



Astatine Customer Success Story

Sustainable Renewable Energy Solutions



Simply Dynamics enable Astatine deliver Sustainable Solutions - Helping Customers achieve Carbon Emission Goals and Sustainability...



Solution

Astatine wanted a partner that specialised in both the Microsoft Dynamics 365 Platform and have an in-depth knowledge & understanding of the Industry - and Simply Dynamics ticked all the boxes.

- Dynamics 365 Business Central Cloud ERP
- Integrated D365 SD Document Pack App
- Integrated D365 SD Interface Banking App
- Job Costing Module (integrated to Sales & Purchasing)
- Reporting & Analysis

Results

- As the Astatine business is in the procurement & installation of renewable energy solutions, one of their key priorities was to automate and monitor jobs & projects - and Dynamics 365 Business Central empowered them to deliver on this.
- The Microsoft Dynamics 365 platform has proven to be a highly adaptable and flexible platform for Astatine - with real-time access to data & information for fast and accurate data-driven decision making

Background

Astatine specialises in identifying and implementing renewable energy technologies tailored to clients' specific requirements. As a leading innovator in energy and CO2 reduction solutions, particularly in decarbonisation - Astatine design innovative technical and commercial solutions to optimise energy efficiency and cost saving while delivering a CO2 emissions reduction roadmap and end to end decarbonisation strategies for their clients.

Challenge

Rapid industry change and demand for Astatine services required the team to take stock of their internal systems and processes and in particular around their ERP Solutions. Astatine very quickly adopted an approach of a total new ERP solution to meet expanding business and customer demands. After some research and engagement, Astatine chose to partner with Simply Dynamics, a Gold Dynamics 365 Certified Partner to help them to select and install the best Dynamics 365 ERP Cloud Solutions to meet all their long-term sustainability goals.

A key requirement of Astatine was for a rapid deployment and Go Live. As a relatively new start-up venture, Astatine's ERP project was a completely new install so there was little data migration involved, this enabled them to instead prioritise streamlining and automating some of the key areas of the business.

Driving decarbonisation forward. Enabling energy independence



Results

Mary Dowling, Finance Manager reports that implementing Dynamics 365 Business Central Online has totally transformed Astatine's end to end business processes. This newly integrated ERP Solution has enabled a streamlined, integrated, and agile business and with some significant results including:

- Automation and real-time monitoring of jobs & projects.
- Astatine can now auto calculate the work in progress value of each individual job.
- The automation of the Sales Invoicing process has given Astatine the opportunity to implement enhanced billing management processes.
- Astatine can now assign allocation of purchases to specific jobs.
- Microsoft's familiar look and feel has helped user adoption, yielding significant increase in staff productivity.
- This project has also delivered for greater reporting & analysis enabling deeper business Insights into project budgets, what was purchased, delivered and outstanding, along with job progress status and much more...
- The fast system configuration met all of Astatine requirements along with user training workshops which enabled end users to embrace the user adoption.
- Astatine went live with their Dynamics 365 Business Central ERP Project in March 2022.

This project has provided Astatine with greater visibility and transparency of costs and allows them monitor projects in real-time and flag any budget overspends. The Finance team now have access to a streamlined and automated finance system to meet their needs.

A big plus of the Dynamics 365 Project and the Simply Dynamics partnership is the flexible option for add-ons as the business evolves and business needs change. A future phase of the Astatine business is to look at addressing the need for automation of the Sales & Marketing business processes and Astatine will evaluate Dynamics 365 Sales and Dynamics 365 Marketing to meet their longer term needs in this area - and due to its easy & flexible CRM integration to Dynamics 365 Business Central.



Dynamics 365
Business Central

Why Simply Dynamics

- One of Ireland's leading Dynamics 365 Partners with a proven track record in the delivery of D365 Solutions & Services
- Ensuring our Customers get a successful ROI on their technology investments.
- Access to a highly skilled and experienced Team.
- Professional Support & Remote Assistance.



Dynamics 365

Why Dynamics 365

- Microsoft is an ERP, CRM & Analytics Industry leader
- Dynamics 365 Solutions empower Organisations to deliver Operational Excellence and increase Productivity
- Full integration to Office 365, Teams & other Microsoft Products

"...Astatine wanted a partner that specialise in Microsoft Dynamics 365 but one who also have an in-depth knowledge of our Industry - Simply Dynamics ticked all the boxes. One of the USP's of working with Simply Dynamics was they guaranteed a rapid off the shelf delivery of the Dynamics 365 project - and they did just what they promised! They delivered, implemented and had the Astatine project live in less than 25 days! And this has enabled the Astatine Team to hit the ground running ..." **Mary Dowling, Finance Manager, Astatine**

