



## Why Choose Innovia Consulting as Your Microsoft Dynamics NAV (Navision) Partner

### Stability & Experience

- With **4 locations and over 40 team members**, we're large enough to support your needs, yet small enough to deliver the personalized service you deserve.
- Innovia Consulting is actively helping **more than 85 domestic and international Microsoft Dynamics NAV clients** achieve their business goals – and improve the bottom line – with our expertise in needs assessment, process improvement, implementation, enhancement, upgrades, training, support and more.
- With **30+ years in the business** and hundreds of accounting and ERP software implementations under our belts, we have experience serving customers in nearly every industry and of every size, from start-ups to Fortune 1000 enterprises.
- Innovia Consulting has been **distinguished as one of the nation's top 100 value-added resellers of accounting and ERP software by both Accounting Today magazine and industry analyst, Bob Scott**. The lists rank value-added resellers (VARs) in the USA by annual revenue. Being named to the VAR 100 lists means that customers have chosen Innovia Consulting over literally thousands of other companies who implement and support business management software. That speaks volumes to our expertise and client satisfaction, as well as our strong business health and growth.

### Dedicated Product Focus & Expertise

- Innovia Consulting has been **implementing and supporting Microsoft Dynamics NAV since 1999**.
- We are **Gold Certified in Microsoft Enterprise Resource Planning (ERP) software** and hold silver certifications in 5 other Microsoft competencies. The Microsoft Silver & Gold competencies are put in place to ensure that customers are always working with trusted experts that are the right fit for their business. By undergoing extensive testing and providing detailed examples of our work and customer references, we have proven to Microsoft that we're capable and competent when it comes to working with Dynamics NAV and their other business solutions.
- Innovia Consulting is **one of only a handful of Microsoft partners that are exclusively focused on Microsoft Dynamics NAV**. Most value-added resellers sell and support multiple product lines, which divides their attention and often dilutes their expertise. Don't be misled by large partner organizations with dozens of software consultants and developers. Very few – if any at all – may be certified in Microsoft Dynamics NAV.
- **You will not find a more knowledgeable staff** on the products and services we offer. If you do, let us know because we are growing and would like to have them on our team. We currently employ **8 Application Consultants, 5 Application Developers, and 7 Support Reps with certifications in Microsoft Dynamics NAV**. This does not count our CEO who is also a Dynamics NAV expert.



- **INNOVIA has the expertise to support your ENTIRE IT infrastructure, not just Dynamics NAV.** In addition to our highly experienced NAV team members, we have **certified systems engineers** on staff that can help support your other business applications (e.g. Cloud, Azure, Office 365, Microsoft Office and Exchange).

## Commitment to Excellence

- Innovia's depth of experience in working with some of the nation's top companies, coupled with our pragmatic approach to getting the job done, has earned us membership in the **Microsoft Dynamics President's Club**, an accomplishment awarded to firms whose achievements rank them at **the top 5% of Microsoft's global network of 2,600 value-added reselling partners.**
- Our product expertise and dedication to helping clients achieve truly remarkable results has led to **5 Microsoft Dynamics Customer Excellence Awards** (formerly known as Pinnacle Awards). The awards recognize Microsoft customers that are achieving outstanding success with their Dynamics ERP or CRM software. There are more than 350,000 Microsoft Dynamics customers worldwide, and these Innovia clients were selected among hundreds of nominations to be recognized:
  - [Alarm Detection Systems](#) – Overall Winner: Small & Medium Businesses
  - [Technical Prospects](#) – Excellence in Productivity (*Finalist*)
  - [Saris Cycling Group](#) – Excellence in Manufacturing Productivity
  - [Batteries Plus](#) – Excellence in Innovation
  - [Single Source, Inc.](#) – Excellence in Distribution Industry Leadership
  - [Promega](#) – Excellence in Customer Service
- While we prefer to measure our success by the satisfaction of our clients and the contribution we make to their growth – not by the awards we win – we list these achievements as reasons to choose Innovia because being recognized by Microsoft means we have their eyes, ears and added support.

## Our Values & Guiding Principles

- There's a reason we've been in business for 30+ years. When you partner with Innovia Consulting, you won't be exposed to flashy, arrogant consultants who only "speak geek." What you will find is a time-tested approach that reflects our solid values, a sense of teamwork and the ultimate respect for your budget and deadline. Here are just a few of the ways we are different:
  - **Open Door:** We engage in ethical, transparent business practices at every level of the company.
  - **Open Communication:** We stand shoulder-to-shoulder with our customers and partners to reach common goals.
  - **Open Minds:** We manage by inspiration, not fear; and by sharing information, not guarding it.
- We are committed to doing whatever is necessary, period.
- At Innovia, we are guided by enduring values that stretch back to our roots – values that reflect basic, fundamental ideals about who we are. We believe:
  - There is no substitute for personal and professional integrity
  - Doing well and doing good can go hand in hand
  - Trust and respect have always been the cornerstones of our success.



## Don't Take Our Word for It. Read What INNOVIA Clients Have to Say

"With the expertise of Innovia Consulting and the capabilities of Microsoft Dynamics NAV, we've continued to be very competitive in the market while saving a huge amount of operational costs by automating our business. We couldn't have done it without their guidance and owe much of our continued success the Innovia Consulting team."

Mary Lowe, Vice President of Finance  
Lowe Manufacturing Company

"When I need something, I get results. We get what we need when we need it. They're very responsive. They're very timely. I can't speak highly enough about Innovia. BHN can be pain free for a couple of years. And, that says a lot when it comes to ERP systems."

Don Fremling, Accountant  
Breezy Hill Nursery

"Just sitting here at the airport thinking how well this week's upgrade went. Actually, the last three days! I feel very comfortable leaving the office. We couldn't have done it without your patience and dedication!! It was a very successful week. We survived a Single Source upgrade and lived to tell about it."

Rob Newhart, VP/CIO  
Single Source Inc.

"Innovia has made a world of difference for us. We have the best support with them. It's phenomenal. If I need something, they're on it. There's nothing Innovia can't help you with. It always gets done."

Joan Gavin, Office & Accounting Manager  
Crest Precast Concrete, Inc.

"Innovia could not be easier to work with. They are extremely knowledgeable and professional. The Innovia team was willing to go out of their comfort zone and perform the conversion in a way we were comfortable with. They allowed us to do things our way instead of stubbornly sticking to the way they have always done them. They showed us that we can be on an upgrade cycle with Navision with minimal interruption to our business."

Mark Schramm, MIS Director  
Alarm Detection Systems



"One of Innovia's greatest strengths is their product knowledge. They'll think out of the box, but they'll advise you to do it in a way that makes the most sense. When I want the [Microsoft Dynamics NAV] system to do something, I call them, and they tell me how it can be done, and done right."

Rob Newhart, VP/CIO  
Single Source Inc.

"Because we've automated many of our processes, we've been able to grow from \$8 million to \$12 million without adding any new staff to handle the additional customer service needs. Much of that is due to the capabilities of Microsoft Dynamics NAV and the Innovia team. Innovia made this happen for us and we are extremely pleased with the results. Right from the start, their talented staff took the time to understand our needs, streamline our processes and customize the solution to fit our business. They are the best at what they do."

Anthony Eisemann, IT Manager  
Anderson Manufacturing

"With the help of Innovia Consulting and Microsoft Dynamics NAV we save over \$100,000 per year and grown without adding staff."

Kevin Fons, ERP & Materials Manager  
Saris Cycling Group

Read more and watch video  
testimonials on our web site:  
[www.innovia.com](http://www.innovia.com).