

Dynamics NAV 2009: A Tale of Two Distributors

Hank is a supervisor for OldSkool Wholesale Distributors, and he's having a bad day – again. He's been screamed at by retailers anxious for overdue orders, chewed out by the boss for out-of-control shrink rates, and given a serious headache by multiple vendors speaking multiple languages making multiple packing requests.

Frank works for NuWay Wholesale Distributors, and his day is going just great. After logging on to the intranet, he checked incoming shipments, set up an auto-alert to notify retailers about delayed items, tracked custom packaging requests from several overseas suppliers, and delivered inventory reconciliation reports on time to the boss.

Lucky for Frank, NuWay installed Microsoft Dynamics NAV, an adaptable end-to-end solution that provides robust inventory and warehouse management tools to small and mid-sized wholesale distributors. Unlike OldSkool's disparate systems for sales, inventory management and financials, NuWay's integrated system gives managers the ability to automate manual procedures, improve replenishment decisions, process orders quickly, improve fill rates and customer satisfaction, access quick feedback on business performance, and generate strong returns on inventory investment.

Built on Microsoft technology, Dynamics NAV works smoothly with many other Microsoft programs and technologies, so it's easy to implement, learn and customize. It's a no-brainer investment that generates improvements in productivity, business intelligence and cost reductions. In fact, an independent study of 34 companies by Nucleus Research found that 77 percent of Dynamics NAV customers achieved a positive ROI with an average payback period of 23 months.

Dynamics NAV empowers managers across your organization to save time, reduce costs, and keep customers happy because it:

- **Connects people with the information they need.** Information is centralized in a single database, reducing redundant data entry and rekeying errors, and ensuring accurate, timely information in every department
- **Automates processes to enhance productivity.** Reduce order cycle times by streamlining receiving, picking, packing and labeling systems. Increase order fill rates with more accurate availability information.

- **Optimizes inventory management and replenishment.** Multi-dimensional inventory records let you tag items with as many variations and cross-references as you need. Deliver just-in-time replenishment based on integrated purchasing and sales data. Get a handle on lead times, volumes, and sales cycles to manage suppliers better.
- **Delivers actionable business intelligence.** Gain access to real-time integrated data and built-in analysis tools that provide summaries and details of everything from production schedules and inventory levels, to margins and profitability.

At the end of the day, Frank knows that, despite the many challenges facing NuWay Wholesale Distributors, he has the right technology tools to face them. “It is a far, far better thing that I do, than I have ever done, now that I have Dynamics NAV,” thinks Frank. Tomorrow’s a new day, and he’s looking forward to it.