

## PCC Natural Markets Manages Finances with Navision

**P**CC Natural Markets ([www.pccnaturalmarkets.com](http://www.pccnaturalmarkets.com)) began as a food-buying club of 15 families in 1953. Today, it's the largest consumer-owned natural food co-operative in the United States with seven stores in the Puget Sound region. These full-service grocery stores feature natural and locally grown organic fruits and vegetables, dairy and meat—produced without synthetic chemicals, additives, or genetically modified ingredients. Partnering with dozens of Northwest growers means fresher, in-season produce for consumers.



*Sharon Chandler, Controller, and Gary De Boer, Director of Information Technology at PCC Natural Markets.*

PCC Natural Markets is owned by nearly 40,000 members who receive member discounts as they support local and sustainable products and local organic farmers, and strengthen advocacy for high-quality food standards. A portion of the money members spend in the stores is given back to the seven neighborhoods in which the stores operate: Fremont, Greenlake, Issaquah, Kirkland, Seward Park, View Ridge, and West Seattle. A new store will be opening in Redmond in Spring 2006.

Community involvement is paramount as PCC Natural Markets founded the PCC Farmland Trust in 1999. This independent, non-profit organization works to secure and preserve threatened farmland in Washington State and move it into organic production.

In addition to shopping, members and non-members can participate in “PCC Cooks” which features dozens of cooking classes. The classes are presented by professional chefs and experienced instructors who are dedicated to using the freshest ingredients including locally grown produce, all-natural meat and seafood, and healthy whole grains. The company website ([www.pccnaturalmarkets.com](http://www.pccnaturalmarkets.com)) also includes a variety of recipes.

PCC Natural Markets was using 15-year-old customized software that was not meeting its needs. Aided by a consultant, the company worked to define its requirements for new software and Navision was identified through Microsoft. Sharon Chandler, Controller of PCC Natural Markets, had heard about Navision in a Continuing Professional Education class where it was deemed “good for retail.”

“We found how it handled accounting to be appealing,” said Gary De Boer, Director of Information Technology for PCC Natural Markets, “and Ron [Fox, MASI Senior Programmer/Analyst] was so passionate about the product!”

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Navision was chosen (over Great Plains and MAS 500) to handle the central office accounting and financial reporting. The transactions from the point-of-sale systems in the stores are uploaded to the Navision server, which easily processes transactions from other software packages.



*Organic produce at the Fremont store of PCC Natural Markets.*

There was lots of work in the old accounts payable system, so that became a primary motivator to buy new software this year. PCC Natural Markets processes 2500 invoices a week. These were electronically received at the store level, but they had to be keyed in by batches in the old central office system and checks were processed once a week. “We had so many workarounds in the old system that it was bandaged together and supported by spreadsheets around it,” Gary commented.

“Navision is touching all the stores and every process in accounting. In the next twelve months we’ll be automating the feeds in from the stores—everything from sales to invoicing to deposits to cash reports,” explained Gary.

Sharon added, “Navision is very flexible for reporting and analysis. We’re starting to learn and understand the flexibility of Jet Reports. It will allow us more timely reports as transactions are processed and reported on daily.”

“The MASI personnel are real responsive and I like everyone. It’s a plus that the organization is local,” concluded Gary.

## New Client

**R**edden Marine Supply, Inc. ([www.reddenmarine.com](http://www.reddenmarine.com)) has been supplying the gear and equipment needs of the commercial fishing industry since 1959. Redden Marine specializes in gear supply for gillnet, seine, longline, and pot/trap fisheries. Stem to stern, anchors to zincs, Redden Marine also has a huge selection of recreational and commercial boating supplies. As a direct importer of Atlas® Gloves, Redden carries a wide selection of work gloves, gardening gloves, and waterproof gloves. Redden's hydraulic department has been a leader in component supply, repair and design of commercial and industrial hydraulic systems, custom-built power units, and preventive maintenance programs for over 20 years. Redden Net is the sports, industrial, and safety netting division supplying barrier nets and netting for golf courses and driving ranges, baseball batting

cages and stadiums, landfill trash barriers, aviary netting, and environmental applications.

