

# EARTH ISLAND

## CASE STUDY



### EARTH ISLAND SAVES \$100,000 REIMPLEMENTING MICROSOFT DYNAMICS NAV WITH WESTERN COMPUTER AND ACHIEVES 99% UTILIZATION WITH TAILORED SERVICE OFFERINGS

#### THE SOLUTION

Earth Island is a natural foods manufacturer with products sold in 18,000 grocery stores and 23 countries worldwide. Their number one requirement for an ERP system is food traceability. With Western Computer's product expertise and tailored services module, Earth Island successfully reimplemented Dynamics NAV 2016, saving \$100,000 on the project and achieving 99% utilization.

With Dynamics NAV, Earth Island also achieved the goal of full traceability of items from purchasing through production to the final sale to the customer. Their all-encompassing ERP implementation delivered full integration across purchasing, payables, receivables, sales, and financial reporting.

"Dynamics NAV is a perfect solution for us because it fulfilled all our needs without requiring any out-of-pocket customization."

- Matt Dunaj, Director of Accounting, Earth Island

The result of the project was the removal of customizations that were common in their previous implementation of Dynamics NAV and the move to a solution where they now rely mostly on the core out-of-the-box Dynamics NAV application. This allowed Earth Island to focus on core strategic areas that improved business performance, for example:

- Implementing EDI to automatically pull in sales orders.
- Implementing a bar-code system that would eliminate paper in the warehouse.

#### THE BENEFITS

**Earth Island saved \$100,000 with the availability of tailored service offerings from Western Computer.**

The initial quote to perform an upgrade of the existing ERP solution was over \$130,000. This was an investment that the Earth Island team was not going to consider. With extensive in-house expertise at Earth Island, Western Computer could adjust the project charter and give more ownership of the project to the Earth Island management team with Western Computer supporting them in the areas that they truly valued: strategic guidance and Dynamics product expertise.



#### PROJECT GOALS



- Implement a fully integrated ERP solution to enable end-to-end food traceability
- Eliminate customizations
- Increase utilization of Dynamics NAV

**"Western Computer listened and tailored their model to accommodate our new roles and responsibilities, delivering a \$100,000 cost savings to our business."**

Matt Dunaj  
Director of Accounting  
Earth Island



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**INDUSTRY:**  
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The final cost for the upgrade was around \$35,000.

In addition to these reimplementation savings, Earth Island **saved additional money** by **not** investing in a food manufacturing solution. While this would seem like an obvious investment, Earth Island determined that this was not the case. While Earth Island has a unique business, their business workflow is relatively straightforward when it comes to batch processing and manufacturing. With Earth Island's in-depth understanding of their business processes and Western Computers' Dynamics NAV product expertise, they concluded, as a team, that there was no need for the implementation of an industry-specific solution.

The **goal** for Earth Island was to reduce the number of customizations and to increase the utilization of Dynamics NAV. Before the upgrade, Earth Island invested time in evaluating their business processes to see how they could change these to match the Dynamics NAV workflows. When it was time for an upgrade, they achieved **99% out-of-the-box functionality**.

**Meaningful and actionable reporting** has also enabled Earth Island to ensure that users across the business have access to the data they need to make proactive business decisions. Jet Reports has ensured business functions as it needs to by getting real-time reporting from Dynamics NAV. With over fifty reports used daily by users across the business, every user has the reports they need to stay informed and empowered to make the right business decisions. All departments across the Earth Island organization are using data from Dynamics NAV to get the right insight, at the right time, to make the right business decisions.

Jet Reports is widely adopted because it allows for the creation of reports in Excel, a tool that is familiar to many users across the business. Once reports are created, they are refreshable by all users, ensuring they are receiving real-time data for proactive decision-making. Refresh the report and take action!

"The skillsets at Western Computer are really what made this project a success. Without the support from their team, I would not have been able to deliver this project \$100,000 under budget successfully. They **empowered** me with their willingness to share their knowledge and quality expertise in teaching me along the journey enabling me to replicate the process and achieve our goals."

- Matt Dunaj, Director of Accounting, Earth Island

### WHY WESTERN COMPUTER?

The Western Computer and Earth Island partnership was critical to the success of the project.

"The Western Computer team was a vital component to the success of this project:

- They listened. Western Computer heard clearly that we needed to reduce the cost of the project and enable us to take a more hands-on approach. They instantly adjusted their model to accommodate the new roles and responsibilities for the project to deliver significant cost savings to the business.



### PROJECT HIGHLIGHTS

- Cost savings enabled investments in strategic projects
- Better insights with reporting across all areas of the business
- Implementation services tailored to fit the unique needs of their team

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- They were available. Taking this hands-on approach, we were heavily reliant on the availability of Western Computer staff when issues arrived that could not be resolved internally.
- They empowered Earth Island. Western Computer delivered the resources and training for us to be self-sufficient. I would spend 5 hours on a call with a Western Computer developer who would teach me how to do, say, a rapid start package. They taught me to do the first one and enabled me to do the rest on my own. This allowed us to get the system reimplemented within our budget, on time and in a way that worked for our business."

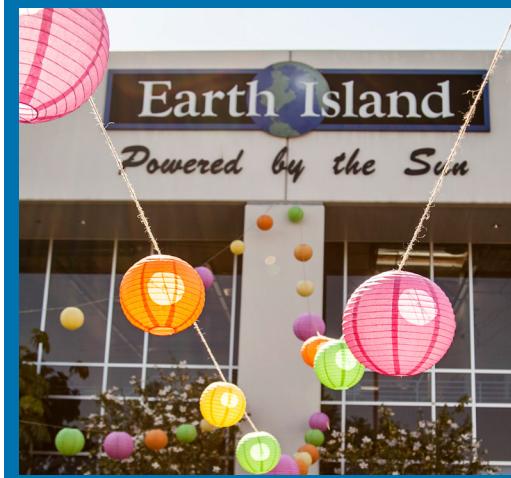
- Matt Dunaj, Director of Accounting, Earth Island

"When you embark on such a strategic project that is at the heart of your organization's success, there is always the fear of the unknown and your ability to be successful. My experience with Western Computer gave me comfort that they had the product expertise to ensure the successful reimplementation of Dynamics NAV 2016," stated Matt Dunaj. "Western Computer alleviated the anxiety of the unknown."

### ABOUT EARTH ISLAND

Follow Your Heart is a market and café based in Southern California, as well as a line of plant-based foods in 1970 after over 45 years. Their solar-powered manufacturing facility, **Earth Island**, is located just a few miles away. They strive to provide everyone with access to delicious, healthy foods and to be stewards of the environment.

Follow Your Heart is thriving and still committed to the same ideals and values that they had in 1970. Since their humble beginnings as a small market and café in Canoga Park, they have expanded our passion for great-tasting, healthy foods. They believe that all people deserve access to healthy food, that they should have compassion for all living things, and that they have a responsibility to be good stewards of the environment.



### PROJECT RESULTS

- \$100,000 savings on the project
- 99% utilization of Dynamics NAV
- Removed customizations

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