

N.P. Trucks Tightens Their Financial Reins with Jet Reports



Fast. Accurate. Anywhere.



In 2014, A/S N.P. Trucks implemented Jet Reports because they needed deeper insights into their top key performance indicators (KPIs), without having to pay for additional resources. Since then, the company has easily transitioned from contractors for their reporting needs to creating their own financial reports for immediate access to the data they need, with just a few clicks.

When Service Manager, Joern Kjaer, arrives to his office at N.P. Trucks in Horsens, Denmark, he has a customary morning ritual; he pours himself a cup of coffee, starts his computer, and pulls a daily report that provides him with the status of their 40 mobile service technician's current workload. Before his coffee is finished, he opens another report that lists the ongoing service jobs for all business aspects to include jobs that are progressing, postponed, or urgent.



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- Joern Kjaer

"With Jet Reports, I now have a systematic follow-up tool. I am extremely busy and wouldn't complete any work if I had to manually report from Dynamics NAV. With Jet Professional, we have a pre-defined set of reports that I can access with a single click. Additionally, we have many other reports automatically sent to us as PDFs—such as an order overview and inventory status on our machines. This means I get the numbers I need to help me stay in control of all jobs, which is invaluable to me," says Joern Kjaer.

Reliable, fast, and inexpensive partner help

N.P. Trucks of Denmark sells, rents, and services trucks as well as other transport equipment throughout the country. They have increasingly worked to develop and define targets for the individual divisions within the organization: the warehouse, repair shop, and service department.

"After the financial crisis, we had a growing need to understand our numbers and uncover where our profits came from and where improvements were needed. That's where Jet Professional has been crucial. It enabled us to create and run the numbers and reports we need, when we need them. If the task is too complex for us, we have a regular partner consultant who creates the report for us in less than two hours. That's a totally different project both in terms of time and money compared to having an NAV developer do the job," reveals Joern Kjaer.

Measuring performance and increasing motivation

With the tools available from Jet Professional, Joern and his service department discovered they could organize the duties of the service technicians throughout the country more effectively. He explains:

“Jet Professional enables us to take action and distribute work before it becomes urgent. Moreover, it provides us the opportunity to measure individual efficiency. Once a month we report the revenue, costs, contribution margin etc. for each service technician. With this report, our technicians can easily see how well they are planning their work and managing their time.” Joern continues by saying a precise follow-up on service jobs is critical to the success of the business:

“It is very, very important to us that our service and regulatory overhaul are carried out in the month it is scheduled. This type of planning requires a total overview over the service technician’s workload and allows us to move around resources, if necessary.”

Real-time data in Excel

The NP Trucks team discovered another huge benefit of using Jet Professional is that you no longer have to manually search for key business data. Since it works directly with Dynamics NAV, you are able to work in Excel real-time. This provides the added benefit of eliminating the need of manual copying and pasting which reduces errors and erroneous numbers.

“It’s a huge advantage that we do not have to manually add data into Jet Professional. We avoid that source of mistakes entirely. Another large bonus is that we know our numbers are accurate because they are updated. Other reporting tools typically talk to databases a couple of times per day, which means that you don’t have the most up-to-date information so you cannot trust the numbers,” says Joern Kjaer.

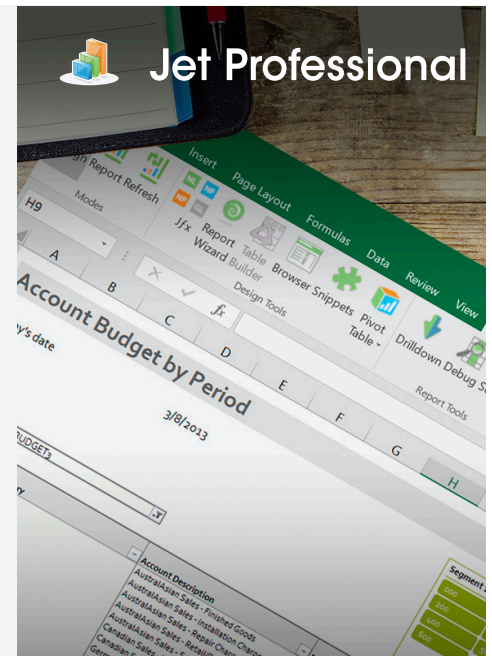
About A/S N.P. Trucks

A/S N.P. Trucks is based out of Denmark. They supply forklifts, mounted forklifts, reach stackers, and internal transportation equipment throughout the country. The family owned business has more than 50 years of experience within sales, rentals, and services of trucks and other transport equipment.

About Jet Reports

Jet Reports delivers unparalleled access to data through fast and flexible reporting and business analytics solutions that are cost effective, provide rapid time-to-value and are built specifically for the needs of Microsoft ERP users. **Over 11,300 companies rely on Jet Reports every day for their financial reporting.**

Read more on www.jetreports.com



Even though the N.P. Trucks organization has already found great value in Jet Professional, Joern is certain there is still large, unveiled potential with continuous use:

“I have no doubt there are undiscovered functionalities and opportunities available for reporting in Jet Professional. That will be our short-term focus. Eventually, I would like to combine data from our Dynamics NAV solution with data coming from Dynamics CRM in Jet Reports. We are not there yet, but I know it can be done and that is the direction our business is working towards.”

Facts on the solution

- **Product and version:** Jet Professional 2017
- **Number of users:** 2-3 Designers and 15 Viewers
- **ERP-system and version:** Microsoft Dynamics NAV 2015
- **Partner:** JMA. Market leading supplier of ERP industry solutions for machineries in Denmark, Sweden and Norway

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