is supported where either party can initiate the document
<b>Offline Call Center</b>	The Starter Pack supports call centers where the restaurant and the call center are in the same database. The extended pack supports the scenario of the restaurant and the call center being run in different databases through web service



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## LS Nav Features –Overview (cont.)

The LS Nav Add-on Modules	Description
<b>LS BI</b>	LS BI provides LS Nav users with one consolidated view of information, with visibility to all aspects of the business, including channels, stores, chains, categories, inventories and financials. It is delivered with a number of predefined retail analyses available on a client, web or mobile devices
<b>LS Nav Staff Management</b>	The Staff Management module supports both retail and hospitality businesses. Roles within Staff Management can be used to assign staff according to who is available for the job. Skill level and salary cost is also taken into account as well as creating budgets. Roster planning is supported with the ability to schedule shifts, estimate cost and compare to budgets
<b>LS Nav Loss Prevention</b>	The Loss Prevention module gives the user the ability to analyze POS transactions to identify situations where loss to the retailer may occur. The solution views all the POS transactions and extracts transactions that match defined triggers. It then further analyzes the extracted results to create loss prevention events
<b>LS Nav Loyalty Server Pack</b>	The LS Nav Loyalty Server hosts WCF-based services that expose LS Nav functionality in a simple-to-use service interface. This server provides a fast and secure connection over slow networks and as such, is well suited for mobile devices that need to access LS Nav
<b>LS Nav eCommerce</b>	The LS Retail eCommerce solution makes it possible to create a web store based on LS Nav. This web store can be accessed from computers, pads and mobile phones. eCommerce functionality offers the management of in-store, mobile commerce and online store systems
<b>LS Nav Additional language layer</b>	If customer needs to add a language to their LS Nav system they can do so by buying this granule

## LS Nav Licensing Overview



### The Minimum Setup of LS Nav for new LS Nav

#### Customers includes:

- NAV Starter Pack (three full concurrent users)
- LS Nav Starter Pack (required)
- LS Nav Store Pack (including one Retail Device)

#### Licensing policies of LS Nav includes:

LS Nav Extended pack is not a pre-requisite for any other LS Nav module

Dynamics NAV Extended Pack is not a pre-requisite for LS Nav Extended pack



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## One software solution, front to back



Fashion



Furniture



Electronics



Groceries



Hospitality

### HO

#### Head Office

- Product Lifecycle Management
- Manual and Automated Item Maintenance
- Dynamic Hierarchy, Attributes and Other Grouping of Product
- Price, Offer, Coupon and Campaign Management
- Open-to-Buy
- Automatic Replenishment and Forecasting
- Franchise Management
- Staff Management
- Stock Recall
- Serial / Lot Number Support
- Member Management - Loyalty Program
- Special Orders
- Vendor Performance
- Sales Reporting and Analysis
- Sales Commission
- Loss Prevention
- Allocation Planning and Replenishment by Allocation

### BO

#### Store Back Office

- Dashboard for Store Operations
- POS Management
- Cash Management
- Stock Counting and Adjustments by Simple Worksheets
- Store Replenishment by Stock Request
- Purchase and Transfer Orders
- Sales History
- End of Day Management
- Receiving and Picking Goods
- Flexible Architecture
- Gift Registration
- Kitchen displays
- Kitchen printing
- Delivery management
- Takeout management
- Drive-thru management

### FO

#### Store Front Office

- Click & Collect
- Fast Checkout
- Simple Operation
- Multiple Interfaces (user)
- Broad POS Hardware Support
- Item Cross Selling
- Item Finder
- Powerful Search Capabilities
- Member Management - Loyalty Program
- Multiple Payments
- Special Orders Entry at POS
- Order to seat/customer
- Modifiers: toppings, extras, sizes
- Transferring and joining tables
- Quick bill splitting



#### Mobile Devices

- Mobile POS
- Mobile Loyalty Apps
- Loyalty Portal
- e-Commerce stores
- Mobile Inventory Management
- Receiving/Picking
- Stock Counting
- Stock Changes
- Label Ordering
- Stock Counting and Adjustments



## NaviWorld (Thailand) Company Limited



LS RETAIL

A leading consulting firm that offers business and technology solutions to Thai Enterprises



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