



CASE STUDY **Intervet Ireland**

MICROSOFT DYNAMICS™ NAV

BACKGROUND

Intervet Ireland Ltd., a division of the Azko Nobel Pharma Group bought Microsoft Dynamics™ NAV from Sysco, a Microsoft Gold Certified partner, with offices in Dublin and Belfast. In 1999, Intervet bought Hoechst Roussel Vet (HR Vet), which effectively doubled the size of Akzo Nobel's Intervet business. Capitalising on the complementary strengths of both companies in biologicals, pharmaceuticals and feed additives, the new Intervet has established itself as one of the industry's top global players. The Irish companies began operating as one business in April 2000. Intervet Ireland Ltd. restructured and now employs over thirty people in sales and administration.

THE CHALLENGE

Back in 1997 in Ireland, Maeve Early, IT Manager and her team knew that HR Vet needed to prepare their systems for the year 2000 and the Euro. They decided after some analysis that it would be best to replace their current minicomputer. They wanted a system which would allow secure and user friendly access to information, a system that could be easily adapted to a dynamic environment and that would be well supported. At the time, HR Vet also wanted to provide all administration services to a sister company, Hoechst Marion Roussel, and it was essential that the chosen system was flexible enough to handle this. It was decided to move to a client-server PC network scenario.

WHY MICROSOFT DYNAMICS™ NAV

As early as 1997, the parent company, HR Vet GmbH was looking at business systems for their smaller companies world-wide. Eventually they choose Microsoft Dynamics™ NAV as a global standard. They were already using SAP as a global standard for their larger companies. Hoechst Roussel Vet in Ireland were pleased with what they saw. It fulfilled most of their requirements and they have been using Microsoft Dynamics™ NAV as their business software since January 1999. Sysco was chosen as a partner in Ireland for a number of reasons, firstly, they had a very good track record with their product range and they boasted a good team of well qualified, friendly people. When Intervet bought HR Vet, the systems of both companies were re-evaluated and a number of global standards were decided upon. They included principally SAP, IRIS (an information system developed in-house by Intervet) and Microsoft Dynamics™ NAV. In Ireland, Intervet were using the IRIS system. For strategic reasons, it was decided by the Irish integration team to use Microsoft Dynamics™ NAV in the future. Intervet Ireland moved to the HR Vet site in Tallaght, and the data and processes were migrated from IRIS to Microsoft Dynamics™ NAV with ease.

“The system (Microsoft Dynamics™ NAV) is very user friendly, and this appealed to the staff. It is simple, yet powerful.” Maeve Early, IT Manager

The contracts were signed on the 12th May 1998 and Intervet Ireland (then Hoescht Roussel Vet) went live with the system in January 1999. Microsoft Dynamics™ NAV is used across all departments - finance, accounts payable, accounts receivable, warehousing, sales and purchasing departments. It is used by management for up to the minute management information. It runs on a local Microsoft Windows NT network. Intervet asked Sysco to develop extra functionality to cater for agency sales. “Intervet continues to sell industrial products that were once part of the Hoechst range, some of these are sold and delivered directly to customers in Ireland and we get a commission for these sales. We need to provide management information about the sales but only post the commissions”, says Early. A cost allocation module was also added.

CONCLUSION

A team of people at the Intervet headquarters in Boxmeer, have defined changes required for Microsoft Dynamics™ NAV in order to make it work across all the Intervet companies. They have released a new standard company template which Intervet Ireland will adopt this year. “We will then work with Sysco to add back some of our local changes and we will implement the Microsoft Dynamics™ NAV Fixed Asset granule later this year”, says Early. “The relationship we have with Sysco is a very friendly one. We have always found them to be helpful and cooperative and their support desk response is second to none”

For more information about Microsoft Dynamics™ NAV and Sysco Software Solutions, visit www.sysco.ie

THE PERFECT delivery