

The ABC's of Installing Navision

1. The best thing about Navision is that it can be customized. The worst thing about Navision is that it can be customized.
2. Installing Navision is like nuclear fuel – it has a half-life. Since implementation never ends, plan on spending at least half of your implementation budget again in the first year after going live. Basically we'll be in your pocket book forever.
3. Going live with Navision is a contradiction in terms. You may go live using the software quickly, and by the time you reach phase forty-eight you will still feel like you are still going live. Going live means that phase one is 90% finished. For further clarification, refer to the last sentence in rule number 2.
4. CEO beating rule of thumb. For every one beating that we get from the CEO while planning Navision saves us ten beatings after going live. CEO and visionaries must participate in all planning aspects of the system. After all, the system is being put in ultimately for their benefit.
5. Make a Navision short list. Write down the small custom changes on a "Want" list. If they are still needed after thirty days, then have them done.
6. Navision is near perfect. That means when you have uncovered a design problem, the issue stands out like a sore thumb. You will be more upset with the one design flaw than loving the ten-thousand features it does well.
7. At some point you will say, "*I can't be the only customer that has a need for Navision to work this way. What do other customers around the world do?*" Out of 45,000 installations in 107 countries, you would be amazed at how unique some of your requests are.
8. Change in Procedures is sometimes a good thing. Even though Navision allows you to change the software to meet unique procedures, you may wish to allow a bit of new progress in. After all, you are already changing your complete system, now is the time to dust under the cabinets.
9. Train, train and train some more. There are so many features in Navision that you simply cannot absorb all features in a few short months. Budget time for further training after going live.
10. Your company is destined to change. The reason why Navision fits well is it can change with you. Revisit your procedures often because many times Navision can meet your new requirements out of the box. Invite a Navision specialist along with your strategic planning meetings.

Navision specialists are optimists.