Transforming Glass Manufacturing: A Seamless Migration to Dynamics 365 for Enhanced Operational Efficiency

WebSan®
Solutions Inc.

Industry

Glass Manufacturing

Introduction

Our client, a leading glass manufacturing company, sought a comprehensive solution to migrate from NetSuite to Dynamics 365 Business Central and Dynamics 365 Sales. Their goal was to enhance their financial controls, streamline sales operations, improve inventory management, and enable seamless integration across all business units through a cloud-based system.

Challenges

- The existing system lacked efficient financial reporting and robust sales pipeline management.
- Manual processes in shipping, payments, and commission tracking were time-consuming and prone to errors.
- The client struggled with inventory visibility and management, especially across multiple warehouses.
- Their manufacturing processes needed better control over production orders and assembly management.

Key Features

WebSan Solutions implemented Dynamics 365 Business Central and Dynamics 365 Sales as an integrated solution tailored to meet the client's specific needs. Key areas addressed include:

Cloud-based Financial Management

Implemented Dynamics 365 Business Central with improved financial controls, multicurrency management, and automated bank reconciliations.

Sales Automation

Deployed Dynamics 365 Sales to improve customer relationship management, sales pipeline tracking, and integration with Microsoft productivity tools like O365, SharePoint, and OneDrive.

Warehouse and Inventory Management

Optimized inventory processes using the Inbound Container Handling App, allowing efficient management of inventory across multiple locations.

Manufacturing Process Improvement

Enabled better control over production orders, custom BOMs, and routings to streamline manufacturing workflows.

Payment and Commission Automation

Introduced automation tools for payment processing and commission tracking to reduce manual workload and improve accuracy.

Shipping and Logistics

Simplified shipping operations with WebSan's EasyPost Connector, reducing manual entry errors and improving delivery efficiency.

Outcome

The implementation of Dynamics 365 Business Central and Dynamics 365 Sales resulted in:
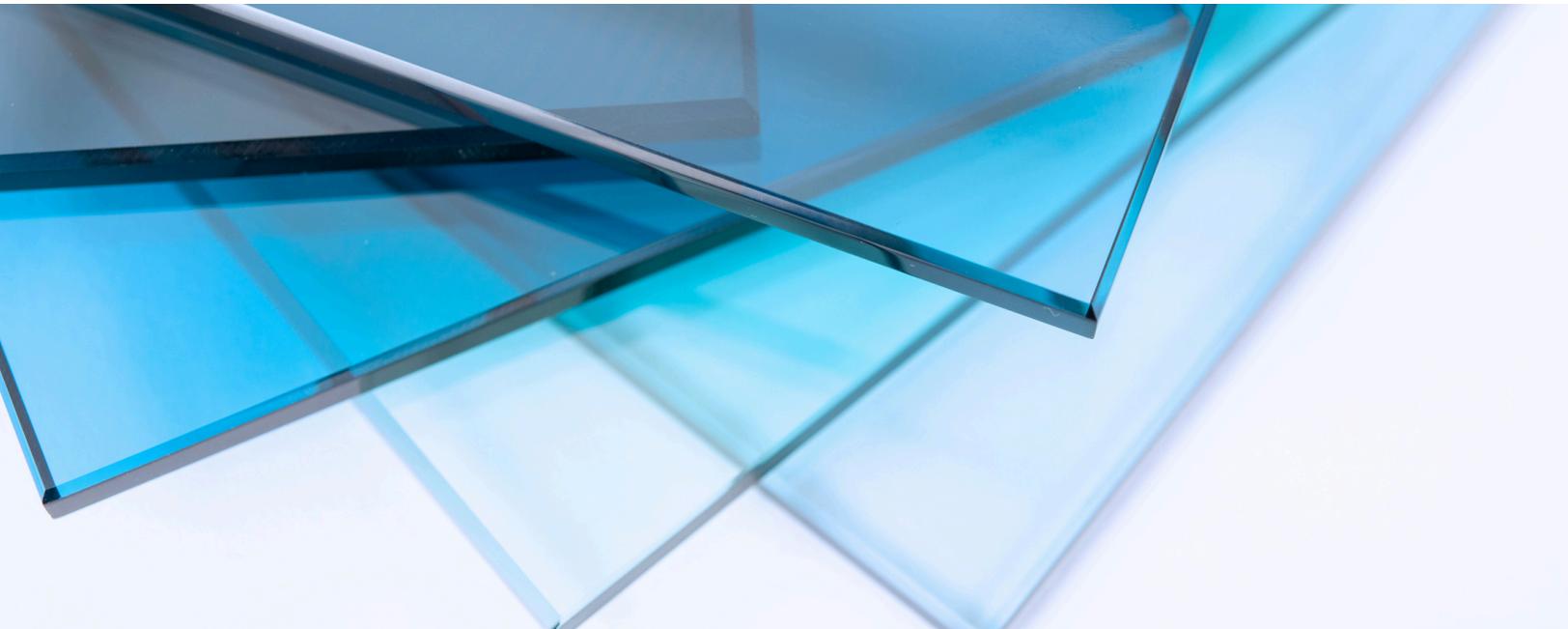
- Enhanced financial visibility with real-time reporting and stronger financial controls.
- Streamlined sales, inventory, and manufacturing processes, improving overall operational efficiency.
- Automated payment processing and commission tracking, reducing manual errors and administrative burden.
- Improved inventory management across multiple warehouses and optimized production workflows.
- Seamless integration of shipping and logistics operations, resulting in faster delivery times and reduced errors.

These improvements enabled the client to scale their operations more efficiently, make quicker data-driven decisions, and reduce overall operational costs.
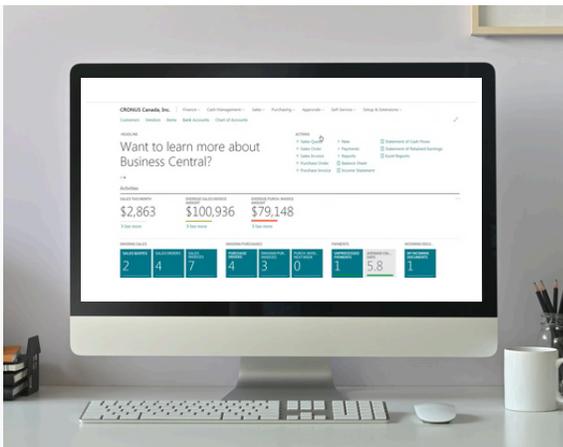
Key Features

WebSan's EasyPost Connector for Dynamics 365

Simplified shipping processes, automating label printing and tracking to reduce errors and processing times.

WebSan's Electronic Banking for Dynamics 365

Enabled seamless electronic funds transfers and bank reconciliations, improving financial accuracy and speed.

WebSan's Inbound Container Handling App

Optimized inventory receiving processes and multi-warehouse container management, boosting inventory visibility.

iSolutions Payment App

Automated credit card processing, reducing manual errors and enhancing the efficiency of payment transactions.

NAV-X Commissions App

Automated commission tracking, simplifying sales compensation and reducing administrative overhead.

Conclusion

By partnering with WebSan Solutions, this glass manufacturing client successfully migrated to Dynamics 365 Business Central and Dynamics 365 Sales, resulting in significant operational improvements. The implementation of tailored apps further enhanced their financial, sales, manufacturing, and logistics processes, empowering them to scale and grow efficiently while maintaining high levels of control and accuracy across their business operations.

To learn more about Dynamics 365 Business Central visit www.websan.com