



## LANHAM ASSOCIATES®

Supply Chain Excellence

### Lanham Associates

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

Today we are expanding that to embrace certain solutions for Microsoft® Dynamics™ AX and GP.

At Lanham Associates we take the quality of our products very seriously. This means developing to a strict set of standards, as well as making sure that our products are available in the latest version of Dynamics. Lanham products are either built inside the business system, or share the business system's user interface to make them seamless and easy to use.

### Our Products

Lanham Associates products are developed to extend the supply chain functionality of Microsoft Dynamics. They are well tested and stable, being used in more than 1,500 customer companies, by more than 75,000 users.

A brief overview of each product follows. Please see our specific product data sheets for detailed explanations of functionality on each product.

### Absolute Value

Absolute Value is a world class, best-fit, formula-based forecasting and multi-site replenishment solution for distributors and manufacturers. The solution, differentiated from many others by its unique replenishment capabilities and incredible visibility, allows users to reduce inventory levels and increase profits, while concurrently improving customer satisfaction. The product is available in a SaaS or on-premise format and can be used with any Microsoft® Dynamics™ or independent ERP system.

### Advanced Forecasting and Procurement (AFP)

AFP is a best fit forecasting and replenishment system, built inside NAV for both manufacturers and distributors. It enables companies to increase profits, while also increasing customer satisfaction. Delivered with 18 formulas that can be modified, AFP embraces collaborative forecasting, promotions, hub-and-spoke-tiered replenishment, and a rollup option.

For manufacturers, AFP can forecast finished goods and populate the NAV Production Forecast, allowing MRP to purchase component items. Alternatively, AFP can create simulated production orders generating demand for components which AFP procurement will purchase.

### E-Ship – Shipping Manifest System

E-Ship, built inside NAV, is available to plan and execute shipping from the time of sales order through shipping manifest. E-Ship has the popular package carriers such as FedEx, UPS, and USPS embedded in it for U.S. initiated shipments, and supports both multi-point and international shipping requirements.

### E-Receive

E-Receive, built inside NAV, utilizes barcoding to enable the receiving process and automate the warehouse. The user scans incoming items to record receipt. The process also provides for assigning and printing new barcodes, as well as capturing Lot and Serial Number information.

### Automated Data Capture System Warehousing

It is built on NAV's ADCS utility. ADCS Warehousing provides a rich application to access all NAV Warehouse Management System documents and transactions from radio frequency handheld devices. This solution increases accuracy, efficiency and saves time by enabling real-time access to inventory.

### EDI

EDI includes a translator and logical mapping tool, built inside Dynamics NAV, to allow the seamless mapping of EDI transactions and cross-referencing to occur within the business system. The EDI modules fully support both the X12 and EDIFACT standards.

## Security Management

Security Management allows for the configuration of field level security by specifying any field in the table as Visible, Hidden, or Visible but not Editable.

## History Management

History Management records any changes made by users, storing the username and time that the change was made. Viewing this history is as simple as clicking the History icon and viewing the record versions.

## Credit Card

The Credit Card Processing module, built inside NAV, submits transactions and receives approvals through merchant processors.

## Industry Specific Vertical Solutions

**ACE – Advanced Commerce ERP** – The ACE product from Lanham Associates provides a complete vertical solution specifically targeted to meet the needs of distributors, importers and manufacturers selling to the following industries:

- Automotive
- Consumer Packaged Goods
- Electronics
- Sporting Goods

ACE delivers the functionality of multiple systems in one complete solution, eliminating the complexities and costs associated with managing several interfaces:

- ERP Business System
- Shipping Manifest System for Package (US originated shipments) and LTL carriers
- Bill of Lading for planning and executing shipments, and automatically generating resulting ASNs (Advanced Ship Notices) for EDI
- Specific EDI capabilities for retail or automotive
- Generating UCC 128 compliant labels as needed in the shipping process
- Forecasting to work with six weeks and greater product lead times when ordering from China or other international locations

All corporate information is housed within one database, so finding information and management reports is quick and easy.

## Related Fact Sheets

To learn more details about the suite of products available from Lanham Associates, you may reference the following fact sheets:

- Absolute Value – Forecasting & Replenishment
- ACE – Automotive, CPG, Electronics, Sporting Goods
- E-Ship
- Address Validation

- EDI
- E-Receive
- AFP for Distribution
- AFP for Manufacturing
- ADCS Warehousing
- Outbound Warehouse Request
- Credit Card Processing
- History & Security Management

## Recognition

Lanham Associates maintains high standards for product excellence, and has been the recipient of both the President's Club and Inner Circle Awards many times since being affiliated with Microsoft. Lanham was named NAV Partner of the Year in 2006.

Lanham is a Gold-Certified Dynamics NAV ISV partner, attaining certification both in the ISV competency and in the Dynamics NAV competency.

Lanham also holds the distinguished "Certified for Microsoft Dynamics" product certification for its Absolute Value, AFP, E-Ship, EDI, E-Receive, and ADCS Warehousing and Outbound Warehouse Request products.

## Product Availability

Our NAV products are available exclusively through key Lanham partners in the Dynamics NAV reseller channel.

Absolute Value is available through Microsoft Dynamics AX or GP resellers, or directly through Lanham Associates.

If you are an end user customer, or are considering purchasing Dynamics, we will be happy to work with you to demonstrate and configure our products. Lanham products are available in 18 countries around the globe.

## Contact Information

For more information contact your local Lanham reseller or contact:

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More information is available on this and other products at [www.lanhamassoc.com](http://www.lanhamassoc.com).