

## USE CASE

## WHOLESALE

# How a Wholesale Company Unified Financial and Inventory Management for Business Success with Microsoft Dynamics 365 BC

**A RAPIDLY GROWING WHOLESALE BUSINESS** had outgrown its existing financial software, QuickBooks Desktop. Their operations, which included high-volume sales and inventory management, required a more robust system to handle their growing scale and complexity.

### THE CHALLENGE

Although this wholesale company had been using Quickbooks Desktop for their financial management, they were hesitant to move to QuickBooks Online due to its limitations for their operational needs. Coupled with their growing business demands, the company struggled to cobble together multiple software tools to manage different aspects of the business. This fragmented approach and "Frankenstein" system hindered their productivity, resulting in several inefficiencies:

- **Lack of Scalability:** QuickBooks could no longer handle the volume of transactions, sales, and inventory management needed.
- **Integration Headaches:** Managing multiple platforms created data silos, making it difficult to get a unified view of financials and operations.
- **Manual Processes:** Excessive reliance on Excel for key tasks led to delays and increased the potential for manual errors.
- **Insufficient Financial Insight:** The company struggled to access real-time financial data, making it hard to make informed decisions quickly.

Switching to Microsoft Dynamics 365 Business Central transformed how the company manages its operations. With real-time insights and an integrated system that handles everything from financials to inventory, they can now focus on growth rather than managing multiple disconnected tools.

### CENTRALIZED PLATFORM

The company now has a centralized platform that allows them to easily manage their growing transaction volumes without the need for additional software or manual intervention, resulting in a 15% increase in operational efficiency.

### REAL-TIME INSIGHTS

With real-time visibility into sales and inventory across locations, the company is able to make accurate, timely decisions to achieve a 25% reduction in stockouts and improved inventory turnover.

### CUSTOMER SATISFACTION

Accurate orders and timely deliveries enabled by Dynamics 365 BC have increased the company's customer satisfaction by 20%, driving repeat business and long-term growth.

### HOW CAN WE HELP?

If you're interested in exploring more digital capabilities for your organization, let's give you a hand with finding the right innovative technology solutions that make the most sense for you.