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BRFkredit

THE CUSTOMER

A Danish mortgage credit institute, with a company history stretching back to 1797. Offering mortgage solutions to both private customers and business customers, BRFkredit spans the entire spectrum of mortgage credits, and with over 800 employees, the company is the fourth largest credit institution in Denmark. BRFkredit prides itself on strong values concerning responsibility, enthusiasm for their customers, readiness and fiscal solidity, while remaining competitive and maintaining the highest level of service.

THE CASE

BRFkredit wished to transition from SAP to Microsoft Dynamics AX. As part of this, BRFkredit expected the implementation of Dynamics AX 2012 R2 in both test-and production environments, including administration to allow accounting, as well as finance. Furthermore, both inbound and outbound interfaces for specific BRFkredit business partners had to be established, users had to be educated in the use of modules as was deemed relevant to their function and super users were educated in interfaces and follow-up.

The implementation included a total of over 120 users of multiple types, when the system is fully implemented in spring/summer of 2014, and it was important to BRFkredit that the implementation took their company structure into account to allow for future consolidation.

BRFkredit also voiced expectations that the implementation would fit into a .Net strategy, and that electronic invoicing worked smoothly.

The Total Cost of Ownership (TCO) is far lower for a Microsoft Dynamics AX 2012 solution offering the same functions as a similar SAP-solution. In concrete terms, this means that BRFkredit will experience a far higher Return on Investment (ROI) by choosing Dynamics AX. BRFkredit will also be paying less maintenance and subscription fees by choosing Dynamics AX than they would have with SAP. BRFkredit requires a system that is easy to use, and Microsoft Dynamics AX 2012 fulfills this need.

Dynamics AX has a well-deserved reputation for ease-of-use in comparison to SAP, with an interface that is designed to be both easy to master and to remind users of the Microsoft Office package that most SAP users are already familiar with, with seamless integration between Dynamics AX and other Microsoft products. Teaching BRFkredit's employees how to use Microsoft Dynamics AX is fast and easy. This will allow BRFkredit to make effective use of their new implementation immediately.

THE SOLUTION

a-solutions has provided BRFkredit with consultancy and implementation services for Microsoft Dynamics AX. By creating a solution for BRFkredit's needs, a-solutions was able to solve all the requirements identified by the customer, including administration, finance and the required interfaces both inbound and outbound. By ensuring that a-solutions consultants are present onsite with BRFkredit, every part of the planned solution has been implemented to the satisfaction of the customer.

THE BENEFITS

By changing financial management system from SAP to Microsoft Dynamics AX, BRFkredit gain ownership of their system, since AX is purchased and fully owned by the customer, whereas SAP only offers right of usage. But this is not the only benefit BRFkredit gains by making the change to AX. Cost was an important factor for BRFkredit, and Dynamics AX2012 is a far less expensive solution than SAP.