Corporate ERP: Microsoft Dynamics GP, AX, NAV, CRM which one to select

Being in MRP implementation, customization, integration, data migration/conversion business for many years, we would like to give you some orientation, in the case if you are on the way of ERP selection for your company. In this small article we will be talking about Microsoft Business Solutions ERP brands only, you can check our future publication to get similar orientation on Oracle and SAP ERP products.

? ?Legacy? vs. ?Modern? ERP. It might not be the focusing question, however we?d like you to look at the ERP products from this perspective: Java/EJB Sun Microsystems conception is less then 10 years old, and now Microsoft .Net/C# construction is in the process of getting market from Java. Similar time test should be given to ERP system ? if the system has legacy architecture ? it might be candidate for replacement or be seriously re-written/renovated.

? International aspect. If you think your company is and always be focusing on the US market and will do business with local folks only ? this paragraph might be skipped. For the rest of us ? and we are in this cohort ? we should watch closes Microsoft Business Solutions international policies. When Great Plains Software and Navision Software were independent software vendor and being forming their international policies completely independently from one another ? both had intentions to expand to all the world markets: USA, Europe, Australia, Asia, Africa, South and Central America. Now, when Microsoft sells all former GPS and Navision ERP products ? it can choose one product over the other to promote on the regional market ? simply due to the fact that it has to invest into ERP localization.

? Microsoft Dynamics GP - Great Plains. Great Plains Software pioneered in the earlier 1990th with its graphical and DB platform independent product for Mac and Windows: Great Plains Dynamics. The shell was written on C programming language and was named Great Plains Dexterity. Currently with Microsoft Dynamics project initiative ? Microsoft renovated Dexterity ? it supports now COM object calls and so XML web services, but it is not pure .net application/shell ? Microsoft is investing in web interfaces for Microsoft Dynamics GP ? Microsoft Business Portal for GP is very good example. Microsoft Dynamics GP incorporated all the best technologies from Microsoft Office to .Net, but its design was done more then 10 years ago. Microsoft Dynamics GP 9.0 is available in English, Latim Americal Spanish and Canadian French, plus German, Dutch and French/France versions will be available for version 9.0 only ? they will not be supported for future version of Dynamics GP.

? Microsoft Dynamics NAV ? Microsoft Navision - Navision Attain. Navision Software was established in 1994 and since then it gained European ERP mid-size and portion of USA market, especially for light manufacturing. Navision success should be attributed to Denmark software development market miracle of earlier 1990th. Navision went even further into graphical and DB platform independence ? it designed its own database platform ? C/SIDE ? Navision separated SQL coding from the database itself. Currently MBS promotes Navision on MS SQL Server platform and its database independence is losing its actuality. Navision was localized by MBS to the majority of East European, South American and other emerging markets ? if you are in Europe, South America, Asia and looking for supported reliable solution on your regional market ? you should look at Navision first.

? Microsoft Dynamics AX ? Axapta. Axapta was the newest ERP designed by Navision Software prior to its acquisition by Microsoft. The architecture is dated at the end of 20th century. Axapta needed some time for Microsoft to get upper mid-market ground ? traditionally occupied by SAP, Oracle, PeopleSoft, JDEdwards. Currently Microsoft is localizing Axapta to Brazilian market ? due in April 2006. Very good chances are in East and Continental Europe, including UK. In 2005 US Microsoft Business Solutions regional and nation-wide VARs invested into Axapta consulting practice ? training and certifying consultants, marketing campaign, etc. Very good chances for Axapta for US mid-market and and upper mid-market clientele and prospects

? Microsoft Dynamics CRM. Microsoft Dynamics CRM 3.0 or simply Microsoft CRM 3.0 is promoted by Microsoft Worldwide. So, do not question it from the international perspective ? you will have integration with Microsoft Dynamics GP, Navision (through third party integration), Axapta ? in progress, plus with IBM Lotus Notes Domino ? via Alba Spectrum Lotus Notes integration.

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