

# ANNATA 365 FOR EQUIPMENT CUSTOMER STORY BRIMBORG

Rental Management Solution for  
Microsoft Dynamics 365 for Operation



ANNATA 365  
FOR EQUIPMENT



Volvo Construction Equipment (Volvo CE), sales region EMEA, was looking for a dealer management system that would increase the effectiveness and efficiency of their operations in Europe. They had been using a custom made suite of systems developed internally for around 20 years and wanted to move to a system that they could use without major modifications and that was running on a modern, connective architecture.

## CUSTOMER PROFILE

Volvo Construction Equipment is the oldest industrial company in the world still active in the construction machinery. It started in 1832 in a machine shop in Eskilstuna, Sweden.

Volvo CE's products and services are offered in more than 125 countries through proprietary or independent dealerships. Customers are using Volvo machines in quarries & aggregates, energy related industries (oil & gas), heavy infrastructure, utilities, road construction, building, demolition, recycling industry, industrial material handling, and forestry industry.

Manufacturing facilities are located in Sweden, Germany, France, Poland, Russia, the US, Brazil, Korea, China and India.

## SITUATION

The European operation, spanning originally 15 countries, was running on an in-house developed suite of systems running on an AS/400 platform and had been doing so for around two decades. These systems are commonly referred to as MAS, SAS and MOPS and along with SAP for finance operations, formed the backbone for Volvo CE's DMS operations.

Volvo CE were becoming increasingly conscious about the risks of depending on a suite of systems running on an old technical platform, that had been heavily modified through the years and was reliant on a small core team of specialists for support and development. They decided to go for a new DMS system that would be built on a modern platform that was already available in the market.

One of the key objectives for Volvo CE was to implement an operational system that was as close to the standard as possible. Since this was intended as a rollout in their European markets, the idea was to have templates created that would serve for rolling out similar functionality in all of the 15 countries. Too much custom development could jeopardize the efforts of rolling out the system smoothly and seamlessly and result in higher upgrade costs in the future.



**Annata 365 for Dynamics is proud of being always certified for Microsoft Dynamics 365 on all new releases.**

The certification program ensures that Annata 365 is tested to work seamlessly with Dynamics 365 for Operation. It also certifies that the overall user experience is consistent and in line with Microsoft user experience guidelines, that the solution is fully documented and is accessible directly from the users working processes.

Microsoft  
Dynamics 365

Certified

**ABOUT Annata 365 for Manufacturing**

Annata 365 is a modern, fully integrated solution for the automotive, construction, material handling, agriculture, and forestry equipment dealers.

It is built as an add-on to the Microsoft Dynamics 365 ERP system and uses the standard features of Dynamics 365 for Operation, as well as extensive additional features specifically designed to support the automotive, construction and agriculture equipment business. It handles all key business processes during the entire vehicle's/equipment's life-cycle and allows to analyze it in a simple and readable way using Annata Power BI.

**ABOUT ANNATA**

Annata is an international management consulting and technology services company. With the combination of deep industry experience and comprehensive capabilities within chosen technology areas, Annata works closely with customers and partners around the world to help them become high performance businesses.

Annata's strategy builds on our expertise in consulting and technology. Adding that to our industry knowledge and the industry specific solutions offering, we help businesses around the world to undertake high-impact business improvement projects. Through industry focus and relentless determination to deliver world class technology solutions we have gained trusted status with many of the world's best known companies. Locally we have earned the trust of businesses of all sizes in many industries. Annata enjoys strategic partnerships with local, regional and global partners who have embraced our technology solutions and created new business opportunities, earning them a preferred status on their own.

**CONTACT US**

**Learn more about making Annata your trusted advisor and business management systems partner. Contact us today.**

**Please find further information on our website;**

**[www.annata.co.uk](http://www.annata.co.uk) or send an E-mail to [info@annata.co.uk](mailto:info@annata.co.uk)**