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## Nextera Packaging

Rigid and flexible food packaging manufacture and distribution.

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### Challenge

Outdated financial management software could not support modernization and plans for growth.

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### Solution

Data migration, implementation and training services supporting Microsoft Dynamics 365 Business Central, Continia Document Management, Simcrest Auto Email, ClerverDynamics and CData.

# Nextera Packaging Builds Foundation for Growth

Nextera Packaging, a distributor and manufacturer of plastic food packaging, had used Open Systems accounting software for more than 20 years. Brent Adams, CFO and co-owner of Nextera had thoroughly researched their options to replace the outdated system, which did not provide easy access to data or native connectivity to productivity solutions, like Excel and Word.

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*“We needed a financial management system that would support growth opportunities, allowing us to be far less regional and far more national.”*

Brent Adams, CFO and co-owner, Nextera Packaging

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Cumbersome processes, like entering sales orders and building commission reports, were inefficient and time-consuming with Open Systems. Brent understood the challenges involved in replacing a system that had been customized to meet their unique requirements but also knew Nextera needed to modernize systems to efficiently expand operations.

Microsoft Dynamics 365 Business Central provided the proven accounting foundation and the secure cloud delivery to support Nextera's growth plans. Business Central's native Office integration and out of the box business analytics could simplify reporting and significantly improve productivity.



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## Automation improves productivity

Most of Nextera's customers submit sales orders via email, which were manually entered into the previous system. Through Continia's document scan and OCR functionality—fully integrated into Business Central—the process has been fully automated, freeing up many hours a day.

As with many distributors, Nextera's sales commission structure is based on product margin, requiring complex spreadsheets and hours of data entry at the end of each month. With Business Central, a monthly report is automatically created by applying Nextera's commission business rules to comprehensive sales data.

## Foundation for growth

As Nextera expands their footprint, Business Central has allowed them to partner with 3PLs in other regions to better and more efficiently serve customers. Using only a browser, users at the outsourced distribution centers can fulfill orders easily.

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*"We were spending far too much time on data mining. Now, we can simply export to Excel making data analysis much easier."*

Brent Adams, CFO and co-owner

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Business Central has unleashed Nextera's access to important business information both in the office and on the road. Managers have access to real-time data with the ability to download into Excel and analyze for deeper meaning to the numbers.

With Business Central, the Nextera sales team can now access customer and product information through their mobile devices when they are working with customers on-site. From inventory data to credit limits, sales people have the information they need to be more effective in customer interactions.



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## Key Benefits

To support growth plans, Nextera Packaging needed better insight into data and automation of cumbersome processes. Microsoft Dynamics 365 Business Central provides the financial platform to connect and automate.



### Clear insight into data

Business Central's data platform provides robust, role-based reporting as well as easy access to underlying data.



### Automated reporting

A complex monthly commission report is now automatically created at the end of the month.



### Improved productivity

Sales orders received through email are now processed using OCR technology. Other manual processes, like purchasing will be automated as well.



### Simplified IT environment

Cloud-based financial management supports growth without more IT headaches and investment.



## Choose the right partner

No implementation is without challenges, and Nextera was no different. Data migration and legacy customizations were two areas that Nextera found more difficult than expected. OTT's migration expertise was critical to the success of the project to manage the data extraction challenges of heavy customizations and the closed structure of Open Systems.

Based on Nextera's experience, Brent recommends that other organizations take full account of the customizations made to their legacy systems over time. OTT took the time to understand the unique business requirements and processes of Nextera to create the data fields and report modifications that would ensure a smoother transition—as well as supporting better customer service and more efficient operations.

"The implementation was more successful and more rapid than I thought would be possible," said Brent. "Moving to the cloud was the right decision and the OTT team got us started in the right direction with Business Central. We're well positioned to continue to make operational improvements and grow the business."

Find out how OTT can help your organization modernize and streamline operations to prepare for growth. Microsoft Dynamics 365 Business Central allows you to move to the cloud with confidence.

## The Midwestern ERP Partner

At OTT Inc., we focus on learning your business and your business processes to provide the right solutions to help you grow your business. Committed to be your trusted business solutions partner, we can help you with automated accounting, enterprise resource planning, customer relationship management, business intelligence, document management, electronic commerce and cloud computing.

OTT, Inc. is headquartered in Minneapolis/St. Paul, Minnesota. We have worked with hundreds of companies like yours, helping them take advantage of cloud technologies to improve productivity, control costs and build for the future.



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