

# Case Study

**YASKAWA**



## YASKAWA ENGINEERING

Rapidly Growing Engineering Services Firm Chooses Microsoft Dynamics NAV to Manage Its Business

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## THE CLIENT

YASKAWA journey in India began with the business of PLC in 1980 and AC drives in 1990 and steadily expanded to accommodate growing customer needs. Today, the operations span the length and breadth of the country, and India remains a central hub for their future goals, which is headed by dynamic team.

YASKAWA address innovation primarily through two distinct product and service categories: Drives & Motion Control and Robotics Automation.

Our AC Drives division is spread over a production facility of 3 assembly lines, in a 55,000 sq.ft facility in Bangalore. Products include:

- ↳ High Performance Vector Control Drive A1000.
- ↳ Matix converter U1000.
- ↳ Compact V/f Control Drive J1000.
- ↳ Compact Vector Control Drive V1000.
- ↳ Special purpose inverter drive:
  - L1000 A for lift application.
  - A1000 with winder software for winder application.
  - 1000 & R1000 for regenerative drive.

The Motion Control services addresses a variety of needs through products such as:

- ✓ Sigma 5 / Servo Drive
- ✓ Sigma 5 / Servo Motor / Linear Motor / Direct drive motor
- ↳ MP2000

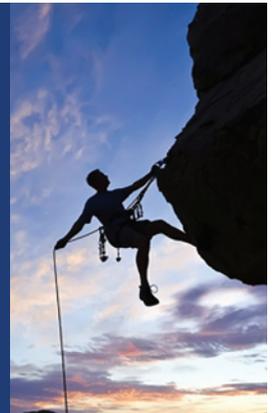
## CHALLENGES

Between 1980 and 2015 professional engineering services provider Yaskawa India grew at a rate that exceeded 67 percent, adding technical disciplines and practices that have helped Yaskawa India solidify its interdisciplinary approach. To manage its growing practice across multiple offices and subsidiaries in India, the company adopted various softwares a variety of estimating, costing, and project management softwares, about 70 spreadsheets, and a CRM system. None of these solutions worked together natively, and key leaders at Yaskawa India found it difficult to gain the performance and forecasting insights they needed.

The company developed workarounds and custom integrations to help staff process transactions, oversee projects, and automate processes. Eventually, though, leaders recognized that the lack of consolidated management information and control had the potential to hinder further growth.

"Microsoft Dynamics NAV gives us the best of both built-in capabilities and flexibility to support a diverse and growing business, contributing to our future success."

- Sanjay Tiwari - COO



## Microsoft Business Solution NAV Deployed With Core Business Management Capabilities With Configuration Control

Yaskawa India sought a solution that would support many of its needs off-the-shelf yet could be easily configured to support unique operating models and methods affordably. “Given the diverse types of services that we provide, we knew that materially improve total cost of ownership by finding a solution that met as many of our needs as possible, as developed, or with our choice of a wide range of purpose built third-party add-ons from Microsoft partners,” says Sanjay Tiwari “Microsoft Dynamics NAV gives us the best of both built-in capabilities and flexibility to support a diverse and growing business, contributing to our future success.”

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### Strong Company Backing a Strong Product

Yaskawa India wanted to purchase from a company that had staying power. “A company as strong as Microsoft can—and does—put significant resources behind Microsoft Dynamics NAV,” says Rajeev Bansal. “Its ongoing research and development prove to us that Microsoft is committed for the long haul. Microsoft upgraded Microsoft Dynamics NAV in some fundamental and very impressive ways with the current version.”

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### Familiar User Interface to Ease Adoption

In the past, monitoring, managing, and initiating work activities systematically wasn’t universally part of the Yaskawa India culture. “Given that our Microsoft Dynamics NAV deployment will signal a deeper, richer, more regular immersion, selecting software with a familiar UI paradigm similar to our Microsoft desktop experience is important to helping ensure adoption,” says Rajeev Prakash.

Yaskawa India plans to extend access to its business management solution to support staff in the field using tablets, Smartphones, and other mobile devices. The company expects to support this mobile work style with mobile capabilities in Windows 8 and Microsoft Dynamics NAV.



# ABOUT TRIDENT

Trident is a global consulting firm that empowers organizations around the world to digitally transform and grow their businesses. Our expert consultants offer strategic consulting, implementation services, support and managed services and pre-built software solutions that help our clients innovate and reinvigorate customer, employee, partner and supplier experiences and processes using Microsoft Dynamics 365, ERP, CRM, Business Intelligence/Analytics and related Microsoft cloud solutions.

Trident enables Digital Transformation for enterprises and technology providers by delivering seamless customer experience, business efficiency and actionable insights through an integrated set of disruptive technologies: big data analytics, internet of things, mobility, cloud, security, unified communications, etc.

<b>CRM</b> MS D365 Sales MS D365 Marketing	<b>ERP</b> MS D365 Operations MS D365 Business Central Microsoft Dynamics AX Microsoft Dynamics NAV	<b>Internet of Things (IoT)</b> Retail Supply Chain Asset Management Fleet Management Energy Management
<b>Audit &amp; Risk Analysis</b> ACL GRC ACL Exchange ACL Analytics	<b>Business Intelligence</b> MS Power BI SPSS Qlik Sense	<b>Retail Applications</b> LS Retail D365 Retail
<b>DevOps</b> IBM Microsoft Dynatrace	<b>Mobile Apps</b> Sales Force Automation Service Team Automation Customer Loyalty Management Mobile Inventory Management	<b>Security</b> Application Security End Point Security Database Security

## Trident's Vertical Focus



Retail



Hospitality



E-Commerce



Logistics



Manufacturing



Real Estate &  
Construction



Education

## Recognitions and Awards



**'Transformative 100'** by ChannelWorld at the Premier 100 annual awards for 2016, 2017, 2018



**Microsoft Dynamics President Club** winner from Microsoft for Microsoft Dynamics Navigation, Axapta & MSCRM, 2011



**Gold Certified Partner** for Microsoft Dynamics Navigation, Axapta & MSCRM



**Platinum Partnership** with LS Retail supporting clients with more than 5000 POS.



Attainment of **Premier partnership** status with IBM, 2010



**Most Innovative Partner** of the Year award from IBM, 2009.



## Strategic Alliances



## Quick Facts

**1999** Year of Establishment

**250+** No. of Employees

**300+** No. of Customers

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