

EUROCOM

Implementation of Microsoft Dynamics NAV by LLP Bucharest has made a tangible, significant difference to EUROCOM's overall business efficiency.

The key factors in a challenging, but successful implementation, were undoubtedly the co-operation and proficiency of the Eurocom team, along with the flexible capability of the new system itself and the many benefits it offers.

Eurocom have been the sole distributor of OCE printing systems in Romania since 1993. The company boasts a comprehensive range of reprographic equipment; supplying printers, scanners and copiers, along with providing technical media and consulting services to meet the client's every need.

The company opened a branch in Bucharest in early 2007, where a hive of

activity now takes place, including the distribution of OCE printing systems to the country's most modern copy centres.

Business Challenges

In view of their diverse activities and national distribution, Eurocom required an ERP system capable of integrating their entire business flow.

"We first started considering an ERP system back in 2003, at which time the system we had simply wasn't capable of integrating all our modules and applications; nor did it respond well to a fast rate of business growth", declared Catalin Ungureanu – Eurocom's copy centre manager and MS Dynamics NAV (formerly Navision) implementation Project Manager.

Eurocom tested several other ERP solutions prior to finally choosing MS Dynamics.

C.E.O. Gabriel Kaufmes explains, "We looked at ten ERP systems and

disregarded five of them almost immediately. After careful consideration, we realized that MS Dynamics NAV met all our needs and requested that LLP Bucharest install the system for us, based not only on their competence and professionalism, but also their extensive regional know-how."



"We first started considering an ERP system back in 2003, at which time the system we had simply wasn't capable of integrating all our modules and applications; nor did it respond well to a fast rate of business growth.."

Cătălin Ungureanu, Eurocom Copy Centre Manager and Project Manager

We looked at ten ERP systems and disregarded five of them almost immediately. After careful consideration, we realized that MS Dynamics NAV met all our



needs and requested that LLP Bucharest install the system for us, based not only on their competence and professionalism, but also their extensive regional know-how - Gabriel Kaufmes, C.E.O. EUROCOM.



EUROCOM

The Top Five Benefits of Microsoft Dynamics NAV to EurocomV

1. Its flexibility
2. Its ability to allow customized modules to be developed and perfectly integrated
3. Business data in real-time
4. Reporting modules adapted to specific requirements
5. A service module able to respond to a complex business flow

Challenges Solved

Microsoft Dynamics NAV wasn't used by many organizations in Romania back in 2003. Mr Ungureanu explains that one of the most important factors in choosing this system was that "Unlike other ERP systems developed by Romanian companies, Navision was able to guarantee support, patches and upgraded versions for many years to come."

Implementation of this solution markedly improves efficiency, cuts costs, optimizes invoicing and integrates a real-time reporting system, all of which results in more effective management.

Benefits

The flexibility of MS Dynamics NAV allows customized modules, able to respond to any specific business requirement, to be developed. In actual fact, in Eurocom's case, they didn't need to alter their post-installation business flow whatsoever as MS Dynamics was completely tailored to the existing flow by the Bucharest team. "We were extremely impressed with LLP's skill in developing customized modules that integrated perfectly with the new system, enabling us to improve our resource management and reduce costs," claimed Mr Ungureanu. The ERP system has refined the company's decision making process by offering real-time access to relevant business information. "LLP also adapted our reporting modules so they would respond better to our needs" he added, "So we can now source at any given moment whatever we need to know about our operation."

These new, customized reporting modules allow Eurocom's management to know in real-time how effectively the printing systems and personnel are being utilized. LLP have

also developed a special report that divides customers and services into segments; a feature that should prove invaluable for future sales and marketing campaigns.

The service module, integrated with MS Dynamics NAV, has considerably simplified the workload of Eurocom's service engineers, thereby improving the overall efficiency of the OCE printing systems sold by the company throughout Romania.



LLP Group provides consulting and software services to local and international companies in the Central and Eastern European region and beyond. LLP's approach combines consulting and project management skills with international software products and software development to deliver affordable and realistic solutions.

The Group focuses on the operational, financial, analytical, customer relationship and reporting needs of local and regional organizations with consulting and development teams based in Prague, Bratislava, Budapest, Bucharest, Sofia, Belgrade and Zagreb.

