

# Case Study



## Streamlining Business Operations at Regal

A Powerful LS NAV Solution by Trident to Drive Efficiency and Business Growth

**Industry:** Manufacturing & Distribution  
**Location:** UAE  
**Solution Implemented:** LS NAV License, Implementation & Support



### ABOUT CUSTOMER

Regal is a well-established organization in the UAE, known for its strong presence in the manufacturing and distribution sector. With a history of delivering high-quality products and a growing customer base, Regal is committed to innovation, service excellence, and operational efficiency. As the company expanded, it identified the need for a robust digital solution to modernize its operations and scale sustainably.

### CHALLENGES

Regal faced several business challenges that were limiting its growth and efficiency:

- Disconnected Systems:** Legacy software created silos between departments, making data sharing and collaboration difficult.
- Manual Workflows:** Key business processes such as inventory control, procurement, and financial reporting were handled manually, causing delays and errors.
- Lack of Real-Time Visibility:** Decision-makers lacked access to timely, consolidated business insights, slowing down the ability to respond to market changes.
- Inaccurate Reporting:** Outdated systems produced inconsistent and delayed reports, impacting regulatory compliance and internal analysis.
- Scalability Limitations:** The existing infrastructure struggled to keep up with Regal's expanding product lines and customer demands.

### SOLUTION IMPLEMENTED

Trident delivered a comprehensive LS NAV solution to empower Regal with streamlined, intelligent business operations. Key elements included:

- End-to-End LS NAV ERP Implementation** – Unified all core business functions (finance, inventory, sales, procurement) into a single platform, ensuring streamlined and synchronized operations.
- Advanced Inventory Management** – Enabled real-time inventory tracking with automated stock level monitoring, reorder alerts, and optimized stock replenishment strategies. This helped minimize stock-outs and overstocking across warehouses and showrooms.
- Retail & POS Integration** – Integrated point-of-sale systems across all showrooms for centralized billing, customer tracking, and improved in-store experience.
- Procurement Automation** – Streamlined purchase workflows through automated requisitions, supplier tracking, and improved vendor management for better supply chain efficiency.

### BENEFITS TO CUSTOMER

- Streamlined Operations** – Seamless integration of departments eliminated duplication and manual handovers, improving overall process flow and accuracy.
- Real-Time Visibility** – Live dashboards and data access empowered Regal's management to make informed decisions quickly and confidently.
- Inventory Optimization** – Accurate stock tracking and automatic replenishment helped reduce holding costs, avoid stock-outs, and improve delivery timelines.
- Improved Financial Accuracy** – Automated finance and accounting processes reduced manual errors, shortened month-end closing cycles, and enhanced compliance.
- Enhanced Customer Experience** – Centralized customer data enabled personalized engagement and faster service, especially in retail outlets.
- Faster Order Fulfillment** – Integrated procurement and inventory modules allowed Regal to process orders and restock more efficiently.

### CUSTOMER TESTIMONIAL



"Trident's LS NAV implementation has modernized our entire operation. We now have real-time visibility, improved accuracy, and better control across all processes. Their support team is proactive and knowledgeable, ensuring we continuously adapt and improve. It's been a transformative experience."

— Head of Operations, Regal

### TRIDENT INFORMATION SYSTEMS



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