

Enhance-Optimize-Scale

Discovering Dynamics 365 for Forest Products Manufacturers

Combining decades of
industry experience
with D365 expertise

By SSNW

An integrated tech footprint translates to streamlined operations, powerful data reporting, and scalability.



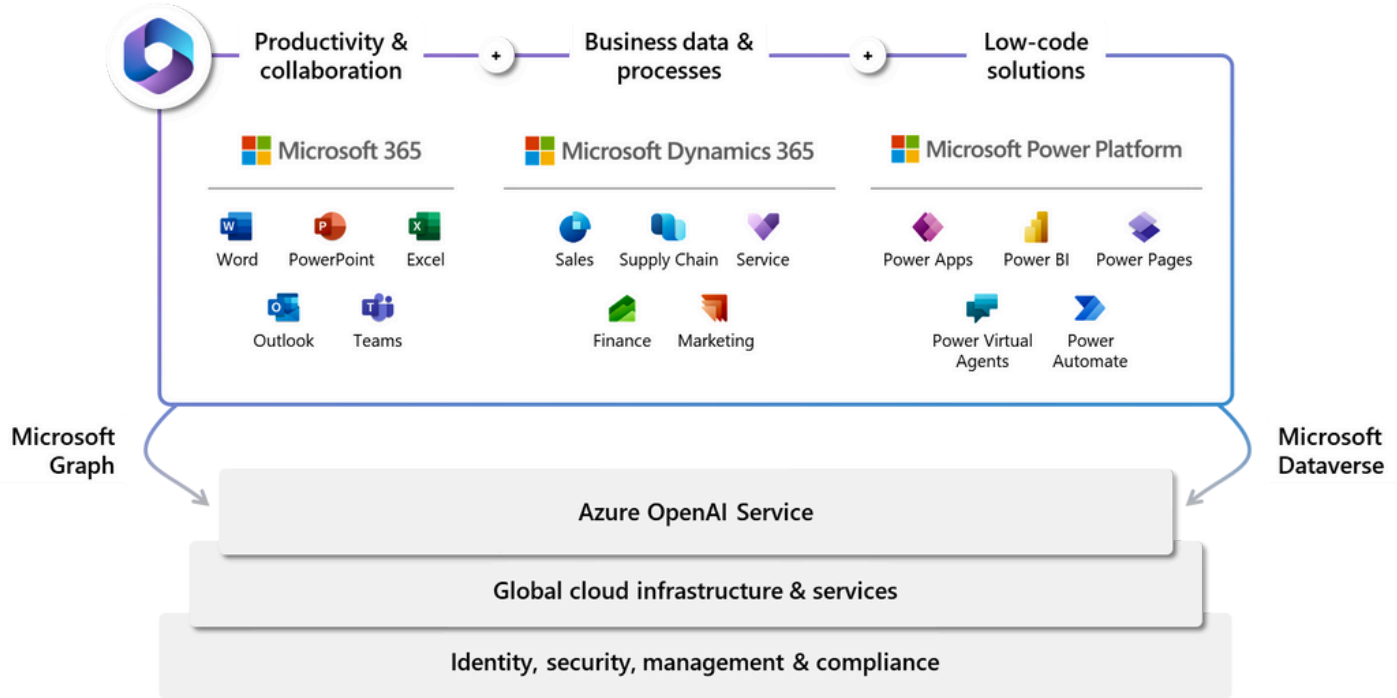
For Forest Products enterprises, maintaining and providing a steady supply chain with rapid, accurate forecasting, pinpoint shopfloor planning, and reliable asset management is a must. In today's capricious marketplace, it's also of the utmost importance to equip your business with powerful tools to enhance workers' performance and streamline your operations to keep up with the swift changes and current demands. The last thing businesses, managers, and workers want to worry about is whether or not their technology is working *for* them. An ERP platform that offers broad, deep functionality that can handle complex operations with streamlined efficiency is critical, and implementing a powerful ERP platform is the pathway to position your business to capitalize on growth opportunities and scale.

