

Jet Enterprise provides ATC Turkey autonomous reporting with a 60% increase in team efficiency



Fast. Accurate. Anywhere.



I highly recommend Jet Reports to all Microsoft Dynamics NAV users.

It enables you to create your own reports very easily, which results in a huge cost and time savings.

- Yadigar Koksal

Assistant Finance Manager,
Air Trade Centre (ATC) Turkey

Founded in 1994, Air Trade Centre (ATC), was originally a Dutch company and is the premier supplier of heating, ventilation, and air conditioning (HVAC) products. They supply HVAC equipment and components for residential complexes and apartment buildings, hospitals, office buildings, city metro systems and parking garages; for the construction of shopping malls and museums, government buildings, schools, and international retail outlets throughout Europe. With about 250 employees worldwide, they are managed by local staff and personnel in 10 European countries and Saudi Arabia.

The company effectively combines people, power, knowledge, expertise, and technology to provide the best HVAC services available in the market. Although technology is at the core of their business, their corporate strategy is designed to establish enduring relationships through single sourcing as well as with their broad, comprehensive product range.

Thinking and acting in harmony is the foundation of their durable, high-quality HVAC solutions, with an organization that consists of people that are loyal and dedicated to each other.

The Challenge:

An ERP upgrade brought the need for a new reporting solution

In 2015, ATC Turkey upgraded their ERP solution to Microsoft Dynamics NAV and quickly discovered they were unable to create the reports they needed. According to Assistant Finance Manager, Yadigar Koksal, “[Dynamics] NAV is a great ERP program, but it provided us with new reporting challenges.” Shortly after implementation, the team encountered issues connecting multiple tables and realized merging tables was not intuitive, and the IT and finance department would spend countless hours attempting to create simple queries for single report generation. Furthermore, when it came to programming, they were required to utilize an outsourced IT department which resulted in exorbitant fees. Says Yadigar, “We had to prepare all reports in NAV manually with coding which was very expensive and time consuming. Previously, all of our reports were produced through SQL which was not only laborious, but the data was not readily accessible.”

Getting the right reports to the right people at the right time became problematic, and it began to effect overall company decisions as well as the bottom line. Yadigar explains, “At the end of every month, we report on our financial affairs. We discovered we didn’t have enough time on the first day of the month to finish all reports.”

Knowing there had to be a better way, Yadigar took action and began researching different reporting and business intelligence solutions available that would be capable of resolving all their reporting requirements.

The Solution:

An improved reporting solution leads to a 60% increase in time savings

Yadigar wanted something that would not only seamlessly integrate with Microsoft Dynamics NAV, but would also deliver an out-of-the-box solution since they didn't have the time nor resources available to spend on another implementation. In August 2016, she attended a Microsoft Turkey conference and joined the Jet MENA session. Astounded by what was presented, Yadigar immediately contacted the Jet MENA team to begin a trial installation. From there, it was a no brainer. Yadigar explains, *"When I saw Jet reports I realized that it is so flexible and agile for all our reporting needs."*

With just an hour needed for installation, Yadigar and her team were up and running almost immediately- refreshing reports and easily connecting to all of their data sources. After using a trial of Jet Enterprise for two months, ATC Turkey decided the benefits far surpassed their expectations. States Yadigar, "Before Jet Enterprise, I was getting some data via SQL but I wasn't able to connect two tables together. Now, I can connect and create reports instantly."



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The Results:

Autonomous reporting and improved team efficiency

Using Jet Enterprise, Yadigar and her team can effortlessly create all the reports they were unable to produce before, with access to all NAV tables. She claims this has streamlined the team's productivity as her team is very familiar with the Excel interface. They're now able to pull reports faster and easier, which has also aided the decision making process. Likewise, ATC Turkey general manager now gets the reports he needs. Yadigar explains, ***"Our general manager is very happy because I can create sales and profitability reports for him whenever he needs them. He can also control reports on cash flow, sales, and probability as part of his daily routine."***

The boosted efficacy has been critical to the team's success as they're now able to create a typical report or dashboard in anywhere from 5-15 minutes, depending on the report type. Yadigar estimates they save about 20 hours per month with the technical challenges that Jet Enterprise has solved for the company. She explains, *"As Jet Reports doesn't need any SQL coding or highly technical personnel to operate, our team can now easily run Jet Reports on their own. I highly recommend Jet Reports to all Microsoft Dynamics NAV users since it enables you to create your own reports very easily, which results in a huge cost and time savings. They have solved our reporting issues, as we can now create all reports when we need them; we couldn't make any of these reports before Jet."*

To learn more about Jet Enterprise, please visit us online today.
www.jetreports.com/jet-enterprise

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.**

