

How Did Herbelin Redefine Retail Strategy with Dynamics 365 Business Central?

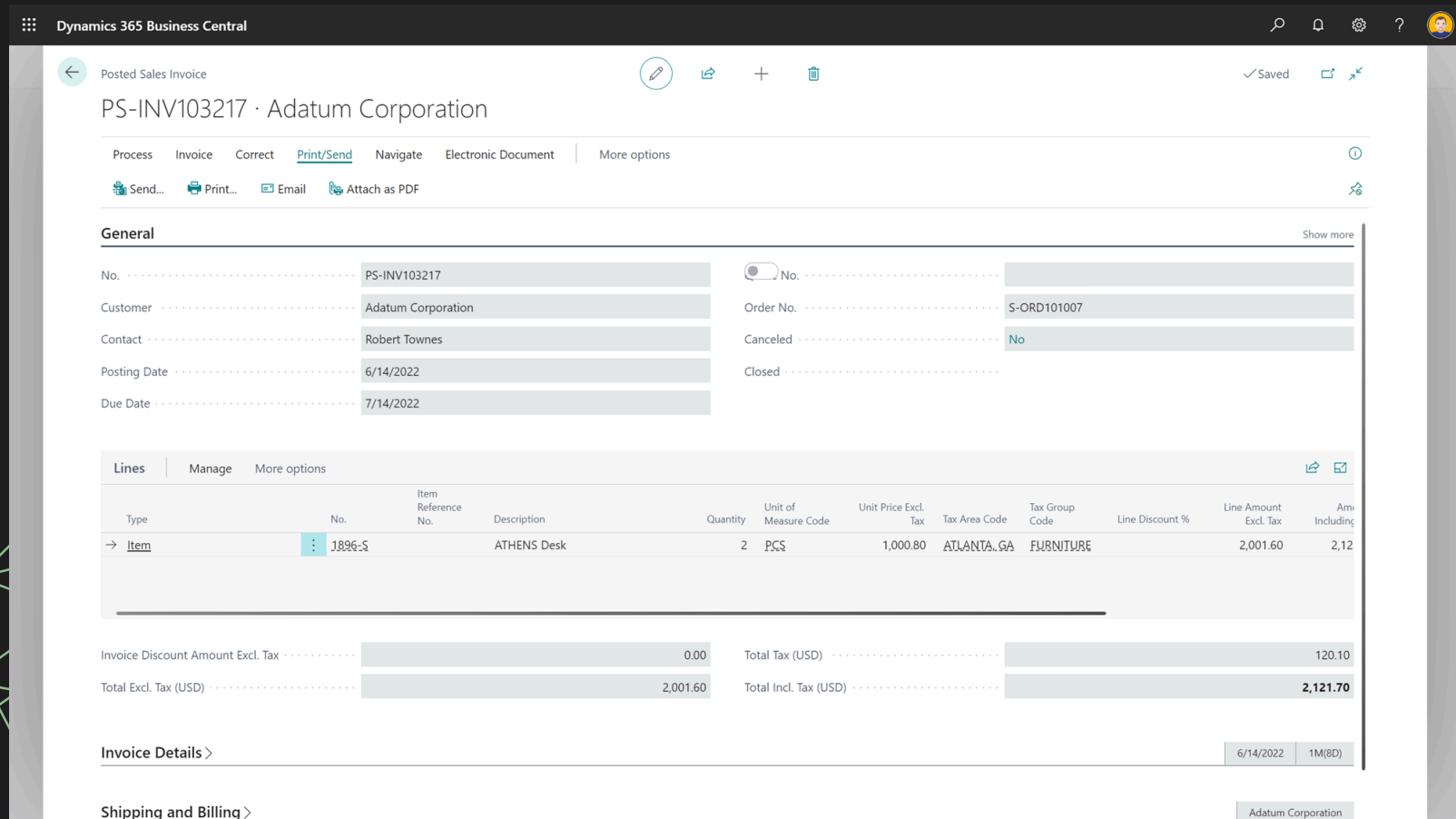
Swipe →

The Challenge



- Navigating the competitive retail landscape with outdated systems
- Difficulty in unifying sales, inventory, and customer data
- Seeking an ERP solution to drive growth and streamline operations

