

Customer Success Story



J&S Davis

Wholesale dental distributor simplifies their processes, applies electronic ordering and improves the accuracy of their reporting.

Overview

Industry: Distribution

Region: Stevenage

Live Since: 2012

Business Challenges: Multiple different systems causing problems, and had to adopt complicated procedures to work around intricacies.

Business Impact: Reduced time searching for stock, streamlined purchasing and selling and capability to deliver accurate financial reports.

Solution: Microsoft Dynamics NAV 2017



The Customer

For over 100 years, J&S Davis has supplied and distributed high quality, innovative products for dentists and hygiene professionals across the UK and Ireland. J&S Davis sources the highest quality products in their category from all over the world. These products are then made available to dental professionals via their usual dental retailers.

The unique products sourced cover restoration, endodontics, periodontics, hygiene and more, from a range of leading manufacturers including Kuraray, LM Instruments, Micro-Mega, Cavex, Meisinger and Solo.

Since their inception, they have built up a reliable customer base comprising of everything from engineers operating from garage stores, right up to 40-employee organisations.



They have also managed to build up an enviable reputation for quality products, reliably supplied.

They decided to implement a Microsoft Dynamics solution to consolidate all of their data into one centralised system, instead of being scattered across three different systems. This allowed J&S Davis to streamline their purchasing and selling processes, simplify their distribution and deliver fast and accurate financial reports.



The Trigger

J&S Davis was previously part of the Finnish dental supply house Plandent, however in May 2012, Daniel Davis purchased the J&S Davis portion of the business owned by Plandent and separated from the previous parent company.

After splitting from Plandent, J&S Davis used Sage 200 to consolidate their financial transactions, linking this solution into the Microsoft Dynamics AX solution used previously by Plandent.

Daniel Davis, Managing Director at J&S Davis, said: "Our existing ERP system was much bigger than we needed it to be, and we were having to adopt some complicated procedures to work around its intricacies."

Due to the separation of the two businesses, there were still some shared functions across the Microsoft Dynamics AX system, mainly in the areas of warehousing, purchasing and finance.

"Our existing ERP system was much bigger than we needed it to be, and we were having to adopt some complicated procedures to work around its intricacies"

Daniel Davis, Managing Director
at J&S Davis



Daniel wanted to get all of J&S Davis's data back into one centralised location, and formally split themselves from their former parent company. This started with a move into a new warehouse, and ended by implementing a new Microsoft Dynamics NAV solution.

Daniel added: "Azzure wrote a process to move the stock from the old location to the new, allowing stock to be put directly into its allocated bin space. Dynamics NAV holds all the stock in individual bin locations, but moving to our own warehouse meant we were effectively starting from scratch, with our own racking and own bin numbering system, and we couldn't possibly replicate the existing numbering system, because to be honest, it wasn't very good."



The Solution

Once the implementation of Microsoft Dynamics NAV is complete then all transactions will flow directly into the Chart of Accounts of J&S Davis and no consolidation will be needed on transactions. A change will be implemented to the current Chart of Accounts from Sage 200 to accommodate 2 extra digits at the front of the account which represent the class of the account.

J&S Davis spoke to three different suppliers in detail about the cost and time to implement a new solution. Daniel said: "Azzure's honesty and business ethic appealed to us, and ultimately led us to choose them as our partner."

Swift implementation meant J&S Davis soon had a sophisticated system to streamline its purchasing and sales process, plus the financial capability to deliver the accurate and timely reporting it needed.

"Effectively we had to bring together two disparate systems, and at the same time, get to grips with a new purchasing system. But we achieved it in just under four months".

Now that J&S Davis's finances have been centralised into one location, it has saved an enormous amount of time not having to search through three different systems to try and pull a report together. The speed and accuracy of reporting has improved dramatically, and has given the J&S Davis staff more time to focus on other areas of this business.

Daniel added: "It used to take up to three times as long to find something at the old, shared warehouse, because it wasn't very well laid out, and not everything was where the system said it would be. Now we know we can go and find something immediately".



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