

## Customer Success Story



**Safewaze**, a manufacturer of safety equipment for job sites and other business applications, found itself running on underpowered software that was slowing down its A/R and Customer Service teams.

**To meet its demands for continued growth**, Safewaze implemented Microsoft Dynamics 365 Business Central and Microsoft 365 with Innovia Consulting.

- > \$70,000
- April 2019
- Manufacturing – Southeast US

## Win Results

**Innovia helped SafeWaze tie customers to multiple rep groups for sales attribution.**

In their old solution, they needed to constantly change the account to accomplish this simple but critical task.

**Early win connecting system emails to appropriate staff members helped the team build confidence in its ability to communicate effectively.**

This enthusiasm led to strong user adoption.

**“We went from QuickBooks, where planning for manufacturing and future purchases were almost impossible, to a system that is easy to use and plan with.”**

Rob Zuccarelli, Finance Manager/IT