

# Live in only 3 weeks



*"Experience means that you can make some good assumptions. You know what works. Tabellae Output Management is one of the them".*

**Frida Waleij** Application Consultant at PCnet



## About Deleo AB

Deleo works with contract manufacturing and brand development of beverages. In the production facility in Stockholm, beverages have been developed and manufactured for 80 years and the company is a leading supplier of beverages to the largest retail chains in Sweden.



Deleo's ERP partner PCnet ensures the best possible function on behalf of its customers and offer services like integration, support, operation and monitoring, development/BI etc.

## Resultats

- Implementation in just 3 weeks - on scope
- Minimum use of budget
- Great business support

**October 1st Deleo was to take over a factory they just bought. Therefore this date, only 3 weeks away, was the go live deadline.**

**Anton Bjurman, CEO at Deleo knew it was an almost impossible job and therefore teamed up with the most experienced people who made the miracle happen.**

### Business central 2 Go

Deleo's ERP partner PCnet had Business Central 2 Go recommended from their subcontractor TWO. "It makes quick implementation of Business Central possible", Mikael Sjöqvist, Dynamics 365 Business Area Manager explains.

### A pragmatic approach based on assumptions

To help Deleo meet the extremely short deadline, project management consultant Frida Waleij from PCnet was called in. She has +30 years of experience with ERP systems, networks and licenses and was qualified to make assumptions and best practices on which the solution was based.

Changing documents in standard BC is difficult and Frida recommended Tabellae Output Management that she had worked with before for numerous reasons:

- data can be taken from different parts of the business and legacy systems
- easy overview of document distribution
- obstacles become fewer and the chance of a quick go live increases

### Pre-study gave a starting point

Parties met at a 3 hour pre-study finding out which documents are important and which

aren't. 6 crucial documents were needed within Production, Purchase and Sales.

### Hands on collaboration and feedback loops

The pre-study gave us a starting point for the further collaboration. "Tabellae's consultant and I sat down in a common meeting went through each document - that text goes to that field, this element goes here". Tabellae's consultant pushed the project in between other projects. 1 hour in one week, 15 hours another week. This was a great help. 1 special document was needed which Tabellae helpfully had added to the Connector in just 5 days.

Feedback loops between all parties were held to align all deliveries. With this pragmatic approach the project quickly progressed and when Deleo took over the factory after 3 weeks, their BC-solution was up and running, supporting the business in a stable manner.

### 5 pieces of advice

Anton Bjurman's advice for other companies wanting to implement quickly

1. Everything starts with the business needs and objectives - not the solutions
2. Add skilled people with core understanding of ERP and business
3. Communication is what takes time. If you can live without documentation much time can be saved.
4. Chose if you want to implement new processes or new ERP - doing both simultaneously complicates things and makes a quick go live difficult
5. Scope and stick to scope