



**LANHAM ASSOCIATES**  
*Supply Chain Excellence*

**MEDIA RELEASE**

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**Lanham Associates Announces First Microsoft Dynamics NAV  
2009 Implementation World-Wide**

*Exhausto Commercial Fan Distributor, Live on Newly Announced Microsoft Dynamics NAV 2009*

**Norcross, GA February 5, 2009** — Lanham Associates, Microsoft Gold-Certified Supply Chain ISV, today announced that it has completed the first implementation of Microsoft Dynamics NAV 2009 world-wide. The implementation was delivered to Exhausto, a commercial fan supplier that imports fans from Denmark, and distributes the fans in North America and the Middle East. Lanham completed the implementation with their partner reseller, ArcherPoint, LLC of Norcross, GA.

Exhausto has been a Dynamics NAV user since 1995, and their business system is enhanced with Lanham Associates' Advanced Forecasting & Procurement (AFP) and E-Ship solutions, built inside Microsoft Dynamics NAV 2009.

Lanham's AFP solution enables Exhausto to collaborate and order their long lead-time products in plenty of time to fill orders for over 300 independent representatives, and yet carry only the stock needed.

E-Ship enables Exhausto to efficiently pack and ship their products for transport around the globe. Like AFP, E-Ship is built inside Microsoft Dynamics NAV, providing total access to data, and eliminating the need for costly interfaces.

According to Exhausto CEO, Steen Hagensen, "The Lanham solutions, now built inside Microsoft Dynamics NAV 2009, are providing us more agility as an organization. The personalized role tailored client, tighter integration to Microsoft Office products, and the thin client access for our independent reps, are all assisting us in driving up productivity."

Dale Lanham, CEO of Lanham Associates, explains, "With over 300 partners and their more than 1,000 customers using our products world-wide, we felt it was imperative to make our supply chain products available at first general release of Microsoft Dynamics NAV 2009. We are energized by offering them our solutions in the new role tailor client, and with all of the advantages of the Microsoft Office integration.

Lanham Associates worked in the Microsoft NAV TAP (Technology Adaption Program) since November of 2007 in order to ensure that all of their products would be optimized for Microsoft Dynamics NAV 2009 at its release.

Microsoft Dynamics NAV 2009 is an enterprise resource planning (ERP) solution that helps mid-sized organizations with specific industry needs, simplify and streamline their business processes by rapidly adapting to the unique way they do business.

#### **About Lanham Associates**

Lanham Associates began its relationship with Navision in 1997 by creating the product's first distribution functionality, Advanced Distribution. A Gold-Certified Microsoft Dynamics ISV, Lanham Associates has been creating complementary supply chain planning and execution products inside Microsoft Dynamics NAV ever since.

Lanham Associates maintains high standards for product excellence, and has been the recipient of both the Inner Circle and the President's Club awards many times since being affiliated with Microsoft. Lanham was named Microsoft's NAV Partner of the Year in 2006, and Directions Top ISV in 2005. The company's products are available through their extensive channel of resellers.

#### **About ArcherPoint, LLC**

ArcherPoint, LLC is a leading provider of business solutions based on proven Microsoft Dynamics products. From accounting and CRM, to manufacturing and distribution, we provide the tools and quality services that help businesses perform above and beyond the competition.

#### **About Exhausto**

EXHAUSTO has more than 50 years experience within **Ventilation and Chimney Draft** Technology, and is market leader in these product ranges. Our "Green Building" ventilation systems create the perfect indoor air quality in houses, apartment buildings, offices, schools, institutions, restaurants, hotels/resorts, and sports facilities.

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