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Hornvale Improve Efficiency with CBS and Microsoft Navision

The Company

Founded in 1981, Hornvale is the sole UK distributor for La Perla Fashion and Fragrance.

The Business Requirements

"The system must be sufficiently complex to cope with substantially improving efficiency, yet simplistic enough for untrained customers to select the collection they require".



- Reliable & efficient accounting solution
- Inventory with multiple variants; price, colour, size, collection code etc.
- Create purchase orders that can be downloaded to Italy via FTP
- Increase efficiency of warehouse employees
- Full integration with Retail-Pro System
- Simplify existing manual processes

The Business Solution

"By automating the process of receiving files from Italy, entering the inventory and calculating price, Microsoft Business Solutions Navision Edition has removed manual processes saving us time and money".

CBS created a routine from within Navision Edition to read the files received from Italy and set-up the new inventory including applying all variant codes. Navision then goes a step further to apply the mark-up value and create a price.

Purchase orders are downloaded directly onto the server in Italy via the Internet. The stock has a bar code against it aiding the picking process. If the bar codes do not match the pick note it will not be verified, thus eradicating previous problems of sending products to the wrong customers.

"We have reduced the time taken to complete a stock take by using the bar codes".

CBS integrated Navision Edition with Retail-Pro allowing Hornvale to produce journals showing what has come in and gone out of stock.

"Navision Edition's ability to integrate with Retail-Pro is extremely impressive".

Return on Investment:

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