



CASE STUDY

Microsoft Dynamics AX drives integrated Product and Sales management process for Constructing Materials Supplier

Microsoft Dynamics ERP Implementation

A full-cycle implementation of Microsoft Dynamics AX ERP solution with integrated inventory management that streamlined products management and provided better visibility over sales and finances.



PROTECTED

Client: **Protected by NDA**

Country: **USA**

Industry: **Real Estate**

About the Client

The client, based in Guyana, operates and provides services to the building and construction industry leveraging a 2000 people workforce. The client's business includes production of quality construction materials ranging from tropical timber, hardware, and building stones.

Challenges

- The enterprise was operating with over 2000 employees with remote stores and warehouses. The client lacked adequate monitoring and management system for stores, warehouses, and employees.
- With a wide range of products, varying from hardware to tropical timber, and building materials, keeping a record of product operations without a single system for inventory management was a critical challenge for the client.
- Being a leader in the building and construction sector, the client's accounts receivables were huge. The Credit Control function was based on Microsoft Excel which further induced manual dependencies on credit controllers to manage and generate accurate information on account receivables.
- Keeping track for the sales and inventory lifecycle for such a wide range of product line at different locations had become a cumbersome and time consuming process for sales managers.
- Due to lack of automation facilities within the current infrastructure, enterprise head of staff was manually monitoring and managing sales, purchases, and financials.

Quicks Insights



Challenges

- Inadequate monitoring of production operations
- Decentralized data and reports
- Unstable inventory management system



Solution

- Implemented Microsoft AX Dynamics ERP solution with integrated inventory management
- Support for different modules such as accounting, purchase, sales, and production lifecycle management



Result

- Enhanced inventory management for tracking stock movements resulted in optimizing warehouse space.
- Lower recurring costs leveraging cutting-edge features in sales and accounts management
- Accurate financial and sales reports with improved vendor/customer management



Technologies Used

- Microsoft Dynamics AX 2012
- Windows Server 2016
- Microsoft SQL Server 2016
- Microsoft Visual studio 2015
- Microsoft Office 2016

