



Microsoft Business Solutions Implementation Analysis

Microsoft Axapta in Luvena S.A.



Summary

Country: Poland

Sector: chemical

Client's profile

The company is a classic manufacturing company. It produces and sells multi-component fertilisers and specialised chemical products.

Company's situation

The company sells its products only through agents, who are fertiliser dealers and building and chemical materials wholesale companies. Doing business on the competitive market means the necessity of continuous innovations, which enable more effective company management.

Solution

The project realised by Integris – a certified partner of Microsoft Business Solutions – involved the implementation of the solution from Microsoft Business Solutions – Axapta.

Advantages

- Possibility of quick reaction to a change in market conditions
- Better Client service
- Reduced decision-making time
- Business risk reduction

“Thanks to the implementation of Microsoft Axapta the Trade Department in our company has full information about the client stored in one place and the Client can quickly obtain full information about the progress of purchase and account settlement”.

Jerzy Dzdowski, Economic, Financial, Marketing and Sales Director

Luvena S.A. was established in 1914 and it is one of the oldest companies in this branch in Poland. The company employs 270 people. At present the company is one of the leaders on the market of multi-component fertilisers and it is a runner-up with the share of 20%. The manufacturing of this range of products makes about 90% of the company's turnover. Apart from this segment the company from Luboń is also dynamically developing the manufacturing of wood impregnants and specialised chemical products for industry.

The Company's quality system is a reflection of the action taken to achieve the aforementioned goals. In 1999 the Polish Centre for Testing and Certification awarded the Company a Quality System Certificate in the production and sales of artificial fertilisers and chemical products. In 2004 the Company was awarded a certificate for the Quality Management System in accordance with the requirements of the standard PN-EN ISO 9001:2001.



Company's situation

As every big manufacturing company Luvena S.A. sells its products through agents, who are fertiliser dealers and companies dealing with wholesale of building materials and chemical products. Cooperation with partners on a very competitive market means the necessity of continuous innovations, which will make the company management more effective and increase the client's satisfaction. The main problems which the company wanted to eliminate by the implementation of an ERP class system were: no coherent information about the company's condition, shortage of modern tools for organisation management and controlling, and labour intensity of some business processes.

Solution

During the 5 months of the project a partner company Integris implemented the Axapta system, a product of Microsoft Business Solutions for supporting the management of medium and large companies. During the realisation the following modules were implemented: Finances, Sales, Logistics, CRM, Fixed Assets, Recipients and Suppliers. At the moment the implementation of the module Fixed Assets is in progress and the application is being integrated with a mobile CRM. Additionally, in the future integration with an Internet portal is planned. During the realisation of the project experts from the University of Economics, Poznań were consulted, who confirmed the correctness of the assumptions and methodology of accounting for production costs. Thanks to this fact the module of automatic cost accounting was implemented into the system.

The flexibility of Microsoft Axapta solution enabled integration with other specific applications supporting such areas as: car scale, fuel dispenser support system, automatic entering of the salaries calculated in the SAP system and home banking systems. Microsoft Axapta, implemented in the Luboń company, also works with OLAP database, which was

implemented earlier. Currently 35 users can use the solution at the same time.

Benefits

Thanks to the implementation of Microsoft Business Solutions – Axapta the company's main goals were achieved, which were the identification and ordering of the sources of information in the company. The system works faultlessly and the price/value ratio was described as very satisfying. An additional function, which is the possibility to simulate e.g. budgets, helped to make current and future business plans. "Direct access to data gives a possibility of quick reaction to the changing market conditions", said Jerzy Dzikowski, Economic, Financial, Marketing and Sales Director, Luvena S.A. "Precision and well-processed information gives a possibility to shorten the decision-making time and reduce business risk at the same time".

As a result of the implementation the client service process has also improved – currently the purchaser receives documents right at the weighing place, which accelerates the whole transaction process.

More information

Microsoft Sp z o.o.

Al. Jerozolimskie 195a
02-222 Warszawa

tel. (22) 594 14 00

fax: (22) 594 14 01

www.microsoft.com/poland

More information about Integris
products and services

Tel. 061 868 15 31

Fax. 061 868 15 49

www.integris.pl

More information about the offer of
Luvena S.A. at:

www.luvena.pl

Microsoft Business Solutions

Microsoft Business Solutions is an integral part of Microsoft offering a wide range of integrated business solutions for the market of small and medium enterprises. The company's offer in this range comprises systems supporting enterprise management (ERP) and systems supporting customer relationship management (CRM). These solutions help small and medium enterprises to establish and improve contact with clients, employees, partners and suppliers.

The main products of Microsoft Business Solutions are: Microsoft Business Solutions-Axapta, Microsoft Business Solutions-Navision and Microsoft Business Solutions CRM.

The applications of Microsoft Business Solutions optimise strategic business processes in organisation, i.e. the management of finances, human resources, the chain of deliveries and services, projects, relationships with clients, e-commerce, analytics and production.

The solutions of Microsoft Business Solutions are sold by networks of partner companies which have specialised implementation, training and service teams. Currently the chain of Microsoft Business Solutions partners around the world comprises 4,500 resellers (VAR), system integrators, consultants, independent software vendors (ISV), counselling companies and providers of integrated business solutions and services.

More than 260,000 companies and organisations around the world use the solutions of Microsoft Business Solutions.

More information about Microsoft Business

Solutions:

<http://www.microsoft.com/poland/businesssolutions/>

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Software and services

- Product
 - Microsoft Business Solutions-Axapta – 2-layer architecture
 - Database MS SQL 2000

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