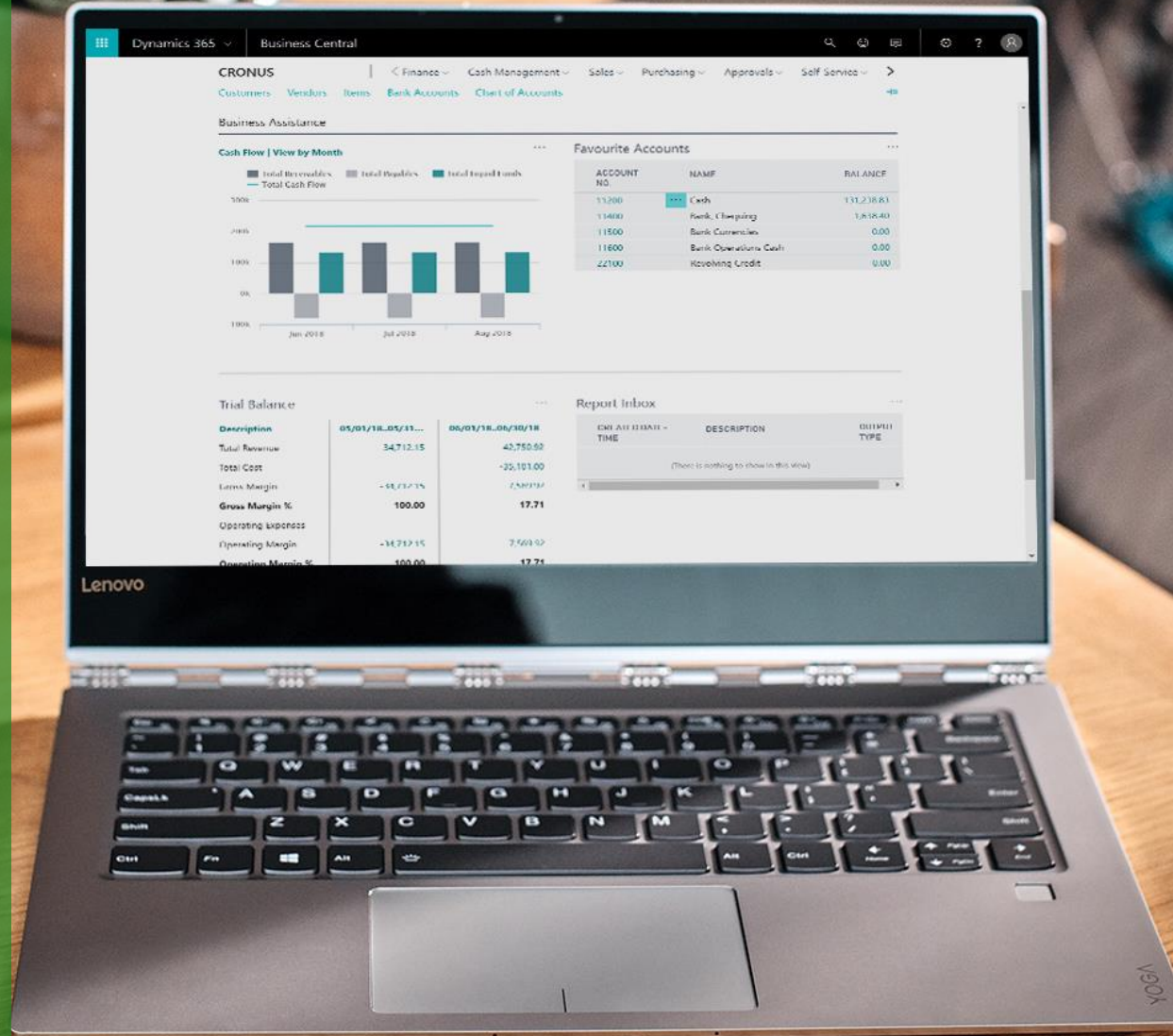


# Manufacturing Case Study

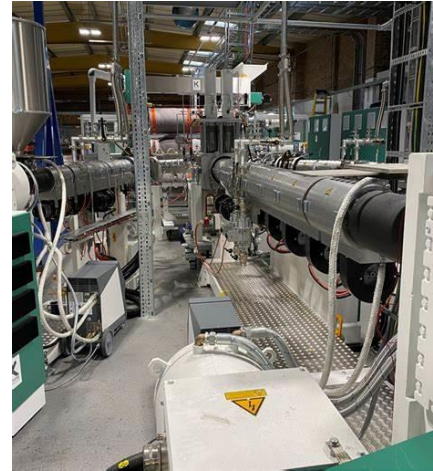
## Microsoft Dynamics 365 Business Central



Keensoft

# Manufacturing Case Study

## Microsoft Dynamics 365 Business Central Manufacturing Case Study



Our client markets, manufactures and sells rubber and plastic products for use in Point of Sale, Packaging, Industrial pipework/ventilation and construction. The product can be produced in a variety of thicknesses and in unlimited colours. Our client categorises the product under 4 discrete product lines.

Our client were reliant upon disparate spreadsheets alongside their M1 ERP system and were seeking a more efficient system to maintain their business transactions, initially focussing on the order to receipt and accounting processes

### GENERAL REQUIREMENTS

Seeking an integrated end-to-end solution from opportunity to Cash, our client soon realised the benefits Business Central could bring, initially via eliminating the need for disparate spreadsheets, but also providing accurate and timely stock position, on demand – something their legacy set-up lacked.

The solution had to support monthly management reporting alongside rich sales analysis.

### OUR RECOMMENDED SOLUTION

We recommended Microsoft Dynamics 365 Business Central Premium Edition as their base ERP system with Microsoft PowerBI reporting to provide rich interactive dashboards and analysis.

Since our client were already using the Microsoft Office suite of products, the adoption of Business Central was intuitive and swift.

#### Financial Management

- General Ledger
- Budgets
- Fixed Assets
- Cash Management

#### Supply Chain Management

- Sales & Receivables
- Purchase & Payables
- Inventory

#### Manufacturing

- Basic Manufacturing

#### Marketing

- Contacts
- Opportunities

#### PowerBI

### Version

Microsoft Dynamics 365 Business Central Premium

### Users

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# Microsoft Dynamics 365 Business Central Manufacturing Case Study

