

Statement of Direction

Product strategy and roadmap
for Microsoft Dynamics NAV

February 2015



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Welcome

More than 110,000 small and mid-sized organizations around the world rely on Microsoft Dynamics NAV to help manage and grow their businesses. This document is designed to update existing and prospective customers on the future direction and investment areas for the product.

This document includes an overview, brief history and strategic direction for Microsoft Dynamics NAV, along with more detailed information about plans for the next release.

Microsoft is committed to helping our customers and partners succeed in the mobile-first, cloud-first world. To enable this, we have increased the frequency and cadence of our development and release processes. This agile approach enables us to ship faster, more frequent updates in response to customer needs, but also reduces our ability to state with certainty which new features will be packaged in each release. Therefore, this document focuses on the broader priorities and themes driving our investment in Microsoft Dynamics NAV.

On behalf of the entire Microsoft team, thank you for your interest in Microsoft Dynamics NAV.

"We will reinvent Productivity to Empower Every Person and Every Organization on the planet to Do More and Achieve More."

Satya Nadella
CEO, Microsoft Corporation

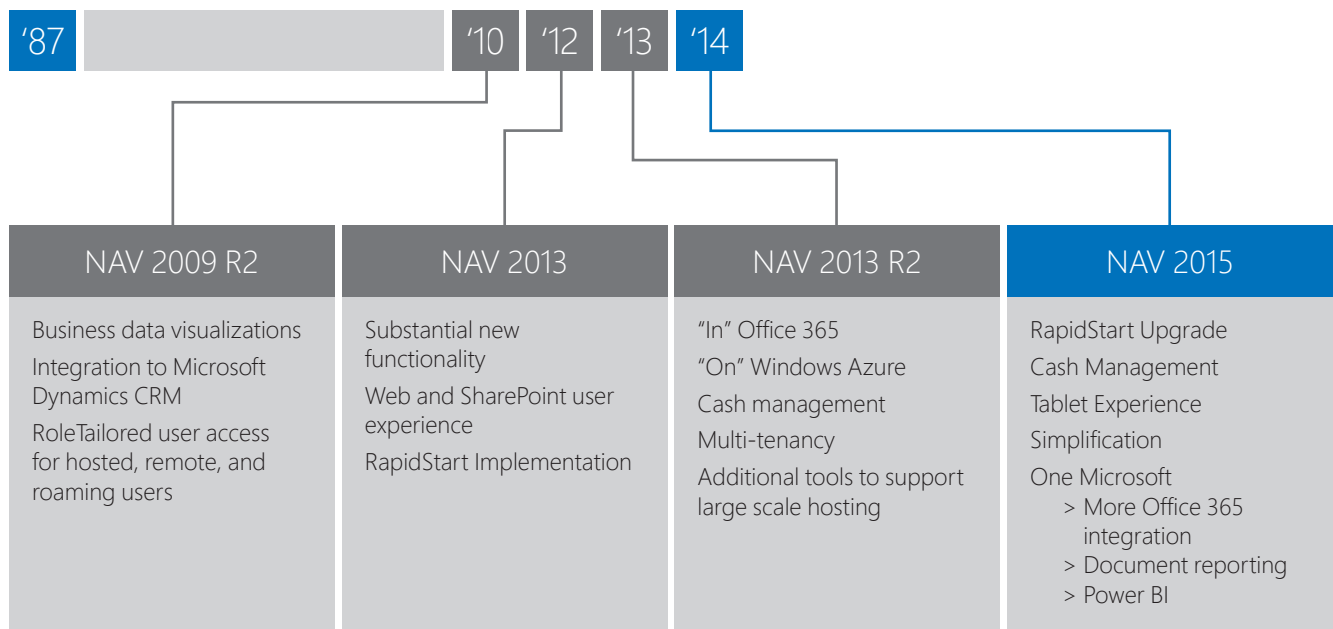
Overview of Microsoft Dynamics NAV

Microsoft Dynamics NAV is a comprehensive business solution from Microsoft designed specifically to meet the needs of small and mid-sized businesses. It offers deep financial and business management capabilities that are quick to implement and easy to use. Customers can deploy the product on premises or in the cloud, and can access their solution through role-based clients on the desktop, in a browser, or with native mobile apps. The product is supported, customized and extended by a worldwide community of developers and users, and by over 3,500 Microsoft Certified Partner firms.

