



Customer Success Story

EMP - Exempt Medicinal Products Ltd



**Healthcare @ your fingertips
with EMP - Exempt Medicinal Products Ltd
& Simply Dynamics 365 Solutions**



Solution

- EMP Ltd originally implemented Dynamics NAV in 2016 and Simply Dynamics recently upgraded to Dynamics 365 Business Central whilst maintaining the integrity of the system to manage the end-to-end business operations.
- Simply Dynamics Apps for Bulk Mailer, Case Manager, Courier, & LTA (Long-term Agreement).
- Sana E-Commerce Solution.
- Integration with Robotic Integrated Warehouse Management System.

Results

- Dynamics 365 Business Central and Marketplace Apps provides EMP with a single integrated solution for all our business processes and greatly enhanced the ROI of our technology investment.
- Having real-time access to critical data and KPI's is a game-changer.

Background

EMP - Exempt Medicinal Products Ltd (referred to in this document as EMP) was established in 2015 and is an Irish (Drogheda) based pharmaceutical manufacturing and distribution company. EMP specialises in manufacturing and distributing exempt medicinal products - with state-of-the-art Intra logistics, Distribution, and rapid Manufacture facilities.

Challenge

EMP was a brand-new start up and was looking for the right partner to implement their ERP solution to manage the end-to-end business operations & maximise operational efficiencies within a highly regulated pharmaceutical environment.

The Management had previously worked with Microsoft Dynamics and were impressed with its strong functionality. Starting with a blank canvas provided a great opportunity to explore various solutions and Microsoft Partners to work with - and chose to partner with Simply Dynamics & Dynamics NAV (now Dynamics 365 Business Central).

Following in-depth business process scoping sessions, Simply Dynamics presented EMP with a clear-cut solution, enabling EMP to strengthen its Pharmaceutical end-to-end Operations with Dynamics 365 Business Central, as well as several Simply Dynamics Apps to enhance the ROI of our technology investment. This included integration with Sana E-Commerce, Courier Software and the Robotic Integrated Warehouse Management System. **Jonathan Fawdry, Managing Director**

Results

- Dynamics 365 Business Central significantly enhanced end-to-end operations.
- Sana E-Commerce integration allows B2B customers to place orders direct via the Sana web-shop, the orders drop directly into Business Central with no duplication of data, greatly enhancing the customer order process.
- The integration with the Robotic warehousing software which directly communicates with Business Central provides enhanced capability and eliminates duplication of data entry in both the warehouse software and Dynamics 365 Business Central Warehouse systems.
- Quality Control is critical for EMP, and enhancements to Business Central such as Batch documentation, User permissions configuration and preventing certified master data over-ride, embedded best practice quality procedures.
- Integration with Delivery Couriers removes the need for manual address input, prevents errors and enhances the delivery process.
- Security and User / User Group permissions-based access were set up to meet very strict pharmaceutical industry data security and access needs.
- Time-consuming and resource heavy processes were eliminated with Business Central proving to be an adaptable platform to meet all EMP needs.
- Employees can now access the data they need from mobile devices and the Quality Team use the mobile option for QA approvals on the go.
- EMP has accelerated growth and expanded their market share within the pharmaceutical industry, enabled by Simply Dynamics & 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.



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

Dynamics 365 Business Central has provided us with a single solution. A unique benefit was the integration of the Business Central warehouse module with the 3rd Party warehousing software & hardware integration, synchronising inventory levels and warehouse activities in both systems.

The integration with Sana E-commerce has provided a single platform for ecommerce; unlike other ecommerce providers, Sana mirrors the orders within Dynamics BC to the Customers.

The level of enhancements provided by Simply Dynamics for our Quality requirements enabled & embedded a best practice procedures environment.

Jonathan Fawdry, Managing Director