

"We are really excited about the opportunity we have at Mach Medical to make a significant impact on the cost, quality and performance of orthopedic implants in the U.S. and around the world. The partnership with Columbus U.S., leveraging Microsoft technologies and Industry 4.0 cutting-edge technologies, supports Mach Medical's plans to deploy a proprietary high-velocity, single-piece flow manufacturing approach"

- Steve Rozow, General Manager, Mach Medical

Life Sciences contract manufacturer revolutionizes the orthopedic supply chain with Microsoft Dynamics 365.

Mach Medical has implemented Microsoft Dynamics 365 Finance and Supply Chain Management to support its vision of revolutionizing the orthopedic supply chain. A contract manufacturing operation will be capable of building the highest-quality joint replacement implants from a patient's pre-operative surgical plan and supplying that product in time for their surgery. The company will employ cutting-edge Industry 4.0 methods as well as proprietary technologies in its high-velocity, single-piece flow manufacturing approach to trim per-part manufacturing costs by 30%, decrease inventory levels by 80% and cut time-to-market for new products by 1-2 years. "We want to unlock value in the orthopedic healthcare supply chain that is tied up in the cost of holding inventory in the healthcare system," Rozow said. Benefits include:

- Streamlined rollout of the out-of-the-box solution and automation built into Dynamics 365 Finance and Supply Chain Management. "We rolled out on time and came in on budget," Rozow said.
- A foundation for the use of Azure Machine Learning to create advanced analytical models that will be central to its goal of lowering inventory levels, trimming per-part manufacturing costs, and cutting time-to-market.
- Plans to develop a portal accessible by physicians or OEMs for tracking the status of devices required for procedures.



PRODUCTS AND SERVICES

Microsoft Dynamics 365
Azure Machine Learning

ORGANIZATION SIZE

Medium

INDUSTRY

Life Sciences Manufacturing

COUNTRY

USA

"Our legacy system was limiting growth opportunities and our ability to integrate systems and improve efficiencies for our team. We are excited to work with Columbus U.S. to increase agility and visibility throughout our organization."

- Eric Atanda, VP of Operations, Hamamatsu



Life Sciences manufacturer enables new market growth with Microsoft Dynamics 365 Finance and Supply Chain Management

To enable growth into new markets, Hamamatsu, a photonic device and component manufacturer for life sciences applications, has partnered with Columbus U.S. to upgrade from Microsoft Dynamics AX 2012 to Microsoft Dynamics 365 Finance and Supply Chain Management. The manufacturer will also leverage Microsoft Dynamics 365 Finance and Supply Chain Management's powerful out-of-the-box functionality to support its operations. The technology provides a solid foundation for compliance with FDA requirements and greater integration between CRM and ERP, Mobility and Field Service capabilities for the manufacturer's workforce. Hamamatsu also plans to use Columbus Business Insight to build and integrate the right business intelligence foundation for better business decision-making through advanced analytics.

HAMAMATSU

PRODUCTS AND SERVICES

Microsoft Dynamics 365
Azure Machine Learning

ORGANIZATION SIZE

Medium

INDUSTRY

Life Sciences Manufacturing

COUNTRY

USA

"Not only is our Executive team thrilled, but our founding owners were extremely impressed. They consider this the most successful ERP implementation in the company's history."

- Carol Wills, Controller, CymSTAR, LLC

The Columbus team were able to deliver our solution two weeks ahead of schedule and more than 15 percent under budget

CymSTAR, a simulation engineering and manufacturing company, needed to upgrade from AX2012 to Microsoft Dynamics 365 to retain their ERP system supportability. They also wanted to integrate budget and forecasting modules to improve project management, forecasting and resourcing. Columbus helped the company migrate to the cloud and integrate Microsoft Dynamics 365, as well as remove an inventory customization that was affecting inventory visibility and control. The implementation was completed ahead of schedule and 15 percent under budget, and CymSTAR considers this ERP migration the most successful in their history. The company plans to engage with Columbus on a second phase of improvements.

Benefits include:

- Capacity to track project actuals vs. project budgets for greater accuracy and efficiency
- Improved forecasting for resources and inventory with enhanced planning and procurement capabilities
- Greater inventory functionality, with visibility on actual inventory on hand and ability to streamline processes
- Analytics and intelligence capabilities that position company to reduce information gathering and reporting efforts, implement new forecasting and optimization models, and perform predictive analysis

"The journey of Digital Transformation has been exciting in this partnership between Genasys and Columbus, from when we first implemented AX in 2003 to the migration to Dynamics 365 Finance and Supply Chain Management in 2017 and deploying advanced project and warehousing functionality and Dynamics 365 Customer Engagement (CE) in 2019 and 2020."
 - Thomas Hauge, CFO Columbus U.S.

High Tech manufacturing company implements Digital Transformation through Microsoft Dynamics 365 for Finance and Supply Chain Management

Genasys (NASDAQ: GNSS) is the global leader in Long Range Voice Broadcast Systems and Advanced Public Safety Mass Notification Solutions. Genasys systems are in service in 72 countries around the world in diverse applications including public safety, national emergency warning, mass notification, defense, law enforcement, critical infrastructure protection and others

Outcomes include:

- Tenured relationship with delivery and support teams; ongoing business process review to optimize existing systems
- Deep manufacturing industry knowledge and consulting expertise
- Align business objectives with digital and technology strategy



Genasys[™]

PRODUCTS AND SERVICES

Microsoft Dynamics 365 Finance , Dynamics 365 Supply Chain Management, Dynamics Customer Engagement (CE), Project Accounting, Advanced Warehousing

ORGANIZATION SIZE

Medium (50-999 employees)

INDUSTRY

Manufacturing

COUNTRY

USA

“Revance will increase revenue with this solution through better sales analytics and improved response times to their customers; Revance will also gain operational and cost efficiencies by improving inventory planning.”

