

SUCCESS CASES

Microsoft
Partner

Gold Enterprise Resource Planning
Gold Cloud Platform
Gold Application Development



Microsoft
Dynamics 365



CUSTOMER PROFILE

Perfect fit, wide shapes, and superior quality durable materials. These were the grounds that Dagfinn Klaveness adopted in 1957, to produce his first shoes. At that time, Norway was experiencing a recession in footwear production. Dagfinn decided to buck the general trend and opened the Klaveness Shoe Factory in Sandefjord, in the southeast of the country.

In 1968, Klaveness Shoe Factory started exporting to Sweden and quickly gained a leading position in the Swedish market for comfortable footwear. In 1984 Bjørn Klaveness, son of Dagfinn, inherited the company. In 1988, Klaveness factory was established in Portugal, which is currently assumed to be an efficient production unit, with quality and future-oriented.

In 1992, it started producing orthopedic footwear and has, since then, invested heavily in the development and marketing of these products.

Maintaining close cooperation between orthopedic and research centers, Klaveness has developed over the years a unique experience in orthopedic footwear. Being in line with investigators is a differentiating factor for all company's brands what determines its success.

In 1996, the Scandinavian sales and distribution network was reinforced with the acquisition of Swedish Ortholine AB, which, in January 2002, was renamed Klaveness Medical AB. This was responsible for sales and distribution of the range of medical and orthopedic footwear. In January 2002 Klaveness opens a state-of-the-art production facility in Elblag, Poland.

Klaveness currently has 4 companies, shows continuous growth and is a brand of consolidated success.

ARQUICONSULT AS A PARTNER

In search for a local partner that would enable an adjusted response to their multicultural reality, the choice fell on Arquiconsult and Microsoft Dynamics AX implementation.

Klaveness felt the need to look for a new solution, because the previous one, although customized, quickly ceased to respond to the demands inherent to Klaveness' internationalization, making sense to acquire a global solution for all the group.

We wanted to find out the added value of our service and which processes have been improved with Dynamics AX. According to Nuno Moreira (IT & Logistic Manager at Klaveness), one of the main gains of this solution is its global reach, which makes it possible to standardize processes, records and reporting across all companies in the group, and enables administrative services centralization services in a single country, allowing a universal and integrated view of the production process.

The standardization of processes, facilitating all internal communication, was now possible with Dynamics AX. Example of this is the product coding standardization throughout the group and the use of a single catalog (Finished Product/Raw Material) in all companies.

“ With Dynamics AX it is possible to strictly control costs and margins for all group companies. There is effective control over the evolution of bid/ask prices. The biggest impact of the solution was undoubtedly in the production area, because either we had no solution in some cases, or we had a very simplified solution that was not integrated with sales. ”

Nuno Moreira



With Dynamics AX, well-defined **production processes** were implemented, namely:

- Lists of materials/products.
- Replacement of the factory floor monitoring system by Microsoft Dynamics AX with its own interface.
- Possibility to manage MTS (Make to Stock) and MTO (Make to Order) quickly.
- Production guidance for LEAN concepts with organization by work cells, Kanbans and supermarkets.
- Formalization of the prototyping process and samples (until then non-existent and with considerable costs).
- Control and monitoring of production phases - for each order it is possible to know exactly which process phase it is in, from modeling, to cutting, finishing, and so on.

And in **planning**:

- Enabled customers to improve ATP (Available to Promise) and CTP (Capable to Promise) with integrated visibility of the entire supply chain.
- Possibility of varying capacity of work cells considering peaks and outages.
- Improvement in the purchase of raw materials and better visibility of needs and delivery times (reduced production stops).

“Another software asset is undoubtedly the easy adaptation of end users to the software. It is an intuitive and easy-to-use system. In terms of training, the implemented model was effective, on-site training with Key Users who then reproduced the information to other users.

From our point of view, both in Portugal and other Klaveness companies, the partnership with Arquiconsult has been very positive, we think that the close relationship helps a lot. Yes, we clearly recommend Arquiconsult as a Microsoft Dynamics AX partner. With the current partnership, expectation now rely on the development and enhancement of new software uses and new features implementation, to improve daily processes.”

Nuno Moreira

Arquiconsult is the right partner to respond to the challenges your production poses. For more than a decade in the market evolving with it.

ABOUT ARQUICONSULT

Arquiconsult is an information systems consulting company, based on Microsoft Dynamics technologies, with offices in Lisbon, Oporto, Vila Real, Barcelona, Madrid, Seville, Salamanca, Luanda and Riyadh.

Composed by the largest and most experienced team of consultants, having already implemented some of the most complex Microsoft Dynamics Business Solutions and being frequently referred to international clients for their implementations in our country.

Arquiconsult is constantly innovating its offer and has several verticals available, for several activity sectors, which add value to Microsoft Dynamics 365. Microsoft Dynamics AX is a clear example that allows us to make available to Portuguese and international companies the best and most complete integrated Management solution.

Some reference clients in the various sectors of activity:

- Polopique
- Dunlop Protective Footwear
- Teka Portugal
- Farfetch
- Stericycle
- SAPA
- Gunnebo
- Tecnocabel



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