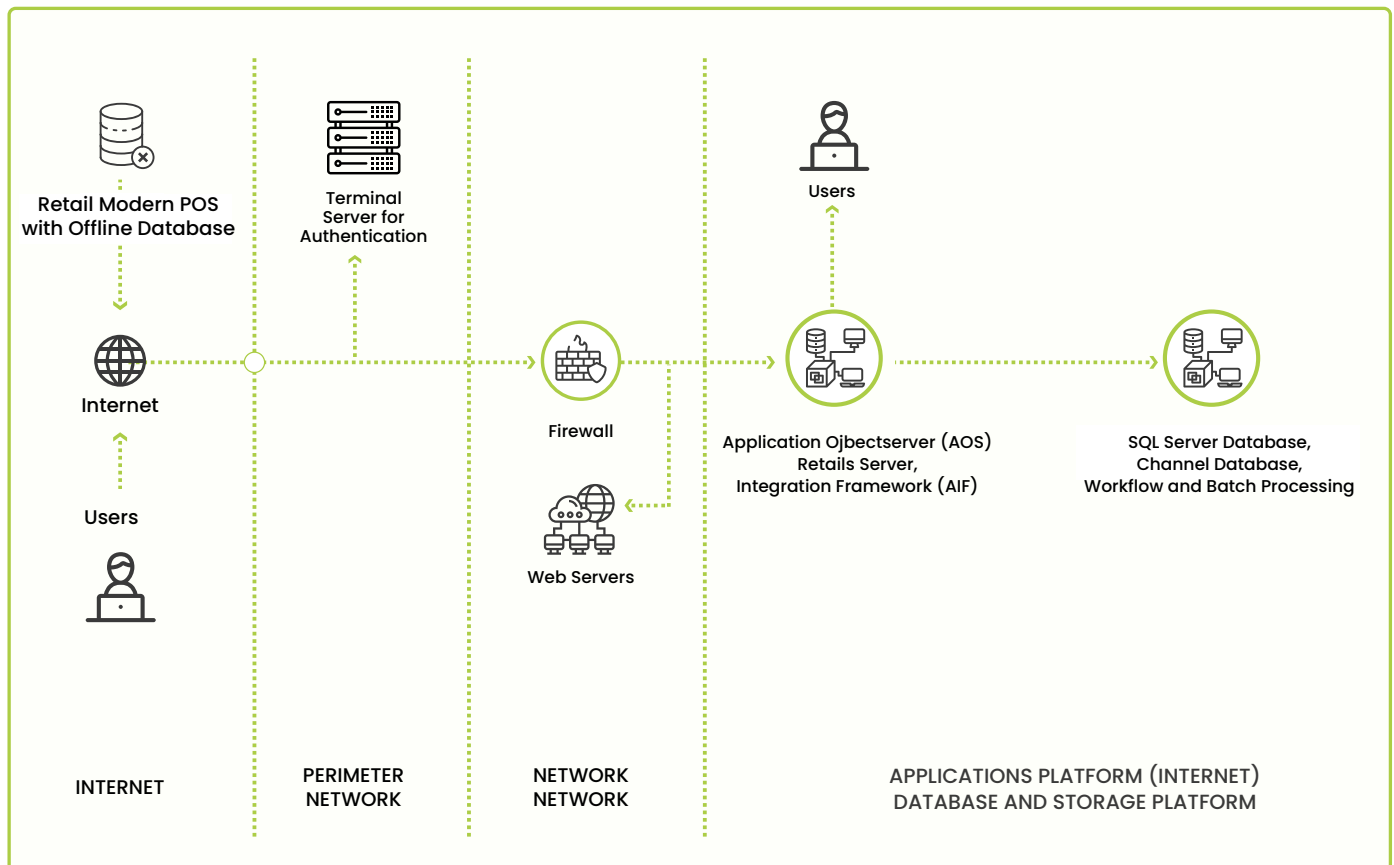
Approach

DEV IT's team of business analysts and functional consultants visited the client's facilities at Guyana to conduct a detailed study of their business activities, processes and challenges. The team documented comprehensive systems and functional requirements along with key challenges and recommendations to address them. Microsoft Dynamics AX ERP platform was recommended to the client along with an integrated Retail PoS system that would unify procurement management, sales processes, and sales management under a single platform.

Microsoft Dynamics AX ERP solution with integrated Inventory Management and Point-of-Sale system

Solution

To provide the client with a unified ERP with better employee services management platform, our team of experts implemented a unique solution architecture that incorporated four basic parameters: Internet, Perimeter Network, Internal Network, and Applications Platform (INTRANET).



- To establish a seamless vendor and client communication for product purchases, our team integrated a modern retail POS system that supports offline database operations and automatically synchronizes, over a secure connection, with the central database when online.
- Implemented and integrated the PoS system with features for recalling sales order, generating cash receipts, cheque receipts, price override, view customer orders, and sections for cash and credit memo.
- Streamlined the purchase processes by generating a purchase management pipeline that integrated purchase orders with vendor information, inventory, and accounts payables.

- The implemented inventory management module included features such as stock level updates, buffer (transit) warehouse, items dimensions, and damaged goods reports.
- To increase sales monitoring for various goods, our team implemented items monitoring in conjunction to the client's sales model and integrated features for price lists updates, credit notes for goods returned, sales invoices, and receipt vouchers for different vendors.

Benefits

- Inventory Stores personnel can now track the movement of stock, perform stock counting, track re-order levels and create new items as and when needed.
- A newly designed procurement pipeline reinvented the overall flow with ease in managing purchases, inventory, and accounts.
- Enhanced inventory management solution offered the client with increased visibility for monitoring and managing goods produced.
- Improved sales monitoring through better visualization using a variety of reports.
- The solution generated accurate information for financials across multiple vendors and company.

About DEV IT

DEV IT is public listed (NSE-DEVIT) organization based at Ahmedabad, India. For more than 2 decades, the organization has evolved into a multi-faceted unit with 1200+ strong, skilled workforce providing cutting-edge software and infrastructure solutions in Cloud, Data and Automation domain. DEV IT provides services to government departments, public sector organizations across several states in India as well as 100s of clients worldwide from diverse industry sectors: healthcare, travel and hospitality, manufacturing, professional services, retail, transportation and logistics and more.



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