## Financials

Taking the existing chart of accounts as a base, we advised and enhanced the chart to accommodate Business Central's intricacies around inventory costing, VAT (**Making Tax Digital** ready) and manufacturing costing.

To analyse Gross Profit by Product Line, we used a Product Line **Dimension** that were attached to every product – this approach seamlessly provides for Sales and Margin Analysis and provides the necessary structure for Budgeting.

Like many businesses our client recorded deferred expenses in spreadsheets, we eliminated this by using Business Central's **deferrals** features, allowing expenses to be deferred across user defined periods.

For posting recurring transactions like Payroll, accruals and customer rebates, we used the **Recurring general journals** features, again this eliminated the need for an off-line spreadsheet and allowed users to post recurring transactions with one click.

We migrated opening balances as of the Go Live date and retrospectively loaded in month end historical balances at Gross Margin level. Taking this approach to data migration allowed our client to report prior year and current year to date from Business Central.

## Budgets

Our Client used annual budgets in general ledger accounts. Budgets are generally entered per period for the relevant general ledger accounts. Budgets can be exported/ imported to/from Excel, allowing you to use all the calculation capabilities of Excel while preparing your budgets

## Multiple Currencies

Our Client trades in multiple currencies, Bank Account, Customer and Supplier balances are revalued each month at the click of a button. The exchange rates themselves are retrieved automatically from an on-line service, negating the need for a user to manually type in exchange rates each period.

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# Microsoft Dynamics 365 Business Central Manufacturing Case Study

## Fixed Assets

Previously managed on spreadsheets, our clients fixed asset register was migrated into Business Central and integrated to the general ledger. The depreciation run in Business Central now posts depreciation expense for all assets at the click of a button.

