

Case study



Segex adopts a new ERP solution to reorganize its management system



segex



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Results Realized

From Accenture and Microsoft

Restructuring management tools: Avanade supported Segex in its move to a new ERP solution

To sustain its growth, the mid-sized construction and civil engineering company reorganized its management system and adopted a new ERP solution. This resulted in the group having a 360° view of its activity, the standardization of business processes between its different units, and the centralization of data. In order to help it in its transformation, the group called on Avanade to assist and advise its teams throughout the duration of the project deployment.

The Segex group, a specialist in urban planning, builds and develops public living spaces on a daily basis. Based historically in the Ile-de-France region, its operations have expanded to Lille and Lyon. More than a thousand employees of 23 different nationalities work within the group's 15 companies for customers in the public sector, green spaces, plant-based engineering, fountain building, watering, and public and tertiary lighting. The group's activity is divided into three areas: industry, urban planning and civil engineering. Its sense of service, responsiveness, and the quality of its teams has enabled the Segex group to develop over the years the expertise for which it is recognised today. Its turnover exceeds 200 million euros.

In 2013, after fifteen years of strong growth, the Segex Group decided to restructure its management tools in order to improve the visibility and management of the some 7,500 projects managed every year by its teams. To support it during the process, the group called upon Avanade to select and implement an ERP (Enterprise Resource Planning) solution. The aim of the software package was to provide a real-time view of project profitability and to unify the group's information system by integrating its different functional components around a single database.

Very quickly, the Segex group chose Microsoft Dynamics AX, an integrated management solution recognised in the market and approved by the IS Department, project team and executive management as the most appropriate to support the company as it develops.

Extensive restructuring of management tools

A 360° view of all ongoing projects, standardization of processes within the group's different entities, database centralization,... with Microsoft Dynamics AX, the Segex group has extensively restructured its management tools. Every function is now linked within the ERP solution and the slightest change or update systematically impacts the group's general database. If a sales person enters a sale in the management and monitoring table, the ERP solution immediately and automatically ensures this sale is accounted for in the stock, the sales journal, the general ledger and the income statement. And all of this in real time! This has resulted in the optimization of processes, the reduction in the time spent managing the group's data and the centralization of information for greater team efficiency.

Avanade: support and reliable services

The Avanade teams were able to reassure, inform and win the trust of the different teams in the Segex group when they presented the project.

The prior technical and functional studies conducted upstream by Avanade consultants as well as the control of risk during implementation were particularly appreciated by the in-house project teams.

“Avanade was chosen following a call for tenders. The company convinced us that we could see our project to fruition with their consultants. On one hand because of their professionalism and on the other because of the methodology employed”.

IS Manager

The direct benefits of the Microsoft Dynamics AX solution

With Microsoft Dynamics AX, the Segex group has unified all of its processes across all of its entities and has improved the visibility on the profitability of its projects through four major areas:

- Setting up of a single repository running under Microsoft SQL Server enabling the elimination of errors and double entries;
- A highly sustainable technical architecture which will support the group over several years within a context of strong growth;
- Integration of all the identified business processes (and in some cases anticipated) in the context of the initial specifications;
- Interfacing with the information system's other software such as that for payroll management.

In the field, integration of the ERP solution happened quickly and easily for all teams. Xavier Cardot, Operations Manager, is responsible for the day-to-day management of the projects, orders, purchases, receipt of goods and produces a budget status report at the end of each month.

“Today, we benefit from higher traceability than ever before - everything is digitized. We have a single entry point which enables us to communicate with the purchasing and support Departments. Our efficiency has increased dramatically”.

Xavier Cardot, Operations Manager

40,000 supplier invoices and 13,000 customer invoices per year

Furthermore, Microsoft Dynamics AX has improved the efficiency of the group's accounting teams in their daily tasks, thanks notably to its multi-company environment. The Segex group processes over 40,000 supplier invoices every year and, in terms of receipts, over 13,000 customer invoices per year. With the new ERP solution, the accounts department simply perform extractions in Excel and more detailed analyses per project and per company, whether it be in terms of supplier orders or customer revenue.

“The Microsoft Dynamics AX solution is truly flexible and well-suited to our company's activity”.

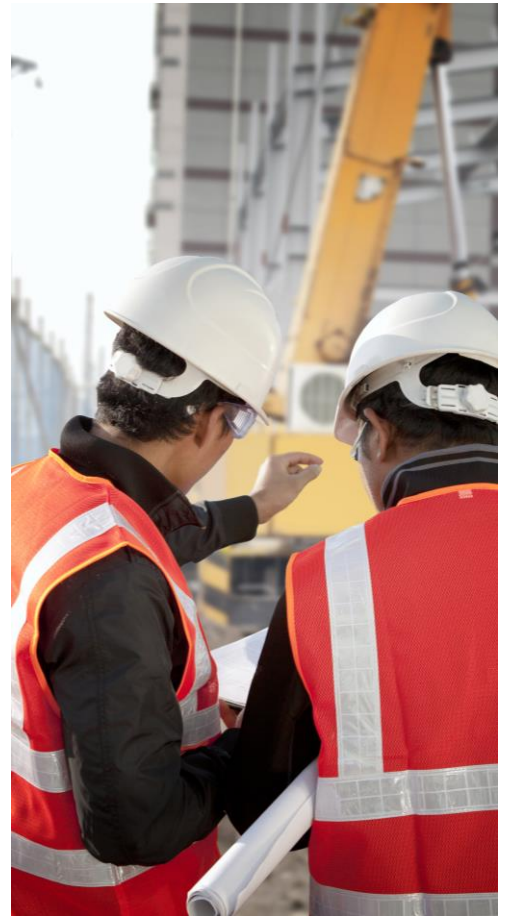
Accounts payable Manager

The ERP solution implemented by Avanade offers the different services of the Segex group the benefit of a single entry point for orders, receipts and invoice reconciliation since orders are directly entered into the solution.

“It is also a single supplier repository and a single item repository which enable us to simplify and standardize our business processes. It is the ideal tool for managing our supplies”.

Benjamin Pignol, Purchasing Manager

Within the group, the operational processes are now standardized across all departments for greater harmony and communication within the different teams.



Contact Avanade

To find out how you can renew your ERP strategy with Microsoft Dynamics AX, contact us by e-mail or telephone:

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About Avanade

The world's leading integrator of Microsoft® technologies, Avanade helps businesses and administrations achieve their objectives with technological solutions, and both cloud and outsourcing services which combine vision, innovation and expertise. Avanade works with companies in every line of business to improve their agility, increase employee productivity, and enhance customer. Additional information can be found at www.avanade.com/fr.

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