Microsoft Dynamics NAV first launched in Denmark in 1987 under the name of Navigator. It was the first product of its kind on the Windows platform, and was designed to be installed quickly and customized easily. Later, under the name Navision, the product launched internationally with support for multiple languages, currencies, and local tax requirements.

Microsoft acquired Navision Software in May 2002. Since then Microsoft has continued to invest heavily in the further development of the product, including expanded functionality, upgraded architecture, mobile apps, enabling the product for cloud deployment, and ensuring a familiar, easy-to-use interface similar to the Microsoft Office user experience.

Over the past four years the product has had annual releases of new and enhanced functionality, with the latest version, Microsoft Dynamics NAV 2015, launched worldwide in October 2014.



Priorities

The research and development priorities for Microsoft Dynamics NAV are defined through extensive consultation with customers and partners, as well as through collaboration across Microsoft's many product teams serving the needs of small and mid-sized businesses. In particular, we always seek to:

1. Help customers reduce the cost and complexity of growing their businesses
 - a. Increase productivity with great end-user experiences customized for each user's job role
 - b. Streamline business processes through automation and efficient management tools
 - c. Enable new ways of working through secure collaboration and shared business processes between companies, suppliers, customers and partners
2. Support a vibrant partner ecosystem that serves customers in specific industries and geographies
3. Help Microsoft Dynamics NAV customers derive the maximum benefit from Microsoft's Cloud offering

Components of Microsoft's Cloud offering includes:

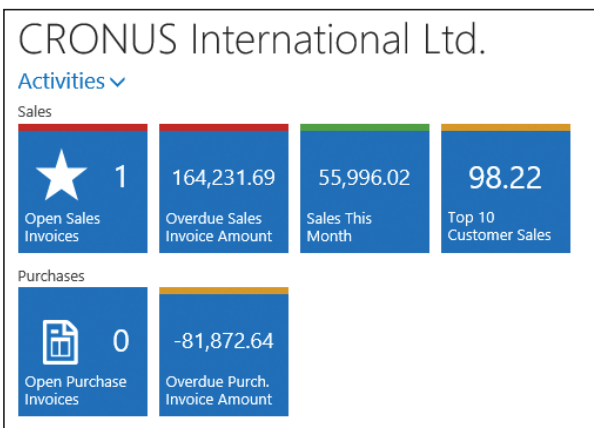


- Microsoft Azure, an open and flexible Cloud Platform that provides data and infrastructure services. These services enable customers and partners to build, manage and deploy applications quickly, and to use predictive analytics to gain insights that help them be more proactive.
- Office 365, a Cloud Productivity suite that delivers the tools people need to be productive in a digital world, unlock insights on data, and connect and collaborate through enterprise social-capabilities.
- Customer-centric business applications, including Microsoft Dynamics NAV and Microsoft Dynamics CRM

Microsoft Dynamics NAV 2015

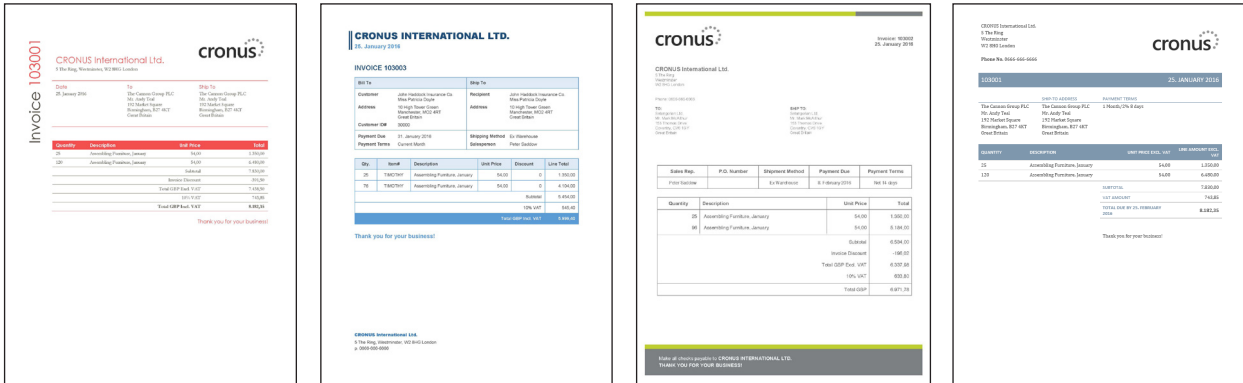
Launched in October 2014, Microsoft Dynamics NAV 2015 offers significant new capabilities to help small and mid-sized organizations grow their businesses in a mobile-first, cloud-first world. Improvements include:

