



## ” Bobcat has experienced great improvements ”

***Bobcat Sverige AB has improved its business in several ways with the new DSM system and they now feel more secure in their daily work***



### **Challenges in the old system**

For several years Bobcat Sverige AB used a general it system for their daily operations. But the system could not handle the needs that Bobcat Sverige AB had. Marcus Andersson who is normally working with spare parts tells us that the old system could not handle multiple locations for a single product and as the business has several stores around Sweden this meant big challenges in the daily work routines. For instance the accounts could not be reconciled by the end of the year and finally they realised that it was time to change to a new and more business specific system that was reliable and up to date.

### **The choice of a new system**

When Bobcat Sverige AB had decided to change their it-system, they considered different solutions. They looked for a reliable system, where results, economy and statistics were accurate and a system that could handle all their needs.

*- We came in contact with JMA Maskindata AB at the time when we started searching for a new system and already from the start I sensed that the JMA DSM system was the right system for us. It was an industry specific system that was well designed and specialised for our business, says Marcus.*

He also points out that as the JMA DSM system is based on the Microsoft Dynamics NAV platform it is reliable and future safe. Marcus says that they had a long list of criteria for the system and that the JMA DSM system fulfilled them all. "The choice of system was also very much a matter of gut feeling or at least it was for me". Marcus explains that what is really nice about the JMA DSM system is that JMA Maskindata AB has worked within the machinery dealer business themselves and therefore they know about the needs that the business has.

### **Improvements**

Bobcat Sverige AB has worked with the JMA DSM system for a while now. Marie Bysner, finance manager at Bobcat Sverige AB, says that even though the JMA DSM system seemed like a large system it was easy to learn the functions and to master the system. Even Marcus confirms that the system is user friendly and that it primarily is due to the fact that it is based on the Microsoft Dynamics NAV standard system. In this way you know the layout and the functions from the other systems from Microsoft.

It is obvious that the JMA DSM system has provided security in the everyday life at Bobcat Sverige AB. Marie says that she now trusts the numbers she gets from the system. She is very satisfied that she sees the whole workflow and that she can follow the entire process. Marie also says that it is easier to make follow-ups and that she is particularly pleased that there are never any differences between accounting and stock value.

- There are very few errors. If you do it correctly from the beginning and do it carefully the system is 100% reliable, says Marie.

Marcus likes that the system is flexible, fast and logical. He tells that the new work processes in the system means that the statement is accurate now because all procurement of goods is matched directly against invoices. In this way the purchase is posted directly and inventory is adjusted directly by what is written on the invoice. The result is a correct inventory value.

- The change to a new system has been very important for us as we never knew the real stock value with the previous system, says Marcus.

That everything is faster has saved us much time, especially when it comes to dealing with price files and stock value. Bobcat Sverige AB has a lot of price files, and now loading is automatic. Marcus says that with the old system they worked throughout weekends with the updating of prices and the same with the statements of the stock value. But now everything is faster and much better thanks to the JMA DSM system.

The search function is also something that faci-



litates the daily work. For example, if a customer calls, it is easy and fast to search for a specific product, says Marcus.

- You can search and filter for anything and anywhere in the system, says Marcus.

### The support

As with all other systems, it is sometimes necessary with support from the supplier. It is therefore important that they understand our needs.

- Since JMA Maskindata AB has a lot of experience from the industry they quickly understand our problem. And this is really a strength, says Marcus.

- They understand our needs as they have worked within the machinery dealer business and with economy items among other things. They are also able to visit our end the same day you make the support call as they are so nearby. So it is perfect, says Marie.

### All in all – more than expected

Both Marcus and Marie believe they have acquired a better system than they had expected. Marcus believes that he is the person who works with most different parts of the system. And he thinks that it is logical and user-friendly.

**Bobcat is an international company which is a market leading manufacturer of minor machines and construction equipment.**

**Bobcat Sverige AB is the general agent of a wide range of small machines and construction equipment in Sweden and is owned by Göran Andersson. The company is headquartered in Kristianstad with branches in Malmö, Göteborg and Stockholm.**

**Please visit Bobcat Sverige [website](#).**



Engelsholmvej 26  
DK-8940 Randers SV

Telephone: +45 87 11 00 00  
E-mail: [info@jma.dk](mailto:info@jma.dk)

[www.jma.dk](http://www.jma.dk)  
[www.reservedelsdatabasen.dk](http://www.reservedelsdatabasen.dk)