



CASES OF GREAT PERFORMANCE

ARE YOU OUR NEXT SUCCESS STORY?

Columbus knows how to make businesses more successful by adapting and implementing proven, Microsoft-based solution sets to maximise the efficiency and overall business performance of manufacturing companies.

THORLABS - UNITED STATES

Thorlabs has been a leading manufacturer of Photonics equipment for 20 years. After many years of growth, Thorlabs realised that they had outgrown their legacy system. The existing system could no longer support the business volume or sustain the planned growth or recent acquisitions. Furthermore, the system lacked a proper planning and production feature and didn't support the growing e-commerce requirements and the in-house web developments.

RESULT:

Since Columbus helped Thorlabs implement Microsoft Dynamics AX seven years ago, the company has added six global entities and grown their revenue 400%. Microsoft Dynamics AX is now used by more than 550 global users in seven countries in addition to supporting distribution partners in 15 countries. The new system enables Thorlabs to replace an existing legacy system within 90 days of acquiring a new company.

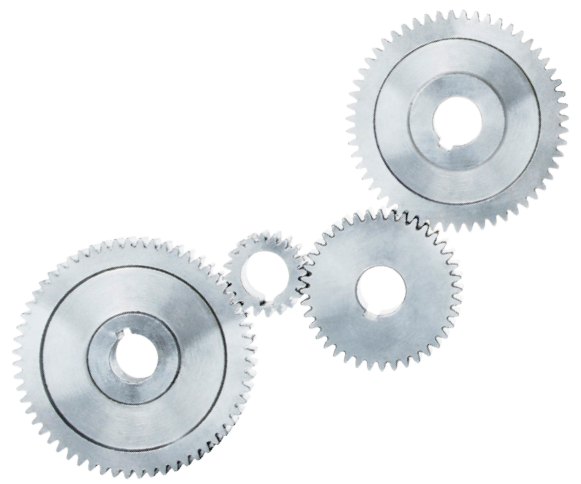
“*We needed a system that could support fast and flexible service for our customers worldwide. Microsoft Dynamics AX exceeds these requirements on all accounts.***”**

Torsten Lytken, Director of ERP, Thorlabs.

LET US HELP YOU DO BETTER

With deep engagement in the manufacturing industry, we build targeted solution sets on top of the reliable Microsoft platform that let you adapt to market change on a future-proof basis.

Our solutions often meet 80% of the industry requirements right off, and with basic system configuration, you will experience the full impact on your business performance with a lower total cost of ownership.



SEVCON - UNITED KINGDOM

Sevcon operates globally at the forefront of electric vehicle technology and needed to upgrade to a centralised solution to improve visibility across the company and promote effective employee communication.

RESULT:

Sevcon worked with Columbus to deploy Microsoft Dynamics AX and Microsoft communications software and servers at each of its international offices. Consistent processes helped ensure regulatory compliance and robust reporting featured simplified audits. IT costs were reduced through the utilisation of out of the box configuration tools, and improved business visibility made for better business decisions.

“Our users in France can access the central system and see the information on their screens in French. For users in the U.S. and the U.K. it's in English”

Darren Errington, Management and Information Systems Manager, Sevcon.

ODIM - NORWAY

Odim is a global technology group that engineers and produces advanced and complete automated handling solutions in the offshore oil & gas, naval and power generation markets. The point of delivery is often a ship. Growth called for higher standards for systems, documentation and interaction.

RESULT:

Implementing Microsoft Dynamics AX with IEM allowed Odin to optimise their complicated workflows and processes within one system. Employees can now access all data wherever they are, whenever they need it and across borders and departments. The system workflows also ensure that all employees are compliant, and that all incoming tasks are followed up quickly with the correct documentation.

“Our biggest challenge is to maintain 24/7 service year round to our customers, who are all over the world and very often on ships. With Microsoft Dynamics with IEM we are able to do this”

Arve Ståle Myklebust, IT Manager, Odim/Rolls Royce

WANT TO KNOW MORE?

For more information on Columbus Manufacturing, including case studies, videos and white-papers, visit www.columbusglobal.com/manufacturing

WHY PARTNER WITH COLUMBUS?

We can help you streamline processes to optimise your business performance in a professional and pragmatic way.

By upgrading to a Columbus end-to-end business application you will gain real time access to accurate business details and full control over every aspect of your operation, so you can adjust to changing business environments.

WE OFFER:

- ✓ *The economic advantages of a global supplier*
- ✓ *The attention to detail of highly qualified locally based industry consultants*
- ✓ *Competitive business advantage through our proven SureStep+ process and unique solution sets*
- ✓ *Faster and less expensive implementations*
- ✓ *Continuous focus on finding efficiencies and productivity gains through technology*



2011 PARTNER OF THE YEAR
Microsoft Dynamics Distribution
Finalist

ABOUT COLUMBUS:

Columbus currently employs over 1,000 dedicated professionals working out of 41 offices in 21 countries. With more than 20 years experience and 6,000 successful business cases, Microsoft recognises Columbus as a top global partner and has presented the company with virtually every award and certification available.