Deepening its commitment to 'more personal computing,' Microsoft Dynamics 365 offers an ERP platform that enables Forest Products Manufacturers the ability to meet current business needs and seize growth opportunities. Dynamics 365 is unique among competitors as it offers a business platform with broad, deep functionality that can be configured to meet the unique needs of your business. This attribute makes it the ideal choice among Forest Products enterprises where data and information of cost models and available-to-promise calculations can be turned into monetary value. Forest Products companies that choose D365 as their ERP platform gain access to that data, freeing up siloed information between their business segments. Workers experience real time data reports, collected within minutes instead of days; by integrating shop floor and asset management modules, enterprises can increase productivity by eliminating downtime inefficiencies from missed scheduling opportunities or missed machine maintenance. Integrate your finance and operations with D365 and turn the power of rapid data, visibility, and business tools into real value.










Tools to leverage growth and maximize efficiency

The Microsoft Stack is the powerful platform that enables your business to experience high-visibility over your entire supply chain, warehouse and manufacturing operations, and finance. Utilizing this powerful tool enterprises can communicate real-time information across your organization and between software tools while simultaneously delivering consistency for customers and workers.

With Microsoft's business tools, executives can make strategic, data-driven decisions using rapid reporting, and discovering value in their operations. Plus, employees can focus on insights and strategic functionality enabling growth, enhanced operations, and scalability.



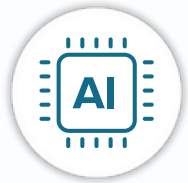
D365 performance enablers for Forest Products Enterprises

- 
Manufacturing
 With D365, workers experience rapid shopfloor tagging and production reporting and can optimize production scheduling using attributes. Maintaining accurate inventory levels through raw material demand forecasting and real-time inventory consumption is a game changer for manufacturing and shopfloor efficiency.
- 
Procurement
 Enable all workforce to request items and have approvals performed efficiently for items that are not auto-matically planned. Maintain all forms of trade agreements with vendors to streamline the purchasing process. Con-figure the system to support corporate purchasing policies.
- 
Finance
 Capture high-level reporting detail with a flexible, multi-dimensional account structure. Support for cost accounting through tightly integrated manufacturing and integrated Business Intelligence solutions with customized dashboards and KPIs that help make your financial reporting a breeze.
- 
Partner Ecosystem
 Dynamics 365 is delivered through a vast network of partners with broad and deep vertical experiences. Your consultants understand Forest Products Manufacturers, have implemented D365 for numerous enterprises, and can offer guidance, customization, efficient configuration, and ongoing support.
- 
Logistics and Supply Chain
 Plan a load and manage freight rating, routing, dispatch, and freight bill payment through an integrated transportation module. Enable broad visibility to the whole organization for when loads are shipped and what they cost all on the same platform.
- 
Warehousing and Inventory
 The system has the flexibility to enable efficient warehouse processes and provide real-time inventory management through the advanced warehouse module. Empower your sales force to better customer service with accurate available-to-promise (ATP) calculations.
- 
Scalability and Flexibility
 With powerful tools and an agile platform, enterprises utilizing D365 have the ability to handle day-to-day challenges and capitalize on growth opportunities.
- 
Integrated Business Tools
 Maximize end user's time with the power of Microsoft tools including, Export API, Workflow Designer, Document management, Excel Data Connector app, and more.
- 
Business Intelligence
 Share crucial data through Power BI and enable new processes through the Power Platform. Turn easy access data into valuable decision making tools.

More possibilities with AI

With capabilities that span and connect the entire Microsoft ecosystem, Copilot for Microsoft Dynamics 365 accelerates your business and enables a whole new way to work.

Because the AI tools are built directly into Dynamics 365, you can improve the end-to-end customer experience, reduce costs, and boost financial success. Plus, the ability to automate repetitive tasks, analyze data, and offer personalized recommendations, means Dynamics 365 can help you operate more efficiently and grow your business.



