PubCo Solution

Estate Management

MADIC
dynamics

The complete solution for Estate Management

Madic Dynamics Estate Management is an ERP solution based on Microsoft Dynamics NAV that enables organisations running an estate of properties to effectively and efficiently control every aspect of their operations.

The Challenge

Containment of operational costs, protection of margins and optimising spend-per-visit are paramount in sustaining the profitability of a multi-property business.

At the same time, it is crucial that head office policies and strategies do not alienate customers, managers or tenants in this highly competitive industry and difficult economy.

This balancing act can be difficult without the support of a robust ERP system that not only centralises control over core operations such as sales orders, pricing and property management, but that also provides true insight into business performance and customer demand as a whole.
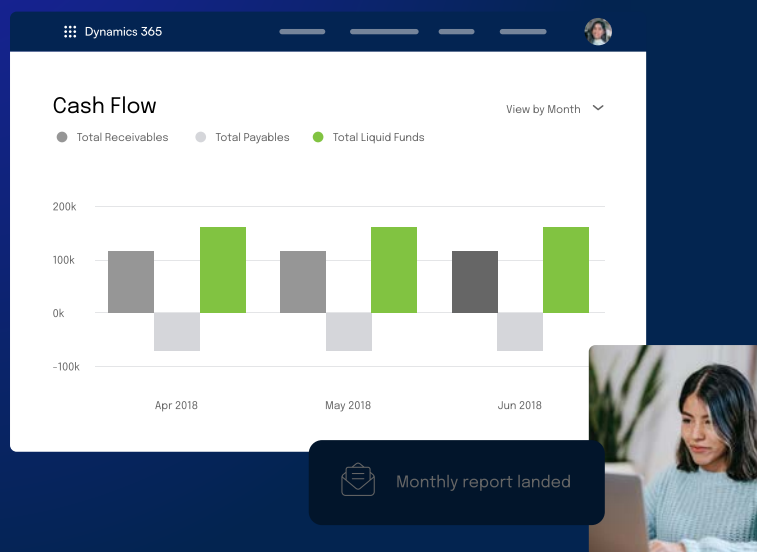
What is OD Estate Management?

Flexible, scalable and easy to deploy, the comprehensive solution automates and streamlines business processes while enforcing best practice and providing powerful cross-organisational visibility. This not only reduces operational costs but puts the organisation in a position to proactively capitalise on new trends and opportunities.

The OD Estate Management solution offers capabilities such as:

- Powerful business analytics and reporting

- Complete control of company-wide finances, pricing and margins

- Streamlining of, and smoother communications throughout the supply chain

- Property oversight for the entire estate

Built on the rock-solid foundation of Microsoft Dynamics NAV, OD Estate Management provides a wide array of innovative capabilities based on industry best practices and operations at some of the most successful operators in the sector.

Dynamics 365

Cash Flow

View by Month ⌄

● Total Receivables   ● Total Payables   ● Total Liquid Funds

200k

100k

0k

-100k

Apr 2018   May 2018   Jun 2018

✉ Monthly report landed

Deliver a profitable customer experience with OD Estate Management

OD Estate Management is used by some of the UK's most successful and well-known operators managing thousands of outlets.

Madic Dynamics Estate Management is developed on the Microsoft Dynamics NAV platform - the most popular mid-range Enterprise Resource Planning system in the world; the solution for more than 300,000 customers with 1.3million users. Microsoft Dynamics NAV is a core product within the Microsoft Business Solutions portfolio.

Trailing Sales Orders
● Released ● Open

Business Performance
Top Five Customers by Sales

Growth per Year

400	
300	
100	
200	

7/12 8/12 9/12 10/12 11/12 12/12 13/12

The Solution

OD Estate Management has a modular approach that provides the option to roll-out functionality gradually, aligning with the business's objectives, schedule and budget. Each module and its associated components support a functional area of the business.

Systems management utilities

Integrated into OD Estate Management are innovative features that simplify systems management for IT staff and business processes for users.

The content management modules for example, allow employees and site managers alike to share documents and templates across locations and functional business areas. This facilitates information sharing & a smooth chain of communications throughout the extended organisation.

In turn, this helps Head Office to understand the requirements of their customers & site managers to embrace company strategy, follow processes and protocols.

Business analysis and reporting

With OD Estate Management business analysis and reporting modules, transforming data across the company into actionable knowledge is easy. With little or no training, users can view and manipulate business critical information with intuitive dashboards and other displays featuring rich graphics.

