



## "Alletec helps USA based NetCom Learnings in Financial System Migration from Microsoft GP to D365 Business Central"

### Overview

**HQ:** New York, USA

**Industry:** Business and Technology Training

#### Customer Profile

Since 1998 NetCom Learning has been empowering organizations to reach optimal performance results and address challenges by managing all aspects of organizational learning. NetCom helps build innovative learning organizations in the workplace by structuring a more competent workforce, supporting changes, and driving growth.

With a team of dedicated and knowledgeable learning professionals having profound subject-matter expertise, NetCom Learning has serviced over 80 percent of Fortune 1000 companies and helped over 14,000 organizations achieve their business goals.



### Highlights

NetCom Learning was using Microsoft GP2010 for its Financials. It used its in-house CRM portal for candidate registration and then uploaded the sales data to GP.

The Finance team of NetCom Learning faced challenges like the team's low productivity and error-prone work due to extensive manual processes, lack of integration between CRM and GP, and limited financial visibility.

Netcom evaluated various Finance ERPs. They eventually chose D365 Business Central as it was a platform that would become the core foundation for the Digital Acceleration of the Business. Plus, it would offer the following benefits:

- Substantial improvement in productivity of the team due to
  1. Automation in D365 BC
  2. Seamless integration with other Microsoft Office applications
- Consolidated financial view of the entire business.
- Ability to close Period End books faster, and less learning curve due to familiarity with Dynamics ERP (similarity between GP and D365 BC).

## Challenges

NetCom Learning was using its in-house CRM portal for candidate registration, and this data was uploaded to their existing ERP GP2010 for its Financials. Financials included GL, Expense, AP, AR, Cash & Bank, etc.

Hence, NetCom Learning was facing following challenges:

- Existence of a lot of manual processes, including preparation of invoices and receipts using excel and individually sharing them with their customers through emails.
- Lack of integration of their in-house CRM and the GP2010.
- Financial reports were not readily available and had to be framed in the excel manually.
- Multi-Stage processes to record their sales and the payments into the existing system.
- Lack of functionalities wherein NetCom can bulk upload their sales invoices and customers' information.

## Alletec Solution

After understanding the requirement, Alletec decided to do the new implementation on Business Central rather than multi-stage migration (From GP2010-GP2015 and then GP2015-BC) to save time and effort on both ends.

The project plan included the following activities:

- Discovery phase
- Creation of BPS Document
- Customization development
- BC Company Setup
- Master & Opening Data import
- User Training
- Go Live and Post Go-Live Support

Users @ Netcom Learning started using D365 Business Central in as quickly as 6 weeks from the start of the implementation.

## Benefits

- D365 Business Central addressed Netcom's future growth requirements. Being on the cloud, it was scalable, and secure, with 99.99% availability committed by Microsoft.
- D365 BC provided the future-proofing that they were looking for.
- Integrations with MS Office and other applications meant ease of use and saving of time and effort for the lean staff.
- As the team was already familiar with a Dynamics product (GP), adopting another Dynamics product had a much lower learning curve, compared to any other product in the market.

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## Result

- Netcom Learning has been successfully using the new D365 Business Central for the over 1 year
- The team's efficiencies have improved due to the various features of D365 BC like readily available Invoice and Payment Documents, the edit in Excel feature, and Uploading and Posting of Bulk Sales Invoices using provided customization.
- The leadership gets various reports and insights much faster, helping them make quick financial decisions, that directly impact the top line and bottom line.
- The business users are now able to run the operations without any major support from the IT team.



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