Redden Marine Supply recently selected Microsoft Dynamics™ NAV (Navision) and LS Retail for its three locations: Bellingham, Washington; Homer, Alaska; and Cordova, Alaska. Consultant Bob Jones of DeWaard & Jones Company assisted in the selection process. He reported, “MASI was one of six VARs that I asked to submit proposals for replacement of Redden's internal accounting system. The responses were reviewed by almost a dozen people within Redden, and virtually every reviewer rated MASI's proposal as one of the two best. On deeper examination, we also realized that Microsoft's Navision product was a better solution for Redden's needs. Follow-up visits with Diane and Ron convinced me and the Redden team that MASI was the best choice we could make to meet Redden's needs.”

## Upgrade

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**A**nne Geddes recently opened a flagship retail store in the Downtown Disney® District in Anaheim, California. The latest Anne Geddes lines are available, including the Anne Geddes baby clothing collection, sterling silver jewelry and gifts, Italian-made bedding, and European-style watches. As Disneyland Resort celebrates its 50<sup>th</sup> anniversary this year, Anne Geddes is also celebrating her success in

retail after becoming a world-renowned baby photographer. For more information, visit [www.annedgeddes.com](http://www.annedgeddes.com).

Ron Fox, MASI Senior Programmer/Analyst, is installing Navision LS Retail in the Anaheim store and then he will install it in the Anne Geddes boutique in the new Wynn Las Vegas Resort and Country Club. Navision LS Retail is the number one retail point-of-sale system in the Microsoft channel worldwide.

## Navision 4.0 Service Pack 1

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**O**n November 1<sup>st</sup>, Navision 4.0 Service Pack 1 was released. This release continues to incorporate features identified as part of what Microsoft calls Wave 1 of “Project Green.”

The most significant enhancement is Employee Portals. Employee Portals provide an interactive, web-based interface for users who utilize limited features in Navision. It uses Windows® SharePoint® Services and other technology pieces which are included with Microsoft Windows Server™ 2003. Several pre-defined roles (such as Customer Service, Accounting, Management, etc.) are already constructed within the software, but new roles can be defined through a setup process.

The best news is that Employee Portals start at \$205 per user. While Employee Portals are not a replacement for regular Navision user sessions, they can be an economical and secure way to bring on additional employees with a defined focus area such as sales or customer service.

Inventory costing enhancements have been made that include a more flexible standard cost revaluation process. Manufacturing planning flexibility has also been increased. And, as usual, some undocumented features have been fixed!

Please call John in Beaverton (503-641-4200) or Diane in Bellevue (425-885-4199) for more information.

## Navision Award

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**M**icrosoft Navision received the VARBusiness Tech Innovator of the Year 2005 award in the small & midsize businesses software category. Microsoft Navision won for its ability to integrate, its built-in tools to optimize the solution to customers' business processes, and the business opportunity that Microsoft Navision provides to partners.

Now in its third year, the VARBusiness Tech Innovator Awards honor outstanding achievement in technology innovation. The awards recognize the strongest candidates in eleven categories. The Tech Innovator Awards results will be published in the Dec. 19, 2005, issue of *VARBusiness' State of Technology* issue.

# Announcing MASI Time & Billing System

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**M**ASI is very pleased to announce its new Navision-based Time & Billing system for professional and consulting firms.

To our knowledge this is the first professional Time & Billing system for Microsoft® Navision® on the market. Finally, professional firms such as CPA firms, law firms, and consulting firms can use Navision internally rather than just referring it to their clients.

The system is designed to work with single and multi-location firms. It is written using Navision technology in the Navision Integrated Development Environment (IDE), and is therefore not just integrated with Navision, but is inseparable from it. The new system takes full advantage of Navision's General Ledger and Accounts Receivable systems, which are the only Navision applications required.

MASI intends to directly market the system to professional firms in the Pacific Northwest, and through the Navision reseller channel to the remainder of North America.

"We are very excited to finally be able to offer the local CPA and consulting firms a Navision Time & Billing solution," said Joe Taylor, president of MASI. "After all these years of hearing Navision touted to their clients, CPAs can finally see a Navision solution for themselves. So far, the feedback has been very positive," said Taylor.

Stop by MASI booth #431 at the Portland ITEC show December 7-8, or if you can't make the show, call or email your MASI sales representative (sales@masi.com) to get a firsthand look at the new package.