The Solution



The screenshot displays the Dynamics 365 Business Central interface for a 'Posted Sales Invoice'. The header shows the invoice number 'PS-INV103217' and the company 'Adatum Corporation'. Below the header, there are tabs for 'Process', 'Invoice', 'Correct', 'Print/Send', 'Navigate', 'Electronic Document', and 'More options'. The 'General' section contains fields for 'No.' (PS-INV103217), 'Customer' (Adatum Corporation), 'Contact' (Robert Townes), 'Posting Date' (6/14/2022), 'Due Date' (7/14/2022), 'Order No.' (S-ORD101007), 'Canceled' (No), and 'Closed'. The 'Lines' section shows a table with columns for 'Type', 'No.', 'Item Reference No.', 'Description', 'Quantity', 'Unit of Measure Code', 'Unit Price Excl. Tax', 'Tax Area Code', 'Tax Group Code', 'Line Discount %', 'Line Amount Excl. Tax', and 'Amount Including Tax'. The table contains one line item: 'ATHENS Desk' with a quantity of 2, unit price of 1,000.80, and a total line amount of 2,001.60. The 'Totals' section shows 'Invoice Discount Amount Excl. Tax' (0.00), 'Total Tax (USD)' (120.10), 'Total Excl. Tax (USD)' (2,001.60), and 'Total Incl. Tax (USD)' (2,121.70). The 'Invoice Details' section shows the date '6/14/2022' and the time '1M(8D)'. The 'Shipping and Billing' section shows the company 'Adatum Corporation'.

Type	No.	Item Reference No.	Description	Quantity	Unit of Measure Code	Unit Price Excl. Tax	Tax Area Code	Tax Group Code	Line Discount %	Line Amount Excl. Tax	Amount Including Tax
Item	1896-S		ATHENS Desk	2	PCS	1,000.80	ATLANTA, GA	FURNITURE		2,001.60	2,121.70