Comprehensive views of the entire organisation allows users to:

● Identify emerging trends
● Discover new sales opportunities
● Monitor key performance indicators (KPIs)
● Ensure greater accountability
● Maximise profits

A wide range of reports can simply be created that will present data as intelligible insight, allowing better decision making. Among its many powerful features and predefined reports, the solution provides seamless downloads to Microsoft Excel as well as ad-hoc queries.
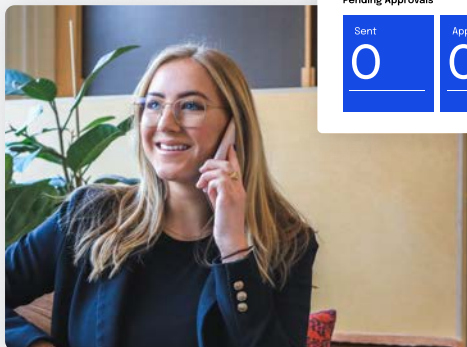
Financial Management

OD Estate Management's financial modules streamline finance and accounting operations enterprise-wide, helping to contain costs, comply with contracts and capitalise on scale to improve negotiations.

Capabilities cover the full range of processes, transactions and activities including:

● General-ledger accounting
● Accounts payable and receivable
● Bank management
● Credit management
● Loan management
● Asset management

Other innovative options such as the Carbon Analysis module, enable companies to easily adapt to regulatory industry-related changes.

Madic Dynamics Estate Management Solution modules support the administration of large, complex estates.

Estate and property management

Because many company estates comprise both company-operated and leased locations, as well as production and warehousing/ distributing facilities, OD Estate Management modules support the administration of large, complex estates.

Estate and property management modules include:

- Physical property
- Rents
- Licensee / management changes
- Repairs and maintenance

Supply chain management

OD Estate Management modules support clear and timely communications between the head office, employees, and property managers. This improves control over processing and fulfilling orders as well as inventory management to minimise waste while meeting customer demand.

Key functionality allows you to:

- Conform to industry standard Tradacoms for both exporting orders and importing invoices
- Automate integration with suppliers
- Fully validate imported files, including Sales Pricing and Discounting, and Purchase Prices
- Generate Sales and Purchase invoices as a single process
- Handle multiple units of measure
- Easily access and maintain prices and discounts across brands

Advanced sales and marketing management

These modules help head-office executives sell and take orders more effectively as well as manage their relationships with property managers.

With the OD Estate Management CRM module, customer data including contact information is stored and linked to details to manage business relationships.

As a result, customers, property managers and franchisees receive efficient and accurate service with the latest relevant discounts and promotional information.

Other featues include:

- Detailed views of each caller's previous orders, stock levels, credit history and promotions
- An automated order support process, which provides suggestions for product solutions and special offers
- Online ordering portal

Serious about your business?

Find out more about how solutions from Madic Dynamics can streamline your business processes.

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Globally trusted technology platform

As well as Dynamics NAV, OD Estate Management is built on the Microsoft platform including Windows Server, SQL Server, SharePoint and Office. This familiar reliable environment is compatible with other Microsoft based business systems and ensures more simple licensing and support. Madic Dynamics can provide the solution as an on premise, private or public cloud service.

Microsoft Dynamics NAV is the ERP system of choice of more than 300,000 companies and 1,300,000 users world-wide. Microsoft is committed to the continuing and long-term development of the product to take advantage of future technology, commercial and regulatory changes.

Ease of implementation and maintenance

OD Estate Management is deployed at some of the largest and most successful operators in the UK running many thousands of outlets. Our experienced consultants and project managers work closely with IT staff to deploy a solution that integrates seamlessly with the existing environment.

Highly configurable, our solution doesn't rely on customised code or lengthy development efforts. As a result the system is completely supported by Madic Dynamics and is easy to maintain, upgrade and scale.

Achieve results now!

In summary, using OD Estate Management can help:

- Assess performance at individual outlet, regional or brand level
- Enforce consistent policy and practice organisation-wide, improving control, containing costs, reducing wastage and ensuring consistent customer experience
- More effectively plan and manage the estate and facilities to increase accountability
- Streamline and automate processes to achieve an efficient extended operation

- Improve inter-company communications
- Gain a comprehensive picture of the organisation, market pressures and trends
- Develop the agility to respond to those pressures and trends and proactively pursue opportunities
- Improve relationships with valued property managers and customers

Build your Microsoft Central Business Solution

Make intelligent business decisions today.

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a company of
MADIC group

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