Innovative Approach to ERP Reduces Costs by $650K

Our Client

For nearly 100 years, this electrical contractor has been performing electrical and integrated systems engineering, manufacturing, construction and maintenance. The company has grown into one of the largest electrical contractors in the U.S. with over $200 million in annual sales.

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In an industry steeped in tradition, new ideas can give a business a tremendous advantage. This large-scale electrical contractor had begun to implement a market-changing idea and the company's success led the senior management team to reforecast their needs for the future.

The team then saw another opportunity to break tradition—use a different ERP system that fits the needs of the new way they wanted to do business.

With the help of Sopris Systems, they chose Microsoft Dynamics to accelerate their business toward the future.

"Microsoft Dynamics AX makes our organization run better and stronger. The work we're doing here by deploying this system will have a big impact on our future success. Our kits are what really separate us from the competition, and Dynamics AX compliments rather than hinders that strategy by supporting all the preplanning and organization that goes into this methodology."

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Benefits

- Consolidates 15 applications into a single ERP platform—saving approximately $650K per year.

- Eliminates errors and resource time of manually transferring data among multiple systems.

- Helps coordinate project management so construction jobs can be completed faster.

- Provides construction-specific workflows for finance, sales, service, human resources and manufacturing.

- Facilitates use of advanced manufacturing techniques that enable building projects in more innovative and more efficient ways.

- Helps win bids with the costs savings that can be passed along to customers.

- Leverages mobility to enable employees in the field to troubleshoot issues and answer customer inquiries more efficiently.

Business Challenges

Consolidate 15 isolated applications into a single ERP platform in order to run the business more efficiently and to create operational cost savings to pass along to customers.

The Solution

- Microsoft Dynamics
- Field Services Automation (FSA)
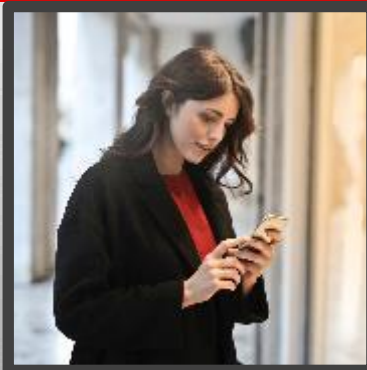
Microsoft

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WHY SONATA?

Our focus, depth of understanding and proven expertise in Retail Systems of Engagement make us stand out among our peers. We help retailers retain and enhance their customer base and provide personalized and consistent shopping experience across all channels through deeper business insights. Sonata's expertise stems from:

- 10+ years of experience working with Fortune 500 companies and 200+ successful implementations
- Retail Platform IP solutions that integrate Omni-Channel Commerce, Mobility, Social Commerce, Analytics & Cloud
- Experience with leading retail technologies: SAP Hybris, Microsoft Dynamics AX, Oracle, JDA
- Industry ready solution assets that reduce TCO and time-to-market
- Proven large scale implementations
- Global delivery model: Reach, Quality & Cost Effective service

Sonata's platformation approach helps clients to choose a solution that best fits their needs; balancing readily available platforms and solution customization

1. Sonata READY: End-to-end, industry-specific digital business platforms
2. Sonata ACCELERATE: Deploy popular horizontal platforms adding required functionality
3. Sonata CUSTOM: Engineer custom platforms that deliver unique digital capability and scalability

Sonata Software is a global IT solutions firm focused on enabling platform based digital business and technology transformation for enterprises in the Travel, Retail, Distribution and Software industries. Sonata's products and platforms, anchored on its proprietary Platformation methodology, reflect the company's commitment to enable connected, intelligent, open and scalable business systems.

Sonata's portfolio of products and platforms include Rezopia Digital Travel Platform, Brick & Click Retail Platform, Modern Distribution Platform, Kartopia E-Commerce Platform, Halosys Unified Enterprise Mobility Platform and RAPID DevOps, CloudOps and Testing Platform. These platforms have been deployed by leading enterprises across the globe to achieve future ready digital businesses.

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