Copilot in Dynamics 365 transforms frontline operations, putting AI in the flow of work, giving skilled and knowledgeable workers access to relevant information where and when they need it.



Utilizing AI for Forecasting Models, Intelligent Order Management, Business Performance Analytics, and Invoice Capture, enable enterprises to increase productivity without overburdening staff with tedious workloads.



Microsoft has integrated its AI with data feeds to help streamline data collecting and analysis. Save hours of work, as AI will sort through multiple pages of data, presenting key insights to help workers make data-driven decisions faster.

Fixing Common Pain Points

Aging legacy systems	Legacy systems require frequent infrastructure re-freshes, maintenance, and absorb a lot of IT resources. With these old systems, it's easy to stifle growth.
Heavy reliance on customizations	Companies can find their on-premise systems heavily customized over the years, placing them at risk when the IT staff or system developers leave the company. This situation can make legacy software costly to maintain and manage. It can even put the company's data at risk.
Static data hindering decision-making and flexibility	Legacy systems often prevent access to real-time data. Without tools that make financial reporting data easy to access, managing core business functions without accurate up-to-date information is complex and risky.
Disjointed, manual financial and accounting processes	In big enterprises disjointed reporting inefficient results. Uniting processes on one platform enables automated tasks to produce accurate, rapid data, which relieves staff from tedious processes and greatly reduces misinformation and data that has become relevant.

Return on Investment with D365

To give companies a good idea of the kind of investment they're making, Microsoft commissioned an economic impact report to quantify the potential return on investment users of Microsoft Dynamics 365 could realize.

Dynamics 365 Finance

Costs:

Subscription fees, initial partner implementation and support fees, internal implementation and ongoing management effort.

Benefits:

Productivity improvements, reduced burden on IT staff, savings of legacy cost, ease-to-access data, visibility.

Financial ROI Summary:

Total Benefits (risk-adjusted):

Year 1: \$2,458,771

Year 2: \$2,503,915

Year 3: \$2,549,059

Total: \$7,511,746

Dynamics 365 Supply Chain Management

Costs:

Implementation, Subscription fees, Support and Management.

Benefits:

Increased capacity, reduced machine downtime, increase developer productivity, infrastrucute footprint consolidation.

Financial ROI Summary:

Total Benefits (risk-adjusted):

Year 1: \$3,754,800

Year 2: \$21,681,900

Year 3: \$30,603,825

Total: \$56,040,525

SSNW Note:

Our client, States Industries, was able to capture \$2 million in benefits after implementing Dynamics. The visibility gained with Dynamics ERP platform gave them insight to their vendor selection, learning there was value to be realized by enhancing who they purchased their ungraded cherry wood from.

Collaborations with Strategic Solutions NW

Coupling broad and deep knowledge of Microsoft's Dynamics ERP platforms with a team of in-house developers, business analysts, and consultants, Strategic Solutions NW is an on-shore, full-service consulting firm with the experience and ability to implement, configure, and create software solutions that precisely meet our client's business needs. Additionally, our team of senior consultants and business analysts have extensive experience in global operations alongside company mergers and acquisitions. With an average tenure of 12 years amongst our staff, we utilize our collective experience to continually push the bounds of traditional technology consulting, seeking creative ways for our client's businesses to maximize their investments, discover value, and reach peak efficiency.

Since 2006, we have helped numerous Forest Products manufacturers integrate their global enterprises with Microsoft Dynamics 365. Our collaborations consistently deliver businesses better processes and efficiency by streamlining operations, eliminating redundant and wasteful processes and software, and strategically positioning our clients to scale and capitalize on growth opportunities. Our ERP partners have dealt with complex implementations that have required navigating global operations and warehousing modules, complicated manufacturing requirements, and intricate webs of third-party integrations. Continually, our clients seek out our team of business analysts and developers to help implement and expand their Dynamics 365 footprint, looking for more ways to extract value from their business.

