

**MIT-Voice Group implements LS Retail- scored 30% increase in ROI with LS Retail & Microsoft Navision**



**Name of the client- MIT- Voice Group**

**Line of Retail – Electronics**

**Caselet brief**

**Organization summary** – MIT - Voice is an Italian chain of stores that sells mobile and landline phone appliances, with special focus on the variety of services offered by telecommunications handlers. Recently, the chain decided to replace their old Linux based infrastructure with Microsoft Navision on the Windows platform in order to get an integrated system of handling the whole supply chain. The commercial net of the group is widespread in Italy, with more than 130 stores. The turnover is around 150 million € and there are over 500 employees.

**The challenge-** The fast growth of the company and the recent constitution of a financial holding company forced a change leading the MIT-Voice Group to choose Microsoft Windows and Microsoft Navision with LS Retail in order to implement an integrated and innovative ERP solution and leave the previous and outdated platform based on Linux and open sources solutions. The possibility to build on an open architecture, which enables an integration of all the components of the value chain, is considered an important advantage and there is a good possibility to include further elements for a competitive advantage.

- Development of processes & choice of platform
- Integrate & Analyze loads of sales generated information
- New platform to ensure that operating modalities of the existing organization systems to integrate with the systems used by the suppliers, the research companies and the stores.

**Integration, implementation speed, advanced functionalities of Navision are the features which led to the choice in comparison to open source systems**

**Solution**

- MBS Navision and Landsteinar Retail suite - Centralized, complete retail solution
- The Microsoft Navision platform, implemented with the LS Retail application, guaranteed perfect interoperability with all existing solutions used by the suppliers, and was more affordable and functional compared with the solutions developed on Linux and ERP applications that are more common on the market.

**Feature Highlights & Benefits**

- ROI estimated: 30%
- Time of implementation and development of new functions
- Integrated handling of stores and warehouses
- Full interoperability with ERP systems used by the suppliers
- Reduction of operating costs in comparison to open source solutions
- Reduction of the number of employees in the accounting area
- New instruments of business intelligence and data analysis
- Integration of processes and information through the whole supply chain
- Integrated handling of sales processes from the store to head-office
- Common interface and work processes in all stores
- New stores quickly added to system
- Identical user interfaces simplified staff rotation

*"The former infrastructure, server & client, based on Linux and related solutions was outdated and did not offer an efficient enough database to handle the huge amount of data that a fast-growing business demands. Moreover, there were major integration difficulties with other ERP systems, I think that Microsoft offers an advanced vision of the products with precise warranties of development and a high level of benefits compared to other vendors, also open source solutions, which do not offer the same transparency. "*

**Massimiliano Cantoni, CIO, MIT.**

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