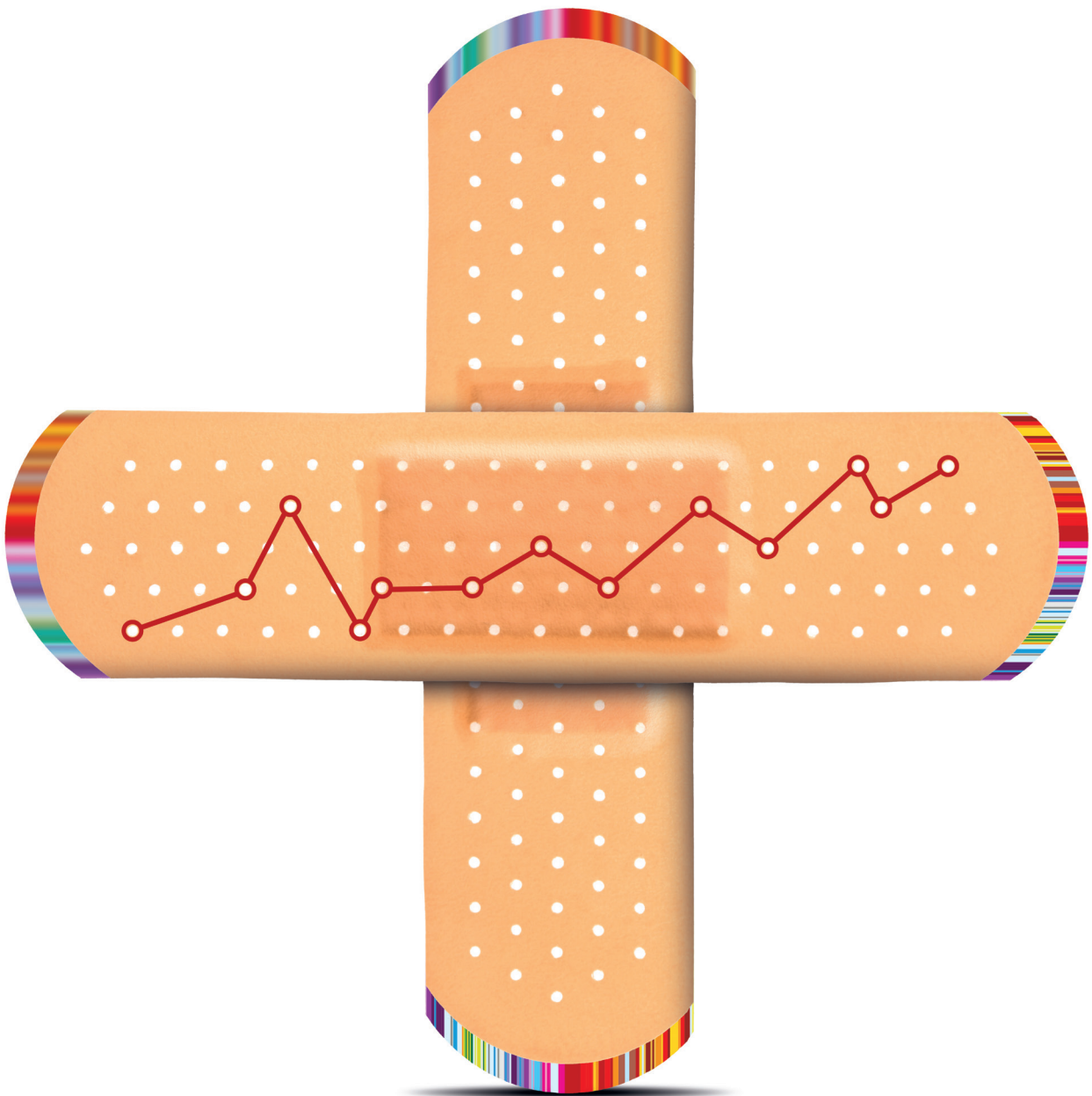


ENSIOR AND MEDICAL EXPORT GROUP

Analytics4NAV gives more insight into your project portfolio



ensior



THE MEDICAL EXPORT GROUP CASE STUDY

Medical Export Group was seeking a suitable reporting and analysis solution for their Dynamics NAV ERP system. In Analytics4NAV a solution was found that could automatically retrieve data from the system and visualize it in Power BI. Since this change, the focus has shifted from not just looking at individual departments, but the whole organisation. This insight gives peace of mind, direction and understanding. "We now work less as islands and more with each other."

Medical Export Group (MEG) believes that everyone in the world has a right to basic healthcare. Including low-income countries. This is why it supplies medical kits to various aid organisations, such as UNICEF, UNFPA, WHO and Médecins Sans Frontières (MSF). In this way basic products, medical equipment and pharma can be provided to third world countries where there is little or no access to basic medical facilities.

As CFO, Filip Dusée is responsible for the finance department at MEG. In June 2019, Dynamics NAV was implemented to replace the old ERP system. Then the next challenge arose, unlocking data from NAV in a simple way. In order to gain more insight into business operations for all departments, including purchasing and sales, supply chain, finance and IT. Dusée: "The implementation of Navision cost us a lot of time. The world is changing, so we decided to take immediate action". In the search for an analytics and NAV expert, the name Ensior quickly emerged. After various considerations, Power BI was chosen as the front-end tool. It is best suited to the NAV environment, is user-friendly and easy to share. "With Analytics4NAV, Ensior offers an easy and effective solution."

"There is lots of enthusiasm in the group, I am very pleased about that."

- Filip Dusée, CFO -

ENTHUSIASM IS GROWING

The implementation of Analytics4NAV went quickly and smoothly. The Ensior approach involves all departments. The advice was to first create smart small KPIs instead of starting with complex dashboards. After on-site training sessions given by an Ensior consultant, the key-user group was able

to start immediately. The results were quick, 5 reports and 5 KPIs were created. Dusée: "There is a lot of focus in the group. Every day they are becoming more enthusiastic and cheerful because of the insights they are getting." Colleagues are not only analysing their own department, but are also looking at other departments in the organisation. This gives clear insight into the impact one has on the other. "There is lots of enthusiasm for Analytics4NAV in the group."

"We immediately had a good feeling about Ensior's Analytics4NAV. Easy and effective."

- Filip Dusée, CFO -

Dusée notices the effect of Analytics4NAV: "It makes us happy," he says. "There have already been small successes in this short period. For example, there is already better insight into project organisation and associated order book. Since we now know exactly what's coming, we can monitor the process much more efficiently. We also now know which suppliers have been delayed and their impact on our future business. With analytics4NAV we can already respond better to certain situations and inform our customers and stakeholders in a timely manner."

FUTURE

MEG wants to use Analytics4NAV to gain better insight into order processing times. What does the customer want and when? Which products are needed? Which supplier can supply these products and when? On the supplier side, MEG's ambition is to further optimise in the long term, so that they have a better overview of their logistical options and can therefore work more efficiently for customers.

OVER ENSIOR Ensior is the leading expert in Business Intelligence (BI), having built up a highly impressive track record since it started in 2002. Ensior, which is derived from the word 'ensure', lets organisations get a grip on their processes and get the information they need on time. We give our clients a competitive edge by giving them proven BI technology and the benefit of our knowledge of business processes. Ensior's commitment to quality and our pragmatic approach have given us an excellent reputation in the various markets we operate in. Our highly qualified professionals can provide efficient and reliable services. **Ensior: Making Business Intelligence Work**

ENSIOR B.V.
Hoofdstraat 91
3971 KE Driebergen
The Netherlands
Tel: +31 (0) 30 630 1052
www.ensior.com

