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Customer Profile

Bloc Systems Ltd has been operating since 1988 and is a market leading sunglasses and goggles manufacturer in the sport, lifestyle, and activity industry. Based in Guildford, Surrey, Bloc has over twenty years experience in the design and manufacture of sports and fashion eye wear and supply stockists worldwide with its on trend product range.

Situation

Bloc has grown its business through its in house design team and it's here where they are able to forecast and react quickly to changes in sport and fashion; fuelling a revolution in eye wear across the globe. This strategic approach has led to a continuous growth of the brand and as the company grew, the need for a greater insight into business operations was becoming an increasing necessity.

The lack of visibility into their existing software was hindering the day to day running of the business and staff required greater reporting capabilities which their existing SAGE accounting solution was unable to perform.

“We were using Sage but its reporting limitations meant that we didn't have access to the real time data required to make more strategic business decisions.” Colin Pickering, Managing Director for Bloc Systems Ltd.

Solution

Colin approached their Accountant's and explained the limitations that they were experiencing with Sage and they recommended Microsoft Dynamics NAV as a solution to their reporting requirements. After a thorough review of its business intelligence capabilities Colin decided to go ahead with Microsoft Dynamics NAV with the assistance of a Microsoft Partner.

In 2009, Blocs relationship with their current support partner broke down and they began to review the market with their IT company to find a new partner that would provide them with a greater level of service.

“Our IT company, ABM Computer Solutions, suggested QSSD as a reputable Gold Dynamics NAV partner that could provide us with a high level of service. After meeting with QSSD we felt assured that we could work with them and that they would deliver a service that would meet with our requirements.”

After meeting with Phil Bacon, Managing Director of QSSD, Colin knew he could work with the QSSD team and that they had the skill set to support them with their Dynamics NAV application.

In 2010 mainstream support for Dynamics NAV version 4.0 ended and in 2013 Bloc decided to take a closer look at the new functionality in the 2013 release.

"Along with mainstream support having ended on our current version of Microsoft Dynamics NAV, the system had also become extremely slow which was caused by our now massive databases and vital reports were taking a very long time to create. After a consultant from QSSD came on site and demonstrated the new Dynamics NAV 2013 version we found a beneficial difference between our current version 4.0 release and the new enhancements in the 2013 version. These technical advances, especially in business intelligence, were seen to be advantageous to our business and therefore the decision was made that QSSD would upgrade us to the latest 2013 version." Said Colin.

In March 2013, QSSD carried out Bloc's upgrade which included the transfer of developments from their old Dynamics NAV database and implementing them into the new database. On this occasion this included a couple of import routines for sales orders and additional sales reporting. Training on Dynamics NAV 2013 was minimal as the users were already experienced in Dynamics NAV and therefore training covered the new look and feel, the Role Tailored Client and also where to find items that they previously used in version 4.0.

Benefits

Since the implementation the staff at Bloc have found some real business benefits especially for report writing which used to be a long and tedious process for them to complete.

"The look and feel of Dynamics NAV 2013 is more inline with the other Microsoft programs that we use and the information is easy to read.

One major area that we have benefited from is that Dynamics NAV 2013 is so much faster than version 4.0 and so reports that used to take up to 8 hours to create now takes minutes. In Dynamics NAV 2013 the reports themselves are more flexible and simpler to create. There is also a greater number of filters to drill data through and create reports that provides the business with greater business intelligence." – Sales Manager for Bloc Systems Ltd

Bloc predominantly uses Microsoft Dynamics NAV for their Warehouse, Accounts and Order Processing.

Microsoft Dynamics NAV

Microsoft Dynamics NAV is a leading ERP software solution that takes control of your purchasing, sales and distribution, order entry and procurement, and other business needs specific to your industry.

QSSD

QSSD is a Microsoft Dynamics NAV (formerly Navision) Gold ERP Partner, and have in excess of 20 years experience in implementing business management software solutions into companies throughout the UK and Europe.

Microsoft Partner
Gold Enterprise Resource Planning



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