



# Case Study



CQR select Microsoft Dynamics NAV system based on enhanced functionality and value for money

## Background

CQR Fire and Security is a member of the OSL Group of companies, with manufacturing locations throughout the UK. Established in 1978, CQR Fire & Security has been at the forefront of the Fire and Security Industry for over 30 years. The company designs and manufactures a comprehensive range of devices for the detection of unlawful entry to buildings, cable solutions for the low voltage security market and an extensive range of fire safety solutions, designed to provide the earliest possible detection of a fire within a building - providing audible and visual warnings locally and remotely.

## Challenges

CQR Fire and Safety was using a FATE system which was approaching 25 years of age and coming to the end of its supported life, the system was limited in its functionality as all manufacturing planning functions had to be carried out using multiple spreadsheets. Microsoft Dynamics Nav also met CQR's requirements both in terms of cost and resource required for implementation.



Making the move to NAV was on the basis that all departments could benefit from its new, enhanced functionality, from accessibility to financial data in the Chart of Accounts to the ability to plan production and purchase requirements in MRP (Material Requirements Planning) – leading to greater stock availability information for Sales and Sales Order Processing staff.

In addition, one of the primary objectives of migrating to Dynamics NAV was to incorporate stock management. Previously, the firm had managed stocks and planning requirements externally utilising a number of spreadsheets. Being able to use item cards to control stock levels, alongside demand created by sales to customers, allowed the firm to centralise its production processes, thus saving time and increasing accuracy.

## Implementation

CQR chose Azzure IT to implement the new system thanks to Azzure's reputation for quality customer service. James Williams, commercial administrator at CQR said: "Azzure IT's work ethic and knowledge of Dynamics NAV lead us to hold Azzure in high regard.

"The choice of products was twofold. Firstly, other companies in OSL Group Holdings used Dynamics NAV systems (one using 2009 and another using 2013 R2), so familiarity and ability to confer with colleagues about the system played a part."



James added: "Secondly, we considered Dynamics NAV against other ERP systems both in terms of functionality and cost. After careful consideration and budget review, the decision was made that Dynamics NAV would best suit our requirements for existing functionality (Sales Order Processing), new functionality (MRP) and value for money." Purchase of additional products such as Jet Reports, were made based on recommendation from Azzure IT.

## Benefits

Making the investment has aided CQR as a whole in its ability to access and manipulate data. CQR expects that staff will become more empowered and independent, when accessing information.

James Williams said: "With "FATE", the culture was very much "ask someone else", but since all the data required is stored centrally within Dynamics NAV, it will be readily available for all to access.

"Making the investment in Dynamics NAV has saved both time and money for CQR. For example, now that CQR uses MRP, the system can automatically calculate requirements almost instantly and make recommendations, based on parameters set on individual item cards. Being able to monitor stocks this closely saves time for our Planning Manager, as well as cost when evaluating stock levels."