

QUESTIONS TO ASK IF YOU SEE A MOBILENAV OPPORTUNITY

• **HOW DOES MOBILENAV IS DIFFERENT FROM THE MICROSOFT NATIVE NAV/BUSINESS CENTRAL MOBILE APP?**

MobileNAV is a mobile application development for iOS and Android , not a web browser-based development. This way, we can make use of the mobile device given features such as camera integration, barcode reading, GPS integration, online/offline/auto online-offline mode, signature capture and a lot more.

• **CAN MOBILENAV ADAPT TO MY WAREHOUSE MANAGEMENT IF IT'S ALREADY TAILORED TO MY NEEDS?**

As MobileNAV uses SOAP to publish pages from the base system, you can publish any pages, regardless of being customized or not. This means, that MobileNAV can adapt to any system. It doesn't matter if the base system is already customized.

• **HOW FAST DO WE DELIVER A MOBILENAV INSTALLATION?**

A standard'- , out-of-the-box' installation can be done in 1-2 hours, which includes the base configuration with predefined features. If the processes are already designed and are deployed in the NAV/BC system, it's easy to adapt MobileNAV to the custom processes. The average MobileNAV project size is between 4-12 days, depending on the customization made to the base system.

• **DO I GET THE FULL FUNCTIONALITY, OR ARE THERE SMALLER PACKAGES IN MOBILENAV? FOR WHAT PURPOSES CAN MOBILENAV BE USED?**

If you need mobility and access to your NAV/BC system in an industrial environment or on the go, MobileNAV can be a good fit to your needs.

The most popular application areas are the following:

- Warehouse management
- Field sales, sales management
- Service management
- Manufacturing, assembly
- On-site project management

• **WHEN IS MOBILENAV NOT RECOMMENDED TO USE?**

You can use MobileNAV as a full access client to your NAV/BC system. However, for bookkeeping, accounting and other administrative, back-office tasks, we suggest rather using the native NAV/BC system.

• **HOW CAN WE IDENTIFY THE POTENTIAL MOBILENAV END-USERS? LET'S CHECK THIS BY APPLICATION AREAS:**

WAREHOUSE

How are they managing the warehouse now? If it comes with a lot of paper-based movements and administration, we suggest using an industry-specific device with MobileNAV.

Do they have barcodes-readers or barcodes?

Do they need offline functionality?

Do they want to tailor their processes to a system, or they rather want one that adapts to their know-how?

SALES

Do they need offline functionality?

Do they need to create sales orders, capture signature, take photos on the scene etc?

Could they use a visualized item catalog with pictures and customizable item description (attributes of any)?

Do they need GPS integration-, or even GPS live tracking?

Do they make phone calls, or write emails to the contacts in the database?

SERVICE

Are they doing pre-emptive maintenance?

Do they manage service contracts?

How about a questionnaire for the technicians that guides them before or during the execution of the tasks?

Do they need GPS integration, or even GPS live tracking?

Do they need offline functionality?

Do they have a great number of technicians and/or service tasks? How about a tool that optimizes the allocation of those?

