



CLIENT SOLUTION CASE STUDY

**NovaVision Supports
Growing Client Base with
Upgrade to Microsoft
Dynamics 365 Business
Central from Microsoft
Dynamics NAV**

Overview



Software Solutions:

- Microsoft Dynamics 365 Business Central
- Microsoft Dynamics 365 Customer Engagement

Challenges:

- Unsupported Solution
- Insight Constraints

Benefits:

- Singular, Connected Source of Data
- Improved Efficiencies and Data Protection
- Quick ROI

Company Overview:

NovaVision manufactures hologram logos, tamper evident stickers, security tape and mechanical security seals, which are commonly used to combat counterfeiting and/or tampering.

Industry: Manufacturing

Employees: 64

Headquarters: Bowling Green, OH

Annual Revenue: \$11.5M

Background

Founded in 1994, the goal at NovaVision is to continuously improve its customer's ability to protect their products and property from counterfeiting, tampering, and pilfering. NovaVision conducts business globally and has over 5,000 active customers for its tamper-proof products each year. Their major customer groups include governments (USA federal, state, county, municipal and international), large international companies, retailers, and collectibles companies. In addition, they provide products to brand owners, ski resorts, pharmaceutical/drug companies, hospitals, banks, trucking/logistic companies, and over 1,000 small businesses. For seven consecutive years, NovaVision was recognized by Inc. Magazine as one of the

5,000 fastest-growing private businesses in the USA.



NovaVision was a long-term user of Microsoft Dynamics NAV to manage its business and knew that it was time to upgrade since the solution would soon be phased out from Microsoft support. Velosio, NovaVision's partner for many years, recommended that the manufacturer upgrade to Microsoft Dynamics 365 Business Central. NovaVision wanted to deploy Microsoft Dynamics 365 Business Central on premises for security, compliance, and better connectivity in its 55,000 square foot production facility.



Solution

NovaVision decided to upgrade to Microsoft Dynamics 365 Business Central, while at the same time switching a few of its third-party integrations to realize value faster. For warehousing and shipping, NovaVision transitioned to Insight Works' suite of apps to ensure accurate tracking, rapid processing, and real-time accountability across the supply chain. The team also added Versapay (formerly ChargeLogic) to accelerate digital payments, and SmartConnect to connect Microsoft Dynamics 365 Business Central data with other applications, files, databases, and apps, including Microsoft Dynamics 365 Customer Engagement.



“Our upgrade implementation from NAV to BC went quite smoothly, with really the only major hurdles coming from our own user testing shortcomings,” says Eric Grider, business analyst at NovaVision. “Manjula was a fabulous account manager for us, and I’m touched she thought of us for [a case] study!” continues Grider. “NovaVision has a very smart, very technical staff who have been with the company long-term,” says Manjula Dhupati, Velosio consultant for NovaVision. “They are very good about testing and get a lot accomplished - supporting thousands of clients with a very lean staff,” continues Dhupati.

Benefits

NovaVision has added a lot of additional functionality through the upgrade to Microsoft Dynamics 365 Business Central and additional ISVs. Manufacturing and shipping are much more streamlined and efficient. The team has access to more robust reporting for improved decision making. The upgraded solution will allow NovaVision to better support its client base and continue to expand. Versapay allows for 50% less time managing receivables; 25% faster payments; 30% fewer past-due invoices; and a 91% user adoption rate.



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