

Happy new year



Topics:

- ◆ Focus on Value, Let Profit be the Result
- ◆ GrapeCity develops Dynamics CRM tools for Microsoft JP and CN

Focus on Value, Let Profit be the Result -GrapeCity AX Customer Picanol



“Paradise in Heaven, Suzhou and Hangzhou on Earth” is a well-known saying in China. In the 1990s, with the opening of the Suzhou Industrial Park, the ancient city was renewed and revitalized and has since attracted a large number of

foreign enterprises. Among them is Picanol - one of the biggest weaving machine manufacturers and a world-leader in weaving technology. The Picanol Group has implemented Microsoft Dynamics AX as its ERP system in many countries,



Group news

Recently GrapeCity (Shanghai) designed and developed an Excel template tool for Microsoft Japan to be used in the Japanese version of Dynamics CRM 3.0, aimed at resolving a printing inconvenience reported by Japanese customers. The new tool allows customers to export data into Microsoft Office applications and then generates reports for end users. It will be published on the Microsoft Community Site and distributed to Dynamics CRM users for free. As a Microsoft Gold Certified Partner, GrapeCity has a long history of developing tools for Microsoft, including over 15 reporting tools for the Chinese versions of Dynamics CRM 3.0 and 4.0, and has contributed greatly to promoting Microsoft Dynamics products.

allowing it to simplify its business processes. In China, Picanol and their international consulting partner Delaware Consulting from Belgium, have selected GrapeCity to implement Dynamics AX.

On November 28, 2007, GrapeCity China CEO Peter MacInnis paid a visit to Picanol in Suzhou to review progress on the implementation of Dynamics AX with the customer, and to further strengthen GrapeCity's partnership with Delaware. The GrapeCity visitors toured Picanol's bright, well-organized production lines accompanied by Mr. Iwein Goigne, Picanol Group project manager, and Wim Denduyver, Delaware Consulting project manager. During the tour Iwein explained, "We are using Microsoft Dynamics AX worldwide to improve planning, production, inventory, sourcing, sales and other operations. Our goal is to have all Picanol Group companies using Dynamics AX - this is very important because we want to have one uniform platform for the Picanol Group. This to have a transparent financial reporting and to have access to the global supply chain. We are glad to have GrapeCity working with us on it. Considering the professionalism and hard-work style of their AX consultants, we have great confidence that we will have a successful AX implementation in China."

The Picanol Group is a truly global company with many international sites and therefore highly focused on the international development of the company. The multi-site, multi-language, and multi-currency capabilities of Dynamics AX support Picanol's global vision and provide the ERP foundation needed to achieve its future strategic objectives. The Picanol Group has gained great value from using a broad range of Microsoft products. Dynamics AX has helped them optimize their supply chain, connecting with both customers and suppliers. Customers have direct access to information such as availability of parts and prices, and can place the orders online.

Currently GrapeCity is working closely with Picanol to implement the AX finance module. In addition to AX expertise, GrapeCity brings many years experience on systems that enable foreign enterprises to consolidate financial reporting among multiple firms within a group, meeting the financial reporting requirements of Europe and America, as well as of China. In addition, Microsoft's recent version 4.0 of Dynamics AX for the Chinese market is fully compatible with Chinese accounting practices and regulations and

includes an interface to the China Golden Tax System, which is able to print value-added tax invoices directly.

Using Microsoft Dynamics AX, the Picanol Group is simplifying its business processes, improving its operating efficiency, and enhancing its communication with customers and suppliers.

Delaware Consulting, the global ERP consulting partner for the Picanol Group, is one of GrapeCity Dynamics AX key partners in China. In reviewing the partnership with GrapeCity, Mr. Jan Delaere, President of Delaware Consulting, concluded that, "We established the partnership with GrapeCity in 2006, and we think we've made the right decision on this. We talked with many local services companies at that time, and most of them are chasing eagerly after profit, which is expected. On the other hand, we believe VALUE for the customer should come first, and then profit will come as a natural consequence. We are glad that GrapeCity thinks like we do on providing true value to customers."

About the Picanol Group:

The Picanol Group is an international group specialized in the development, production and sales of high-tech weaving machines and complementary services and products for the aftermarket as well as high-tech components and system solutions for OEM in the textile and other industries. The Picanol Group focuses on weaving machines (with brand name as Picanol) based on air-jet or rapier technology. OEM business markets its products via brand names as PsiControl Mechatronics, Proferro, GTP Accessories, Te Strake Textile, Burcklé, Steel Heddle and Melotte.

About Delaware Consulting:

Delaware Consulting, a Belgian-based firm with branch offices in Shanghai and Harbin as well as Atlanta, is a trusted partner for its customers, committed to reconciling business and technology requirements. Delaware's solutions are based on the state-of-the-art technology standards of Microsoft and SAP. Their core business consulting competencies are IT strategy, ERP, CRM, SCM, BI and IT service management, which they enrich with their solid experience and pragmatic approach.

