



Crocus Consulting Ltd Furniture Retail Solution Case Study

CUSTOMER DETAILS

Company Name	Kaatchi Furniture Showcase
Address	The Roundhouse 20 Eden Street Kingston Upon Thames Surrey KT1 1EP
Primary Contact	Katchy Onuri
Secondary Contact	Bobby Shah

PROJECT DESCRIPTION

Kaatchi is a new furniture retailer that needed a system capable of handling sales / purchase orders, stock management, and storing information on customers, suppliers and employees. In addition to this, an accounting system was needed to tie all the previously mentioned factors together, providing a complete ledger for any transactions within the company.

Sales orders would be created by sales staff whilst the customer is on store. For certain items there would be an instant payment and the customer would leave with the product. For larger items or ones not in stock a purchase order would be needed to the specific supplier. Purchase orders would also need to be created for any stock in the warehouse or the showrooms.

Kaatchi is currently set to open for business in May 2007, and heard about Crocus Consulting via a reference from another retailer in the furniture sector.

PROJECT TIMINGS

Project Name	Microsoft Dynamics Solution for Kaatchi		
Start Date	<i>05/03/2007</i>	Estimated End	<i>27/04/2007</i>
Actual End	<i>30/04/2007</i>	Total Man Days	<i>32 days</i>
Scope	<i>2 days</i>	Design	<i>12 days</i>
User Testing	<i>3 days</i>	Implementation	<i>12 days</i>
Pre Go Live Testing	<i>3 days</i>		



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PROJECT COMPONENTS

Assist with Vendor Selection	<input checked="" type="checkbox"/>	Provide Accounting Services	<input type="checkbox"/>
Build and assemble Hardware	<input type="checkbox"/>	Provide Business Process Consulting	<input type="checkbox"/>
Deliver Vanilla Software	<input type="checkbox"/>	Provide IT Strategy Consulting	<input type="checkbox"/>
Develop Custom Software	<input checked="" type="checkbox"/>	Provide Post Implementation Support	<input checked="" type="checkbox"/>
Develop and Deliver Training	<input checked="" type="checkbox"/>	Provide Security Services	<input type="checkbox"/>
Install and Configure Hardware	<input checked="" type="checkbox"/>	Provide Networking Solution	<input checked="" type="checkbox"/>
Pre-Install Operating System Software	<input type="checkbox"/>	Provide License Delivery Information	<input checked="" type="checkbox"/>
Install Non-Specific Software	<input type="checkbox"/>	Sell IT Hardware	<input checked="" type="checkbox"/>
Install Platform Software	<input checked="" type="checkbox"/>	Sell Software Licenses	<input checked="" type="checkbox"/>
		Other	<input type="text"/>

PROJECT DETAILS

Kaatchi being a furniture retailer, Crocus were able to provide their **Microsoft Dynamics Solution for Furniture Retailers**. This provided much of the functionality that is essential in this sector;

- Instant availability of supplier and customer information
- Sales orders that automatically create purchase orders when not in stock (back to back sales orders)
- On hand / reserved / available stock levels broken down into warehouse, stock groups, or individual items
- Any transactions automatically sent to the associated ledger journal within the General Ledger, set-up specifically for Kaatchi
- Problem items have an easy to use returns function for both sales and purchase orders
- Non-Dynamics documentation (Microsoft Office documents, emails, faxes, etc.) can be easily attached to sales / purchase orders, items, customers, suppliers; any record within the system

Employees also commented on the easy layout of the product, as at first glance Dynamics bears a striking resemblance to Microsoft Outlook. Other Office-based features such as the title bar and header bar are also present within Dynamics.

Kaatchi were also impressed by the possibility of the product being web-enabled, should their business expand in the future. This allows access to the database via a web portal, which also means that the client software does not have to be installed on each terminal or PC.

"I have found that Microsoft Dynamics has covered all the physical aspects of my business, as well as providing me with an extensive financial package. Crocus provided a thorough professional service, and I look forward to the opening of my business with confidence"

Katchy Onuri, Managing Director

