enVista®

National Furniture & Appliance Retailer Modernizes Commerce with Microsoft Dynamics 365

COMPANY

A North American outdoor sporting goods distributor carried over 190,000 product SKUs and served more than 15,000 fishing, shooting, camping, taxidermy and marine retailers across the U.S.

OPPORTUNITY

Rapid growth and acquisitions left the retailer with more than 30 point-of-sale (POS) systems and 33 financial system instances across 165+ stores. These disconnected systems created operational inefficiencies and made it difficult to manage the business at scale.

Without a centralized enterprise platform, the organization struggled with:

- Limited visibility across financial and operational data

- Manual reporting and fragmented business intelligence tools

- Inconsistent data across systems for customers, inventory, orders and payments

- Lengthy training for store associates due to non-standardized systems and processes

In addition, the company lacked a single source of truth for enterprise data, making accurate reporting and decision-making challenging. These issues became even more pronounced following the acquisition of additional store locations, expanding the network to more than 300 stores.

The retailer needed a modern, cloud-based enterprise platform capable of consolidating systems, improving data visibility and supporting continued growth.

ENVISTA'S SOLUTION

Microsoft Dynamics 365 Finance & Supply Chain Management

enVista partnered with the retailer to implement Microsoft Dynamics 365 Finance and Supply Chain Management as the organization's core enterprise platform.

The solution replaced multiple legacy business management systems and created a single, unified data model for financial and operational processes across the business.

- With Dynamics 365, the retailer gained:

- Standardized financial and operational processes across all locations

- Improved scalability to support rapid growth and acquisitions

- Centralized management of enterprise data

- Enhanced visibility into inventory, orders and financial performance

As a Microsoft partner with extensive retail experience, enVista accelerated implementation and helped ensure the solution aligned with the retailer's operational needs.

Power BI for Enterprise Reporting and Analytics

To address reporting challenges, enVista implemented Power BI to deliver advanced business intelligence and analytics.

Power BI aggregates data from both legacy systems and the new Dynamics 365 environment, allowing the retailer to maintain historical reporting while enabling more powerful analytics moving forward.

With Power BI, the retailer achieved:

- Real-time reporting and dashboards for business performance

- Improved visibility into store and associate performance

- Consolidated reporting across financial and operational data

- Faster, more accurate decision-making

RESULTS

By implementing Microsoft Dynamics 365 and Power BI, the retailer achieved significant improvements in operational visibility and scalability.

Key results include:

- **Enterprise-wide standardization** of financial and operational systems

- **Consolidation of 30+ systems** into a modern cloud-based platform

- **Scalable architecture** supporting more than 300 store locations

- **Improved data accuracy and reporting** through a single source of truth

- **Enhanced visibility** into customer, inventory, order and financial data

- **Modern business intelligence capabilities** through Power BI dashboards and reporting

- **Faster training and improved usability** for store associates

With Microsoft Dynamics 365 as its core enterprise platform, the retailer now has the foundation needed to support continued growth, acquisitions and data-driven decision-making.

**Supply chains OPTIMIZED.
Results MAXIMIZED.**

Let's have a conversation.®
info@envistacorp.com | envistacorp.com