Seeing Microsoft continually invest in Dynamics, engineering it to be a flexible ERP platform that elevates processes and scalability, SSNW decided to commit to specializing in implementing, integrating, and configuring Dynamics 365 ERP platforms for our clients and, now, designing apps that help enhance the sales to delivery process for Forest Products companies. In our nearly 20 years of working with D365, we've seen it work tremendously for manufacturers in a variety of industries, such as, South Coast Lumber, Collins, and States Industries. It allows executives to make decisions based on real-time data and renders financial close a breeze. It breaks down data silos between business functions, enabling communication of data, information, and operational processes across segments. Ultimately, it enables and empowers organizations to scale.

Sales-to-delivery for Forest Products Lumber and Plywood

With nearly 20 years of Forest Products and ERP experience, we have configured Microsoft's Dynamics 365 Finance and Operations (D365) to increase the speed and accuracy of the sales-to-delivery process enhancing visibility on mill margin, delivered pricing, inventory and more. Empower and streamline your sales-to-delivery process by configuring your ERP with these key features.



Delivered pricing

During the sales call, a salesperson can view delivered pricing alongside a mill price and margin, eliminating the need for manual calculations or rough estimates. Estimated freight for the order is captured and allocated to the individual lines for consistent profit estimation.



Net Inventory Balance

Enable users to quickly view the net item balance per location, which takes into consideration inventory on-hand, sales demand, and transfers in and out. For each item, all open sales order lines can be displayed to help prioritize order fulfillment.



Attribute item lookup

Eliminate the need for item master memorization, cheat sheets, and complicated item description searches. This enables a salesperson to quickly filter and find item SKU's based on attributes that match a customer's request.



Load tendering

This enables the transportation coordinator to plan and dispatch loads from a single screen. By incorporating this streamlined approach enterprises can avoid complicated and costly transportation management setup.



Inventory UOMs

This enables users to see inventory displayed in any number of UOM's, aligning sales, manufacturing, and inventory control on standard volumes, such as, MBF, MSF, M3/8ths.



Price in UOMs

Enter and view sales quantities in multiple units of measure while pricing in a completely different unit of measure, such as, MBF for lumber or MSF for plywood.

[Learn more on our website](#)

South Coast Lumber

South Coast Lumber Co. is a family-run timber business based in Brookings, Oregon with substantial acreage, and operating divisions in lumber, plywood, and engineered wood spread over three manufacturing facilities. Before partnering with Strategic Solutions NW, South Coast Lumber operated these divisions with various, unintegrated custom green screen software. Strategic Solutions NW's work with South Coast Lumber has led to a highly productive collaboration as South Coast continues to invest in D365's capabilities and discover more value for its business.

Key Challenges

Operating three large divisions on unintegrated green screen software packages put South Coast Lumber Co. at significant risk when those disparate software packages reached their end-of-life support. Additionally, because these systems were unintegrated, typically automated business processes were having to be completed on paper. In response, Strategic Solutions NW helped South Coast Lumber integrate their business with cloud-based Dynamics 365 Finance and Operations for scalability, reliability, and customizable capabilities.

Actions

- Strategic solutions started with upgrading their GP (on-premise) ERP system with Dynamics 365 FO (cloud-based) system, integrating the interface and workflows of three core divisions and locations while maintaining a flexible structure for future add-ons and customizations. Replacing their legacy software with D365 in-house functionality, the result was a greatly reduced and better-managed software footprint, accurate warehouse reporting, and connectivity offering mobile access and the ability to use handheld scanners that were directly integrated with D365.
- For South Coast Lumber Co., Strategic Solutions NW developed custom software, BizAX, which provided a streamlined process for positive pay, automatic reconciliation, and unique lockbox capabilities, cutting down on delays and overhead costs. After our initial project, we implemented the D365 Asset Management Module, to give manufacturing and warehouse managers superb visibility over their machine assets, informing them of maintenance requirements and schedules regarding their expensive tools.

