



## **Eclipse upgrades Jack Link's** **Upgraded Microsoft Dynamics NAV transforms financial** **reporting, enhances product tracking and improves** **business efficiencies**

Jack Link is a real person living in Wisconsin and the company carrying his name is the biggest producer of beef snacks in the world. Jack Link's Asia Pacific manufacturing operation is situated in one of the world's leading grass fed beef producing countries - New Zealand.

From a 3000 square metre plant up the road from Auckland's International Airport, Jack Link's beef snacks are made and exported to markets as diverse as Australia, Korea, UAE, USA, Japan, Singapore and Russia.

In 2002, Jack Link's implemented an early version of Microsoft Dynamics NAV (formerly Navision), a Microsoft-based enterprise relationship management (ERP) solution to manage their financial data. However, with only a few consistent users, they didn't make the most of the inherent functionality and range of reporting and ad hoc enquiry options available. Instead, they chose to maintain their data within disparate silos of information across the organisation.

"Although we did have an early version of Navision, only a couple of individuals used it and used it for basic finance functionality only," said Mike Millett, Commercial Manager, Jack Link's.

In 2009, Jack Link's decided to upgrade to the latest version Microsoft Dynamics NAV and finally operate a single data platform with powerful reporting.

"We had no central repository for our key data and no real-time snapshot of our business - and that's absolutely what we needed. Our aim was to drive our ERP software to exactly fit our organisation and to have one integrated system that would be used and understood company-wide," said Mr Millett.

### **The Challenge**

Mr Millett managed the implementation process. With previous experience as an ERP consultant, Mr Millett knew a solid working partnership would be essential to the success of the ERP re-implementation. He knew Eclipse by reputation and was impressed with Eclipse's strong consultancy team available across Australia and New Zealand. This was important as Jack Link's has operations on both sides of the Tasman.

"Put simply we wanted Eclipse to deliver an ERP manufacturing solution that would vastly improve our stock control data and to give us a bigger view of what was going on in our business."

"Meat is money and we house anywhere up to 1300 tons of meat at one time and at \$6 a kilogram we're talking a very high cost stock item - so it's imperative we get an integrated snapshot of our business," said Mr Millett.

For Jack Link's Production Manager, Gailene Tukukino, the challenge is having to order, track and control truck loads of seasoning and packaging materials as well as pallets of sugar and other ingredients.

"It's crucial our stock management is the best it can be if we are to retain efficiencies and ultimately be a profitable exporter," says Ms Tukukino.



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**Commercial Manager**  
Jack Link's





### The Outcome

“Ultimately, Eclipse delivered what we wanted. And we would have to say it was at times a difficult implementation. The biggest challenge for us was getting to grips with what the latest version of Microsoft Dynamics NAV could deliver and how best to utilise it. What we didn’t want was an ERP system that dictated to us. We were very clear on that point,” says Ms Tukukino.

Three months after the upgrade of Navision to version Microsoft Dynamics NAV version 5, Jack Link’s is already experiencing enhanced reporting, data capture and strategic planning capabilities.

“I was a total skeptic about all things ERP before the Eclipse implementation. Now I’m a big fan and it’s because my job is so much easier and I trust the system entirely to deliver a live snapshot of our stock on a daily basis. Since this latest Eclipse implementation, Microsoft Dynamics NAV definitely sits at the core of our business and allows easy access to critical decision data.”

“We’ve gone from having to sit down and regularly trawl through up to 12 hard copy spreadsheets to gauge our stock control performance, to now being able to instantly access a real-time snapshot. In other words, we have that nirvana of an online repository of key data. Gone are the days of not knowing or having to physically count stock levels once a week. Now we can honestly say we’ve mastered a pure ‘just in time’ stock regime control regime. I have empty shelves and I love it!”

“A great example is the ordering of our bulk packaging. Three months ago we’d have pallets in stock. Now we’ve an exact snapshot of what we are using and a precise view of our business essentials, so I order key ingredients and stock as I need them. This is a big change from horror stories of having to write off stock because over-ordering,” says Ms Tukukino.

Microsoft Dynamics NAV has provided both operational and reporting efficiencies. From improvements in stock ordering and tracking, to streamlined accounts periods – eliminating manual based procedures, improving processing times and ultimately reducing unnecessary administrative costs.

“As we are a US-based company, we have 13 accounting periods per year. Each accounts period used to take us two weeks to work through our invoicing accruals to understand in dollars terms our stock value. The need for accruals has now gone and need now just three days which is a considerable time and money saver,” Mr Millett concluded.



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