

# Dynamics 365 Finance & Supply Chain Management Implementation Services for Distributors



Find the right partner to implement D365, enabling long-term success and reducing total cost of ownership.



Implementing Dynamics 365 Finance and Supply Chain Management on time, within budget and without disruption to customer service or business levels takes significant planning, expertise and resources.

## Introduction

In today's volatile environment, companies need a single view into operations, customers and finance to quickly pivot strategies to meet changing market demands. Microsoft Dynamics 365 Finance and Supply Chain Management provides a single platform to manage the entire enterprise by leveraging artificial intelligence (AI) based recommendations and insights to make informed, data-driven decisions. Additionally, D365 helps build stronger customer relationships and more efficient operations across the entire supply chain.

Now that you've selected Dynamics 365 as your enterprise resource planning (ERP) software, implementing the product often presents new and unforeseen challenges. Companies implementing Dynamics 365 should engage an experienced Microsoft Implementation Partner, such as enVista, with proven success in implementing D365.

## A Proven Track Record

enVista is a Microsoft Gold Certified Partner across all three Microsoft clouds with nearly two decades of experience implementing and supporting Dynamics ERP. enVista has successfully implemented D365 for countless companies driving business outcomes.

enVista's deep Microsoft solutions knowledge, coupled with extensive industry expertise, enables us to deliver an optimal solution, on time and within budget. Our team has a proven record of optimizing business processes, tailoring systems and applying the right solutions that address our clients' specific business requirements, thereby reducing customizations and total cost of ownership.

- Lippert Components
- EMCO Chemical Distributors
- Kent Watersports
- Asset Marketing (govmint.com)
- Duluth

## Deep Industry Expertise

A D365 implementation is not just about implementing technology, it is also an opportunity to optimize business processes leveraging industry best practices. Optimizing business processes increases operational efficiency, reduces operational costs and improves the customer experience. It is important to remember that layering good technology on top of bad processes will not yield improved experiences, just faster bad results. Therefore, it is important to focus on implementing process improvements during any implementation to yield significant efficiencies and cost savings.

In order to optimize processes, companies need experts that understand their unique business challenges and challenges of similar companies in their industry. enVista is uniquely positioned to implement D365 in the distribution industry due to our vast domain expertise.

## What Distributors Can Expect

Distributors are challenged to reduce inventory and costs while continually improving service levels. enVista and Microsoft can help you anticipate and overcome your challenges, reduce costs and optimize the productivity from your distribution assets. At enVista, we have vast experience in the distribution industry and can quickly understand your business challenges and requirements.

Distributors working with enVista benefit in many ways including but not limited to:

- **Optimized networks** – Integrate and optimize your transportation, warehouse, labor and distribution networks into a seamless, customer-focused flow of goods and information.
- **Transportation management** – Balance customer service with improved efficiency and sustainability.
- **Warehouse and distribution center management** – Improve storage strategies and optimize task management to lower costs and maximize flexibility to meet evolving multi-channel requirements.
- **Workforce management** – Empower your workforce and increase productivity through warehouse automation, robotics and the Internet of Things to capitalize on increased productivity opportunities.
- **Greater efficiency** – Improve project success rate in terms of time, scope and cost and reduce overall operational costs and increase gross margin return on inventory investment (GMROI).
- **Automated customer processes** – Gain access to AI-based analytics to make thoughtful decisions.
- Reduced internal silos across people, processes and technology.
- Access to a partner with business and technical mastery to ensure a successful project.

# Strategies for Success

## enABLE Methodology

enVista's enABLE Methodology is a proven and successful implementation approach that enables companies to successfully operate after the project go-live. The enABLE Methodology utilizes a waterfall methodology and focuses not only on the project requirements but also the training required to effectively operate. The enABLE Methodology has four phases including:

