

Case Study



Calling on Microsoft Dynamics NAV

Client: AIRCOM
Industry: Mobile Telecoms
Partner: Microsoft

“From start to finish, the whole implementation took only four weeks. The support we had from ADA was tremendous.”

Iain Tobin
Group Financial Director
AIRCOM

At a glance

● Challenge

To replace an outdated and underpowered accounts systems with an ERP solution to give greater control over large, high-value projects.

● Solution

With a requirement to cover financials, inventory, resources, jobs and fixed assets, it became quickly apparent that Microsoft Dynamics NAV was the ideal solution.

● Results

- Seamless integration with other PC applications
- The ability to handle real-time management information
- Detailed analysis capability for better decision-making

Business challenge

AIRCOM International is an award-winning organisation that provides consultancy, training and software solutions in the field of cellular communications networks around the world. Most of AIRCOM's business is based on large, high value projects for which the detailed analysis of costs and margins is required in order to maintain profitability. Something AIRCOM's old financial system was not capable of.

Group Financial Director, Iain Tobin, wanted full ERP functionality – but without the overheads of a large system. He was impressed by the flexibility of Microsoft Dynamics NAV, especially the ability to customise practically everything in the system including data views, forms and reports. The use of SQL Server as the database to underpin Microsoft Dynamics NAV also appealed to Tobin, thanks to its flexibility and capability to link into other systems.



ADA solution

ADA had a good knowledge of AIRCOM's business through an ongoing IT support programme and was also a Microsoft Business Solutions Partner for Microsoft Dynamics NAV. Given the small window of opportunity, these proved to be major advantages.

- The requirement for the implementation of Microsoft Dynamics NAV across AIRCOM's network of worldwide offices was scoped out
- A new chart of accounts was created to support AIRCOM's complex projects
- A tight timescale was planned to install the solution at the financial year-end
- ADA's technical and implementation skills enabled AIRCOM to start using live data just 10 days after the new software was installed

Results

- Full support for everything from Fixed Assets to Sales Order Processing and Project Accounting
- Reliable quality data offering AIRCOM far more control over its business
- Flexibility and future integration opportunities through the use of SQL Server and the ODBC interface
- The capacity to handle future growth easily



Microsoft Dynamics NAV offers small and midsize organisations a powerful yet cost-effective enterprise resource planning (ERP) solution that can be tailored to their own requirements. From financial management to supply chain management, business intelligence to sales & marketing, it simplifies and streamlines highly specialised business processes. It can also be integrated with a wide range of other software products, so that even with existing substantial IT infrastructures, Microsoft Dynamics NAV makes the most of the current IT investment.



ADA is one of the UK's leading technology services companies with an enviable reputation for technical excellence, service reliability and industry-leading standards. Working closely with manufacturers and partners who represent the best in the IT industry, ADA sources solutions that offer lasting advantages. Similarly, ADA's consulting and field engineering services are based on an approach that considers your business environment as well as your IT infrastructure, ensuring that your IT delivers real business benefits.