

BUSINESS PROFILE

DANISH EXIQON IS A BIOTECH COMPANY.

IT COMBINES LEADING-EDGE SCIENTIFIC EXPERTISE IN GENE EXPRESSION WITH ITS PROPRIETARY LNA TECHNOLOGY.

EXIQON HAS OFFICES IN DENMARK AND THE USA.

BUSINESS/IT CHALLENGE

WHEN EXIQON'S US OFFICE WAS ABOUT TO START PRODUCTION, THEY NEEDED AN ERP SOLUTION TO MANAGE THEIR BUSINESS THAT WAS MICROSOFT-BASED AND THEY NEEDED IT FAST.

SOLUTION

- MICROSOFT DYNAMICS AX

BENEFITS

- FAST IMPLEMENTATION
- GLOBAL SUPPORT

A FAST IMPLEMENTATION INCREASES GLOBAL SUCCESS

Bo Danner Henriksen is simply thrilled with Tectura's QuickStepz tool for configuring Microsoft Dynamics® AX, so when he became the Director of Finance of the biotech company Exiqon, he took both Tectura and QuickStepz with him. The US subsidiary, which so far was only a sales company, was about to start production in the USA of one of Exiqon's products for measuring gene activity in the cells.

THE CHALLENGE

The office in the USA didn't have an IT solution that could manage the project, so they had to implement Microsoft Dynamics AX fast.

"We wanted to have a more professional tool based on a modern Microsoft platform. Among other things, we wanted to build a data warehouse for management information based on Microsoft SQL," says Bo Danner Henriksen.

Microsoft Dynamics AX 4.0 was the choice, but things didn't go as expected.

"Exiqon's original solution partner didn't deliver on time or what we expected. We didn't hear from them. For more than a month the project was stalled. On top of that, they weren't good in sparring. If we said something it wasn't challenged," says Bo Danner Henriksen.

THE SOLUTION

Exiqon turned to Tectura and things quickly started to happen.

Exiqon in Denmark used Microsoft Dynamics AX V3.0, and the US based office would implement Version 4.0, so one of the first challenges was to transfer the Danish data to the USA.

"We had a lot of part numbers – more than 10,000 – here in Denmark, which we needed in the USA, so they had to be converted from Version 3.0. This was one of the reasons that we chose Tectura QuickStepz. It only took a day or two until everything was ready in the USA," says Bo Danner Henriksen, who is not only thrilled with Tectura QuickStepz because it's fast, but also because it's a user-friendly and thorough implementation tool.

“Without Tectura QuickStepz, it wouldn’t be possible to setup such a complex ERP system like Microsoft Dynamics AX in record-breaking time. We were up and running with the new system in our USA subsidiary in a few weeks.”

Bo Danner Henriksen
Director of Finance
Exiqon

THE BENEFITS

“QuickStepz forces you in all corners of the system and through all the internal controls so you are sure that there is consistency in the setup,” says Bo Danner Henriksen. “If there isn’t consistency, you have to do something about it before you move on. The functionality is probably already somewhere in Dynamics AX, but it’s impossible to find out. With QuickStepz, ‘dumb’ financial people like me, who aren’t IT experts, can find things in the system.”

At the same time, Tectura® QuickStepz gives a complete documentation of the setup of Microsoft Dynamics AX. “It’s important for a company like us, listed on the stock exchange, to be able to document for the accountants that there is consistency. That documentation is available with QuickStepz,” says Bo Danner Henriksen.

After several months with Microsoft Dynamics AX running in Exiqon’s US-based sales office, the production implementation started.

“It just took a week or two, then it was up and running,” says Bo Danner Henriksen, who, among other things prefers Tectura, because he can have QuickStepz as part of the deal.

“We chose Tectura primarily because of QuickStepz, but then I also knew that they would deliver.”

“I know what Tectura has delivered before, and there wasn’t a thing to complain about with their work. With an important project like this, you expect more than a nodding puppet on the other side of the table. With Tectura we were challenged and within a few weeks we had the solution up and running in the USA,” says Bo Danner Henriksen.

ABOUT TECTURA

Tectura is a worldwide provider of business consulting services providing sustainable value through consulting, software and IT implementation. Our clientele include mid-sized companies and larger enterprises throughout the Americas, EMEA, and Asia Pacific. With team members in 20+ countries, Tectura applies its comprehensive industry knowledge and unparalleled experience in collaboration with our clients to deliver business and technology strategies and solutions designed to achieve their business performance goals.

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