



**LANHAM ASSOCIATES®**  
*Supply Chain Excellence*

### **Lanham Associates®**

Lanham Associates provides business value to middle market distributors through best-of-breed supply chain planning and execution solutions, available directly inside Microsoft® Dynamics™ NAV.

Experts in NAV and distribution right from the start, Lanham prides itself in creating and implementing quality software that improves customers' business processes by streamlining operations, cutting costs and increasing overall productivity. Uniquely, Lanham solutions allow users to keep all of their data right at their fingertips in NAV. No tedious customizations or integrations with external sources. No new user interface to learn. Just best-of-breed solutions built to run inside your business system. It's seamless simplicity at its best, and it's reflected in all of Lanham's offerings.

### **Our Products**

Lanham Associates products are developed to extend the supply chain functionality of Microsoft Dynamics. They are well tested and stable, used by more than 2,100 customer companies and depended on by more than 110,000 users around the world each day.

Lanham supply chain solutions hold the distinguished "Certified for Microsoft Dynamics" product certification.

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

### **Absolute Value™**

Through its sister company, Absolute Value, LLC, Lanham also offers an ERP-independent forecasting and replenishment solution for distributors and manufacturers. Absolute Value is a world class, formula-based forecasting and multi-site replenishment solution designed to enable distributors to increase profits and improve customer service levels with unprecedented visibility to inventory. The product is available in a SaaS or On-Premise format.

For more information on Absolute Value, contact: Phone: 678-905-1204, ext 102; E-Mail: AVInfo@absolutevalue-us.com

### **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 service levels with unprecedented visibility to inventory. Delivered with 18 formulas that can be modified, AFP embraces collaborative forecasting, promotions, DRP, hub-and-spoke tiered replenishment, and rollup options.

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**

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 it 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.

### **Lanham EDI**

Lanham 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. Documents are automatically filed in their respective places in NAV and can also be viewed in an EDI folder.

X12, EDIFACT, and Automotive EDI are all supported natively. The Lanham VAN (Value Added Network) is available to reduce the total cost of processing EDI.

## ACE Warehousing

ACE Warehousing is built on NAV's ADCS utility. It provides a rich application to access all NAV WMS (Warehouse Management System) documents and transactions, using radio frequency handheld devices.

ACE Warehousing embraces functionality from fixed bins through more sophisticated WMS concepts, including item tracking, directed put-away, license plating, and pick-to-tote functionality.

Real-time access to inventory in ACE Warehousing dramatically increases warehouse accuracy and efficiency.

## Outbound Warehouse Request

Outbound Warehouse Request, built inside NAV, is the warehouse manager's primary workflow planning tool. It enables all of the activities required to get goods planned for shipment and moved off the dock efficiently.

## Credit Card

The Credit Card processing module, built inside NAV, is PCI compliant. It handles transaction submission and approval receipts through merchant processors.

## 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.

## 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 in the following industries:

- Automotive
- Consumer Packaged Goods (CPG)
- 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
- BOL (Bill of Lading) for shipments, and automatic generation of EDI ASNs (Advanced Ship Notices)
- Specific EDI capabilities for retail, industrial, and automotive
- Generating UCC-128 compliant labels
- Forecasting to work with six week and greater product lead times

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

## Related Fact Sheets

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

- Absolute Value – Forecasting & Replenishment
- ACE – Advanced Commerce ERP
  - E-Ship
  - Lanham EDI
  - AFP for Distribution
  - AFP for Manufacturing
  - ACE Warehousing
  - Outbound Warehouse Request
- Credit Card Processing
- History Management

## Recognition

Lanham Associates is a Gold-Certified Dynamics ISV partner. Lanham customers have been repeatedly honored with Microsoft Excellence Awards.

Lanham also holds the distinguished "Certified for Microsoft Dynamics" product certification for its supply chain solutions, as well as "Certified Partner Solution" certifications from UPS, FedEx, and USPS.

## Product Availability

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

Absolute Value is available directly through Lanham's sister company, Absolute Value, LLC.

We are happy to work with those interested to demonstrate and configure our products. Lanham products are available in 21 countries around the globe.

## Contact Information

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## Additional Resources

### Lanham Services<sup>®</sup>

Available at your Reseller's request, Lanham Services can be the perfect complement to your Lanham solutions. The Lanham Services team is expert in delivering merges, implementations, support, training, custom work, EDI managed services and project work across all the Lanham supply chain solutions.

For more information on Lanham Services, contact your Lanham Reseller, or contact us directly at:  
Phone: +1 678-999-3900; E-Mail: LSInfo@lanhamservices.com

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