

## BUSINESS PROFILE

MAN AND MACHINE LIMITED IS A VALUE ADDED DISTRIBUTOR OF ADVANCED CAD SOFTWARE

## BUSINESS/IT CHALLENGE

- MAN AND MACHINE NEEDED TO UPGRADE THEIR CURRENT SYSTEM
- BUSINESS REQUIREMENT FOR EASY INTEGRATION WITH TRADING PARTNERS
- VERY SPECIFIC DEVELOPMENT REQUIREMENTS
- THE BUSINESS NEEDED BETTER REPORTING

## SOLUTION

- MICROSOFT DYNAMICS NAV
- MICROSOFT SQL SERVER REPORTING SERVICES 2005
- TECTURA WORKFLOW

## BENEFITS

- INFORMATION FLOWS FROM ALL BUSINESS PROCESSES
- MICROSOFT DYNAMICS NAV PROVIDES TOTAL VISIBILITY
- FOR EVERY PART OF THE BUSINESS, DIRECTORS CAN SEE BUSINESS CRITICAL FIGURES
- UPGRADE HAS MEANT ENHANCED FUNCTIONALITY AS WELL AS MORE SYSTEM RESILIENCE

## DEVELOPING A FLEXIBLE FOUNDATION FOR GROWTH IN IT DISTRIBUTION

### BUSINESS PROFILE

Founded in 1989, Man and Machine Limited is a value added distributor based in Oxfordshire, working exclusively within the digital design community. Their resellers benefit from a wide product portfolio including advanced CAD software and complementary hardware.

Man and Machine focus their energies on providing first class personal service, channel support and deep product knowledge to their resellers.

### BUSINESS/IT CHALLENGE

With a track record of success, and ambitious growth plans, Man and Machine needed to be confident they were investing in a system that would grow with them. It had to be easily customised to their requirements and allow for easy integration with their trading partners. "These are not just cosmetic changes to Man and Machine's system, but fundamental developments in line with how the business needs to be run," emphasises Paul Merchant, Director of Finance at Man and Machine. "Being able to tailor our system quickly is essential, and Microsoft Dynamics® NAV gives us that flexibility. Tectura's knowledge of our business continues to be instrumental to the success of our system."

### SOLUTION

Man and Machine and Tectura have enjoyed a solid business partnership for over seven years and have gone through a number of successful upgrades and developments together. Selecting the Tectura and Microsoft combination for their recent upgrade was both a natural and logical choice for Man and Machine. "Continuity with Microsoft Dynamics NAV made good business sense, as we needed a product that was scalable," says Sarah Evered, Business Analyst with Man and Machine.

Although some of the development functionality has been complicated, the upgrade was a smooth experience for all 30 users. The processes outlined in the Tectura® Solution Framework (Tectura's implementation methodology) ensured key milestones were met,

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Director of Finance  
Man and Machine



and relevant functionality was clearly identified for the ongoing development and upgrade programme. The project teams had full visibility of the activities and their respective responsibilities.

Microsoft Dynamics NAV provides Man and Machine with financial management, sales and marketing through to purchasing and warehouse management. As well as standard product functionality, the system has been developed to manage and track the unique requirements of Man and Machine’s marketing function. Evered explains, “By tailoring the system to suit these requirements, Microsoft Dynamics NAV can now automatically handle our complex transactions without user intervention.”

An additional development request was to set up EDI links between Man and Machine and their suppliers. Using Microsoft BizTalk Server, they can now send purchase orders to their suppliers, and receive order confirmation and invoices seamlessly.

As the standard reports didn’t meet all the needs of the business, Man and Machine used Microsoft SQL Server Reporting Services 2005 to ensure the right data gets to the right person at the right time.

Field level security is maintained using Tectura’s workflow solution, ensuring individuals use the system correctly, and Man and Machine processes are enforced.

Merchant emphasises the importance of selecting the right partner and says; “Tectura’s project approach, their strong technical capability and their inherent understanding of our business is a perfect formula. They are always on hand when needed.” Tectura had an additional string to the bow, as they brought with them previous experience working in the IT distribution arena, which was a distinct advantage.

All implementations have been smooth and high standards maintained throughout. Regular communication and top level leadership has contributed to the success, especially during the more complex projects and upgrades.

## BENEFITS

“Man and Machine now take it for granted that the system just works, and does the job it’s supposed to,” highlights Merchant. “Information flows from all of our business processes and is tracked in Microsoft Dynamics NAV with total visibility.” As soon as a shipment is posted, stock levels are automatically adjusted, and order

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requests are recommended. The recent upgrade has also meant enhanced functionality as well as more system resilience.

SQL Server Reporting Services has provided much better visibility of data across the business. It is a powerful solution, and provides resellers access to data on Man and Machine’s website. There are many other benefits as Merchant explains: “For every part of our business, directors can see business critical figures. Microsoft Dynamics NAV is fully integrated with our intranet; everyone now has access to relevant data, enabling them to view orders, sales information and stock levels.” The business has clear visibility of daily and monthly sales levels against the targets.

“The Man and Machine business is changing, and will keep on changing,” highlights Merchant. “Microsoft Dynamics NAV is an evolving product and we are confident that Tectura will be able to continue supporting us as we grow and develop.”



## 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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