

Trago optimises productivity and streamlines operations, powered by Microsoft Dynamics NAV

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Leading discount retailer in the South West selects enterprise resource planning solution from The NAV People

Newbury, UK– Trago, which has 3 stores in Cornwall and Devon has selected Microsoft Dynamics NAV from The NAV People as its new enterprise resource planning solution following an extensive upgrade of IT systems. Trago, who celebrated 50 years of trading in 2015, has now integrated its electronic point of sale (EPoS) solution into MS Dynamic NAV. The project has facilitated greatly improved sales reporting covering the entire business; and has streamlined the accounts payable process, saving more than 40 hours per week, and reducing costs significantly. In addition, management reports can now be produced in a fifth of the time it previously took.

Gary Lord, Financial Director at Trago comments: ‘Trago department stores conduct more than 3 million transactions a year and we have an annual turnover in excess of £80million yet we were largely still using paper based systems. We had recently upgraded our till system and this fuelled our desire to assess our wider back office systems and see if there was a better way we could be working.’

The NAV People integrated Trago’s EPoS system with Microsoft Dynamics NAV giving the finance team the functionality they required to automate payments to approximately 3,000 suppliers each month, many of which were on early payment arrangements to secure extra discounts.

Trago has also deployed Jet Reports, which seamlessly integrates with Microsoft Dynamics NAV to simplify and speed up the process of creating reports. The Trago finance team now use Jet Reports for fast, easy analysis and data visualisation. They are now able to produce management accounts for five companies in a day, where previously it would have taken a week. Dynamics NAV has enabled Trago to completely automate all the repetitive reporting that was previously completed manually.

Ian Humphries, Managing & Product Director at The NAV People commented; ‘Understanding our customers’ business is our core philosophy. By appreciating what their business objectives are, we are able to deliver a solution that meets and we hope exceeds their expectations. Trago has been successfully trading in the retail sector for 50 years. By evolving their business intelligence through the use of the solution delivered by The NAV People, Trago has built a solid foundation for the next 50 years of retail success.’

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NOTES TO EDITORS

About Trago Mills

Trago Mills is the South West’s Original Discount Retailer. Founded in 1965, Trago is a chain of three department stores located in Liskeard and Falmouth in Cornwall and Newton Abbot in Devon, England. Trago

is an independent family run business, their approach is to provide a wide variety of stock at low prices. They stock approximately 180,000 product lines per week in their stores.

For more information visit: Trago Stores (<http://www.trago.co.uk/>)

About The NAV People

The NAV People started trading in the UK in 2009 and the business has grown through word of mouth. They are now the country's no.1 reseller who solely concentrate on Microsoft Dynamics NAV. The NAV People set out to create a company with simple but really important aims; treat customers fairly, provide value for money and make them happy, while treating staff as members of an exceptional family and not merely employees.

The aims of The NAV People are what everyone should expect from a partner in business, a high level of expertise, amazing product innovation and the absolute best standard of customer service. The NAV People believe fairness is the key to good business and profit is the end result of successful business relationships, not a goal to aim for.

The NAV People operate from three locations in the UK; Newbury, Cardiff and Manchester and also have a US corporate office in Atlanta. For anyone who is looking for a committed, friendly and knowledgeable reseller of Microsoft Dynamics NAV, The NAV People are the ideal partner. For more information: The NAV People (<http://www.TheNAVPEOPLE.co.uk>)

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