- **Tablet and touch-optimized user experience** enabling SMB customers to access their company data and processes regardless of location or what device they choose to use. With this release, new Microsoft Dynamics NAV tablet applications are now available from the Windows, Apple, and Google app stores.

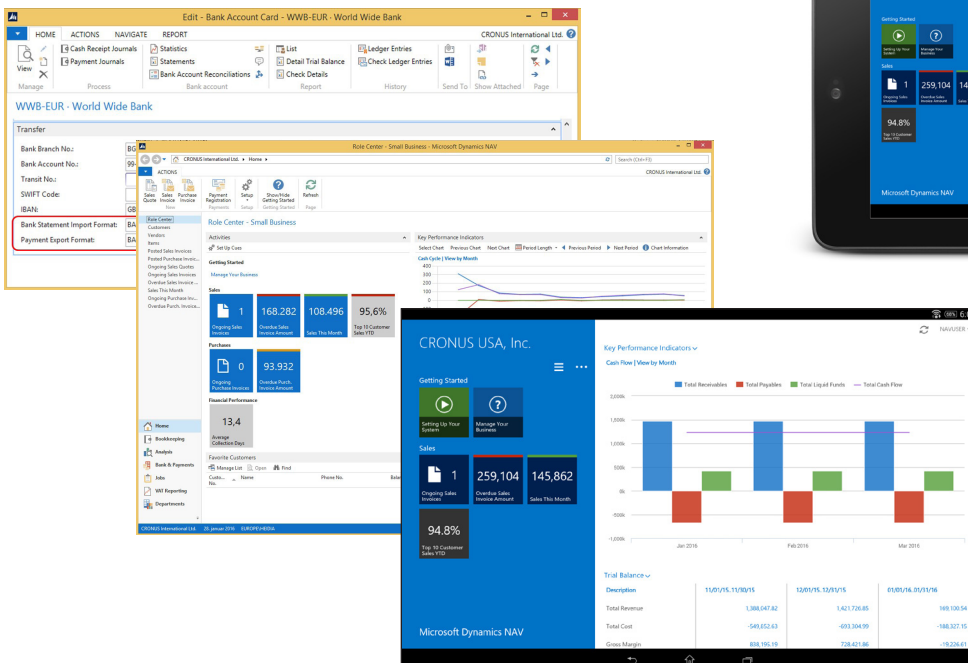


- **Faster access to information that matters** with personalized home pages that let users view their most important business data and key performance indicators in a glance. Sophisticated color coding and live data help users prioritize actions and stay productive.

- **Radically simplified invoice design and production** through new interoperability with Microsoft Word. Power users can now create customized, branded invoice templates on their own in Microsoft Word without having to engage a technical consultant. Below is an example of the same invoice with different designs modified with Microsoft Word.



- **Additional optimization to deploy in the cloud on Microsoft Azure** to help lower costs and increase flexibility.
- **Deeper interoperability with Office 365** to boost employee productivity. Improvements include single sign-on and consolidated views of business data, documents, business intelligence, and collaboration tools.

