

# Swallow Foods Puts Microsoft Business Solutions - Navision On The Menu With Advantage Business Systems

Submitted by: Advantage Business Systems

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24th October 2003, London: Swallow Foods, an international food import, export and distribution business with a UK turnover in excess of £15m, has placed an order for a new finance and distribution system with leading Microsoft Business Solutions partner, Advantage Business Systems.

Swallow Foods will initially install Microsoft Business Solutions - Navision at its UK office in Stratford, East London, ahead of a rollout to the rest of the Swallow International Group. They will adopt a wide range of financial and distribution modules including General Ledger, Sales and Receivables, Purchase and Payables and Inventory.

Nigel Potter, Financial Controller at Swallow Foods UK Ltd, outlines the challenges that the accounts department faced, "We were using a legacy DOS based accounting system that had been with Swallow Foods for two years but used by the Swallow International Group for many years before that. The system was quite simply outdated, there was no integration with our headquarters and management reports were difficult to generate. Also, multiple data entry was required to input invoice and delivery information, this was both time consuming and inefficient."

Potter was keen to replace the outdated system with a single, integrated and scalable solution that would support their business needs both now and in the future.

Potter explains, "We needed end-to-end business process support from goods in, to goods dispatched and invoicing including the management of inter-company transactions. We also needed integration with the Microsoft Office suite to improve the visibility of financial data for management accounting and statutory reports."

Having decided to replace the outdated legacy system, Potter took a careful look at the marketplace before deciding that Microsoft Navision would best fit their needs. "We researched the available solutions in the marketplace and obtained a number of product brochures. We then decided to take a closer look at six possible solutions."

From the six potential solutions Potter and his team made a shortlist of three and after careful consideration, selecting Microsoft Navision. Potter continues, "We chose Microsoft Navision because it has the precise functionality that we require. Since it provides such a close fit, we can use it with very little customisation, over and above establishing business specific information such as a relevant chart of accounts. This will allow us to implement the solution more quickly."

On their decision to work with Advantage Business Systems as implementation and support partner, Potter is equally clear, "From the outset, Advantage was pro-active in showing us the product and identifying and addressing our needs. They also gave us the confidence that they could implement the solution within the tight timescale we required. We had no reservations choosing Advantage."

Potter was equally enthusiastic about the impact that the new solution will have on the business. "With the implementation of Microsoft Navision we look forward to considerable time savings of approximately 30 hours per week to take place. This will have a considerable impact on the finance department."

Following implementation in the UK, Swallow Foods plan to rollout Microsoft Navision to their international offices in 2004/5.

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About Advantage Business Systems:

Advantage Business Systems specialises in providing leading IT solutions to European businesses, and is ideally placed to deliver end-to-end web enabled solutions. Advantage addresses the key IT requirements within any organisation - the network environment, the business software applications deployed and the ongoing management and support of the IT infrastructure.

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