

ARQUICONSULT

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SUCCESS CASES

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TECNOCABEL
Wire Harness Solutions

Microsoft Partner
Gold Enterprise Resource Planning

Microsoft
Dynamics NAV

Tecnocabel produces tailor-made wiring solutions and electrical components based on the highest technology and quality.

“The integration of all the areas was absolutely fundamental because we now have a single, global view of the entire organization, and there are no longer islands of knowledge supported by different solutions.”

Paulo Pereira, CEO of Tecnocabel

Tecnocabel was founded in 1997 in Estarreja, Aveiro. Since its inception, it has specialized in the development and production of specific solutions for electrical components and cabling for industry.

Thanks to its total commitment to its demanding customers, who require very high standards of service in terms of quality, price and logistics, Tecnocabel has enjoyed sustained growth over more than a decade, with renowned multinational customers such as BOSCH, ASPÖCK SYSTEMS, VORWERK and AUDI.

The dynamic and demanding market in which it operates requires its structure and information systems to be highly capable of change and to be implemented in good time. The solution implemented by Arquiconsult based on Microsoft Dynamics NAV has played a key role in the sustained growth of Tecnocabel's operations, enabling it to respond in good time to successive changes in the industry in which it operates.

SITUATION

In 2000, due to its rapid and exponential growth, Tecnocabel had to decide whether to significantly increase its workforce by hiring more people, or to optimize its operational and management processes by supporting them with more advanced information systems.

Allied to this need, and in order to respond to Premium customers who demand continuous improvement processes implemented with increasingly critical levels of efficiency, it became clear that the decision that would guarantee the future in sustained growth was, on the one hand, to obtain a Quality Certification and, in parallel, to implement an ERP solution.

"Arquiconsult knows how to listen, propose, design and implement, taking on the role of advisors to the different challenges we constantly face. The continuous cooperation between the project teams, Tecnocabel and Arquiconsult, thus achieves a perfect solution for the needs presented." Paulo Pereira, CEO of Tecnocabel.

With these two strategic axes in place, Tecnocabel hoped to respond to three critical factors when supplying its customers: high quality, integrated logistics and controlled prices. The hope was to guarantee Tecnocabel's continued growth without the need to significantly increase the company's administrative structure.

"From 2002 to 2012 we quadrupled our turnover while keeping our administrative cost structure practically unchanged. This was only possible thanks to Microsoft Dynamics NAV and the support Arquiconsult has given us over the years." Paulo Pereira, CEO of Tecnocabel Paulo Pereira, CEO of Tecnocabel.

SOLUTION

After a wide-ranging selection process that included both national and international solutions, Tecnocabel chose Microsoft Dynamics NAV because it was the technology that offered the most guarantees in terms of future evolution, in technological and functional terms: "it seemed to me the most professional and with the most guarantees for the future, both in terms of the product and the solution," said Paulo Pereira, Tecnocabel's CEO.

Another important factor in deciding on Microsoft Dynamics NAV was its ability to adapt to our operational and management reality. In addition to the strong use of NAV, new specific functionalities have been developed to meet our needs, such as quality inspection on receipt of raw materials, the production plan scheduled with customers and fully integrated with stock management (MRP) or supplier evaluation.

The Microsoft Dynamics NAV solution has been a valuable tool in Tecnocabel's growth, allowing it to enter new industries and new clients:

- "The initial objective was to improve the company's processes and organization, allowing us to reach high quality, multinational clients, has been achieved. In this way, we meet the rigorous standards of demanded by multinationals in the automotive and heating industries. industry," said Paulo Pereira, CEO of Tecnocabel.

PARTNER

Arquiconsult has been a partner of Tecnocabel since 2001, when it implemented the company's global management solution, Microsoft Dynamics NAV.

The relationship between Arquiconsult and Tecnocabel has been one of close partnership ever since. partnership since then, not just implementing processes, but, above all, actively contributing actively in suggesting the best solutions for each problem presented. solutions for each problem presented. Arquiconsult has become a strategic strategic partner, contributing to Tecnocabel's growth.

According to Paulo Pereira, "Arquiconsult knows how to listen, propose, design and implement, taking on the role of advisors in the face of the different challenges we constantly face. we are constantly faced with. The constant cooperation between the project teams, Tecnocabel and Arquiconsult, thus achieves a perfect solution for the needs presented."

BENEFITS

The ability to respond to the successive renewal of needs and requirements is the main benefit that the Microsoft Dynamics NAV solution has brought to Tecnocabel. This benefit is fundamental and strategic, as it has allowed Tecnocabel to develop its full potential in an extremely demanding and dynamic market, thus enabling it to grow in a sustained manner.

Total control and tight management of the three key factors of Tecnocabel's business - high quality, integrated logistics and controlled prices - has brought Tecnocabel not only recognition in the demanding market in which it operates, but has also been an important factor in attracting new customers and new markets.

Another important benefit is the ability to export the entire solution to practically any location in the world, such as the new plant in South America. We very quickly got our operation up and running, just like the head office.

According to Paulo Pereira, CEO of Tecnocabel: "The integration of all the areas was absolutely fundamental because we now have a single, global vision of the entire organization, with no more islands of knowledge supported by different solutions."

"Thanks to the solution implemented by Arquiconsult, we have been able to produce just-in-time and we currently have 8 hours of response time for planned sales. "

"The entire chain of the production process, from planned sales with customers, purchases and respective delivery times, to production planning, is completely managed and integrated into Microsoft Dynamics NAV. "

"Even though we've quadrupled our turnover since 2002, we manage to control all operations with the same 6 people in the back office."

Paulo Pereira, CEO of Tecnocabel

ABOUT ARQUICONSULT

Arquiconsult é uma empresa de consultoria de sistemas de gestão de informação, assente em tecnologias Microsoft Dynamics 365, com escritórios em Barcelona, Bilbao, Lisboa, Luanda, Madrid, Porto, Riyadh, Salamanca, Sevilha e Vila Real.

Com uma equipa de consultores experiente e altamente qualificada, já implementou algumas das mais complexas Soluções de Negócio Microsoft Dynamics, sendo por isso frequentemente referida a clientes internacionais para as suas implementações no nosso país.

A Arquiconsult inova constantemente a sua oferta e tem disponíveis múltiplas verticalizações para diversos setores de atividade, que acrescentam valor ao Microsoft Dynamics. O Microsoft Dynamics AX é um exemplo claro que nos permite colocar à disposição das empresas portuguesas e internacionais a melhor e mais completa solução integrada de Gestão.

Alguns clientes de referência nos vários setores de actividade:

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

LOCATIONS

BARCELONA | BILBAO | LISBON | LUANDA | MADRID
OPORTO | RIYADH | SALAMANCA | SEVILLE | VILLA REAL

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