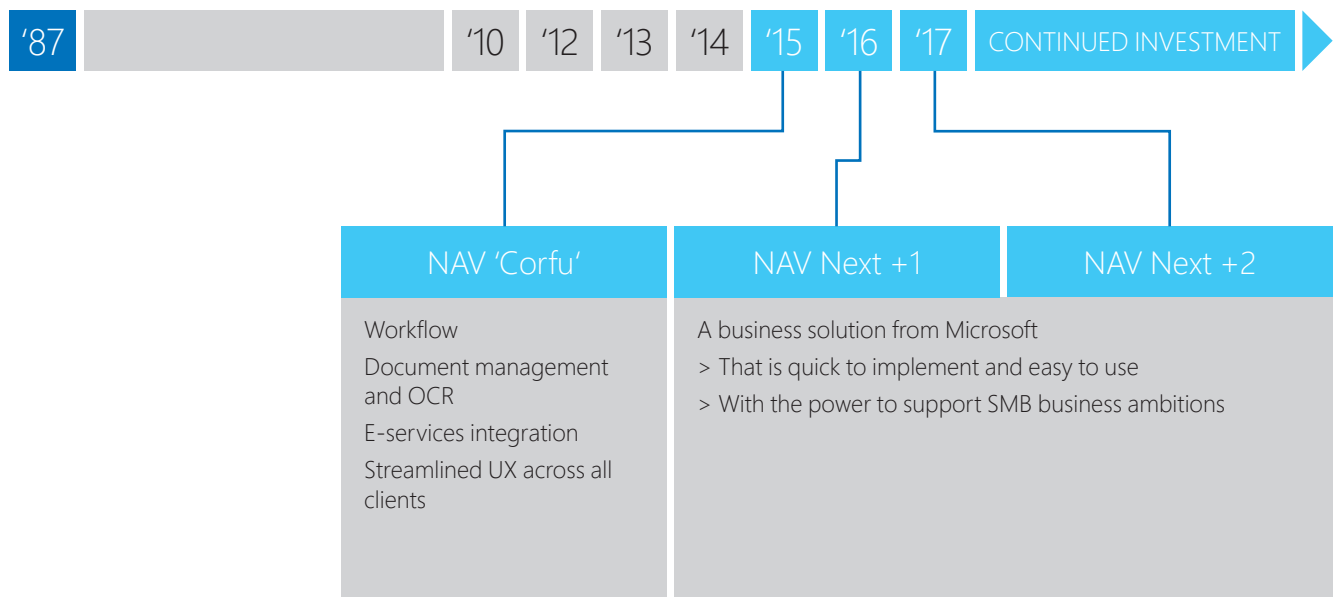


Microsoft Dynamics NAV 2015 also helps customers collect cash faster and spend less time managing it with new capabilities for electronic payments and automated account reconciliation. These enhancements include a new Bank Data Conversion Service delivered on Microsoft Azure by AMC Consult A/S that enables automated processes for electronic payments, payment reconciliation and bank account reconciliation right within Microsoft Dynamics NAV.

Microsoft Dynamics NAV 2015 also offers enhanced upgrade tools to help partners significantly lower the cost and time required to move customer implementations to the current version of Microsoft Dynamics NAV.

Next Release of Microsoft Dynamics NAV

The next version of Microsoft Dynamics NAV, codenamed "Corfu," is scheduled for release in the second half of calendar year 2015. Microsoft Dynamics NAV "Corfu" will build on the capabilities introduced in Microsoft Dynamics NAV 2015 while also delivering incremental value in several areas.



Focus areas for the Microsoft Dynamics NAV "Corfu" release will include:

- **Enhanced workflow capabilities**

- Accelerate business processes across roles through the use of notifications, visualizations and more
- Enable end users to configure relevant workflows without engaging a technical resource to do customization

- **Document management and Optical Character Recognition capabilities**

- Help SMBs more effectively manage and simplify paper-based processes through new capabilities around scanning documents, and implementing and associating those records with entities in Microsoft Dynamics NAV
- Enhanced document management capabilities and partnerships with OCR service providers.

- ***E-Services integration***

- Expanded extensibility and connectivity capabilities to help customers and partners more easily integrate Microsoft Dynamics NAV with other cloud-based services

- ***Streamlined user experience across clients and mobile devices***

- Enhanced user experience on all devices, screens and clients to improve end user productivity. Focus areas include repetitive tasks in the desktop client and the touch experience on tablets.

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