## Manufacturing

Our Client needed:

- To handle bills of materials for their products
- Provide custom production instructions to the shop floor.
- Visibility of the value of Work in Progress at a point in time.
- Visibility of the shop floor queue.
- Accommodate **Make-to-Order & Make-to-Stock** scenarios
- Generate supply proposals for raw materials

The manufacturing module of Business Central meets these requirements with ease. The Material Requirements Planning features of Business Central generated supply proposals on suppliers based upon demand and planning parameters set on the items.

## Inventory Management

Stock is held in multiple warehouses as well as some stock held as customer's consignment stock. We configured Business Central to accommodate these stock holding location to give complete visibility in the general ledger of the value of stock.

Using the Physical Inventory Journal, our client carries out monthly cyclical stock counts.

# Manufacturing Case Study

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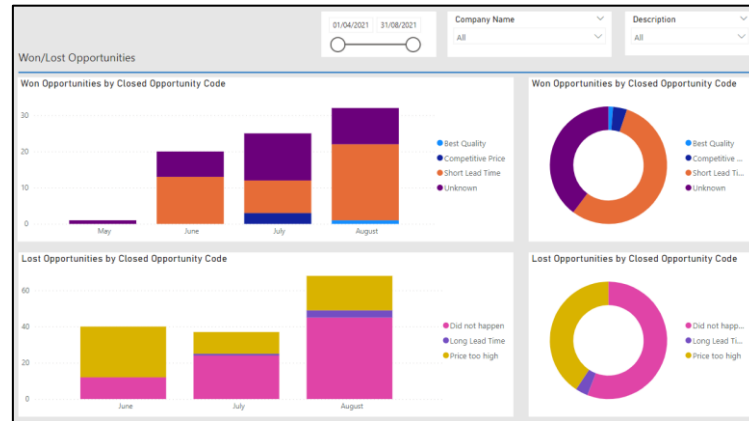
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### Opportunity Management

Our client needed to keep track of sales opportunities. They sectioned their sales processes into different stages and use this information to get an overview of their sales opportunities.

Successful opportunities are converted to orders with one click and we provided interactive PowerBI dashboards for a rich overview.



### Purchase Approvals

We deployed **Purchase Approvals** based upon an approval chain and spend limits to vet spend. Users receive approval notifications by email and in-client, allowing approvals to be processed promptly. Using the mobile App, approvals can also take place when on the move.

### Retail Division

Our client branched into the Retail space by offering off the shelf and custom cut material to retail customers. The Product Lines remained the same, but the nature of the sale altered, and we needed to capture this. We deployed a second dimension to accommodate this, allowing the analysis of sales to be cut, sliced and diced.

Business logic for the two divisions needed to be clearly split, we used **Responsibility Centers** such that only purchase and sales documents to users associated with the relevant responsibility centre are displayed, and users are assisted with entering extra data such as dimensions and locations.

# Manufacturing Case Study

# Microsoft Dynamics 365 Business Central Manufacturing Case Study

## PowerBI

Monthly Management Accounts and performance were previously only available at month end, today, our client can access this data on-demand with powerful PowerBI dashboards and reports.



## Support

Using our **Pay-As-You-Go** support, we provide ad-hoc support usually closing support tickets same day with support statistics provided each month.

As for all our projects, the support for the first month end and first VAT quarter return are always built in as part of the project scope.

Our Clients naturally realise a reduction in support costs as time progresses, with support cases typically reducing by more than 60% after 2 years of implementation.

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## About Microsoft Dynamics 365 Business Central

Microsoft Dynamics 365 Business Central is a quick to implement, simple-to-use business solution from Microsoft with the power to support your business ambitions.

### Streamline and connect your entire business:

- ✓ Help to increase productivity and to simplify your business by connecting key functions within your organization.
- ✓ Manage your multilocation or multi-national growing business with global ERP features.
- ✓ With Microsoft Dynamics 365 Business Central and Office 365, share the big picture across your organization by bringing your email, calendar, and files together with your data, reports, and business management software



Learn More

Contact us to find out how Microsoft Dynamics 365 Business Central can help your business.

Or to find out more about Microsoft Dynamics 365 Business Central  
[Click here >](#)

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