



Manufacturer Increases Growth by Replacing their ERP System to Microsoft Dynamics NAV with Easy Ship Add-on

[Gambits](#), a manufacturer of high quality stainless steel auto accessories including billet grills, pillar posts, door handles, and mirror covers, outgrew their ERP system and found a fully integrated shipping solution. They contracted with Vertical Leap and upgraded their ERP software from QuickBooks with UPS Worldship to [Microsoft Dynamics NAV](#) with [Easy Ship](#). They found realized substantial business gains including; the capability to update their Purchase Orders automatically, add new carriers and LTL's with a flip of a switch, receive accurate carrier rates and updates, run reports and analyze our shipping costs accuracy and efficiency.

When Gambits was using QuickBooks with UPS Worldship, the lack of capabilities caused issues since one shipping carrier could be selected from within QuickBooks at any given time. Shipping costs depend on both location and destination and wasn't properly accounted for. Additionally, they were not able to get accurate tracking numbers and freight charges back on the Sales Orders.

Alain Noumair, Senior Partner of Gambits, led the research and acted as the main point of contact for the selection of a new integrated shipping solution. "I was looking for a Microsoft Dynamics NAV shipping solution which could handle multiple carriers as well as LTL's with rates already loaded and updated automatically" Noumair remembered.

Gambits found the solution in Dynamics NAV Addon's Easy Ship product. "It allows us to focus on shipping out products without worrying about carrier changes and rate updates. We can also add new carriers and LTL's very quickly at the flip of a switch," Noumair states. Gambits plans to add FedEx very soon, as well as R+L Shipping (an LTL) and United States Parcel Service (USPS / US Post Office.)

Easy Ship pulls the detailed order information, customer information, item details, from the Sales Order then automatically returns the shipping, tracking, and freight charges into the Dynamics NAV sales and shipping documents.

Fast Facts



Website: www.gambits-bss.com

Phone: +1 (202) 559-0665

Headquarters: Bethesda, MD

Solution implemented:

Microsoft Dynamics NAV with Easy Ship

Main benefits:

- Faster business processes due to automatic carrier rate updates
- Newly recognized revenue found with more accurate shipping rates on sales orders
- Faster and more accurate reporting for the shipping and accounting department



“We get great time savings and accuracy in our shipping department by utilizing Easy Ship”

Alain Noumair, Senior Partner, Gambits

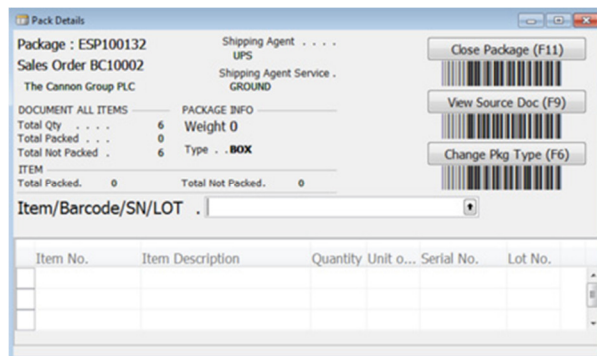
Competitive Advantages

Easy Ship takes advantage of PaceJet, the leader in Cloud-based shipping. PaceJet updates carrier rates, shipping labels, and rate or time changes centrally and immediately so shipping and IT departments never have to worry about ongoing administration or maintenance. In addition, communication is handled in real-time between carriers, which eliminate end-of-day procedures such as printing and uploading manifests.

Noumair explains “In one simple click we can ship from Microsoft Dynamics NAV and update the Sales Order with the tracking numbers and freight charges. The flow of information is very quick and fast, and the numbers all are mapped to the correct accounts automatically. It helps on so many levels.”

Reporting

Gambits is also starting to perform more analysis in their shipping department. “The information we get so much faster and in more detail. This allows us to run reports and analyze our shipping costs accuracy and efficiency,” Normair adds.



Installation and Implementation

The installation was fast and smooth, and all done remotely. Mr. Noumair has great things to say about the whole process; “We got tremendous support from the whole staff at Dynamics NAV Addons, both during the sales process and more importantly in the implementation.”

For more information:

Contact Dynamics NAV Addons now for more information about how you can quickly and efficiently empower your Microsoft Dynamics NAV system.

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