- Matthew Boese, Vice President Digital Advisory, Columbus

Life Sciences company adopts an advanced AI and reporting solution across multiple data sources to help them in the commercialization business process.

Revance is a biotechnology pioneer establishing a new category of long-lasting neuromodulators. By fusing cutting-edge science with the entrepreneurial spirit of Silicon Valley, they introduced aesthetic and therapeutic treatments that meaningfully transform patient experiences. As the company moves to establish a B2B commerce strategy, the sales reporting from their 3PL service providers is key to success, and Columbus was their partner to achieve these results.

Project scope

- The implementation project started with a Design phase, using an Agile approach enabling Columbus to deliver value in a shorttime
- Design on Azure AI to ingest data into a Data Lake ODS for sales, supply and inventory planning
- Normalize the data models to allow integration and refine the Metadata
- Build Dashboards and Reports using Power BI and Power Apps
- Rollout of the solution for Sales reporting for Commercial B2B Products
- Advanced Analytics environment on Databricks to allow What-if scenarios analysis
- Post go-live Support



PRODUCTS AND SERVICES

3PL, Microsoft Dynamics 365 Finance, Microsoft Dynamics 365 Supply Chain Management, Power Apps, Power BI, Azure AI, Azure ML, third party CRM

ORGANIZATION SIZE

Medium (50-999 employees)

INDUSTRY

Life Sciences

COUNTRY

USA

“Every Healthcare and Life Sciences company has its unique processes and practices. As a technology provider with 20 years of experience in this industry, it’s exciting to see how Columbus can help to implement best practices that are unique for organizations such as Pediatric Associates.”

- Matt Boese, Vice President Digital Advisory, Columbus U.S.

Pediatric Associates implements Life Sciences best practices with the help of Columbus and Microsoft Dynamics 365.

Founded in 1987, Pediatric Associates is a 1,500 employee company with 35 pediatric primary care facilities located throughout Florida. Pediatric Associates is focused exclusively on providing care to children and leverage advanced technologies and techniques to maximize patient outcomes.

Business Challenges

- Replace legacy Sage Platform with modern and flexible solution to meet current and future business needs
- Incomplete business processes – much of the key work done outside of the solution.
- High need for efficiency around AP and AR processing & workflow.

Why Columbus:

- Articulated value of moving to modern solution using implementation best practices. Executive sponsors: Chief Strategy Officer, Chief Accounting Officer, Chief Information Officer.
- Proven project delivery and support.
- Invested in Sales Cycle to Offer Unique Configuration Items to Meet Requirements without customization.



PRODUCTS AND SERVICES

Microsoft Dynamics 365 Finance, Microsoft Dynamics 365 Supply Chain Management, PowerApps Analytics, Azure ML

ORGANIZATION SIZE

Large (1500 employees)

INDUSTRY

Life Sciences

COUNTRY

USA



Family owned and operated organic grocery retail chain improves demand forecasting and inventory management through Microsoft Dynamics 365 Finance implementation by Columbus.

Founded in 1987, MOM's Organic Market is the Mid-Atlantic region's premier chain of family owned and operated organic grocery stores with close to 20 outlets in five eastern states. The Maryland-headquartered company was facing challenges while working with its then-in-use Acumatica ERP because of the solution's inability to scale and support growth.

Columbus successfully implemented Microsoft Dynamics 365 Finance and integrated it with MediusFlow to help the organic grocery retailer streamline its inventory management, improve its demand forecasting process and enhance customer satisfaction. The Columbus team adopted the hyper-care model to complete the project within the allocated budget and on time (in only three months).

Outcomes include:

- Accurate demand forecasting
- Loopholes-free inventory management
- Increase in engaged customers count



PRODUCTS AND SERVICES

Microsoft Dynamics 365 Finance

ORGANIZATION SIZE

Large (1,001-5,000 employees)

INDUSTRY

Retail

COUNTRY

USA



“The Columbus team has a depth of capabilities and knowledge. They understand you can’t have good systems in place without a foundation of business processes.”
- Lori Eng-Lapinskas, Enterprise Apps Product & PMO Management, Amy’s Kitchen

Food manufacturer adopts an all-in-one solution in the cloud to help them meet high quality standards in their organic prepared foods business.

Amy’s Kitchen, which manufactures organic vegetarian prepared foods, has high quality standards and a complex supply chain that relies on ingredients that are sourced from all over the world. Amy’s was operating a patchwork of legacy systems that didn’t tie well together. Columbus’s team spent six months with the Amy’s team to map pain points across functional areas to bring teams together and evaluate processes. Amy’s Kitchen then migrated from AX 2012 on-premise to Microsoft Dynamics 365 in the cloud. “This represents a new breed of ERP, an all-in-one platform for our inventory, financials, order management and manufacturing,” said Sebastian Mindling, Sr. Director of Enterprise Applications. Amy’s is using the solution to manage everything from growing agreements to order management and beyond. Amy’s also implemented Power BI to deliver better insights, more efficiently to leadership teams.

Benefits include:

- Improved tracking of materials into plants, and stricter production control
- More efficient production facilities and reduced downtime
- Time savings in generating regular reports for management



PRODUCTS AND SERVICES

Migration from AX 2012 to Microsoft Dynamics 365
Power BI

ORGANIZATION SIZE

Medium (50-999 employees)

INDUSTRY

Food Manufacturing

COUNTRY

USA