

## Acora: In the Know

Reap the Benefits of Microsoft Dynamics NAV with Acora

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## About Acora

With 300 mid-market clients across a variety of different industries, Acora helps visionary business leaders by designing, implementing and supporting integrated business applications and the underlying IT infrastructure, required to enable a business to become more efficient and grow.

We are specialists in the flexible and cost effective Enterprise Resource Planning (ERP) software from Microsoft - Microsoft Dynamics NAV. Through the implementation of Dynamics NAV Acora delivers business benefits and efficiencies to our clients.

## Microsoft Dynamics NAV

Dynamics NAV provides all the functionality an aspiring mid-size business needs using one integrated database.

Acora utilises our Dynamics NAV team's ten plus years' experience to deliver business benefits to our customers, which include:

- Increased staff productivity
- Streamlined processes
- Cost reductions
- Faster access to management reporting
- Integration of people and systems
- Scalable technology ready to support growth

Dynamics NAV works seamlessly with other Microsoft technologies including Microsoft Office, Microsoft SQL Server and Microsoft.NET. Enabling you to take full advantage of the investment your business has already made in Microsoft.

## The Difference

What differentiates Acora from other Dynamics NAV partners is the experience of our team of specialists, our implementation methodology and the ability to provide the complete IT solution including business software, infrastructure and hosting.

Our Dynamics NAV team are experts in the configuration and functionality of the product and use Acora's unique methodology to ensure the full functionality is utilised and bespoke development is kept to a minimum. Our methodology is based on training the key users on the product before undertaking any analysis. It is only by taking this train first, analysis second approach that time consuming and costly development is avoided.

We see the implementation of Dynamics NAV as the start of your IT journey with us. The Dynamics NAV team work closely with our Outsourced IT Services specialists to provide a total IT solution, where required, including business software, infrastructure and hosting. We look after all your technology needs – there is no passing the buck from one supplier to another as we are able to provide the total solution the buck stays firmly with us.

## Long Term Relationship

Acora's aim is to build a long term relationship with all our customers. Once Dynamics NAV has gone live you will be looked after by our dedicated support experts. Our support desk is 3\* Service Desk Institute (SDI) accredited ensuring most problems are resolved quickly by our first-level response team. The most challenging problems are escalated to our second level team, which includes software developers,

ensuring fast access to high level expertise and a speedy resolution to the problem.

# 10+

Years Dynamics experience

# 30

Microsoft Dynamics Consultants on hand

Our Outsourced IT Services team is on hand to advise on complementary Microsoft technologies, infrastructure or a fully managed hosted service. Acora has experience in providing all these services which means we can look after your entire Information Technology needs while you focus on your core business.

## Our Customers

Acora has over 120 customers using Dynamics NAV and supports more than 5000 users. Our customers span various industries and have different processes and priorities and they share a desire to improve and expand their businesses through the use of robust, flexible and scalable technology.

Our team has experience working with Manufacturing, Distribution and Services companies. Below are some of the customers we work with who have significantly improved their business through Acora's implementation of Dynamics NAV.

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**Celebration** manufactures paper and plastic tableware for the hospitality industry. Since implementing Dynamics NAV they have saved 100 man hours per week and £10,000 per annum by automating paper-based activities. They have also accommodated a significant new customer involving 115 million items spread across 250 new orders.

“Dynamics NAV is here to stay. The use of a single, integrated ERP system and database has improved efficiency, reduced costs and provides a platform for growth. Acora continues to play a vital role advising us on continuing improvements to our processes and supporting our team on a day to day basis.” Richard Marcer, Business Development Manager, Celebration Ltd.

**Scorpio Distributors** is a specialist in the retail travel market, supplying premium fragrances, cosmetics, watches, jewellery, accessories and travel goods to over 200 airlines, ferries, cruise liners, and most duty free shopping groups.

The implementation of Dynamics NAV has given Scorpio the ERP system they need to manage all aspects of the business and provide senior management with complete business performance transparency. Acora virtualised Scorpio’s working environment resulting in scalable, agile and cost-efficient IT systems.

“With Acora delivering all of Scorpio's IT as a fully managed service, Scorpio has complete peace of mind in that its IT will always be running smoothly.” Samantha Pollard, Group Finance Director, Scorpio Distributors Ltd.

### Your Situation

Wherever you are on your IT journey, whether -

- Your business is growing rapidly but your systems are not supporting the growth
- The current IT systems are outdated, ineffective or no longer supported
- The migration from Sage or Pegasus is not going according to plan

Acora has helped other businesses in these situations.

Our Microsoft Dynamics experts ensure a smooth, safe and efficient transition for your business and our breadth of experience and unique implementation methodology means that your business will be in the best possible hands.

### Useful Links

For more information about Acora and our customers follow these links –

[Celebration Ltd Case Study](#)

[Scorpio Distributors Case Study](#)

[Bravado International Case Study](#)

[The Top 10 Benefits of an Outsourced Service](#)

### Next Steps

If you would like to know more about Dynamics NAV, would like to discuss your current business software or are concerned about a migration that is not going to according to plan, we would be pleased to talk about our experiences. You can reach us by email [enquiries@acora.com](mailto:enquiries@acora.com) or phone +44 (0) 1444 232 000, we are here to help.



**Microsoft Partner**  
Gold Enterprise Resource Planning

**At Acora we focus on outcomes, not incomes.**

Acora delivers outsourced IT services to visionary mid-market business leaders who need strategic agility without the shackles of high-risk IT. We provide the freedom to flex further, and adapt faster – fully supported by an expertly managed, outcomes-focussed IT strategy. Because true service is about flexibility, we meet our clients’ ever-changing strategic needs with outsourcing services delivered at whatever level feels right for them. When our clients talk, we listen. No error, no confusion. Just singular, dynamic service that drives new business value at every level in a new and uncertain economy.

#### Further Information



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[acora.com](http://acora.com)

*Richard Marcer, Business Development Manager,  
Celebration Ltd*

“We have saved 100 man hours per week and £10,000 per annum and have been able to accommodate a significant new customer involving 115 million items spread across 250 new orders.”