

SOLTEQ

Solteq helped their customer save 60% development time with ForNAV

”...they are very,
very satisfied



"Compared to traditional RDLC development, with ForNAV we can quickly create a prototype product and have a dialogue with our customers about their requirements. We could actually more or less immediately pull the QR codes and barcodes directly into the development flow, in the ForNAV Designer, delivering a huge saving straight away."



Introducing QR codes and barcodes

Recently, Solteq has been helping Brandt A/S, a company that produce furniture for a large Danish furniture retail chain. Brandt was experiencing some challenges with its pick and shipment routines. Solteq offered them a solution using QR codes and barcodes in the ForNAV Designer, effectively solving the issues.

Huge savings in development time

By analyzing the actual needs of their customer, Solteq established that Brandt could benefit from using ForNAV: "We could clearly see that there is a time saving factor of 60% compared to if they had had to develop QR codes from scratch and the functionality in them."

The QR codes and barcodes are simply dragged and dropped into the report immediately. The overall savings, both in terms of time and money, are considerable when using the ForNAV Designer tool. Kent Thomasen, senior consultant at Solteq, explains: "By having a prototyping process, we could relatively quickly show something to Brandt and figure out if this was what they could use. After this kind of introduction to the product, it is easy for us to understand the customers' needs."

Comparing ForNAV with traditional RDLC development

Kent Thomasen explains that when choosing a solution with their customers, they compare their offers with traditional RDLC development, so that customers can clearly see their savings. This is done to both create a dialog with the customer as well as to understand their needs, so that a quick prototype can be developed and presented.

Because ForNAV requires a license, it is important to explain the benefits to the customer. In this case, the savings on the first few reports more than paid for the ForNAV license. "When the customers understand the actual savings, they are very, very, satisfied," explains Kent Thomasen.

What are other customer reactions to ForNAV?

"After we delivered to Brandt," explains Kent Thomasen, "other customers have also seen the benefits of using ForNAV, and they're applauding when they see the advantages of using the product, so they are really happy."

"In most cases, we offer ForNAV simply because there are clear savings for the customer," concludes Kent Thomasen.

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Solteq is a listed company with headquarters in Finland, along with departments in Poland, Sweden, Norway and Denmark. They have approximately 500 employees and has NAV/LS as one of their main focus areas.

In Denmark Solteq has offices in Copenhagen, Aarhus and Odense.

As of June 1st 2018, the Dynamics NAV/LS department of ProInfo has been sold to Solteq.



When it comes to converting, maintaining, and developing reports for Microsoft Dynamics NAV and Microsoft Dynamics 365 Business Central, ForNAV is committed to giving partners and customers the fastest and most straightforward experience. We do this by providing the Reports ForNAV Converter, which enables older reports to run on newer versions of Microsoft Dynamics NAV and Microsoft Dynamics 365 Business Central that require RDLC format. In addition, we also provide the Reports ForNAV Designer, which is a user-friendly tool to create and modify reports in Microsoft Dynamics NAV and Microsoft Dynamics 365 Business Central.

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