

Case Study



Client: Trend Hair Supplies
Industry: Retail
Partner: Microsoft Dynamics NAV

“We are pleased with ADA’s enthusiastic approach to our Navision Accounting requirements, and the team is good at suggesting solutions to our particular business challenges.”

John McGhie,
Managing Director,
Trend Hair Supplies

Sage to Microsoft Dynamics NAV

At a Glance

● Challenge

With a history spanning 40 years, Trend is one of the leading hair piece suppliers in the world. Trend had rapidly outgrown their existing Sage based finance system which had become slow and unreliable. With a switch to direct sales, Trend’s legacy Sage system simply could not cope with the growing volume of sales orders.

● Solution

When Trend approached ADA for advice on replacing its legacy Sage system, the recommendation was simple: Microsoft Dynamics NAV. Microsoft Dynamics NAV’s rich ‘out of the box’ functionality met all of Trend’s core requirements. Built on Microsoft SQL server, Dynamics NAV would also give Trend the performance and reliability they required to effectively run their business.

● Results

- Faster sales order processing
- Improved warehouse integration
- Stable platform for reporting
- Multi dimensional analysis capabilities
- Greater access and enhanced data security
- Scalable solution which will grow with Trend over time

Business Challenge

Having examined all the options available, Trend soon realised that a Sage to Microsoft Dynamics NAV migration would meet the organisation’s long term reporting objectives. Furthermore, the Dynamics NAV product roadmap and its close integration with other Microsoft products would enable Trend to scale and continuously improve its business processes over time.

In order to deliver a system which would meet both Trend’s core business requirements and its unique reporting needs, the new financial

and business reporting solution would require modification. Safeguarding system speed and reliability as the organisation grew were key factors in the design and deployment of the solution.

Finally, the new solution had to be deployed with minimal disruption and to a strict Service Level Agreement (SLA).



“The project work has been thorough and the ongoing support has provided solutions to everyday questions.”

John McGhie,
Managing Director,
Trend Hair Supplies

ADA Solution

The complex nature of an accounting system migration meant that the entire Sage to Microsoft deployment had to be planned thoroughly. All aspects of the bespoke migration received extensive testing prior to the go-live date to ensure minimal disruption. The migration itself took place as planned with the initial roll-out phase being completed in just two working weeks.

ADA provided invaluable consultancy support throughout the project and delivered measurable improvements to key processes such as the sales order cycle. Supported by an extensive staff training programme and ADA's 24/7 technical support team, ADA enabled Trend to adopt the new system with ease.

Results

Benefits of the Sage to Microsoft Dynamics NAV migration were quickly realised:

- Run on Microsoft SQL Server, Trend's new ERP system returns greatly improved query response times
- With a marked improvement in reliability, Trend has seen a dramatic reduction in system administration costs
- Advanced business intelligence and reporting tools allow Trend to view and analyse data in multi dimensional formats
- The removal of disparate databases and movement away from paper based systems have greatly improved data security
- Trend can now run Microsoft Dynamics NAV through a terminal services session from remote warehouses
- The switch to a Microsoft product allows Trend to benefit from one of the largest development investment programmes in the world. Furthermore, the move to Microsoft Dynamics NAV allows full integration with the wider Microsoft stack

The Future

With its business intelligence system performing consistently and reliably, ADA has been contracted to provide ongoing training and technical support as required.

Technical Overview

- Microsoft Windows Server
- Microsoft SQL Server
- Microsoft Dynamics NAV
- Microsoft Terminal Services

Next Steps

To find out more about business intelligence and improving reporting in your business, visit www.ada.co.uk or email enquiries@ada.co.uk



About Microsoft Dynamics NAV

Microsoft Dynamics NAV offers small and midsize organisations a powerful yet cost-effective enterprise resource planning (ERP) solution that can be tailored to meet individual requirements. From financial to supply chain management, business intelligence to sales and marketing, Microsoft Dynamics NAV simplifies and streamlines highly specialised business processes.



About ADA

ADA is one of the UK's leading business intelligence solutions companies. A Microsoft Gold Partner, ADA has built an enviable reputation for the customisation and deployment of Microsoft Dynamics NAV. By working with a carefully aligned list of partners, ADA can assist organisations with all aspects of business intelligence, from data quality through to advanced data warehousing.

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