

Exsion 365 Cases

Sun Circle Exsion 11 NAV On Premises



➤ **SunCircle** is a B2B manufacturer of screens, blinds, drop-down screens, etc. SunCircle is primarily active in the Netherlands and also exports to Belgium and Canada. The number of workers on staff varies between 26 and 40, depending on the season. Which makes sense, as less awnings are sold in winter.

➤ **Background:**
Gathering data and automating recurring reports can be time consuming. Data required not only for internal purposes but also for audits can become a lengthy process so automation is essential when generating reports that are updated monthly.



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- We have spoken to **Henri** (Adminstratie+ ICT + personeelzaken).
Henri, you are SunCircle's point of contact for automation.
What is the setup like?

Henri: "We have our own server park with thin clients to run everything. We use the 2009 version of Microsoft Dynamics NAV, combined with Econ's product configurator. Mprise is our partner."

- **Are all business processes present within NAV?**

Henri: "To a large extent, yes. However, we do not use the CRM part of NAV. The order process is run through E-con and subsequently processed in NAV, to print out parts lists and work orders. Procurement is also done through NAV. Component selection takes place within the order in question. A custom solution (optimisation) was made to facilitate sawing materials to appropriate length.

NAV also supports our service processes. Creating print-outs of overviews is primarily done in PDF format. We do not lay out quotations in NAV."

- **What made you decide to start using Exsion?**

Henri: "We purchased Exsion because we want to generate reports ourselves. They are used for control, analysis and to inform our management. I create all Exsion reports myself, with the help of some of my colleagues."

- **What benefits does Exsion offer SunCircle?**

Henri: "First of all, our management can now manage things more easily, for example, through a concise analysis of sales and turnover, broken down by region, product group and vendor. These overviews are essential to operational management.

Thanks to Exsion, our sales department is exactly aware of the order turnover situation, and thus able to safeguard the pipeline. I also create overviews with turnover broken down by dealer and product, including quantities and margins, and use dimensions to keep track of products and types."



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