# AddonSoftware Releases Version 7.1.0

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**O**n November 1, AddonSoftware announced the general availability of version 7.1.0. This powerful new release includes several new features, such as the Bill of Materials application now in a graphical user interface, a new alpha customer lookup, a redesigned A/P manual check process, a new "launcher" application, updated technical documentation, and a group of program improvements (bug fixes).

The new alpha customer lookup allows the user to enter one or more alpha characters in the customer number field, triggering a customer lookup by Alternate Sort Field (usually the customer's name). This new process saves time when the user wants to look up a customer by its name, which is the most commonly used lookup.

The "Launcher" application enables a client to limit selected users to a single AddonSoftware application in version 7.1.0. For example, if a user is to have access only to Sales Order Processing, that user's desktop icon, when launched, will automatically run Sales Order Processing, with no other options for the user. When the user exits from the program, the application ends and the user is returned to the Windows desktop screen. The Launcher can also be used to launch AddonSoftware from a third party application when integrating it with AddonSoftware.

The Accounts Payable Manual Check Process in prior Version 7 releases was difficult to use, so it was re-designed and replaced in v7.1.

For more information about AddonSoftware Version 7.1.0, please call your MASI sales representative.

# Name Change

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**M**icrosoft Dynamics is a family of business solutions that helps your people and your business work more effectively. The new Microsoft brand is a new name for a set of Microsoft products that include Navision, Great Plains, Solomon, Axapta, and CRM. These flagship product lines currently branded Microsoft Business Solutions will move to Microsoft Dynamics in a series of stages.

As an important element of the Microsoft Dynamic brand, Microsoft Business Solutions – Navision will adopt the new brand and become Microsoft Dynamics™ NAV.

With this change Microsoft wants to emphasize that the Navision solution is not going away. Microsoft Navision and Microsoft Dynamics NAV in the future will continue to be one of the leading ERP solutions from Microsoft for small and midsize companies and

divisions of larger organizations. As a matter of fact, in another document recently, Microsoft announced that their growth over the past year was driven principally by Navision.

The new brand will appear in marketing materials over time and the new name will appear in the next major release of the Navision product currently scheduled for Q3-CY2006. The phased implementation approach is driven by the need for cost-efficiency and resource-optimization for Microsoft and for partners such as MASI. New branding and messaging, backed by strong new functionality, will deliver a powerful illustration of the commitment to the Microsoft roadmap.

By creating a single, more powerful brand, Microsoft will be able to market and build demand more efficiently and thus provide better support and market impact for its partner channel.

# Thank You for 2005

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by Joe Taylor, President of MASI

**I** remember when I was a child how excited I got as Christmas edged closer and closer. It seemed to take so long to finally get here. Do you remember those days, too?

And now, it seems that we just get one Christmas finished and another one is right on top of us. And by the way, where did 2005 go? I'm barely accustomed to writing 2005 on letters and checks, and soon I'll have to learn to write 2006.

So what happens to us that causes a year to compress into just a few months when it once lasted a full year or even longer? And exactly when did the change take place?

From a business perspective, this year was a good one for us, and I trust it was for you as well. It started strong and is ending even stronger. We have "thank you's" for several parties for the success of this year. First, of course, our clients—Thank you for your business, not just in 2005 but for all the years you've been a client. We certainly owe our longevity to you (we are just finishing 22 years, starting number 23!) which helps us do a better job for you.

Thank you to our primary suppliers—Microsoft, who gives us Navision (now Microsoft Dynamics™ NAV—see article above). Navision just keeps getting better and better.

To AddonSoftware, who also keeps giving us good software. To BASIS International, who is continually improving the development environment in which we create AddonSoftware. And thank you to the consultants of the Northwest, with whom we work closely to satisfy the software requirements of our mutual clients.

I always look forward to the upcoming year, and this year is no exception. At MASI we have high hopes and expectations for 2006 with our newest product lines and an improving North American economy.

Happy Holidays to you, and we wish all of you the very best in the new year!





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*PCC Natural Markets uses Navision.  
(See story on page 1.)*



**NAVISION**  
*SolutionCenter*

Stop by our booth to see the latest release of Microsoft® Business Solutions – Navision®, our new Navision®-based Time & Billing System for professional firms, and LS Retail Point of Sale System. All showing in MASI booth #431!

[www.goitec.com](http://www.goitec.com)  
MASI booth #431  
Oregon Convention Center  
December 7-8, 2005

**Portland ITEC**

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