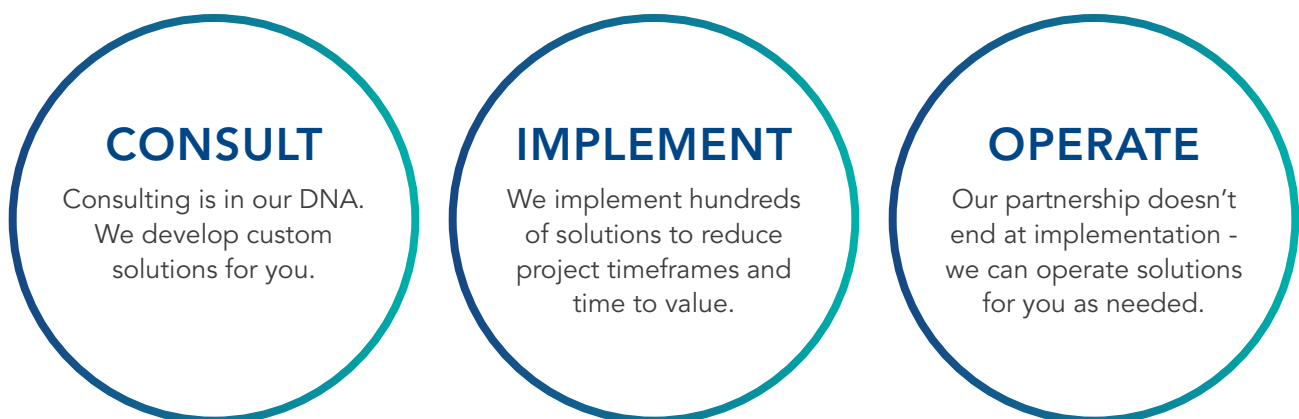
1. **Assess** – We objectively evaluate clients' operational requirements to determine how to resolve business challenges and gaps.
2. **Build** – Along with our clients, we execute the system design through a combination of technical development and best-in-class operational processes change.
3. **Learn** – enVista places a great deal of importance on training and application testing. Our methodology is designed to effectively transition knowledge to the client team through mentoring and guidance.
4. **Execute** – We execute the project plan and begin using the solution in a live environment. Post-implementation support addresses any system challenges, stabilizing the workforce and ramping the operation to standard throughput levels.

## CIO Model

enVista's Consult-Implement-Operate (CIO) model is the core of our business. This model sets us apart from other consulting firms that simply consult or implement systems on a project-by-project basis. We consult with your team to understand your business goals and to analyze your operations, from suppliers to the end consumer. We then implement solutions, integrating them to specifically address your unique requirements. And, as it makes strategic sense, we will also operate those solutions on your behalf.

As a result of our extensive implementation and operations experience, we are intimately familiar with the systems that we recommend and implement. enVista's deep source to consumption experience means you can partner with a single, trusted firm that will take a holistic approach to your supply chain and directly address all your requirements.

Many of our clients cite their ability to call us with unrelated challenges and our willingness to do whatever it takes to ensure their personal and organizational success as some of the key reasons they partner with us year after year. In fact, 90 percent of our clients' leverage enVista for multiple solutions.



## Program Management

enVista helps ensure not only a successful system implementation but also a successful solution delivered on time and within budget. Throughout the implementation, project status is communicated across all levels of the organization to avoid any missteps in project direction.

enVista provides a single point of contact (SPOC) to keep you apprised of progress, cost and scope at any point in the project. Your SPOC can help with initiating, planning, executing, controlling and closing the work of the project team. This protects the benefits and ROI associated with the project.

## Change Management

Focusing on adoption and success post go-live is a critical piece of any implementation. Change management mitigates risk, maximizes project ROI, increases adoption of processes and systems and greatly enhances the overall success of implementing any new process or system. Many Dynamics partners do not offer true change management, introducing unnecessary risk into the project.

We find, on average, the installation aspects of a project account for only 22 percent of the project's ROI, whereas the remaining 78 percent of that is dependent on the adoption of the change by employees. We can help ensure your project is successful from discovery through adoption.

Benefits of change management:

- Capture the people-dependent portion of ROI
- Achieve organizational goals and project benefits
- Mitigate risk associated with change
- Complete projects on-time and within budget
- Reduce productivity loss and attrition due to employee resistance

## Getting Started with enVista

We make getting started quick and easy, no matter the stage of your Dynamics journey. We offer several options to start your Dynamics 365 project whether you are:

- Evaluating Dynamics 365 as a potential ERP or supply chain solution
- Upgrading from Dynamics AX (or another Dynamics system)
- Evaluating Dynamics 365 implementation partners
- Shopping for a new Dynamics partner due to an off-track implementation

Schedule a meeting with our experts to discuss your Dynamics project and get started today.

## About enVista

enVista is a leading global software solutions and consulting services firm enabling enterprise commerce for the world's leading manufacturers, distributors and omni-channel retailers. As a Gold Partner on all three Microsoft clouds, enVista uniquely delivers both physical and digital commerce solutions – optimizing supply chain efficiencies to drive cost savings, and unifying commerce to drive customer engagement and revenue.

These comprehensive capabilities, combined with enVista's market-leading Unified Commerce Platform, and the firm's ability to consult, implement and operate across supply chain, transportation, IT, enterprise business solutions and omnichannel commerce, allow mid-market and Fortune 100/5000 companies to leverage enVista as a trusted advisor across their enterprises.

**Let's have a conversation.™**

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