



# RTC REPORT TRANSFORMATION MADE EASY



**CASE STUDY: Easy transformation of classic client NAV reports to NAV RTC reports**



## NAV 2009 Role Tailored Client - New Opportunities.... and Challenges...

The launch of NAV 2009, along with the Role Tailored Experience, further enhanced an already solid product, providing the Dynamics Partner community with new opportunities to create even more value for their customers.

### Technical challenges

However, while the new functionality introduced opportunity, they also required new technical expertise and business planning. The new 3-tier technology, transformation of forms to pages, learning to use the transformation tool, reports transformation to the new RTC standard, even estimating and performing upgrades to RTC can be very challenging.

We know, because we do it all the time.

### Even the most experienced NAV partners are being challenged

Cost Control Software, a highly skilled ISV and reseller of Microsoft Dynamics NAV since 1994, was overwhelmed when dealing with Reports transformation.

That changed when Cost Control Software reached out to Celenia Software. Celenia, well-known in the Dynamics Community as a "Partner's Partner" provides partners with unmatched experience within NAV & AX.

We're ready to share our knowledge and experience with the Dynamics Partner Community, to make you more competitive.



### Cost Control Software

As an ISV, Cost Control occupies a leadership position in the Dynamics NAV community. Having developed a variety of add-on applications for use with Dynamics NAV as well as producing training courses, Cost Control is determined to constantly improve its offerings and expertise:

*"We specialize in only one software platform - Microsoft Dynamics NAV - and our concentrated focus is to be really good at it. We want to be seen as a thought leader and 'go to' expert among NAV resellers and partners..."*

*"One of the most important things to us is the ability to provide knowledge and training to other resellers and end users. It improves our value to them."*

Julia Baxter, Chief Developer, Cost Control Software

## Transforming NAV Reports to NAV 2009 RTC

Like many other NAV partners, Cost Control found the transformation of standard NAV reports into RTC reports to be cumbersome. Cost Control kept running into technical issues when using the transformation tool, and when following the available guidelines and instructions.

*"We couldn't find much help, the available documentation wasn't getting us where we needed to go, and trial and error wasn't working either," said Julia Baxter, Chief Developer. "Our clients were starting to ask more questions and that added to the pressure to get results. That's when we started putting out feelers looking for experts."*

Cost Control needed someone who could provide the right mix of skills and knowledge around Microsoft

Dynamics NAV 2009 RTC, as well as the on-target subject matter expertise to guide Cost Control in the right direction

So when Cost Control turned to Microsoft for help, Microsoft pointed them to only one place -



## Celenia was the only one who stepped forward

While the two companies had only limited experience working together previously, Celenia's reputation and recommendations from Microsoft with a track record of delivering results were enough to capture attention from Julia and the Cost Control team.

*"Celenia was the only one who stepped forward and said we can help," said Julia. "They were very prompt and delivered in a very timely fashion."*

### Worldwide Upgrade Center

Being appointed by Microsoft as a Worldwide Upgrade center for both Microsoft Dynamics NAV and AX, Celenia Software provides unmatched hands-on skills in upgrading, converting, and migrating data within the Microsoft Dynamics NAV and AX platforms. Converting classic client reports in NAV to the new NAV 2009 RTC standard is just one of Celenia's key competencies.

### Tapping into unique know-how & experience

Celenia Software provided Cost Control Software with intensive, one-on-one webinar training to show how transforming standard NAV reports into RTC standard is done most effectively and efficiently.

Celenia Software also asked Cost Control to send several of their standard NAV reports that needed to be transformed. After the transformations, and based on Cost Control's approval of the RTC functionality, Celenia would teach Cost Control how it had been done.

A straightforward approach - but extremely beneficial for any Dynamics Partner who wants to stay ahead of the game!



### Celenia puts on a cooking show

Celenia produced an outstanding version of the transformed test report, and then took that insider knowledge into a two-hour, face-to-face training seminar exclusively for the Cost Control team.

According to one of Celenia's Senior NAV Solution Architects, Thomas Forshaw, the combination of the report and the class was exactly what Cost Control needed.

*"We used a 'cooking show' approach during the seminar, showing them the transformed report and then deconstructing the finish product in step-by-step detail," said Forshaw. "There were a lot of 'Aha!' moments during the class. The programming is a lot harder than expected but once you get shown it's not as difficult as originally feared."*

### Cost Control: ahead of the game

As a result of Celenia's class Julia's team can now produce their own detailed, eight-hour, start-to-finish training course for novices.

*"We feel like we're there thanks to Celenia's class," said Julia. "The people who know me know that when I give praise they must have been really good. Celenia had to have done a really good job to impress me".*

### We are here for you too!

Celenia Software provides services to Dynamics partners only - and we are here to help you too. Our core focus is your business as a VAR or an ISV. If you are facing challenges dealing with the new NAV 2009 RTC, we at Celenia are ready to help you.

### Did you know?

To successfully transform RTC reports, Celenia has identified more than 50 specific key points that Developers should be aware of when Transforming NAV Classic Client reports into RTC Reports.

Our methods are far more comprehensive than the available Microsoft online tutorials.

