

# Efficient and flexible: How Versus- Deutschland GmbH is shaping the future with Microsoft Dynamics 365 Business Central

The successful introduction of a customized ERP solution enabled Versus-Deutschland GmbH to optimize its processes, reduce costs and achieve sustainable growth.



After being spun off from the Titgemeyer Group, Versus-Deutschland GmbH, a manufacturer of commercial vehicle bodies, accessories and components for heavy-duty transportation, was faced with a considerable challenge. The existing SAP system proved to be too complex and costly for the Versus team. They needed a more user-friendly, cloud-based ERP solution that would integrate all business processes and support future growth. It was also crucial that the familiar functions of the variant configurator from SAP were also available in the new ERP system.

In this situation, Versus opted for Microsoft Dynamics 365 Business Central. This solution made it possible to make processes more efficient and reduce IT infrastructure costs at the same time. TSO-DATA, as an experienced implementation partner, ensured that the ERP solution was optimally adapted to Versus' needs.

This case study highlights the course of the project, the challenges overcome and the results achieved - and provides valuable insights for companies with similar requirements.

## Project background: Initial situation and need for a customized solution

Versus-Deutschland GmbH manufactures accessories and components for commercial vehicles, including individual curtainsider kits made to customer specifications. With its 25 employees, the company is flexible and customer-oriented. After the spin-off from the Titgemeyer Group, Versus had to introduce a new ERP system as the existing SAP system no longer met the requirements. It was too large and not flexible enough for the company's needs. In addition, a prompt changeover was required, as all relevant business processes - from financial accounting to production - had to be ready for use on the key date.

The new ERP system needed to be cloud-based and scalable to allow for future growth. Versus also needed a comprehensive variant configuration to efficiently manage the many dependencies of the components produced. This was implemented with the orderbase VariPlus add-on. This is a variant configurator that supports the generation of parts lists and routings.

## Project implementation: Efficient through agile methods

The project started with an agile approach. This allowed the Versus team to continuously test and improve the new processes. After a short workshop, TSO-DATA started the implementation in the Business Central test system together with the key users.

The agile approach enabled ideas to be implemented directly and processes to be optimized. The key users learned how to use the ERP system intensively and passed on their knowledge to their departments.

Thanks to structured project controlling, which clearly managed and monitored the project objectives, the company was able to successfully combine day-to-day business and project work. The close cooperation between TSO-DATA and Versus resulted in the project being completed on schedule.

*"The close and agile collaboration with TSO-DATA played a key role in helping us achieve our goals quickly and efficiently. We felt that we were taken seriously and given the best possible support right from the start."*

**confirms Johannes Thomas, Head of Sales and Purchasing at Versus-Deutschland GmbH.**

For the introduction of the VariPlus variant configurator from Orderbase, specific adjustments were made to efficiently manage the complex dependencies of the components. With this tool, Versus was able to organize the parts lists and work plans flexibly without having to create a separate parts list for each product variant.

## Challenges and solutions

Large ERP projects offer numerous opportunities for optimization and further development. The introduction of Dynamics 365 Business Central at Versus presented exciting opportunities to optimize processes and redesign workflows. In particular, the complexity of the parts lists from the SAP system required a special module to create mappability in BC, as the existing structure was not directly compatible with Business Central.

Thanks to regular agile meetings, in which current requirements were responded to flexibly, as well as the intensive exchange between the teams, the necessary adjustments were made quickly. A key success factor was the high level of commitment shown by Versus' operational management and key users, who were actively involved in the development. The close cooperation and intensive testing helped the Versus team to understand the functions of Business Central at an early stage and to use them in a targeted manner. This enabled the changeover to be implemented successfully.

## Project results: Improved efficiency and cost reduction

The introduction of Microsoft Dynamics 365 Business Central led to considerable efficiency gains and cost savings at Versus-Deutschland GmbH. The old SAP system was too large and maintenance-intensive for the company. With the new, leaner ERP solution, the processes in financial accounting, sales, purchasing and production were considerably simplified and optimized.

In addition, Business Central enabled seamless integration with external partners, such as tax consultants, which was not possible to the same extent under SAP. The improved processes and reduction in frictional losses allowed the company to focus more on its core business.

Another success can be seen in the lower running costs for the ERP infrastructure. The cloud-based architecture of Business Central saved the company from having to purchase expensive servers. In addition, the costs for maintenance and security measures were reduced, with the highest security standards being guaranteed by Microsoft in the cloud.

*"Thanks to Microsoft Dynamics 365 Business Central, we were able to streamline our processes and noticeably reduce our costs. The solution is a perfect fit for our company and provides us with sustainable growth support."*

**says Ingo Schneider, Head of Technology and Production at Versus-Deutschland GmbH.**

In the long term, Versus will be able to achieve a noticeable improvement in its operating result thanks to the adapted licenses and optimized processes.

## Future developments

The successful introduction of Microsoft Dynamics 365 Business Central at Versus-Deutschland GmbH is just the first step. The company is already planning to introduce Power BI in order to analyze the data from Business Central even better and make well-founded decisions.

TSO-DATA will continue to support the company in optimizing the ERP system, particularly with the implementation of e-invoices and other planned enhancements.

TSO-DATA GmbH is part of the TSO-DATA group of companies, which comprises more than 200 employees at the company locations in Osnabrück, Berlin, Nuremberg, Hamburg and Bremen. As an IT specialist and Microsoft Dynamics partner, the experts develop, implement and realize innovative IT solutions and offer individual service concepts - nationally and internationally. TSO-DATA relies on modern and future-oriented technologies that can be specially adapted to the needs of medium-sized companies.

The solution portfolio focuses on ERP, CRM, BI, DMS and IT infrastructure and cloud services. As a full-service IT partner, TSO-DATA GmbH supports projects from the initial analysis through process optimization and implementation to implementation, training and long-term support - in line with TSO-DATA's corporate philosophy of „IT at its heart“.



**Osnabrück - Berlin - Nuremberg - Hamburg - Bremen**

[www.tso.de](http://www.tso.de) | [info@tso.de](mailto:info@tso.de)