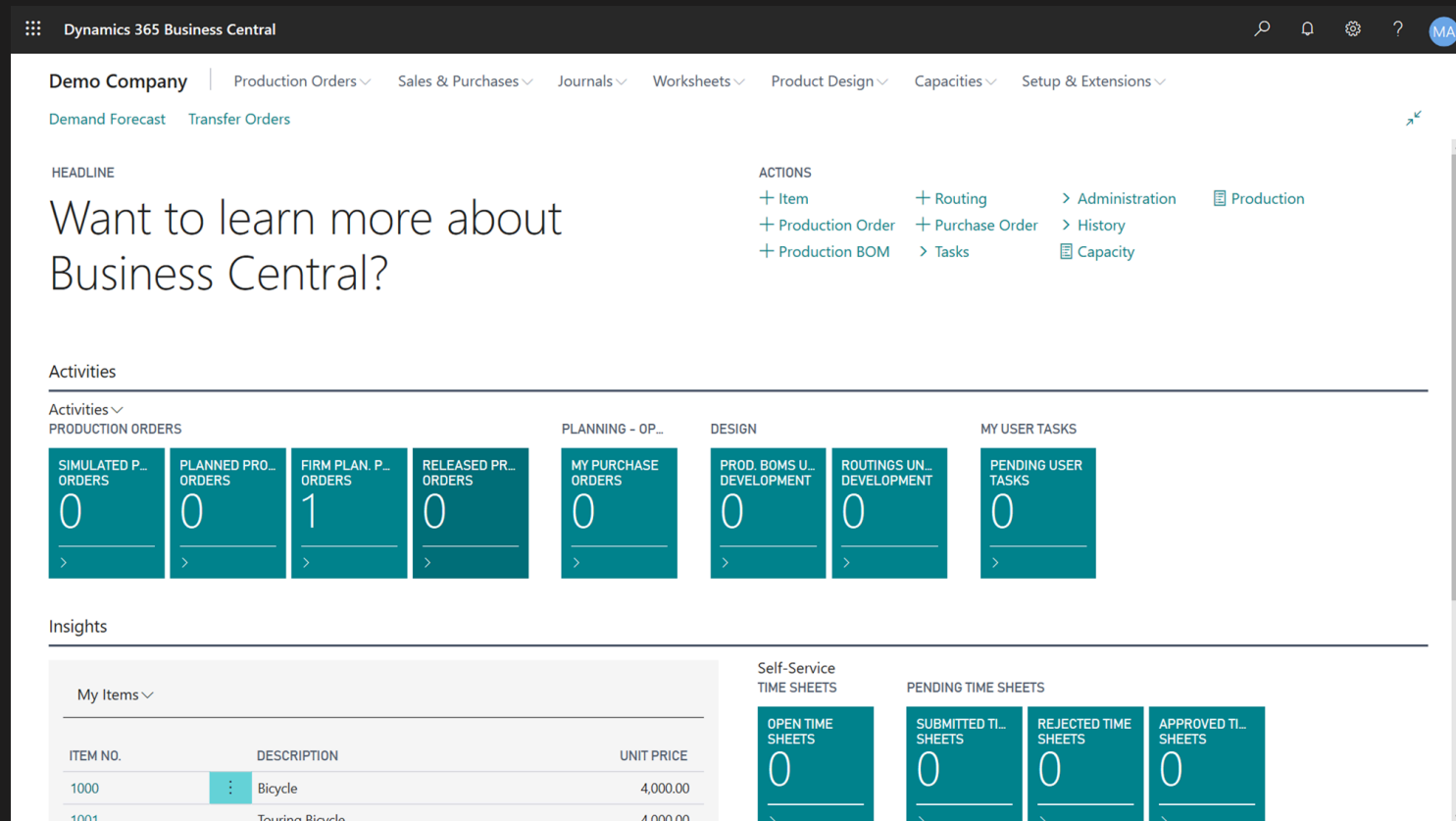
Field	Value	Field	Value
Invoice Discount Amount Excl. Tax	0.00	Total Tax (USD)	120.10
Total Excl. Tax (USD)	2,001.60	Total Incl. Tax (USD)	2,121.70

Invoice Details: 6/14/2022 1M(8D)

Shipping and Billing: Adatum Corporation

- Adopting Dynamics 365 Business Central for end-to-end retail management
- Integrating sales, inventory, and customer insights into a single platform
- Utilizing ERP capabilities for strategic business planning

Implementation



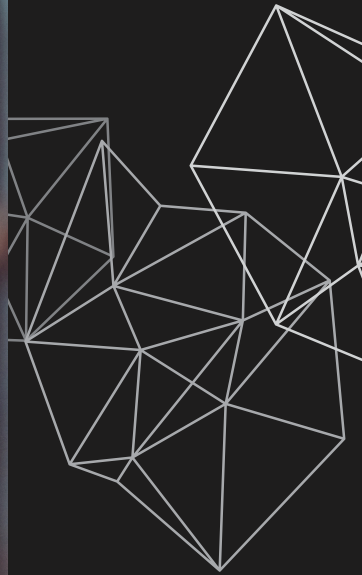
- Tailoring Dynamics 365 Business Central to meet retail-specific requirements
- Integrating various data streams for comprehensive insights
- Training the retail team to leverage the full potential of the ERP system

