Netuno USA discovers the operational and sales sweet spot with an IntraDynamix implementation of Navision

» **The Impossible is Possible:** Navision software implemented by IntraDynamix helped Netuno achieve tremendous improvements in operational efficiency, improvements which seemed impossible only months before.

» **Easy Implementation and Quick Adoption:** Implementation of IntraDynamix's customized Navision software took only a few months without any disruption in business. The IntraDynamix process was incomparably more user friendly than any previous software implementation. The entire Netuno team quickly adopted Navision and can't believe how they ever managed without it.

» **Unparalleled Effectiveness:** "IntraDynamix transformed Navision software into an unprecedented tool for business growth for Netuno USA."

- **Luciano Bonaldo, Owner, Netuno USA**

Background

Netuno USA initially managed their business with QuickBooks and Excel. However, maintaining inventory and bookkeeping in separate programs can be an operational nightmare, specifically because QuickBooks does not handle lot based inventory. Searching for a better way to improve operational efficiency, Netuno USA went through several business accounting software "solutions." Each was ineffective, more expensive, and even more complex than the last. And each software implementation made things worse rather than better.

IntraDynamix: A Fresh Start on the Road to Operational Efficiency

After numerous attempts to improve operations with other business software, Netuno engaged IntraDynamix to implement Navision. Netuno was pleased and relieved to see how IntraDynamix's user-friendly system and implementation method quickly led to major gains in operational and sales efficiency. IntraDynamix understands that in the frozen seafood business nothing counts more than efficiency--available at the click of a mouse.

IntraDynamix Knows the Frozen Seafood Business

IntraDynamix's expert knowledge of the frozen seafood business is the crucial link in developing software solutions that drive spectacular improvements in effectiveness and efficiency. Being able to access real-time data points on pricing and inventory was key to helping Netuno improve operational efficiency that could then be leveraged into robust growth. Throughout the implementation, Intradynamix worked to ensure the software was in sync with Netuno's team objectives, enabling a quick adoption across the organization.

The Impossible is Possible

Navision software implemented by Intradynamix helped Netuno achieve remarkable improvements in operational efficiency, enhancements that had seemed next to impossible only months before.

Easy Implementation and Quick Adoption

Implementation of IntraDynamix's customized Navision software took only a few months without any disruption in business. The Intradynamix process was exceptionally more company friendly than any previous software implementation. The entire Netuno team quickly adopted Navision and questioned how they had ever managed without it.

Examples of Improvements in Operational Efficiency:

» Order input now takes only 30 seconds compared to an average of 4 to 5 minutes with the old system
» Purchase Orders are now created in minutes compared to almost an entire day
» Increased efficiency allows the team to be more productive, accurately processing more sales and purchase orders each day

Netuno USA now knows the bottom line profit they are making on an order as they enter it

» One click customer updates with last product sold and price point.
» One click vendor updates with last product purchased and price point.

Automated cash basis reporting

» Provides an instant calculation on the availability of bank financing

Expenses are broken out per pound and per penny for:

» Storage

» Customs

» Drayage

» Interest accrued

» Storage accrued

» Freight charges

Receivables and payables are managed more efficiently

» Sales order entries now show customer credit limit status and aged receivables.

» AR approval functionality automatically holds orders if customer is past due or is over credit limit.

Intradynamix and Navision Delivered Savings and Improved the Bottom Line

The implementation of Navision by Intradynamix helped Netuno realize significant cost savings through increased operational efficiency while also boosting sales effectiveness and the ability to scale up easily and efficiently.

IntraDynamix's unique combination of expertise in Navision and the frozen seafood business singularly helped Netuno USA make the jump to the next level in growth, which would have been impossible using more rudimentary software tools like QuickBooks and Excel.

Beyond Implementation

Netuno continues to benefit from IntraDynamix's Navision expertise and support. As the company has grown, Intradynamix has been there to execute software updates in sync with needs of the rapidly expanding company.

To learn how IntraDynamix can help you leverage the power of Navision to grow your business contact **Daniel Ahern** at dahern@intradynamix.com.