

Dynamics Navision (NAV) Combines UK and US Financial Reporting



Overview

Insights was challenged in producing consolidated financials between the corporate office in the United Kingdom and the U.S. headquarters in Austin, Texas. Coupled with other limitations that the company was realizing in their two-ERP system environment, business processes were cumbersome and inconsistent and it became apparent that change was needed in order to become more efficient and produce higher gross revenues.

Insights

Insights is a global learning and development company working in partnership with leading organizations such as Microsoft across the world. The U.S. operations are based in Austin, Texas, with global headquarters in Dundee, Scotland.

Industry

Education and Training

Pain

When Aztec Systems first met Insights, the company was facing numerous challenges with reconciling and producing consolidated financials with their two accounting solutions, (Microsoft Dynamics GP in the U.S. and Sage in the U.K.). Aztec helped the organization incrementally improve the situation for several months before they decided it was time to find a solution that the entire company could use worldwide.

The company found its processes with the two-system environment were bloated with unnecessary manual steps that were impacting the bottom line and hindering growth. In addition, it was determined that inventory control and distribution was being poorly managed across offices.

The Solution

Given that the corporate headquarters were located in the United Kingdom where Sage Software is also based and is the heavy incumbent for most mid-market businesses, (including Insights), the company began its evaluation considering alternative Sage solutions to the one they were currently operating. At the same time, Aztec recommended Microsoft Dynamics NAV to the U.S. team and facilitated the evaluation with them over several months.

As the corporate office began to realize that the Sage solutions were not a global fit for them, the U.S. team was quickly becoming convinced that Microsoft Dynamics NAV was the right fit.

Aztec invested considerable time and effort in developing a proof of concept system that would address the needs of Insights internationally and demonstrated that Microsoft Dynamics NAV was the appropriate solution to support their global business initiatives.

Realizing that Insights corporate headquarters would be

WinWire

Infrastructure

The Insights information technology environment is heavily Microsoft-centric, deploying most business management systems in a Terminal Services environment, accessed by users around the world. In addition to Microsoft Dynamics NAV as the company's ERP solution, Insights relies heavily on Microsoft Dynamics CRM for customer and partner relationship management.

Deal Summary

- 18 users of Microsoft Dynamics NAV
ADVANCED MANAGEMENT

Partner

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best served with a local partner during the deployment and for ongoing support, Aztec engaged Microsoft to identify a reputable Dynamics partner in Scotland. Turnkey Computer Technology was selected to lead the implementation in Scotland in tandem to the effort that Aztec was driving in the United States. Together, the two partners collaborated to implement a global Dynamics NAV solution that addressed the needs and localization requirements of Insights.

Vision

Insights was looking for a single solution that would accommodate their global offices needs and provide independent and consolidated financials. As the company is in aggressive growth mode, the system needed to be truly scalable and reliable, allowing them to continue to expand into new countries around the world.

Aztec Systems Inc. is pleased to be the Microsoft partner of choice to assist Insights in identifying, evaluating and deploying Microsoft Dynamics NAV. In helping the U.S. operations of the company overcome the daily challenges they face, Aztec ultimately delivered a global solution for the entire company that has made them more efficient and profitable.