



EC ADVANCE

Experts in Business Management Solutions and CRM

At EC Advance, our services and software solutions improve productivity, streamline business processes, and provide greater insight into your business. Our experienced team provides your organization with the creative solutions needed to run effectively... especially in today's challenging business environment. Our consulting expertise and industry-specific knowledge guarantee success for you and your company – we get the job done.

With EC Advance you get a well versed, dedicated project team to develop, implement and integrate your new solution and keep your business running smoothly. That means no downtime for your finance and operations teams, and no unpleasant surprises for your IT department. Our experts help you increase productivity by using Microsoft Dynamics business management solutions to deliver integrated functionality for financial management, accounting, supply-chain management, operations, CRM and more. And we provide you with the exact functionality you want, on time, on budget and for a fixed fee.

What's more, our solutions can be fully integrated into your current Microsoft Office environment, delivering one comprehensive system for managing daily communications, accounting and finance, customer relations, resource planning and more – helping you move forward with confidence and total control.

What We Do

Our Core Competencies

You need a partner who has deep competencies in the solutions they're working with and extensive knowledge of how they work to benefit your business environment. EC Advance delivers these competencies – we understand our customers' requirements:

- Extensive knowledge of Microsoft Dynamics™ NAV from Versions 1.0 through to NAV 2009
- Expertise in Microsoft Dynamics NAV for financials, inventory, manufacturing, service and distribution
- Each EC Advance resource has deep and detailed knowledge of all business processes from sales and marketing, to finance, to inventory and IT
- Focus on simplicity and value
- Proficient trainers who provide knowledge transfer to your team
- Excellent communicators, analysts and problem solvers
- Strong knowledge of Microsoft Dynamics™ CRM for sales, marketing and service



*"EC Advance understands that we are investing today for long term benefits. They really cared and delivered the solution on time."
Rob Kadlovski, President, Old Firehall Confectionery*

Driven to Deliver Value

Our proven track record of delivering value and satisfaction to our customers is based on our approach to business and our commitment to excellence.

- Provide Fixed Fee Engagements
- Assured timing to meet obligations as agreed in advance with our customers
- ALL-IN offering to include software, services, hardware and hosting if applicable
- Strong technical knowledge of databases and environment variables as a Gold Certified Partner
- Real world experience as well as large investments in internal training to keep our team current

Our Team Excels in These Areas:

- Financials and Budgeting
- Billing processes and credit management with order promising

- Inventory Control and Costing
- Manufacturing and automation
 - Product and work centre movement
 - Deliverable timelines
- Distribution and Automation
 - Bar Coding
 - Physical Inventory Automation
 - Warehouse Management
 - Service Fulfillment and Automation
 - Time and materials scheduling, execution and billing
- Professional Services
 - Project Management and Resource Billing
- If required, providing customizations/modifications to software solutions to meet customer needs – now and in the future
- An alliance partner to maintain environments/systems so that companies can focus on their businesses and not technology issues and requirements

Our Solutions and Services

Microsoft Dynamics™ NAV

Microsoft Dynamics NAV collects your organization's functions into one integrated system. With close visual and functional ties to Microsoft Windows Vista, Windows 7 and Microsoft Office, it's easy to learn, simple to use, and quick to implement. With integrated financial, manufacturing, supply chain management, sales and marketing, project management, human resources, and services management information from across your organization stored in a centralized database, your people can work quickly and effectively—helping to drive your business forward.

[Click here for more information.](#)

With Microsoft Dynamics NAV you will effectively manage resources and accounting data.

- Operate more efficiently
- Integrate finance, operations, inventory and supply chain, HR, manufacturing and project management

Microsoft Dynamics™ CRM

Microsoft Dynamics CRM is a full suite of customer management solutions for marketing, sales, and service organizations that is easy to adopt and quick to learn. It provides your team with a centralized source of customer information that can be shared across the organization. It helps you drive sales performance with real-time sales insight, closed loop opportunity management, accurate sales forecasting, offline data access and much more.

[Click here for more information.](#)

Microsoft Dynamics CRM enables organizations to efficiently manage business relationships:

- Deliver exceptional and personalized customer service consistently
- Increase customer revenue share and identify new revenue opportunities
- Share information and accelerate sales through on-going productivity improvements
- Achieve significant cost savings by reducing your opportunity cost, cost-of-sale, cost of your marketing leads, and administration costs
- Integrate Sales, Marketing, and Customer Service
- Put your customers at the center of your business
- Gain insight into your business
- See key data from multiple business applications in one place



"Having the right partner with the right knowledge about our business allowed us to deploy the solution we needed quickly and within our budget. EC Advance was able to enhance our original plan of baseline functionality requirements, and understood our need to integrate with various legacy systems and the need to incorporate the existing business processes that might need to be changed or incorporated for the future – their expertise was invaluable."

***Domenic Iula, CFO/Controller
Peel Truck & Trailer Equipment Ltd., and Innovative
Trailer Design Industries Inc.***

"At EC Advance, we build lasting relationships because we put our clients first. We apply our expertise and deep resources to ensure our clients realize immediate and enduring success. We work with our clients and combine operational and technology excellence... which enables our clients to maximize their solutions – now and in the future."

Reno Capano, CEO, EC Advance



EC Connect.net

EC Connect™ is a premier hosted connector that binds Microsoft Dynamics NAV and CRM. It is a Software-as-a-Service (SaaS) data integration application that automatically synchronizes important customer account, product, sales order and invoice information between Microsoft Dynamics NAV and CRM. Powered by RapidOnline technology, EC Connect™ is designed to be simple and quick to get started – in fact, EC Connect is up and running in one day. It not only provides an easy way to integrate your business data, but also enables your teams to more effectively communicate and deliver better, more efficient customer service.

ALL IN

ALL IN delivers an affordable business solution that is fast to implement and simple to use. Our team deploys a managed, end-to-end solution that addresses your business management, customer relationships and technical requirements. We select components most appropriate for your business environment and eliminate the headaches of maintaining your own critical information systems.

We are your single source and provide hardware and software, as well as complete services and technical expertise. We become an integral part of your team.

ALL IN includes the following features that may be tailored to meet your exact business requirements.

- Microsoft Dynamics NAV
- Microsoft Dynamics CRM with EC Connect™ data integration
- Hardware & Infrastructure
- Implementation & Support Services
- Microsoft Financing Options

About EC Advance

EC Advance provides business consulting services to mid-market companies, and delivers specialized business management and customer relationship solutions. Our team delivers years of experience and deep understanding of your business needs.

For additional information about EC Advance products and services and how EC Advance can help your organization, contact 416.321.3220 or visit www.ecadvance.com.

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