



NetCom Helps LINAK U.S. Get On-Track for Inventory Management

Beginning eleven years ago as a North and South American distributor for its parent company in Denmark, LINAK U.S. sells and manufactures linear activator systems for solar tracking. The company has over 300 employees at its Louisville, Kentucky headquarters, along with 21 sales offices in the U.S. and Canada, and four separate subsidiaries in South America and Mexico. Central to this distributed organization is the ability to take orders, schedule manufacturing to meet those orders, and then ship and invoice product.

Business Needs:

Recognizing that an Enterprise Requirements Planning (ERP) system was needed in its U.S. and other regional offices, LINAK U.S.'s parent company in Denmark provisioned an ERP system for each regional organization. The selected ERP software was Microsoft Axapta. Axapta was duly installed and implemented at LINAK U.S., but management quickly realized that refinements to both overall logistics and to inventory components such as product pallet ids were required to effect shipments correctly and to perform FIFO (first in, first out) inventory management. Although LINAK U.S. was managing these logistics day to day, it was doing the management manually.

Solution:

LINAK U.S. needed to fully automate shipment processing and inventory management with pallet ids. To tackle the problem, LINAK U.S. called on NetCom to train LINAK U.S. in the operational logistics and applications of Axapta. "What NetCom accomplished really far exceeded training, said LINAK U.S. Manager of Manufacturing", Miguel Zamora II. "We actually used a test database of our existing data and ran the Axapta software against it. We benefited because the NetCom instructor not only understood Axapta, he understood how inventory management affected other parts of our business like the financials. He stepped us through the entire business process so we could identify the holes and develop an effective project plan to achieve full implementation."

Training Courses Taken:

8352: Microsoft Business Solutions - Axapta Trade and Logistics, Series 1
8353: Microsoft Business Solutions - Axapta Trade and Logistics, Series 2
8372: Microsoft Axapta Warehouse Management

Packages Purchased:

Microsoft Dynamics AX 3.0

Benefits:

LINAK U.S. used training and consulting from NetCom to "kick the tires" of the new Axapta software in a full test environment- and to see precisely which business processes needed to be implemented, and what tools and persons would be needed, to incorporate pallet ids, which would complete the infrastructure for logistics, inventory management and shipping. "Coming out of the training, we knew exactly what we needed to do, who would do it, and what pieces of software we needed to specify and develop to attain full integration of all system components in our logistics", said Miguel Zamora. "The NetCom instructor was extremely knowledgeable on the business as well as on the technology side. He understood the interactions between inventory and finances in a manufacturing environment, providing more than just general training. We came away from the training with full understanding of what we needed to achieve for the software, and how we were going to leverage its other capabilities in the future."

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