South Coast Lumber later hired Strategic Solutions NW again to implement the Dynamics 365 Manufacturing module for their LVL manufacturing center. We eliminated all legacy access databases to plan and manage order fulfillment and reporting and created an open data flow between Wonderware and D365 to limit software interfaces on the shop floor and ensure high availability for production.

[Results on the next page](#)

South Coast Cont.

Results

Dynamics 365 Finance and Operations provided South Coast Lumber Co. with a strong financial foundation and supply chain management capabilities that resulted in significant shifts toward automated workflows. Additionally, by integrating previously used third-party software, South Coast Lumber Co. was able to retain familiarity and ease into the transition to using D365.

Increasing D365 footprint by integrating the Asset Management module to their operations, they were strategically positioned to enhance their analytics with their machinery's KPIs and to meet maintenance requirements, which ultimately resulted in more accurate production forecasting.

Lastly, when South Coast Lumber integrated the Manufacturing module for their Laminated Venner Lumber (LVL) manufacturing center, they immediately saw the benefits of being able to extract manufacturing data within real-time. The impact was vast. South Coast was able to systematize manufacturing knowledge, making siloed data alongside costing and estimating models integrated and widely available to stakeholders and managers.

Integrated Third-Party Integrations

Prior to our partnership with Strategic Solutions NW, South Coast Lumber Co. had numerous customized systems housing siloed data that prevented the company from scaling their growth. Their main business functions alongside their LVL center are using only the following four add-ons.

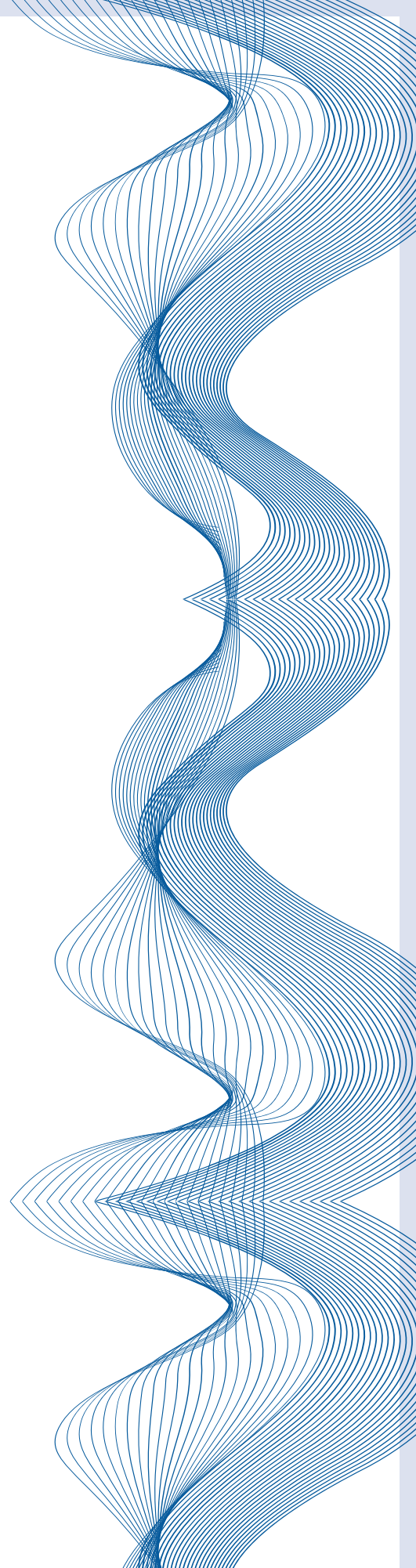
BiZAX - custom software designed by SSNW

- Positive pay, automatic bank reconciliation, and unique lockbox capabilities

Paragon - log scaling system

BOP - homegrown order-to-cash

Wonderware - stores manufacturing data



States Industries

Founded in 1966, States Industries is a hardwood panel manufacturer that employs close to 500 people, from millwrights to finish line technicians, maintains bills-of-material for more than 400,000 constructions, and typically adds 10 new ones daily. States was using an antiquated, highly customized ERP system that was not fully integrated with their services, causing inefficiencies in the sales process, product integrator, quote generations, and more. SSNW assisted States in determining the best solutions to streamline the quote-to-order creation process and make overall changes to workflow via a new ERP system.