Results



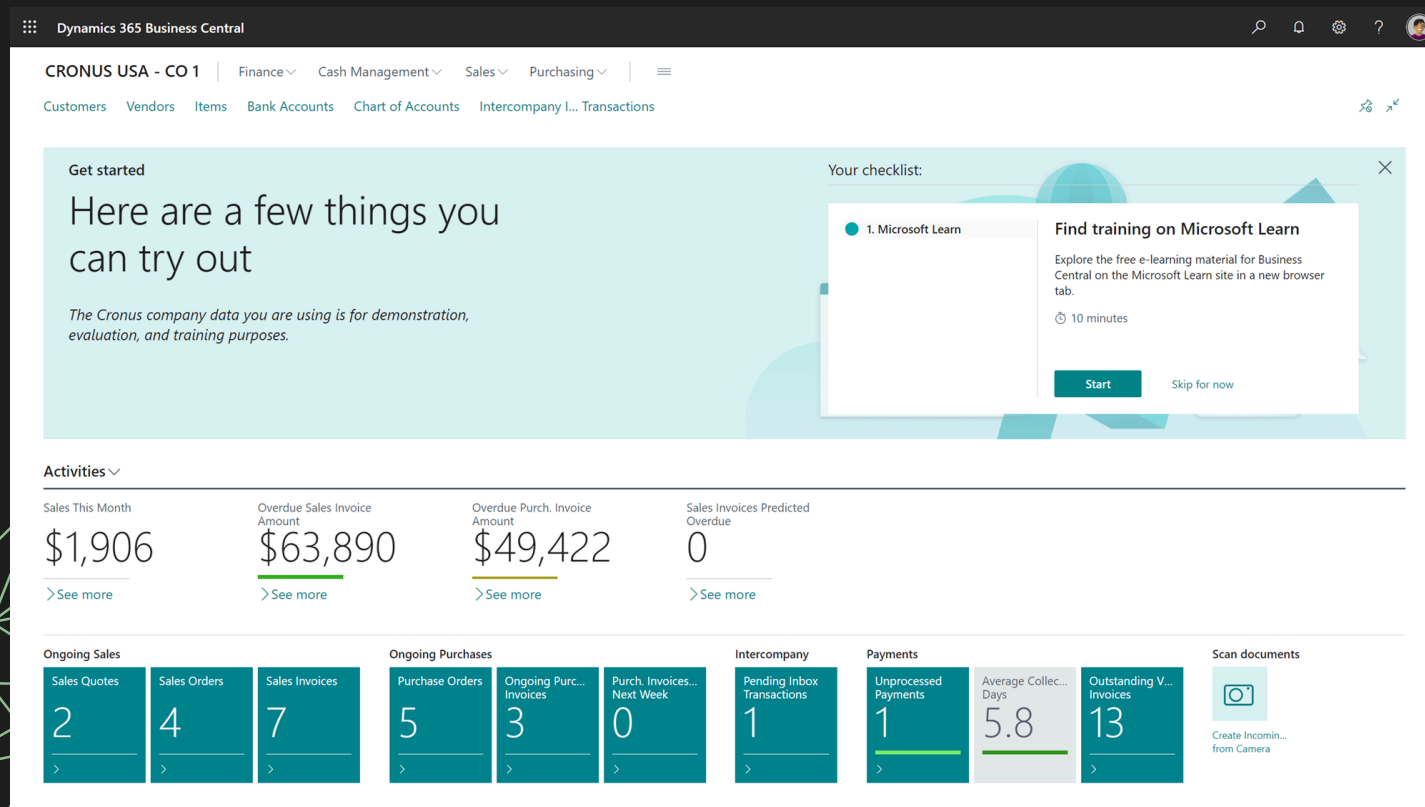
- Improved understanding and management of sales trends and inventory
- Strategic business adjustments leading to increased efficiency and revenue
- Enhanced customer relationship management and marketing initiatives

Impact on Business



- Elevating retail operations with data-driven strategies
- Gaining a competitive edge with integrated operational management
- Enhancing customer experience and operational agility

Key Learnings



- The transformative impact of Dynamics 365 Business Central in retail
- Importance of an integrated ERP for data-driven decision-making
- Leveraging technology to stay ahead in dynamic market conditions

Transform Your Retail Business with Dynamics 365 Business Central with Integrato



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