

# Live on time and budget - in just 3 ½ months



*"Tabellae is a great partner with Lasernet as a good and stable platform to scale from. We hope and expect it to be a long-term strategic relationship".*

**Stefan Ridell**  
ERP Program Manager

**Marc Andre Schmick**  
Change And Release Manager

## About the company

Dometic produces market-leading products for outdoor, home, and professional use – with a mission to make sustainable mobile living easy. The company's history goes back to 1922, but it was established in 1968. Today they have approx. 7.000 employees worldwide and sells through nearly 40,000 retailers and repair shops in more than 100 countries.

The company runs Dynamics 365 FO.

## Results

- Removed risks
- Live on time and budget with a very short time frame
- Avoids development
- Avoids downtime
- Easy quality control
- Great collaboration



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**Dometic is on a digitalization journey, and they were looking for one solution for their several expanding projects. It should be stable, flexible, able to scale and to work effectively with EDI. Dometic received a Best Practice solution from Tabellae in the last hour, which has enabled them to scale in the future.**

Due to prior experience, Dometic wanted a total solution for output management worldwide for their new projects with D365 FO, legacy systems like AX2012 and instances with D365 FO: "We had experience with another product for Dynamics. This solution had been quite comprehensive, and we had stability issues - So we were open for new possibilities to get the same solution everywhere", says ERP Program Manager, Stefan Ridell.

### Chosen due to scalability and maturity

"One of the main reasons for choosing Lasernet was the possibility to scale the resource needs by working closely with Tabellae during the implementation. With Lasetnet from Tabellae, the stability is great, everything runs smoothly, and we can easily add more customers with e-invoicing – that's a good platform to grow with", says Change and Release Manager, Marc Andre. "License wise, it's also more suitable for us, because it's more cost efficient to grow with. We also looked at Microsoft Configurable Business Documents because we were interested in using as much of Microsoft standard as possible to have fewer platforms. We experienced that the product wasn't mature enough, it required more resources and it took longer time to implement", Stefan adds.

### Eliminates gaps

In order to choose the right solution, Dometic analysed their existing solution together with Tabellae and identified gaps that now has been optimized:

- **No development:** Dometic can easily add every field that the system has, also customized ones.
- **No downtime:** the company avoid bringing the system down for small document changes.
- **Easy quality control:** they can easily quality check in a detailed log, e.g. who sent the document, which rule was applied – at transaction level.

### Removes risks

There are many risks within an ERP project, but they were completely removed from the project: "I was very nervous about this project. We decided to go with Lasetnet very late, so we didn't have much time. 4 weeks before go-live, we realized we had an extra requirement; e-invoicing. Tabellae calmed us, and quickly added an extra resource - he saved us which was very impressive", Stefan says.

"It also adds a risk when someone gets sick. That was never a problem, because the replacement was very fast up to speed. Tabellae completely removed the risks in a project; late requirements were just turned around in an altered timeframe, resources were added after need and the knowledge among the team was really strong", Marc Andre says.

### Proactive way of working

"The consultants worked very proactively. No matter the questions we asked, there was an answer ready. They didn't just solve the tasks that we asked for, but they proactively suggested better alternatives for the solution. But what impressed me the most was the deep inside knowledge of D365 and being able to recommend certain settings inside the application that made our life easier on the document part. Working with Tabellae was just very smooth, responsive, and proactive", Marc Andre concludes.