



NAV

Microsoft  
Dynamics

## Mercurius Customer Story: Memo Fashions

Using Microsoft Dynamics NAV to deliver significant productivity improvements in Fashion & Apparel

Working with Mercurius really helped us think about how we could improve our business. Their solution has addressed many of the problems we faced and has made a real difference to our business productivity; ultimately helping our bottom line.

**Prateek Banthia, Director, Memo Fashions**





## Our Client

Memo Fashions is a global brand whose key business competitive differentiator is being able to go from design to product in 10 weeks or less.

To do this they needed a business system capable of providing a highly optimised process fit for the challenges of their industry.

## Industry Solution

With our knowledge and experience of the Fashion industry, coupled with more than 10 years expertise in a wide range of enterprise and SME businesses, we were able to offer an industry solution which addressed both generic and industry-specific critical success factors, resulting in a solution delivering great productivity improvements.

### THE CHALLENGE

**Slow response times, duplication of efforts and unnecessary overheads.**

An ageing legacy solution with many external workarounds which could not offer an integrated end-to-end solution able to cope with the modern day challenges of the Fashion & Apparel business.

### THE SOLUTION

**An industry-based solution developed by Mercurius IT and built on Microsoft Dynamics NAV.**

By using an industry-tailored solution, Memo Fashions was able to address key challenges with improvements across the whole enterprise.

Manual processes and disparate systems were all mapped into and directly replaced using Microsoft Dynamics NAV 2015—tailored to the unique requirements of the industry.

### THE RESULTS

**A completely integrated solution encompassing all business transactions, aligned to industry demands.**

Users now work on one system which provides all the information they require in one place, at one time and with a single version of truth, improving end to end business processes and increasing overall organisational productivity.

With easy access to their key transactions and information, users can now respond to customer demands much more quickly. In turn, this has led to a better service and increases in customer satisfaction

### BENEFITS

- ✓ Increased efficiency
- ✓ Enhanced overall business productivity
- ✓ Faster, clearer and more concise information
- ✓ Better, more informed decision making
- ✓ Better service and improved customer satisfaction





## OVERVIEW

### **Memo Fashions faced increasing difficulties managing day-to-day business functions using a fragmented legacy solution.**

The solution did not offer an integrated view of their business and could only support some key processes.

Inevitably, this resulted in department-based workarounds growing independently outside the system which were neither connected nor managed.

The overhead this created was enormous and fraught with wasted time and effort dealing with duplication and different interpretations.

By working with Mercurius IT, an industry-tailored solution was implemented which was able to address these generic legacy issues as well as supporting the key business challenges faced in Fashion & Apparel.

## AN INDUSTRY SOLUTION

### **Linking sales and purchase orders to approvals was critical as all products are procured to customer order.**

Merchandisers negotiate prices with customers and procurement costs with suppliers. The process relies on clear and accurate monitoring margins made on each of the sales order lines.

Mercurius IT provided a cockpit to display all linked sales and purchase orders pending approval. The approver can now review the margins being made on each of the sales order lines as well as navigating to each document individually for approval. If there are any changes needed to either the sales order or purchase order, both documents can easily be sent again for approval.

This ensures changes can be more easily managed, keeping a real focus on maintaining the margins negotiated by merchandisers.

These are just a handful of examples of the industry tailoring applied by Mercurius IT.

## Overall Key To Success

Memo Fashions has been able to quickly gain a cost-effective solution to many of their challenges.

With Microsoft Dynamics NAV they have a scalable and easy to use solution out of the box that integrates well with Office tools.

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