



KONICA MINOLTA

Bringing back simplicity and usability into BC reporting.

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From vision to reality: How ForNAV transformed Konica Minolta's approach to BC reporting



Konica Minolta Business Solutions Germany is a leading provider of innovative solutions in the fields of document management, IT services, and digital production printing. Over the years, Konica Minolta has built a solid reputation for delivering tailored solutions that drive efficiency and productivity. At the heart of their offerings lies Microsoft Dynamics 365 Business Central (BC), which they have been delivering to customers for many years.

Navigating RDLC report design challenges

Konica Minolta's journey with ForNAV began in early 2019, when Sascha Braun, Head of Business Software at Konica Minolta, saw an opportunity to profoundly transform the way they worked with BC reporting. *"We had been utilizing the C/AL tool in Microsoft Dynamics NAV for years, which proved effective and user-friendly. However, with the introduction of the RDLC report designer to replace it, the process became considerably more complex, requiring developer involvement for each report in BC."*

Faced with this challenge, Konica Minolta sought a solution to bring back simplicity and usability into BC reporting. Verena Schaefer, Team Manager for Consulting at Konica Minolta, explains: *"Report design in RDLC requires having seasoned developers involved every time. It is a complex and really time-consuming task. Therefore, we had a vision to enable our consultants to handle reporting tasks themselves rather than sending them to developers. ForNAV made this vision a reality."*

This transformative journey has reshaped the landscape of BC reporting for Konica Minolta.

"Taking on ForNAV has allowed us to eliminate the constant reliance on developers for report creation tasks."

Discovering ForNAV – and realizing a vision

ForNAV emerged as the clear solution to enhance Konica Minolta's BC reporting capabilities. With its ease of use and affordable pricing, the compelling value proposition offered by ForNAV made the partnership decision straightforward. Recognizing the game-changing potential of ForNAV, Konica Minolta swiftly took it on. Consultants could now produce professional BC reports in significantly less time and at a fraction of the cost compared to using standard RDLC reporting tools.

"Taking on ForNAV has allowed us to eliminate the constant reliance on developers for report creation tasks," Schaefer confirms. This aligns perfectly with Konica Minolta's goals of enabling consultant-led BC reporting tasks, streamlining project workflows, and enhancing client satisfaction.

"I was not familiar with ForNAV when I joined Konica Minolta. However, it proved to be a remarkably intuitive and user-friendly report design solution – as all report design solutions should be."

Easy as a breeze

One of the great benefits of using ForNAV is how fast and easy it is for consultants to learn and adopt.

Benjamin Boosz, a consultant at Konica Minolta, recalls his seamless experience transitioning to the ForNAV Report Designer. *"I was not familiar with ForNAV when I joined Konica Minolta. However, it proved to be a remarkably intuitive and user-friendly report design solution – as all report design solutions should be."*

Getting familiar with ForNAV typically only takes a matter of days, as Boosz reflects: *"After a simple 2-day online training course, I was up-to-speed with the basics and ready to start. I learnt the solution's nuances and more advanced features moving along by following the guidance provided through Coffee Break videos, an invaluable series of short 10-minute videos available to all on YouTube. These videos are a great tool because they offer simple hands-on guidance on advanced features and address common support questions."*

As a result, using the ForNAV Report Designer, consultants have taken the reins of report design at Konica Minolta, avoiding the need for extensive developer involvement. In some specific cases, customers can even utilize ForNAV themselves – and in these cases, report creation can be handed over to them completely. *"Business Central customers with a certain level of understanding of the BC database can create reports independently,"* Boosz explains. *"Typically, after a few hours of basic training and a few days familiarizing themselves with the system, they are ready to start creating their reports."*

"It is affordable and enables us to deliver exactly what customers want."

An integrated part of the standard BC offering

Selling ForNAV has become a second nature for Konica Minolta. Braun explains, *"We have simply incorporated ForNAV into all the new BC projects we sell. Reporting is a fundamental requirement for all our BC customers, and they expect it to be easy, user-friendly and efficient. ForNAV fulfils these expectations. It is affordable and enables us to deliver exactly what customers want. It brings tangible benefits that make it the obvious choice for our customers."*

But ForNAV is more than just a revolutionary report design tool. In fact, ForNAV is an "all-in-one" solution. With a single ForNAV license, customers unlock access to a suite of game-changing tools for simplifying reports and printing within Business Central.



For example, ForNAV includes close to 100 optimized reports that work out-of-the-box and can easily be tailored to the specific needs of customers. Schaefer emphasizes the advantages of this standard report pack, stating: *"While customers rarely use these reports as they are, they serve as an excellent foundation for creating customized reports. And, because these standard reports have undergone a thorough code clean-up, they are very easy to customize."*

ForNAV Direct Print is yet another transformative solution for Dynamics BC partners. Direct Print makes it possible to print reports directly from the web client on any type of device, to any network printer, whether it is a ForNAV, RDLC, or Word report – which is otherwise impossible. For Boosz, ForNAV Direct Print is also a must-have: *"Setting up direct printing without this tool is incredibly complex and difficult. Label printing from the browser is especially complicated without ForNAV Direct Print. This ForNAV solution brilliantly solves this and best of all - it is included in the price of the ForNAV license."*

Partnering with ForNAV has undoubtedly been a game-changer for Konica Minolta, relieving them of the hassle associated with print and reporting in Business Central. As Boosz puts it: *"Recently, I had to deal with some RDLC reports and realized how much more challenging they are to work with. I'm truly grateful for ForNAV."* Working with ForNAV is a win-win situation for both partners and customers alike.

Konica Minolta Business Solutions Europe GmbH, based in Langenhagen, Germany, is a wholly owned subsidiary of Konica Minolta Inc., Tokyo, Japan. Almost 9,000 employees in Europe give their all to move your organisation forward.

We are represented by our subsidiaries and distributors in more than 80 countries in Europe, Central Asia, the Middle East and Africa.

Worldwide, we are represented in 150 countries with over 39,000 employees.

www.konicaminolta.de



ForNAV offers solutions that simplify reporting and printing tasks within Microsoft Dynamics 365 Business Central. Our solutions are user-friendly, customizable, and affordable.

Get started faster with the ForNAV Report Pack, featuring a selection of brand-new reports, designed, and optimized for ForNAV. Easily create and adjust reports with the intuitive ForNAV Designer.

Use ForNAV Direct Print to send print jobs directly from the Microsoft Dynamics 365 Business Central web client on any type of device, to any printer in your network. Regain access to C:\ files from Business Central Cloud with ForNAV File Service.

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