Key Challenges

States' existing ERP software was nearly obsolete and insufficiently integrated and routine processes were cumbersome. For instance, its customer quote generator required engineering to perform price buildup and check material availability, all of which was managed offline. In other areas, their system couldn't isolate the freight component of delivered prices.

Additionally, there were workflow inefficiencies, as well. Sales would routinely ask engineering for panel construction rules even though these rules were documented in a manual. However, even if sales did use the manual, much of the information wasn't up-to-date due to engineering decisions made on the fly. Lastly, capacity planning only occurred at a high level, resulting in delivery dates only accurate for a week.

Actions

- Fully integrate States' operations, software, workflows, and processes with Microsoft Dynamics AX.
- Configure a host of third-party software vendors to meet States' unique manufacturing and distribution needs, including SSNW's proprietary Forest Products Industry solution.

Results

- Improved ability to sell and schedule to constrained capacity and promise delivery dates based on CTP functionality.
- With Experlogix CPQ, States was now able to rapidly configure price and quote products.
- Process and workflow improvements included standardized freight rating, routing, and allocations to sales order items and developed processes and tools to evaluate supplier performance
- Our efforts lead to tangible benefits of close to \$2 million annually

Integrated Third-Party Integrations

Experlogix CPQ configurator

- Fully integrated with AX out-of-the-box
- Simultaneous and continuous updates with Dynamics AX
- Rapidly configures price and quotes product

Microsoft Dynamics 365 Pricing

Enterprises in Forest Products Manufacturing will likely select Dynamics 365 Supply Chain Management as their primary module, then attach additional licences to grant access to Dynamics 365 for key personnel.



Dynamics 365 Supply Chain Management

Pricing from : \$210 per user/month

Dynamics 365 Supply Chain Management is the ERP module that empowers enterprises to capitalize on unified business processes and utilize the business data to drive maximum performance and efficiency.

- Unify data and views for inventory, warehouse, manufacturing, service, and logistics

Use the warehouse and shopfloor data to increase productivity, alongside real time inventory visibility to optimize production and fulfillment. With innovative manufacturing operations, improve throughput by being able to proactively manage the shop floor using real time production and stock. Ultimately, with a strong technology footprint that provides robust infrastructure, enterprises can keep production running continuously while guiding future decisions based on data.

- Sustainable technology that's backed by Microsoft for every part of the Forest Products Industry

Dynamics 365 allows Forest Products Manufacturers to migrate away from niche, industry specific solutions to a single platform by uniting finance and supply chain data and processes. Create on grade and falldown on a single production run. Have real time visibility into raw materials and unitized finished goods inventory. Track multiple items in a single unit. Lastly, optimize inventory levels through raw material demand forecasting and inventory consumption.



Dynamics 365 Finance

Pricing from : \$30 per user/month as additional license with SCM*

Dynamics 365 Finance is D365 flagship ERP solution, providing powerful financial management capabilities, automation, and performance enabler tools that unify business data and streamline order to cash, procure to pay, and record to report.

- Utilize automation and enhance performance

Implement automation and workflows to get more done. Communicate and share information with integrated Office 365. Gain access to rapid reporting that drives enlightened, data-driven decisions. Adding technology infrastructure to your finance department enables enterprises to scale and capitalize on organic growth.

- Utilize automation and enhance performance

Dynamics 365 Finance is D365 flagship ERP solution. It provides powerful financial management capabilities, automation, and performance enabler tools that unify business data and streamline order to cash, procure to pay, and record to report processes.

*Additional Licenses allow businesses to lower costs of subscriptions by adding additional access, with reduced costs, to full priced subscriptions.

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