



| Inbodan

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Navision had all the right building blocks

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INBODAN is the wholesale organization behind the three Danish chains GarantTæpper (carpets), GarantGardiner (curtains), and Idemøbler (furniture). Eighty employees manage purchasing, logistics, concept development, and marketing, as well as the administration system for Danish and foreign stores alike.

Gradually, the old UNIX-based solution has not been able to live up to the new demands. IT Manager Joan Bjørnholdt explains that it was important to get a new, up-to-date system that would support the future IT strategy of the wholesaler. The strategy involves plans

about e-business, Supply Chain Management, EDI, and better communications opportunities.

The Internet is the future

INBODAN considers both the Internet and intranet as necessary tools for strengthening communications and improving their relations to customers and suppliers. It places demands on the system, however, to carry the visions out. After having researched the marketplace, it became clear that Navision Axapta could meet the challenge – partly because of the solution's strong integration potential and the built-in web facilities. The results of choosing Navision Axapta were quickly apparent.

Today the stores are able to see available stock, delivery times, and prices. They can place orders via online facilities. The stores now have quick access to important information that helps them in sales

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situations. In addition, INBODAN expects to improve their logistics considerably, which will benefit end users with faster deliveries of carpets, furniture, and curtains.

Reaching the goal step-by-step

In the initial phase, 15 shops ran on Navision Axapta. In the future, all 130 shops will run on INBODAN's solution. The goal is to automate all order and stock handling procedures. Joan Bjørnholdt maintains that Navision Axapta connects the processes much better than their previous system – externally towards the suppliers, as well as internally in INBODAN.

A solid business foundation

Joan Bjørnholdt feels that the solution has all the necessary components which, after some needed customizations, provide the company with the future-oriented business foundation that they were looking for.

The success of the solution is measured against INBODAN's new goal: to enter information into the system only once. In combination with EDI, which makes it possible to automate 450,000 invoices a year, Navision Axapta supports this goal. The shops benefit because they now receive one invoice that covers the total amount, as opposed to several different invoices like they did in the past.

Other customizations include the retail and replication modules. The retail module puts all of the functionality of Navision Axapta right into the cash register. As a result, store employees can access information on the stock situation at INBODAN and its sister companies. Now it is also possible to create a purchase order for

the supplier by pressing one button. The replication module enables the system to update the stores with price and item information during the night, so it does not interfere with the network traffic.

Future plans

In the near future, INBODAN and a number of other Danish furniture chains plan to enter a Supply Chain Management cooperation geared towards the suppliers. If the plan is carried out, Navision Axapta is going to play a very important role in INBODAN's future, according to Joan Bjørnholdt.

About Navision a/s

Navision a/s is a leading global provider of cost-effective and adaptable integrated business solutions that help companies in their quest to grow. The company has 124,500 customers worldwide, a global network of more than 2,000 partners, and 1,130 employees in 25 countries. The Navision product line consists of Navision Axapta[?], Navision Financials[?]/Navision Attain[?], and Navision XAL[?]. Navision a/s was created through the merger of Navision Software a/s and Damgaard A/S in December 2000. Its shares are listed on the Copenhagen Stock Exchange (CSE: NAVI). The company is headquartered in Vedbaek, Denmark. You can learn more about Navision a/s on the Internet at www.navision.com.

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